

# Ports and Maritime Advisory Services

## Economic & Financial Consulting

Australia's ports face complex problems arising from international market dynamics, complex supply chains, industrial relations, national and state policies and regulations. Our team of experts have deep technical expertise and a demonstrated track record of delivering commercial insight and advice to help clients navigate these financial, organisational and market challenges now and into the future.

### WHY FTI CONSULTING

#### Global offering

We seamlessly combine our global resources to support you where you need us most, adapting and diversifying our team based on your needs.

#### Hands-on experience

Our Australian professionals have senior-level commercial, government, regulator and public service experience.

#### Comprehensive services

Our Australian team includes experts in shipping, ports, supply chains, transport and industrial precincts.

We have expertise in economic analysis, corporate finance and insolvency, strategic communications, data management and security.

#### Specialist skills

Our team has deep expertise in economic and financial advisory services, including benchmarking, modelling and advising on commercial decisions, government policy and regulation.

### Our Services



#### Cost measurement and analysis

Allocation of costs between activities, customer types and tariff bands based on an understanding of accounting and economic costing principles and methods.



#### Demand modelling

Analysis of port trade and its underlying drivers. Economic scenario analysis and specific industry modelling to generate predictions.



#### Price, productivity and efficiency benchmarking

Applying best practice methods to measure efficiency and benchmark prices and performance to drive profit improvement.



#### Capital investment

Financial and economic analysis of project options, incorporating consideration of risk and uncertainty.



#### Regulatory strategy and advice

Advising regulators and regulated businesses on all aspects of economic regulation.



#### Dispute resolution

Supporting legal teams in a wide variety of claims and disputes, including litigation, arbitration, mediation and expert determinations.



#### Economic impact assessment

Analysing the impact of ports and supply chains on local and national employment, income and output.

## Our Ports and Maritime Advisory Offering

We have a proven track record of delivering insights and practical commercial advice to our clients in the ports and maritime industries. We have advised port operating companies, regulators, investors, and related parties such as landside logistics and precinct developers.

Our advisory services range from strategy and planning to options appraisal, financing, and operational reviews.

We have an unparalleled resource of global experts to advise on specialist matters, generating insights backed by industry expertise and sophisticated qualitative and quantitative analysis. As a fully-integrated advisory firm, we combine our strategic communications and other service lines to maximise the impact of our work.

## CASE STUDIES

### Demand forecasting – port lease/equity transactions

Advising on advanced econometric techniques and economic forecasting to forecast port demand for due diligence transactions at the ports of Newcastle, Brisbane and Darwin. Our work allowed bidders to value the assets under various economic scenarios, and measure the impact of changes to trade volumes and value.\*

### Regulatory advice – Victorian Essential Services Commission

Advising on the extent of Melbourne Port Corporation's compliance with its pricing order. This included consideration of demand, cost allocation, price, productivity, capital expenditure prudence and efficiency benchmarking.\*

### Dispute resolution

Advising in relation to a resources dispute over shared infrastructure. This included detailed economic analysis and valuation of alternative logistics options' consequences and impact on project development timing.\*

### Economic impact assessment – Port of Sydney

Advising on quantifying the economic contribution of the Port of Sydney to the Sydney and New South Wales economies.\*

### Capital investment – PNG Ports

Advising on the development and implementation of the PNG Ports 30-Year Masterplan.

The scope of this project included (for 15 ports):

- A detailed condition assessment for each port, including commercial and procurement advice.
- A business case for each port outlining the strategic rationale for investment, supplemented by social, environmental and economic analysis.
- Assessing PNG Ports' Enterprise Asset Management (EAM) usage and integration and producing a contemporary asset management policy for PNG Ports.
- An economic impact report that assessed the benefits expected as a result of additional investment in port facilities.
- Transaction advisory services to support PNG Ports as it negotiated funding support.\*

\* These projects were undertaken either by FTI Consulting or by current members of our team.

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