

Expert market advisory and due diligence consultancy services

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ACIL Tasman advises clients on market and regulatory issues in the context of feasibility studies, capital raisings, mergers, acquisitions and prospectus development.

We are experienced in preparing market and regulatory assessments, insurance assessments and asset valuations for major infrastructure assets in Australia, New Zealand, Singapore, Thailand and the Philippines.

Project proponents, asset owners, vendors, bidders and their banks often engage ACIL Tasman as an independent expert to provide advice on market and regulatory opportunities, risks and uncertainties.

Much of our experience in these roles relates to major infrastructure assets, supporting feasibility assessments, equity raisings, sale and acquisition processes and debt funding of natural gas transmission pipelines and distribution networks, electricity transmission and distribution systems, power stations, railways and ports. Our role in such transaction processes typically involves reviewing and validating assumptions about markets and demand for services; assessing drivers of demand growth; competitor analysis; examination of regulatory precedents and trends; and identification of key market and regulatory risk issues. We present the results of these analyses to due diligence committees, and prepare independent expert reports for inclusion in due diligence documentation and prospectuses.

Our experience includes the following:

- independent expert reports for prospectuses and IPOs of gas distribution and transmission businesses
- market and regulatory due diligence for sale, purchase and refinancing of gas and electricity distribution and transmission businesses
- market and risk advice for power station acquisitions
- market analysis for railway and port feasibility studies and acquisitions
- market analysis under Section 50(3) of the Trade Practices Act
- assistance in the structuring of asset leases.

Having been involved in many of the privatisations of infrastructure and other government assets and services over the past decade, ACIL Tasman has expertise in and understanding of the interaction between the public and the private sectors in service provision, including financial sector reform, competition policy and public-private sector partnerships. We often use risk-based decision tools such as real options to advise clients on risk management strategies and opportunities.

ACIL Tasman can help vendors, purchasers, financiers and insurers of major infrastructure assets understand how market and regulatory issues impact on asset valuations and other key business decisions. Contact us to find out more.