

Our energy practice
Putting your best
foot forward



The Deloitte Energy and Resources practice provides comprehensive, integrated solutions to the electric power, oil and gas, mining, water, waste and renewable energy sectors both in Ireland and around the world.

We draw on a combination of disciplines; audit, tax, consulting and financial advisory, to provide expert industry specific solutions. We have added and strengthened several service lines to offer comprehensive, integrated solutions to meet the needs of energy companies all over the world. Energy clients have specific needs that demand specialists. In response to those unique needs, we have developed over two dozen service lines focused on energy including project finance, regulatory services, risk management, energy trading, environmental liability, mergers and acquisitions, operational optimisation, IT systems, carbon trading, due diligence and valuation services. We actively support all our clients by ensuring we have the right experts to serve each specific challenge.

In Ireland, we understand the energy and resources industry and have worked throughout the sector with Government Departments, the Regulator, semi-state and privately owned market participants. Our breadth of experience has given us significant insight into the challenges facing the industry. The State Asset Sale process presents the potential for change as private investors bring their methodologies and knowledge to the sector. Furthermore, the increased focus on financing structures and alternatives, the renewed emphasis on energy efficiency and the on-going challenges of the global economic downturn all contribute to making this a period of change, challenge and opportunity in the market.

As a result of the current environment, refinancings, M&A and capital raisings are key focus areas for many companies. We have engaged on a wide range of assignments for energy companies to evaluate, recommend and implement project structures and financial systems that maximise efficiency and economic return. Deloitte has built a solid network in the investor community and can open doors to our clients for raising finance and advise how best to structure this finance from a tax perspective.

We recognise the role of renewable energy sources in meeting the energy gap, hedging value, improving cost efficiency, diversity and security of supply and in meeting climate change obligations. In addition, the renewed tax landscape in Ireland of increased R&D credits, scientific research, energy efficient equipment allowances and a world leading IP tax regime makes it a natural home for the development and commercialisation of energy technologies.

Servicing clients across the industry

Our clients span a diverse range of industries including power, oil and gas, renewable energy, water, waste and mining. We work across these industries, providing a broad range of corporate, strategy, financial, operational, customer, regulatory, technology and tax services.

Power and utilities

Globally we serve the dominant market share of Fortune 500 energy and utility clients. Our integrated service offerings address the key challenges they face, from industry consolidation and regulatory changes to corporate governance and globalisation. We have worked across the sector in Ireland with both power companies and policy makers.

Oil and gas

With more than 2,500 oil and gas professionals worldwide, our oil and gas practice is focused on providing audit and enterprise risk services, tax services, consulting services and financial advisory services to companies in all segments of the oil and gas industry.

Renewable energy sector

Our team has worked with clients across the full spectrum of the industry, from start-ups to listed companies, with investors both in Ireland and those with a wider European or global remit. Our work is underpinned by our understanding of incentive mechanisms, policy, tax structures, fund raising and business planning.

Water

The water industry team provides experienced, comprehensive professional services to the water industry as it responds to the challenges and opportunities of a changing economic, regulatory, and market environment. We have assisted clients to respond to change, playing an integral role in regulatory reform, operational design and financing.

Waste

The waste industry is one of constant change, with the global economic crisis leaving its mark on the sector. Our team has the expertise to add value throughout the business cycle. We have worked with Irish clients in the sector across a range of financial advisory, audit and enterprise risk, tax and consulting services.

Mining and exploration

Mining is an industry without borders, companies must operate wherever economic reserves exist. Deloitte member firms serve as auditor to five of the world's ten largest mining companies and have significant consulting, tax, corporate finance relationships with the other five. We have a strong presence within the mining and exploration sector in Ireland.

Sustainability services

Sustainability issues, including climate change, human rights and ethical trading, permeate the value chain. Supply chains and investors demand greener, leaner and more ethical products and services. Sustainability is now an essential part of successful business planning. At Deloitte, we provide a range of integrated and holistic services and solutions for all businesses. Our sustainability services team represent the firm's centre of excellence on specific sustainability projects. We work closely with teams throughout Deloitte to incorporate sustainability as a component of many of the firm's other offerings.

Our expertise

Deloitte has been active in the energy sector for over a decade and has built a team of industry experts providing our clients with knowledge of the industry, and knowledge of investment and financing options. Our experience in the energy and resources sector has been gained through significant engagements in

industrialised countries and first hand involvement in emerging markets. Immense global experience has enabled Deloitte to gain a 'big picture' perspective about industry restructuring, as well as a detailed understanding of government, regulatory, company and interest group behaviours and strategies.

Key trends and business drivers in the Irish energy and resources industry and relevant Deloitte services		
Industry trend	Impact	Relevant Deloitte firm services
Global economic environment	<ul style="list-style-type: none"> • Decreasing consumer demand • Greater focus on operating cost base • Decreased funding sources and increased borrowing costs • Reduced government subsidies • Decreased shareholder returns • Competition for investment from traditional sources • Greater importance on long term agreements 	<ul style="list-style-type: none"> • Corporate Finance • Strategy and operations consulting • Economic regulatory advisory services • Enterprise risk management • M&A services • Valuations • Debt advisory • Tax
Establishment of a new water utility	<ul style="list-style-type: none"> • Operational design change • Regulatory focus • IT system readiness • Customer management • Streamlined integration • Funding 	<ul style="list-style-type: none"> • Strategy consulting • Technology integration • Economic regulatory advisory services • Corporate Finance • Tax • Data analytics
Growth in alternative and renewable energy	<ul style="list-style-type: none"> • Emerging shareholder demands/concerns • Rising customer expectations in relation to "green offerings" • Opportunities for growth and differentiation • Capex risk - achieving required returns • Influence of Tax incentives • Increased research and development 	<ul style="list-style-type: none"> • Strategy and operations consulting • Corporate Finance • Tax • Increased R&D tax credit • Efficient IP regime • Economic regulatory advisory services • Enterprise risk management
Industry restructuring	<ul style="list-style-type: none"> • Sale of state assets to the private sector • New market entrants • Opportunities for growth • Regulated utilities expanding non-regulated assets • Business streamlining • Regulatory dynamics evolving • Opportunities for tax optimisation • Integrating and managing diversified assets, technology and culture 	<ul style="list-style-type: none"> • Strategy and operations consulting • Economic regulatory advisory services • Enterprise applications • Pension fund deficit reduction strategies • Technology integration • Enterprise risk management • M&A services • Tax efficient financial structures • Equity incentives and maximising shareholder value/wealth
Regulatory scrutiny	<ul style="list-style-type: none"> • Increased regulatory management focus • Rising complexity and cost of compliance • Public and shareholder pressure 	<ul style="list-style-type: none"> • Economic regulatory advisory services • Strategy consulting
Waste industry consolidation	<ul style="list-style-type: none"> • Focus on financing structures • Global economic downturn fallout • Decreased consumer demand • Pressure on shareholder returns 	<ul style="list-style-type: none"> • Strategy and operations consulting • M&A services • Valuations • Debt advisory

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