

Water Advisory Services

Economic & Financial Consulting

Tackling Australia's water security, affordability and resilience requires critical thinking by policymakers, regulators and water businesses. FTI Consulting's water advisory team helps clients navigate these challenges to deliver effective solutions to complex water problems, develop best practice water policy and to meet community expectations.

WHY FTI CONSULTING?

Extensive water sector expertise

Our water advisory team has strong experience and knowledge of the Australian and international water sector.

Independent and multidisciplinary team

We are independent and free from audit-based conflicts and restrictions. Our team includes experts from various fields such as finance, strategy, engineering and economics.

Comprehensive service offering

Our water sector services include regulatory strategy and pricing, commercial advice, corporate governance and performance, due diligence and transaction advisory, as well as disputes and litigation support.

Access to a pool of global experts

We leverage our global network of water experts to remain ahead of the market and adopt innovative approaches to complex issues.

Our Offering

Our team includes specialist expertise spanning the water sector across disciplines including economics, finance, strategy, engineering, and environmental science.

Our experts have several decades of collective experience working in government, regulatory bodies, executive leadership of water businesses and academia. This breadth of experience extends across both Australian and international landscapes, offering a diverse perspective to address emerging challenges in the water sector.

Our clients seek our advice on delivering innovative solutions to complex commercial, regulatory and policy issues.

Our Services and Experience



Regulatory Strategy Services

- Regulatory framework design, reform and strategy
- Evidence based regulatory submissions
- Consultation responses for regulated businesses
- Independent assessments of water business expenditures
- Regulatory financing, including capital cost estimates

Case study

Essential Services Commission – Assessment of water businesses' expenditure proposals

FTI Consulting was engaged to assess the capital and operating expenditure forecasts for 16 Victorian water businesses as part of the 2023 and 2024 water price reviews. Our approach involved developing an assessment framework, reviewing the businesses' regulatory pricing submissions and engaging with the businesses to seek additional information to support our assessment.

Outcome: Our expert assessments confirm the prudence and efficiency of water businesses' planned expenditure over the next five years. The Commission accepted our adjustments, resulting in lower bills for customers.



Commercial Advice Services

- Financial modelling and options analysis
- Cost benchmarking analysis
- Market analysis and market sounding
- Peer review of modelling

Case study

Gladstone Area Water Board (GAWB) – Economic efficiency of dam infrastructure

FTI Consulting assisted GAWB in developing a submission to the Queensland Competition Authority (QCA) on the economic efficiency of existing customers contributing to dam augmentation costs. Our advice leveraged experience with efficient pricing and investment principles, assessing benefits for current users.

Outcome: We provided a comprehensive report to support GAWB's submission to the QCA.



Corporate Governance and Performance Services

- Governance framework assessments
- Decision-making process reviews
- Corporate strategy development
- Identifying framework and process gaps
- Roadmap development

Case study

Major NSW water utility – Business systems and process review

FTI Consulting undertook a strategic review of a major NSW water utility's capital and operational planning, business systems and processes. We assessed the decision-making maturity, system robustness for asset management, and potential for achieving business performance.

Outcome: Our advice helped the utility identify opportunities to enhance its systems and processes.



Due Diligence and Transaction Advisory Services

- Financial, commercial, regulatory and reputational due diligence on major transactions
- Modelling financial options and associated risk
- Cost benefit analysis

Case study

Abu Dhabi water desalination business – Commercial and regulatory due diligence

FTI Consulting was engaged to provide detailed commercial and regulatory due diligence on the sale of a water desalination business in Abu Dhabi. We reviewed relevant regulatory and commercial documentation for the proposed sale, and developed a Maximum Allowable Revenue forecast to assess detailed revenue components and key drivers.

Outcome: We presented our findings to the investment committee, which led to the approval of the merger valued at \$7.5 billion.



Disputes and Litigation Services

- Dispute and valuation advisory
- Assessment of claims
- Quantifying loss and damages
- Independent expert reports

Case study

Victoria Civil and Administrative Tribunal (VCAT) – Impacts on retail water prices

FTI Consulting advised three metropolitan Melbourne water retailers on a VCAT pricing dispute for a multi-dwelling residence. Our advice included extensive consultation with the Department of Environment, Land, Water and Planning and legal experts.

Outcome: We contributed to a successful outcome and highlighted the necessity for ongoing regulatory framework reform regarding pricing for multi-dwelling residences.

ROBERT SOUTHERN

Head of Australia Economic & Financial Consulting, Senior Managing Director
+61 414 786 826
robert.southern@fticonsulting.com

JOHN DOWELL

Managing Director
+61 404 476 499
john.dowell@fticonsulting.com

NATALIA SOUTHERN

Managing Director
+61 409 954 207
natalia.southern@fticonsulting.com

ROBERT PRYDON

Managing Director
+61 409 879 939
robert.prydon@fticonsulting.com

SEAN CREES

Managing Director
+61 422 895 965
sean.crees@fticonsulting.com

The views expressed herein are those of the author(s) and not necessarily the views of FTI Consulting, Inc., its management, its subsidiaries, its affiliates, or its other professionals. FTI Consulting, Inc., including its subsidiaries and affiliates, is a consulting firm and is not a certified public accounting firm or a law firm.

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. © 2025 FTI Consulting, Inc. All rights reserved. fticonsulting.com