



Business Strategy & Finance



- Economics, Planning & Development 
- Community Research & Strategy 
- Design, Marketing & Advertising 
- Information & Knowledge Management 

A leading Australian consulting group recognised through the success of our clients

“Our clients want advice from consultants with an in-depth understanding of their industry.”

Business Strategy & Finance

The AECgroup's *Business Strategy & Finance* team provides a broad range of strategic financial and business management consultancy services to both public and private sector clients.

The team is committed to partnering with its clients to inform effective decision-making and to assist in ensuring maximum benefit from business operations, projects and investments. We are able to achieve this by providing accurate and timely advice that considers not only short-term financial outcomes but also long-term sustainability and profitability, as well as broader community objectives where required.

“Finance is more than just reviewing a set of numbers – it's the overall financial strategy and sustainability that counts when evaluating business propositions and major projects.”



Experience

Our team consists of a group of professionals who are all leaders in their respective fields, ranging from financial modelling and project feasibility, to due diligence and business valuation, to financial reporting and compliance, to risk management and performance monitoring. The team has decades of experience in business and financial services, and has developed long-term working partnerships with a large number of clients around Australia.

What sets us apart from our competitors is our in-depth understanding of business and government operations, having undertaken hundreds of consultancies across a diverse range of areas of business and financial evaluation. Our competitive advantage is strengthened by our ability to not only develop financial models and undertake baseline financial analysis, but to extend the outcomes from these evaluation tools into business strategies that take into account longer-term financial sustainability requirements, appropriate risk identification and mitigation, and broader customer or community needs.

"The Business Strategy & Finance team also works with other AECgroup teams to deliver a seamless service to our clients."



Clients

Our team provides high quality consulting advice to local, state and territory governments across Australia focussing on financial evaluations of major infrastructure and community projects, business structures / restructures, financial sustainability forecasting and revenue strategies.

The team has worked with the majority of local governments in the implementation of competition reforms, the establishment of business units, and the assessment and implementation of pricing strategies to meet full cost recovery, ensure financial sustainability and minimise community impacts. The AECgroup is also a preferred (and pre-qualified) Local Buy Supplier for Business Management Consultancy Services and Strategic Asset Management, reflecting the significant contribution to the local government finance industry over the past decade and confirming the quality and value for money of our financial services.

In addition, the team provides ongoing consulting advice to many private sector businesses and corporations in the areas of project feasibility and business expansion, general business management, strategy and planning, and government funding negotiation and liaison.

The team is well respected by its clients, having a unique ability to quickly identify and understand financial and business management issues that require review and assessment. The team also assists businesses beyond the modelling and report-writing phases to ensure effective implementation of strategies to deal with identified problems or to take advantage of any market opportunities that may exist.

“Being pre-qualified by an industry body gives our clients the confidence they need in our abilities, and confirms our longstanding reputation and experience in providing high quality financial services.”

“The AECgroup has partnered with us for over 6 years in providing practical and effective financial solutions that have and will continue to realise significant ongoing benefits for the Sunshine Coast community. We look forward to working with them again in the near future.”

*Regional Director, Finance & Corporate Services
Sunshine Coast Regional Council*

Business Strategy & Finance Services

Financial Modelling Services

- 10-year and beyond financial modelling
- Financial planning and sustainability
- Cash flow and profitability forecasts
- Development of revenue strategies
- Market analysis and demand forecasting
- Policy impact assessments
- Cost of capital investigations
- Infrastructure charging schedules

Project Evaluation and Feasibility Services

- Business case financial evaluation
- Feasibility assessment and options analysis
- Cost-benefit and TBL assessments
- Project financing and funding strategies
- Risk assessment and management
- Stakeholder consultation
- Government liaison and negotiation
- Scenario analysis and sensitivity testing

Business Valuation Services

- Commercial due diligence processes
- Business valuation and assessment
- Discounted cash flow analysis
- Industry and market evaluations
- Asset valuation services
- Contract review and assessment
- Cost savings / synergy analyses

Costing, Pricing and Rating Services

- Market price benchmarking and review
- Input cost benchmarking and review
- Full cost pricing and activity based costing
- Fees and charges determination
- Local Government general / special rates
- Business unit pricing
- Community impact modelling software
- Internal charging modules

Business Planning and Performance

- Performance monitoring and benchmarking
- Financial and non-financial KPIs
- Business activity reviews
- PBAs, commercialisation and corporatisation
- Corporate, strategic and operational plans
- Service level agreements
- Corporate risk assessment
- Fleet reviews

Water / Utility Services

- Regional water supply and waste strategies
- Regulatory pricing models and price paths
- Long-term financial modelling and analysis
- User pays charging for wastewater
- Waste collection pricing and landfill costing
- Institutional / ownership arrangements
- Third party access arrangements
- Public-private partnerships

Community Infrastructure Projects

- Airport projects and pricing
- Aged care / retirement village projects
- Entertainment and recreational facilities
- Health care revenue strategies
- Library operations and facility reviews
- Funding and subsidy applications
- Government liaison and negotiation

Financial Compliance Services

- Budget and financial statement assistance
- Regulatory / legislative compliance
- National Competition Policy advice
- Government statutory returns
- Business activity advice
- General ledger development and review
- Complaints handling
- Asset management services

Case Study: Due Diligence for Takeover of Local Government Bulk Water Assets

The Queensland Government recently completed the compulsory takeover of all bulk water assets in the South East Queensland region, most of which were owned and operated by Local Governments. The valuation methodology for the takeover was to value bulk water assets based on current pricing levels and profitability rather than the physical value of underlying water infrastructure. The information requirements and financial expertise required of Local Governments during the due diligence valuation process were significant, particularly given the Local Government reform process which was occurring concurrently.

The *Business Strategy & Finance* team worked over a period of nine months with a number of Local Governments to ensure that the compensation paid for their water assets was fair and equitable via comprehensive financial modelling and forecasting, scenario analysis and government liaison and negotiation. Upon completion of the due diligence process, the team was able to successfully advocate for upward revisions to compensation payments to ensure equitable outcomes for the respective communities of a number of Local Governments in the region.

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