

**Deloitte.**

Deloitte Alternative Energy  
Committed to helping alternative  
energy clients succeed



Deloitte Center  
*for Energy Solutions*



# Deloitte Alternative Energy Committed to helping alternative energy clients succeed

## Recent industry perspectives:



[US Solar Power Growth through 2040:  
Exponential or inconsequential?](#)



[US Renewable M&A Revs Up:  
Renewable power enters the mainstream](#)



[Deloitte Resources Study Series](#)

For a complete list of publications and events,  
please visit [www.deloitte.com/us/alternativeenergy](http://www.deloitte.com/us/alternativeenergy)



## US Alternative Energy practice:

- Helps clients address critical challenges and execute initiatives designed to further their strategic objectives, and deliver value for their shareholders.
- Serves clients in all major alternative energy sectors including solar, wind, biofuels/biomass, and geothermal.
- Publishes research and analysis regularly that helps our clients understand the ever-evolving alternative energy marketplace. Our insightful materials provide a framework for both practical and visionary solutions.
- Offers a number of high-quality conferences and seminars addressing major alternative energy issues. We also offer Dbriefs, live webcasts from our practice, offering valuable insight into important developments affecting the business.



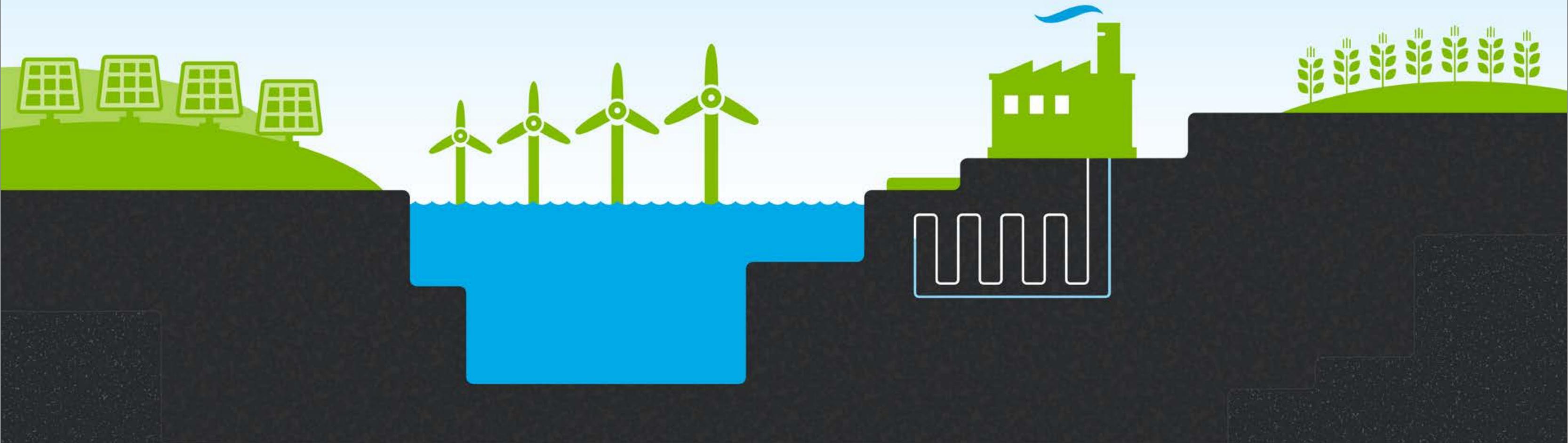
## Deloitte Businesses:

- **Advisory:** Deloitte Advisory helps clients manage strategic, financial, operational, technological, and regulatory risk to maximize enterprise value, while our experience in mergers and acquisitions, fraud, litigation, and reorganizations helps clients move forward with confidence.
- **Audit:** Deloitte provides alternative energy companies with the audits and reviews of financial statements and reporting on internal controls in accordance with applicable professional standards.
- **Consulting:** Deloitte Consulting's in-depth global experience serves as an integral resource for a significant proportion of the world's energy companies, providing broad capabilities and services spanning multiple areas, including human capital, strategy and operations, and technology integration.
- **Tax:** Deloitte's Tax practice is a leading tax advisor in the US and internationally, made up of field-experienced industry practitioners, with a deep bench of technical specialists who understand alternative energy financing structures.

