



# Clean Energy Practice

# Our experience

FTI Consulting's Clean Energy Practice covers the complete suite of clean energy technologies ranging from established technologies, such as onshore and offshore wind, solar PV and biofuels, to developing low carbon technologies, such as electric vehicles and energy storage.



Onshore &  
offshore wind



Solar



Clean  
transportation



Energy storage



Biomass & biofuels

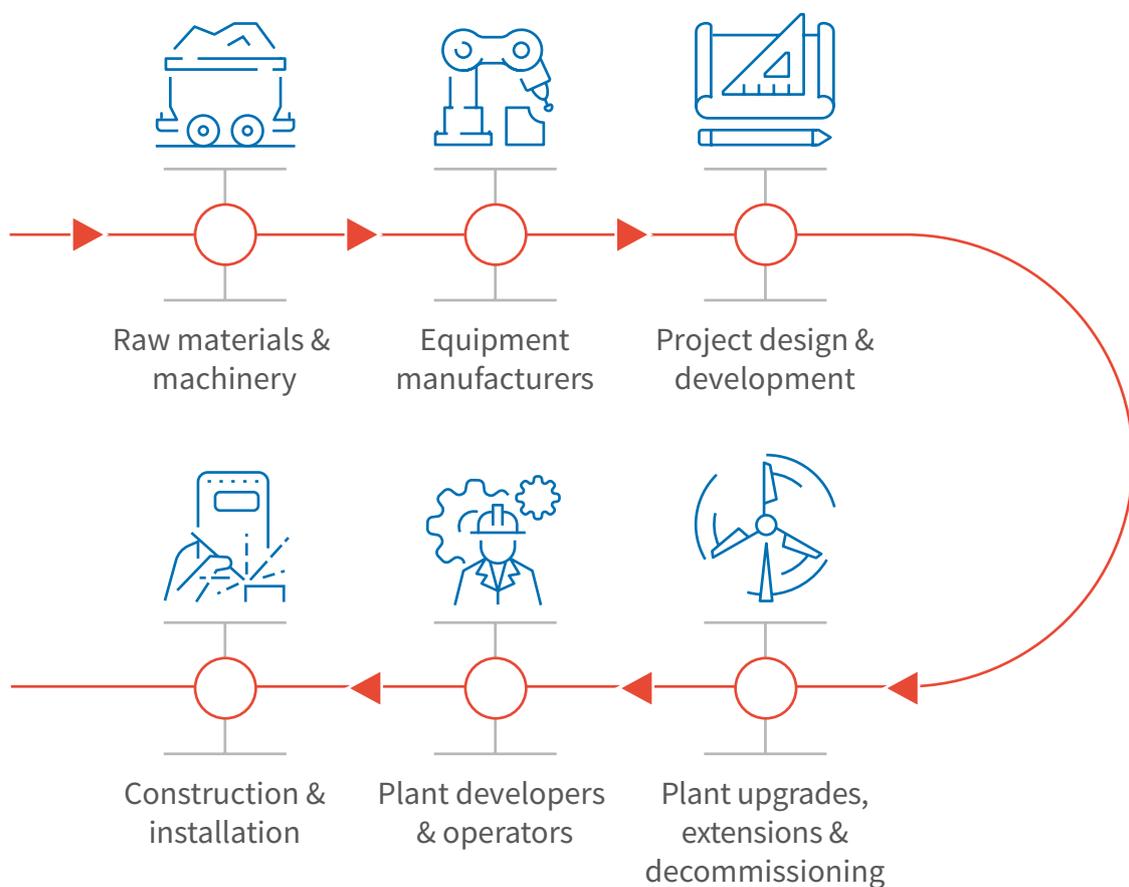


Digital solutions &  
emerging technologies

# Our global Clean Energy Practice

Multilateral efforts from a diverse set of stakeholders are fueling a shift towards an increasingly clean, intelligent, distributed and integrated energy system. Our Clean Energy Practice helps clients across the clean energy value chain navigate the energy transition by providing a wide array of advisory services addressing the strategic, financial, operational, reputational, regulatory and capital needs of clean energy companies.

## Clean energy value chain



We maximise value for our clients by combining our global footprint and core competencies in corporate finance, economics and strategic communications with deep clean energy expertise and extensive industry contacts.

Our significant global network of in-house experts in clean energy allows us to assemble teams with skill sets that match the opportunity and deliver success for our clients.

# Our services

## PLANNING



### Policy And Regulation

- Power market modelling & price forecasting
- Policy evaluation
- Compliance
- Governance
- Market framework development & evaluation
- Valuations

### Market Analysis

- Data-driven market intelligence evaluating:
- Market scoping, sizing & forecasting
- Benchmarking analysis
- Competition analysis

### Strategic Advisory

- Business model evaluation & development
- Strategic market entry
- Complex valuations
- M&A and due diligence (commercial & financial)
- Competition economics
- Resource, technology & market assessment
- Market entry & exit strategy
- Strategic alternatives

## COMMUNICATIONS



- Corporate & financial communications
- Government engagement
- Community outreach
- Lobbying & direct advocacy

## EXECUTION / IMPLEMENTATION



### Litigation

- Economic, commercial & technical disputes support
- Expert witness

### Transaction Advisory & Due Diligence

- Transaction support: commercial & financial due diligence
- Post-acquisition separation / dispute advisory
- Regulatory due diligence
- Mark to market valuation for ongoing financial reporting

### Capital Advisory

- M&A buy- and sell-side services
- Capital raise
- Valuation & opinions

### Business Transformation

- Distressed & turnaround advisory
- Business plan review
- Lender negotiations
- Interim management (CRO, CEO, CFO, COO)
- Merger integration & performance optimisation
- Financial modelling & planning
- Working capital management

### Project Delivery

- Program management
- Claims management
- Monitoring



█ Globally, we provide services throughout the clean energy value chain to investors and lenders, operators, law firms, utilities, manufacturers, regulators and government. Our services span all sub-sectors across solar, wind, hydro, storage, biofuels and emerging technologies.

