



INFRASTRUCTURE, STRATEGY & COMMERCIAL ADVISORY

Financial Insights • Strategic Actions

Driving Smarter Investments with Strategic Insights

Market Landscape

In today's fast-changing business world, success depends on making the right moves at the right time. Our Infrastructure, Strategy & Commercial Advisory team helps businesses and investors assess value creation opportunities by analysing market trends, competition, and growth potential — while identifying key risks and opportunities.

Why It Matters

As markets become more complex with specialised products and services, understanding a target's true potential is essential. We help clients evaluate the commercial position of a target, enabling confident and informed investment decisions.

From Insight to Action

Using proven strategy frameworks, we help drive new revenue opportunities and enhance post-acquisition value. A clear commercial strategy strengthens positioning and supports sustainable growth in an increasingly competitive global market.



Strategy & Market Assessment

Develop strategic plans and market entry roadmaps using proven frameworks. Supported by sector-specific insights to assess industry dynamics, competitive positioning, and growth potential



Business Modelling & Feasibility Study

Support capital raising and decision-making through financial modelling, feasibility studies, and cashflow optimisation tools tailored for strategic planning and operational efficiency



Commercial & Operational Due Diligence

Assess business plans and investment risks by evaluating market assumptions, growth drivers, financial forecasts, and validating key business and valuation benchmarks



Strategise



Quantify



Qualify

| Strategise | Quantify | Qualify |
|---|---------------------------------|---|
| Business Plan & Growth Strategy | Strategic Business Planning | Evaluation of Business Plan |
| Market Entry Assessment | Financial Modelling | Commercial Assumptions Review |
| Industry & Sector Analysis | Scenario & Sensitivity Analysis | Growth Hypothesis Analysis |
| Competitor Landscape | Feasibility Studies | Investment Risk Assessment |
| Regulatory Landscape & Policy Insights | Operational Benchmarking | Synergy Identification & Mapping |
| Stakeholder Mapping & Engagement Strategy | Capital Structuring | Post Acquisition / Investment Alignment |
| Sustainability / ESG Strategy | Economic Impact Assessment | Exit Strategy Evaluation & Planning |

How We Help

- ▶ **Infrastructure M&A Strategy**
Support infrastructure M&A across the transport, real estate, energy, and utility sectors by providing commercial due diligence and strategic advisory services. This includes cross-border acquisition support, port divestments, and strategic investments in transportation assets.
- ▶ **Feasibility Studies**
Assist clients in assessing the viability of infrastructure and industrial developments through detailed techno-economic and financial feasibility studies. Our scope typically includes demand analysis, competitive benchmarking, regulatory context, risk assessment, and financial projections. Notable experience includes studies for rail infrastructure, logistics clusters, and water sector projects.
- ▶ **Financial Modelling**
Develop detailed financial models to evaluate investment viability, optimise capital structure, and support funding strategies. We also conduct independent model reviews to validate inputs, logic, and assumptions for clients. These have included models for toll roads, LRT systems, and industrial development projects.
- ▶ **Business Planning & Financial Analysis**
Support clients in developing business plans backed by robust financial analysis, budgeting, and performance tracking. Past mandates include real estate development and cost optimisation plans for corporates.
- ▶ **Bid Advisory**
Provide end-to-end bid advisory and transaction execution support, including valuation analysis, commercial positioning, process management, and deal structuring. Our team has advised on competitive tenders and buy-side/sell-side mandates in various sectors, including logistics, healthcare, power, and urban infrastructure.
- ▶ **Strategic & Commercial Due Diligence**
Conduct commercial and operational due diligence for investors and corporates, focusing on market attractiveness, competitive dynamics, customer base analysis, growth hypothesis validation, and execution risks. Our due diligence work spans logistics, renewable energy, healthcare, industrial parks, and digital infrastructure.
- ▶ **Capital Structuring**
Advise on capital structuring for infrastructure and energy assets, aligning financing instruments with project risk and cash flow profiles. Our work spans from preparing stakeholder-focused materials and financial models to engaging funders through to financial close. Past mandates include refinancing brownfield solar portfolios and structuring blended finance for projects.
- ▶ **Post-Acquisition**
Our Post-Acquisition service is focused on achieving the strategic and financial value underpinning the transaction. We help identify, assess, and mitigate operational, financial, and regulatory risks. We help clients co-develop and execute the 100-Day Plan across various functions focusing on establishing a unified reporting framework, listing critical business processes and reporting progress. We project manage transition from legal close to fully integrated operations, ensuring synergies are captured and identified risks are mitigated quickly.

Industry Coverage

Driving strategy with deep sector expertise across core and critical sectors:



Power, Energy & Renewables

Generation, Transmission, Distribution & Energy Transition



Utilities

Water, Wastewater, Waste Management, District Cooling & Telecoms



Transport & Logistics

Airport, Bus, Port, Road & Rail



Real Estate

Mixed-Development, Township and Industrial Park

Value Proposition



Strategy-Led & Outcome-Focused



Deep Sector Expertise



Integrated & Collaborative

Delivering Client Value

At the intersection of strategy, expertise, and collaboration is where real value is created.

We combine sharp, outcome-driven strategies with deep sector insights and end-to-end support — working alongside clients as trusted partners to unlock impact, mitigate risk, and drive smarter decisions. This is how we deliver results that matter.

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