



SIA

AN INTRODUCTION

2019

An introduction to SIA

Strategic Infrastructure Advisory (SIA) is a boutique infrastructure advisory firm that assists develop, procure, finance and operate transport, energy, water and social infrastructure projects. We bridge the gap between investors and market participants to develop, identify and transact quality projects.



New approach to changing markets



Balanced commercial and technical solutions



Long term partnerships that drive value

- ▶ Energy, Transport, Water and Urban Infrastructure markets are changing rapidly with new technology, business models and regulation all having a major impact on project design, delivery and investment risk.
- ▶ We play at the forefront of these markets and can bring considered and alternate approaches to project development, finance and transactions.

- ▶ Our team works with investors, consultants, developers and government and understand the broader issues and risks with infrastructure development and finance.
- ▶ We are specialists in our focus sectors and have worked across most major infrastructure projects in Australia.

- ▶ We focus on delivering value and building strong client relationships. This suits a smaller number of clients who have a longer term focus.
- ▶ This partnership approach brings substantial benefits to both parties and enables us to deliver significantly more than a typical engagement.

Our service offering

SIA brings together a range of technical and commercial service offerings to meet the needs of our clients. We provide flexible engagements that are tailored to outcomes

Project Development & Management

- Concept generation
- Prefeasibility concept studies
- Project management

Commercial & Technical due diligence

- Commercial and technical transaction due diligence
- Sourcing and coordination of specialist advisors

Investment Decision making

- Business cases
- Economic analysis
- Financial analysis
- Cost competitiveness

Commercial advisory

- Strategic advisory
- Commercial structuring
- Sourcing debt and equity

Climate Risk Services

- Portfolio and asset review
- GHG and emission reporting
- Carbon, energy and emission reduction strategies
- Climate Change risk and adaptation plans

Market & Technology Review

- Australian, regional and global market and technology reviews
- Industry benchmarking

Compliance & Risk Services

- Policy & Regulation advisory
- Compliance risk review
- Project or portfolio risk assessment

Government Advisory

- Grant applications
- Unsolicited bids
- Commercial interface

Our Sector Expertise

SIA has significant depth of experience in the transport, energy, water and integrated infrastructure sectors. This includes meeting client's investment needs within each market segment.



Transport

Our team have extensive experience in road, rail, port, aviation, logistics and public transport and have played a leading role in delivered some of Australia's major transport infrastructure projects. We are sought out by government and investors to support the feasibility, development and delivery of strategic transport projects.

SIA are leading new approaches to technology and project delivery in the transport sector including transport interchanges, rail technology, EV and congestion management.



Water

We have developed and delivered some of Australia's most innovative and leading water projects and continue to play a strategic role supporting government, water authorities, engineering & technology companies in each phase of the delivery of water assets.

SIA are working with government and the private sector on major water infrastructure projects to address long term water security issues.

SIA have one of the most experienced energy team's in the market who work across all forms of technology and projects. This includes development, finance, delivery, policy & regulation as well as operation improvement. We are also specialists in storage technology and carbon management.

SIA are assisting investors with technology due diligence, project development and regulatory risk in the energy sector. This includes some of Australia's leading storage and generation projects.



Energy

Innovative models for social infrastructure delivery are reshaping the market and the convergence of infrastructure in cities is leading to a redesign of our built environment. At SIA we deliver health, education, and social/recreation facilities play an integrated role developing leading precinct concepts.

SIA are working with leading urban design firms on establishing innovative approaches to integrated infrastructure and precincts.



Integrated Infrastructure

Transport experience

Project	Client	Description
Western Sydney Airport	Commonwealth Govt	Business Case and Economic Evaluation
North West Rail Link	Transport for NSW	Business Case, Economic Evaluation and Independent Sustainability Certifier
Sydney Metro	Transport for NSW	Funding Analysis
Westconnex	NSW Govt	Economic and Financial Advisory
New Zealand National Highway	NZ Govt	Valuation and Asset Management
Climate Risk Framework	Australian Super & IFM	Climate Risk review Brisbane Airport, Perth Airport, Port Botany, Port Kembla & M5
Westlink M7	Rothesay	Due Diligence
Hobart Light Rail	Tasmanian Govt	Funding & Delivery Analysis



Energy experience

Project	Client	Description
Alinta Energy Acquisition	Chow Tai Fook	Identified and analysed a range of acquisition targets which led to the management and delivery of the acquisition of Alinta energy.
Ausgrid Transaction	Australian Super & IFM	Technical due diligence for the \$16bn asset sale
Cultana Pumped Hydro Project	Energy Australia	Project development and sourcing finance
Wind Farm Development	Confidential	Feasibility and development of wind farms in Queensland & Tasmania
Biogas to Grid	ACTEWAGL	Feasibility and project development
Gas powered Microgrid	Siemens	Connection and Regulatory due diligence
Battery manufacturing facility	ICG	Commercial and technical due diligence
Renewable technology grants	ARENA	Commercial and technical due diligence for PV, CSP, battery storage, geothermal & biomass projects



Water experience

Project	Client	Description
North South Interconnector	SA Water	Economic and financial analysis
NSW Drought Protection Program	Water NSW	Business case
Barwon Water Biosolids Drying Plant	Barwon Water/ Plenary Group	Project development
Government Water Asset Sale	Malaysian Government	Financial analysis
Mine Site Water Treatment Assets	BHP Mitsubishi Alliance	Project management & turnkey delivery
Asset Resilience Infrastructure Review	Infrastructure Australia	Review and development of asset resilience strategies for Australian water infrastructure
Climate Risk Assessment	Tenix	Climate risk and adaptation strategy for the development of the Proserpine and Cannonvale WTP
Unsolicited Proposal	Confidential	Water supply asset NSW



Integrated infrastructure experience

Project	Client	Description
NSW Hospital Redevelopment	Health Infrastructure	Economic analysis - multiple projects
Movement & Place Business Case Guidance	Infrastructure NSW	Policy development
NSW Schools	NSW Dept Education	Business Case – multiple projects
Hemmant Lytton Industrial Park Masterplan	Brisbane City Council	Strategy and technical advisory
Climate Risk Assessment Barangaroo	Lend Lease	Climate risk assessment of amended foreshore development
Energy & Building Efficiency Program	Monash University	Technical advisory for building upgrades and greenfield development
Concept Design Wynyard Walk	Ferrovial Watpac JV	Advisory & project management
Flinders Station Upgrade	Melbourne Metro	Sustainability Advisory





Strategic Infrastructure Advisory

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