# We understand the dynamics of the alternative energy industry

Few industries impact global economic livelihood, societal functioning, and quality of life as significantly as the energy industry. Few industries face as many challenges. A number of daunting factors are again leading many inside and outside the energy industry to embrace alternative energy as a solution—or, perhaps, more accurately—a critical piece of the solution. Alternative energy sources are making inroads in our national energy mix and that progress is likely to continue. It's not a matter of whether the US renewable energy market will grow, it's how fast and by how much.

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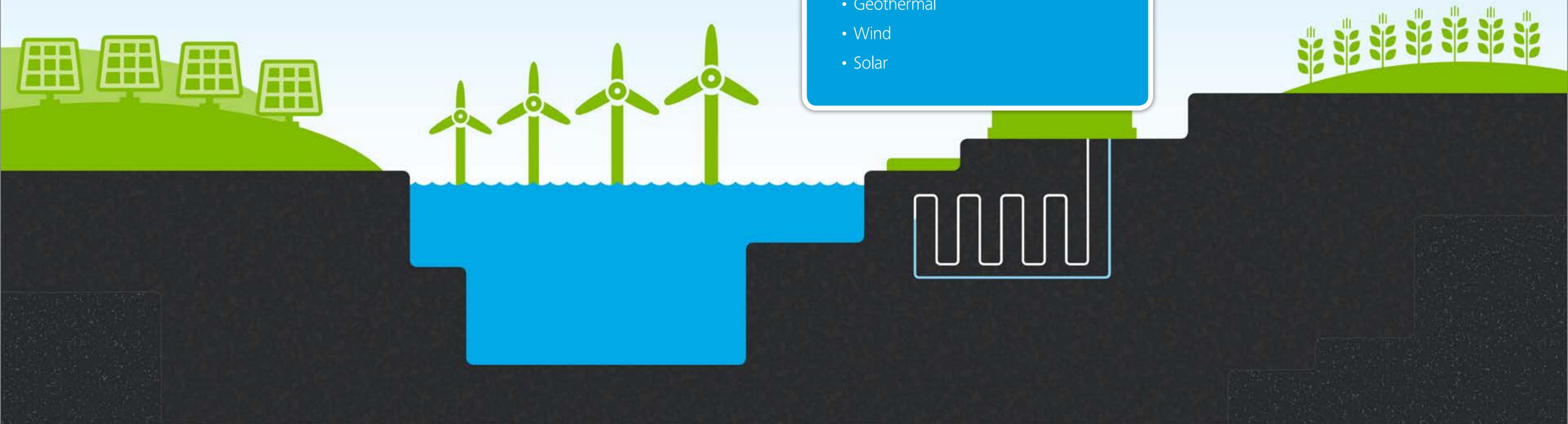
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## Alternative Energy sectors

Deloitte provides services across the alternative energy industry

- Biofuels/Biomass
- Geothermal
- Wind
- Solar



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## Meeting client needs

We understand the top issues facing the industry

- Analytics
- Core Growth
- Cyber Risk
- Government Regulation
- Innovation/Business Model Transformation
- Mergers and Acquisitions (M&A)
- Operational and Financial Risk
- Operating Performance
- Quality and Reliability
- Technology Initiatives

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## Our multidisciplinary approach

We are committed to helping your organization achieve its strategic goals. Here are a few illustrative examples.

### M&A due diligence

Deloitte assisted a private equity buyer with accounting and tax due diligence related to its acquisition of 18 alternative energy projects including geothermal, wind, and solar.