# Onshore wind

Onshore wind is likely to remain the global renewable energy technology of choice for cost-effective, flexible-scale development over the next decade. We have provided full life-cycle consultancy services from inception to decommissioning and further repowering for numerous projects. We are also working with leading manufacturers to develop digital energy management solutions and with utilities to develop innovative financing techniques to permit and finance challenging onshore wind projects.



Valuation services in conjunction with Alstom acquisition



Sell-Side M&A Advisor



Energy management systems business development



Multiple workstreams covering various aspects of business strategy



New market entry strategy and business development



Review of global wind auction markets



Commercial, financial and regulatory due diligence for Greek onshore wind farm



Buy-side due diligence and financial transaction advisory



Strategic advisory services and new business model development



CRO of wind EPC and services provider



Evaluation of the wind gearbox supply chain in Europe for China's largest gearbox supplier



Supporting client in developing new strategy and business plan

Citations herein may include projects for which FTI consultants provided services at previous firms.

# Offshore wind

Offshore wind is expected to be the renewable energy technology of scale in specific jurisdictions over the next decade. Our consultancy services span development, financing, construction and operational phases. We have worked with leading utilities to develop effective sourcing strategies for the supply chain to help reduce the cost of energy and have undertaken multiple financial, technical, regulatory and commercial due diligence analyses.

 <p>Strategic review of offshore supply chain review including foundations</p>	 <p>Developed offshore supply and demand analysis and supply chain strategy</p>	 <p>Global offshore wind market growth projection</p>
 <p>Financial Advisor to the Company</p>	 <p>Sub-sea cable sourcing strategy</p>	 <p>Danish Shipowners' Association</p> <p>Global evaluation of offshore wind shipping opportunity</p>
 <p>Sell-side advisor</p>	 <p>Strategic review of offshore market</p>	 <p>Strategic review of OEM's levelised cost of energy</p>
 <p>Off-Shore Wind Solutions</p> <p>Developed and implemented core processes</p>	 <p>Operational interim role during construction phase</p>	 <p>Offshore wind service market outlook and strategy</p>

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# Solar

Solar PV projects, particularly those focused on utility scale generation are the focus of significant transactional activity in the Asia Pacific region. We have provided a range of strategic and financial advisory services from evaluating the hybridisation of solar and storage as well as restructuring and due diligence for various stakeholders in Australia, Asia, North America, Europe, China, Latin America and Africa.



CRO, CFO and M&A advisor



CEO, CFO & COO for 110 MW concentrating solar power and storage plant



CONERGY

Interim CEO and M&A advisor



Business transformation



CRO of solar and photovoltaic group with operations in Spain and Italy



Financial Advisor to the lending syndicate



Financial Advisor to the Board of Directors



Financial Advisor to the Equity Sponsor on a 110 MW concentrating solar power and storage plant



CRO of U.S.-based manufacturer of solar panels



CRO and sell-side advisor



Financial Advisor to the Official Committee of Unsecured Creditors



Transaction due diligence

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# Biofuels & biomass

Biomass projects currently offer a growing alternative solution for base-load renewable electricity and/or heat generation. We provide due diligence and consultancy services from inception to decommissioning across all technologies at whatever level required, including evaluating investment opportunities and commercialisation support.



Financial advisor to the company



Financial advisor to the company



Financial advisor to the company



Cascade Grain

Financial advisor to the company



Strategic advisor to the Board



Financial advisor to the secured lenders



Pacific Ethanol, Inc.

Financial advisor to the company



Nursery Products

Planting a Better Tomorrow

Sell-side advisor



AEMETIS

Financial advisor to the investor



Financial advisor to the Bondholders

ABENGOA  
BIOENERGIA

Financial advisor to the  
Unsecured Creditors Committee



Financial advisor to the lender

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# Transportation, storage, digital solutions & emerging technologies

Adjacent markets are rapidly changing, including for energy storage, clean transportation (including electric vehicles and other technologies), smart grids and digital technologies. We have assisted a variety of companies in different stages of development on these technologies, including strategic analyses, regulatory reviews, product roadmaps, due diligence, commercialisation support and capital raises.



Global EV charging strategic review



Strategic advisor in solar, storage and digital technologies



Strategic communications advisor



Social and economic impact assessment resulting from ancillary services and network development



Digital market entry strategy



Strategic Communications Advisor to the Company



Pre- and post-bankruptcy filing crisis management/sell-side investment banking services to the Company



Financial Advisor to the Lender



Review of ancillary service energy and capacity markets to determine opportunities for grid energy storage participation

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# Our local team



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## EXPERTS WITH IMPACT™

**FTI Consulting** is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. For more information, visit [www.fticonsulting.com](http://www.fticonsulting.com) and connect with us on Twitter (@FTIConsulting), Facebook and LinkedIn.

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