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Energy & Resources Industry in Latin America Integrated solutions



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Energy & Resources
Oil & Gas. Power & Utilities. Mining.



Our industry practice



For more than 100 years Deloitte has provided a highly skilled team of professionals to serve the Energy & Resources industry. Our work with a broad client portfolio in all sectors has provided us with a wealth of experience in upstream, midstream and downstream petroleum and gas operations, in addition to the mining, electricity and water utility industry.

By offering regional coordination in which all our participating countries operate as one office, we have access to a global network of resources that leverage a multidisciplinary approach. This enables us to call upon specialists from other disciplines in accordance with the need of particular clients.

The Energy & Resources industry challenges

The Energy & Resources industry has always faced important challenges and risks that will continue to impact global trends in the near future, including: balancing energy supply and demand; security of supply; hydrocarbon and energy prices; environmental and climate change regulations; operational efficiency; mergers and acquisitions; investments in renewable energy, generation capacity and exploration; increased scrutiny of corporate governance practices; as well as attracting, developing and retaining talent. All these issues make the processes of managing risk and creating value for stakeholders more complex and challenging.

A core team of over 2000 professionals from different disciplines and countries works together to provide business advisory and integrated solutions to our clients. We deliver services in four professional areas: audit and risk management, tax, consulting and corporate finance.

We focus on addressing our clients' business issues from a holistic business perspective by recognizing all the applicable components: tax, risk management, human capital, finance, technology and operations.

We provide advice to all value chain segments:

- Oil field services
- Exploration & production
- Refining & marketing
- Mining
- Natural gas & electricity
- Petrochemicals
- Pipelines, storage plants & shipping
- Renewable energy
- Water



Our integrated solutions

Delivering value to our clients

We help our clients improve performance, mitigate risks, develop their people and advance their thinking. Our specific services for the energy and resources industry include:

Audit and risk management

Internal audit; Enterprise risk management; IT and internet security; Sox and regulatory consultation; Global offering consultation; IFRS and accounting consultation; Merger & acquisitions; Audit of financial statements; Regulatory audits; Corporate social responsibility.

Tax

Tax planning; International taxation; Transfer pricing; Foreign trade and customs; Labor and social security; Personal and expatriate taxation; Fiscal incentives and refunds; Merger & acquisitions; ERP tax.

Consulting

Strategic alignment and portfolio management, Business process re-engineering, IT strategy, ERP solutions implementation, Technology integration and sourcing, Enterprise cost reduction, Human capital, Revenue assurance, Logistics and supply chain management, Customer relationship management, Energy efficiency programs, Business process outsourcing, Climate change & sustainability, Carbon management, Merger integration planning and support, Operational best practices implementation, Pricing strategy, Credit risk modelling, Scenario planning, Project management and control.

Corporate Finance

Valuations; Financial strategy and raising capital; Merger & acquisition advisory services; Debt restructuring; Forensic investigations; Dispute consulting.

Some of our representative clients

Oil & Gas						
Anadarko	Devon	Exterran Holdings*	Mitsubishi	Pacific Rubiales	Raízen	Teikoku Oil*
Apache	Diamond Offshore*	ExxonMobil	Newpark*	Panamerican Energy	Reliance Industries*	Tenaris
BG	Dow Chemical*	Gas Natural	Nexen*	Pemex	Repsol YPF*	Total
BJ Services*	Ecopetrol	Gran Tierra*	Noble	Perenco*	Royal Dutch Shell	Weatherford
Baker Hughes*	El Paso	Halliburton	Occidental	Petrobras	Schlumberger	Wellstream
BP	Enap	Hess Corp	OCP*	Petroecuador	Single Buoy Marine*	YPF*
Chevron Corp.	Encana	Karoon Gas	OGX	PCR*	Sinochem	
CGC*	EOG Resources*	Lupatech*	Oiltanking*	Pluspetrol	Smith International	
CNPC	EPI*	Maersk Oil*	ONGC	Quattor	Solvay*	
Comgas	Expro	Marubeni	Organización Terpel*	Queiroz*	Statoil Hydro	
Power & Utilities						
AEI*	Camargo Correa*	CGE	Elecnor*	Grupo Cobra*	PG&E*	United Utilities*
AES	Cammesa	CIEN*	Elektro*	Iberdrola	PLENA*	UTE*
Aguas Andinas*	Cia. Mexicana de aguas*	Coelce*	EMAE*	IMPESA*	PSEG*	Votorantim
Aguas de Barcelona*	CCEE*	COPEL*	ENEL	Intergen*	REDE	
Aquazul Bogotá*	CELESC	CPFL	Energía de Bogotá*	ISA	Sempra Energy*	
Areva*	CEMIG	Duke*	Eletrobras	Isagen	TERNA	
Bermad*	CESP*	EDF*	EON	Isolux Corsan*	Tractebel*	
Brascan*	CFE	EDP	GDF Suez*	OSE*	Unión Fenosa	
Mining						
Anglo American*	Barrick Gold	Codelco*	Gold Corp*	Panamerican Silver*	Unimin Sibelco	Yamana*
Anglogold	BHP	Finning*	Grupo Mexico*	Rio Tinto	Vale	
Antofagasta*	Boart Longyear*	Glencore*	Newmont*	Troy Resources*	Xstrata	

*Audit Clients

Our industry insights and perspectives include:



Publications

- **Cuadernos de Energía and Series:** Thought leadership publications to share provoking insights of the Energy & Resources Community in Latin America regarding challenges and perspectives of this industry.
- **Brazil Upstream Guide:** Key information for those investing in Brazil.
- **Energy Predictions 2011:** Trends for the year ahead based on interviews with clients, industry analysts, and senior energy practitioners from Deloitte member firms around the world.
- **Oil & Gas Reality Check 2011:** A look at 10 of the top issues facing the Oil & Gas sector.
- **Tracking the trends 2011:** The top ten issues Mining companies will face in the coming year.
- **Alternative Thinking 2011:** A look at ten of the top issues and trends in Renewable Energy.

Sponsorships

- Annual Andean Energy Summit, Bogota.
- Annual Southern Cone Energy Summit, Lima.