### Financial advisor to client selling solar assets

Deloitte Corporate Finance LLC (DCF) acted as the exclusive financial advisor to a solar integrator client in its recent sale of several solar facilities to a counterparty. DCF guided the client through a competitive investment banking process in order to achieve its objectives, while enabling the client to better identify and secure significant growth.

### Accounting consultation on various tax equity structures under US Generally Accepted Accounting Principles (GAAP) and International Financial Reporting Standards (IFRS)

The client sought to understand the various accounting implications associated with various potential tax equity structures. Deloitte provided guidance around consolidation, i.e., Variable

Interest Entities accounting, embedded derivatives accounting, and the Hypothetical Liquidation Book Value Income Recognition Model under both US GAAP and IFRS.

### Tax services

Deloitte's client was developing a tax equity model to evaluate and structure solar projects. Deloitte evaluated the opportunities and constraints of different ownership and distribution structures and elaborated on specific US tax provisions to help our client understand the economic effect of the rules and maintain tax compliance.

### Valuation of an acquired wind power portfolio in the US

The transaction involved over 1,000 megawatts of operating and under-construction wind projects and a development pipeline. We assisted the client with the allocation of purchase price of the acquired entity for financial reporting and tax purposes. This required the valuation of wind power projects; development pipeline; land, land rights, and land improvements; and intangible assets, such as, non-compete agreements and power off-take contracts. In addition, Deloitte performed a cost segregation analysis for the operating projects.

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## How we can help

We provide services to energy companies, from start-ups to established organizations

- Asset and investment optimization
- Capital advisory services
- Cyber security
- Financial accounting and reporting
- M&A and transactions consulting
- Restructuring
- Revenue recognition
- Risk management
- Securitization services
- Shareholders' equity
- Strategy and operations
- Tax structuring and planning

Deloitte provides services to all of the top five Fortune 500 energy companies.

Deloitte serves **99%** of the *Fortune 500* energy companies.

Deloitte provides **79%** of the *Fortune 500* energy companies with audit and enterprise risk services.

Deloitte provides **93%** of the *Fortune 500* energy companies with tax services.

Deloitte provides **81%** of the *Fortune 500* energy companies with consulting services

Fortune statistics are from the 2014 Fortune report, covering 2013 data.

Deloitte named the **global leader in Analytics IT Consulting** based on capabilities by Kennedy

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Deloitte named a **global leader in Cyber Security Consulting** based on capabilities by Kennedy

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Deloitte named a worldwide leader, **ranked #1 in Finance and Accounting Consulting Services** based on capability and strategy by IDC

Source: IDC MarketScape: Worldwide Finance and Accounting Consulting Services 2014 Vendor Assessment by Cushing Anderson, July 2014, IDC #249540

Deloitte named an **IT Consulting Leader to the Energy & Utilities Industries** by Kennedy

Source: Kennedy Consulting Research & Advisory; Information Technology Consulting to the Energy and Utilities Industry 2014; Kennedy Consulting Research & Advisory estimates © 2014 Kennedy Information, LLC. Reproduced under license

Deloitte named a **global leader in SAP Implementation Services** based on ability to execute and completeness of vision by Gartner

Source: Gartner, Magic Quadrant for SAP Implementation Service Providers, Worldwide, Susan Tan, 23 July, 2015

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# Deloitte Center *for* Energy Solutions

## **About the Deloitte Center for Energy Solutions**

The Deloitte Center for Energy Solutions (the “Center”) provides a forum for innovation, thought leadership, groundbreaking research, and industry collaboration to help companies solve the most complex energy challenges.

Through the Center, Deloitte’s Energy & Resources group leads the debate on critical topics on the minds of executives—from the impact of legislative and regulatory policy, to operational efficiency, to sustainable and profitable growth. We provide comprehensive solutions through a global network of specialists and thought leaders.

With locations in Houston and Washington, DC, the Center offers interaction through seminars, roundtables, and other forms of engagement where established and growing companies can come together to learn, discuss, and debate.

**[www.deloitte.com/us/energysolutions](http://www.deloitte.com/us/energysolutions)**

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