

## KPMG Corporate Finance LLC acted as financial advisor to Real Goods Solar Inc. on its acquisition of Mercury Energy Inc.



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### About the engagement

KPMG Corporate Finance LLC (KPMG CF) acted as financial advisor to Real Goods Solar Inc. (Real Goods or the Company) on its acquisition of Mercury Energy Inc. (Mercury). Real Goods, publicly traded on the Nasdaq under the symbol RSOL, is one of the largest and most established nationwide residential and commercial solar integrators in the U.S., with approximately \$100mm in annual sales and thousands of cumulative installations across 30 states. The Company provides turnkey solar solutions covering all aspects of systems engineering, procurement, and construction to residential, commercial, and utility customers. The Company has over 350 employees in 15 offices across 8 states, and is headquartered in Louisville, CO.

Mercury was acquired in exchange for approximately 8.3mm shares of Real Goods class A common stock, which represents an approximate \$33mm transaction value based upon Real Goods' January 14<sup>th</sup> closing stock price. Mercury is based in Port Chester, NY, has approximately 50 employees, and generated approximately \$35mm of revenue in 2013. The acquisition expands Real Goods' presence in the North East and also brings approximately \$10mm of cash to Real Goods, in support of further growth.

In continuation of a longstanding relationship spanning two prior transactions, Real Goods retained KPMG CF as its financial advisor due to the deal team's in-depth knowledge of the solar sector.

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