

## Energy & Utilities

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### A drastically changing landscape

#### Introduction

The Energy & Utilities team of Deloitte Financial Advisory Services focuses on companies active in the entire value chain of energy production, distribution, trade and supply. Global warming, ever increasing use of energy and decreasing indigenous production of oil & gas by OECD countries will continue to reshape the sector in the future. We help our client base in adjusting and implementing their growth strategies and enhance their operational processes in these rapidly changing market circumstances. Our clients' operations are often international, capital intensive, can be subject to strict regulation and may involve very substantial trading positions and related commodities' exposure. M&A transactions vary substantially in size and scope, from multi-billion transactions in the 'traditional' utility and oil & gas sectors, to small scale venture capital type transactions for renewable technologies. Our clients can be found in the following sectors: energy/utility, oil & gas, mining, water, waste and cleantech.

#### Current trends in our Industry

Given the developments within the European Energy & Utilities sector, we see the following developments:

- Security of supply concerns boost energy infrastructure investments

With energy consumption still growing and indigenous supply decreasing, North West Europe will become increasingly dependent on energy imports, for which supporting infrastructure will have to be developed. Focus will be on cross border interconnections, gas storage, supply diversification (e.g. pipeline gas, LNG).

- Climate concerns drive the development of renewable energy programs

The development of sustainable, non-fossil based renewable energy programs has top priority with legislators all across the EU and (finally also) the US. Development and large scale implementation of the different renewable techniques is very capital intensive and will require hundreds of billions of investments in the next decade in North West Europe alone.

- Growing importance of independent service providers along the oil & gas value chain

With International Oil Companies increasingly focusing their attention on developing reserves in remote (non European) locations, other smaller players take their positions in the traditional production areas as well as in the high tech niche sectors that support the exploration and production of oil & gas.

#### More information:

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[Financial Advisory Services](#)

**Macquarie European Infrastructure Fund**

has acquired a 49% stake in

**NRE Netwerk**

June 2006

**Deloitte Transaction Services**

acquisition due diligence services

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[Financial Advisory Services](#)

**de Nederlandse Gasunie**

has acquired

**the gas transport activities of BEB**

**Erdgas und Erdöl**

July 2008

**Deloitte Corporate Finance**

provided purchase price allocation services

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[Financial Advisory Services](#)

**Eneco**

has acquired a 66.7% stake in

**ONS Energie**

November 2006

**Deloitte Transaction Services**

acquisition due diligence services

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[Financial Advisory Services](#)

**CVC Capital Partners, Kohlberg**

**Kravis Roberts & Co. and**

**Oranje-Nassau Groep**

have acquired

**AVR Holding**

January 2006

**Deloitte Transaction Services**

acquisition due diligence services

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[Financial Advisory Services](#)

**Shanks Nederland**

has acquired

**Smink Beheer**

June 2006

**Deloitte Corporate Finance**

acted as financial advisor to the acquirer

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[Financial Advisory Services](#)

**AVR Acquisition**

has acquired

**Van Gansewinkel**

January 2007

**Deloitte Transaction Services**

acquisition due diligence services

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[Financial Advisory Services](#)

**The Carlyle Group**

has acquired

**Petroplus**

March 2005

**Deloitte Transaction Services**

acquisition due diligence services

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[Financial Advisory Services](#)

**Funds managed by 3i Group and 3i Group**

have acquired

**ABX Logistics Worldwide**

August 2006

**Deloitte Corporate Finance**

acted as financial advisor to the acquirer

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**Seafox Group**

sold a 35% stake to

**NPM Capital**

January 2009

**Deloitte Corporate Finance**

acted as financial advisor to the vendor

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