



# RENEWABLE ENERGY Merger & Acquisition Summit

The  
Pre-Summit  
Workshop

April 15-17, 2009 | Washington, DC

## Crafting Renewable Energy M&A Deals

April 15, 2009 ▪ 8:30 am – 5:00 pm

8:30 – 8:45

Welcoming and Opening Comments

*The morning section of the Workshop will begin with a discussion of the unique risks associated with the technology used in renewable energy assets. Acquirers need to be well informed regarding these risks as they pertain to the various market segments prior to pursuing a deal. Each of these segments will discuss:*

- Risks and costs associated with proven technologies
- Risks and costs associated with experimental technology or technology still in the demonstration phase
- Environmental issues and costs
- Issues thought to be on the horizon

8:45 – 9:25

**Economic & Technology Risk – Wind Power**

Speaker:

**James Read**, *Principal*, THE BRATTLE GROUP

9:25 – 10:00

**Economic & Technology Risk – Solar Power**

Speaker:

**Michael Grenier**, *Managing Director*, SUNWORKS

10:00 – 10:30

*Morning Break*

10:30 – 11:10

**Economic & Technology Risk – Biomass**

Speaker:

**James Easterly**, *Project Manager, Renewable Energy*, BLACK & VEATCH

11:10 – 12:00

**Valuation Methodology of Renewable Energy Assets**

- Understanding market demands
- Technologies that are most attractive in M&A deals
- Valuation of assets in development phase

Speaker:

**Lauren Hill**, *Senior Vice President*, MESIROW FINANCIAL CONSULTING, LLC

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12:00 – 1:30 *Group Luncheon*

1:30 – 2:30 **Structuring the M&A Deal**

- Common structural techniques in M&A deals
- Hurdles to overcome when putting a deal together
- Pros and cons of stock deals vs. cash deals

Speaker:

**Keith Martin**, *Partner*, CHARDBOURNE & PARKE LLP

2:30 – 3:00 *Afternoon Break*

3:00 – 4:00 **Financing a Renewable Energy M&A Deal**

- How deals in the renewable energy market are being financed
- Examination of the differences between renewable energy M&A and other industries
- Availability of capital financing in the market

Speaker:

**Suzanne B. Perry**, *Partner*, BAKER & MCKENZIE

4:00 – 5:00 **Distressed Investing in Renewable M&A**

- Opportunities for consolidation within the market segments
- Direct investing in distressed assets
- Effective due diligence – What to look for in distressed assets

Speaker:

**Andrew Chant**, *Managing Director*, ORTECH POWER