

“We pride ourselves in adding real value by making

Corporate Advisory

We live, work and operate in a challenging, ever-evolving economic and business environment. It is essential to always keep an eye on competitors, new technologies, regulatory changes and economic conditions. In certain situations, it may be difficult to react in time or in the right way. At AECgroup, we will help ensure you remain ahead of the game.

AECgroup's Corporate Advisory team can provide you with the necessary information, tools and strategic advice to maximise business and profit potential, as well as to achieve strong outcomes in business negotiations and restructures through accurate and effective due diligence reports and business analysis. We are also able to identify opportunities during times of difficulty and hardship.

Using our vast experience, broad range of skills and resources, and depth of intellectual capital, in conjunction with our network of specialist consultants and advisors, we are able to ensure you are ahead of the game. We will assist you in being able to implement preventative and proactive strategies to minimise risk and position your business for ongoing growth and prosperity.

For underperforming, inefficient and distressed corporations, or those confronted with unexpected events, we can also assist in seeking early diagnoses and implementing practical strategies to restore business confidence, performance and value.

“Companies cannot afford to sit back and do nothing – doing so may threaten their very existence as well as the prosperity of their employees.”



it our business to understand your business."

Experience

Our Corporate Advisory team consists of business professionals with widespread commercial experience and outstanding technical capacity, who are renowned for developing and implementing strategies which enhance both revenue streams and operational efficiencies, as well as ensure broader organisation success.

We are committed to maximising the profit and growth potential of our clients, even in times of stress or crisis, and have considerable expertise in negotiating outcomes during restructures and asset/business sales.

Our Corporate Advisory team is just one element of AECgroup's multi-disciplined team structure.



Economics, Planning & Development (EPD)

- Project Appraisal & Impact Assessment
- Planning & Infrastructure
- Economic Data & Analysis
- Resources & the Environment
- Economic Development
- Property Advisory
- Business Development & Planning
- Tourism, Leisure & Recreation

Business Strategy & Finance (BSF)

- Financial Modelling
- Project Valuation & Feasibility
- Business Valuation
- Costing, Pricing & Rating
- Business Planning & Performance
- Water/Utility
- Community Infrastructure Projects
- Financial Compliance

Corporate Advisory (CA)

- Business Performance Evaluations
- Strategic & Business Planning
- Due Diligence & Business Valuation
- Finance Solutions & Structures
- Corporate Transactions & Restructuring
- General Corporate Advice

Community Research & Strategy (CRS)

- Quantitative Research
- Qualitative Research
- Data & Analysis
- Community Facilities
- Libraries
- Organisational Consulting
- Market Research

Design, Marketing & Advertising (DMA)

- Marketing Strategy
- Graphic Design
- Advertising
- Illustration
- Printing, Production & Finishing
- Multimedia

Information & Knowledge Management (IKM)

- Business Analysis
- Programming
- Hardware & Software
- Database
- Applications

"Our different divisions allow AECgroup to provide a unique service offering."

The breadth of our skills is just the starting point. We combine these skills to develop well-rounded solutions based on a full understanding of your business, your ambitions and the environment in which you compete. We believe this integrated approach gives clients of AECgroup a clear commercial advantage.



Clients

Our team provides high quality Corporate Advisory services to a range of clients, including private and public companies, government business enterprises, small and medium commercial enterprises, not-for-profit organisations and financial institutions. AECgroup also undertakes considerable work for federal, state and local government departments in evaluating their financial positions, as well as whether (and how) they should enter or exit markets or industry activities.

AECgroup has in place a large number of strong corporate partnerships where we provide ongoing strategic and financial advice to maximise their organisational success. Our clients recognise the value we offer as a multi-disciplinary firm able to see them through all aspects of project and business developments from idea conception, feasibility, financing, construction, operation, ongoing performance monitoring and ultimate business sale.

AECgroup also assists corporates, governments and financial institutions with advice to meet a wide range of debt funding needs. While debt markets are increasingly complex and rapidly changing, we have the necessary experience and market contacts to help develop cost effective funding solutions.

AECgroup is well respected by its clients, having a unique ability to rapidly identify and understand financial and business management issues that require review and assessment.

Whether a new or existing client, our Corporate Advisory team will work with you in your time of need to ensure that you retain the initiative and continue to deliver to stakeholders. AECgroup will ensure that it fully understands your individual requirements at each stage of the project and identify and implement workable, practical and effective solutions.

Austcane Energy Ltd has employed the resources and expertise of AEC Group since 2006, when the idea of refining Ethanol in North Queensland was first floated. AEC is heavily involved in all aspects of establishing this project including:

- *high value economic and financial modelling*
- *budgets and financial forecasting*
- *business and contract advice*
- *guidance and support with the management of the project.*

In addition AEC has overseen the raising of \$65m in equity and \$100m in structured finance to bring our project to life.

It is the quality of the AEC people, together with their depth of intellectual property and extensive networks into key industry segments, that differentiates and promotes AEC within the business community.

Dan Duffy - General Manager, Austcane

Corporate Advisory Services

Business Performance Evaluations

- Financial management and assessment
- Cash flow and profitability forecasts
- Performance monitoring and benchmarking
- Corporate risk assessment
- Application of financial stress indicators
- Review of operational processes and practices
- Identification of service improvement
- Human resources/industrial relations evaluations
- Review of cash flows and cost control
- Evaluation of supply contracts/contractor performance
- Review of individual business components
- Market share evaluations
- Environmental audits and competitor assessments

Strategic & Business Planning

- Strategic, corporate and operational planning
- Financial planning and sustainability assessments
- Performance improvement strategies
- Price and revenue strategies
- Cost savings/synergy analyses
- Outsourcing evaluations
- Operational efficiency assessments
- Restructuring and repositioning strategies
- Development of turnaround management plans
- Industry/market analysis and demand forecasting
- Market expansion strategies
- Positioning for upturns and downturns
- Taxation planning
- Feasibility assessment and options analysis
- Risk mitigation strategies
- Human capital planning and development
- IT and communications solutions
- Marketing and communication strategies
- Exit planning and implementation

Due Diligence & Business Valuation

- Business and project valuations
- Asset valuations in use or on market
- Commercial due diligence assessments
- Indepth evaluation of purchasers or sellers
- Indepth evaluation of potential business partners
- Indepth evaluation of contractors or suppliers
- Divestments and sales negotiations and advice
- Advice on appropriate price to pay or accept

Finance Solutions & Structures

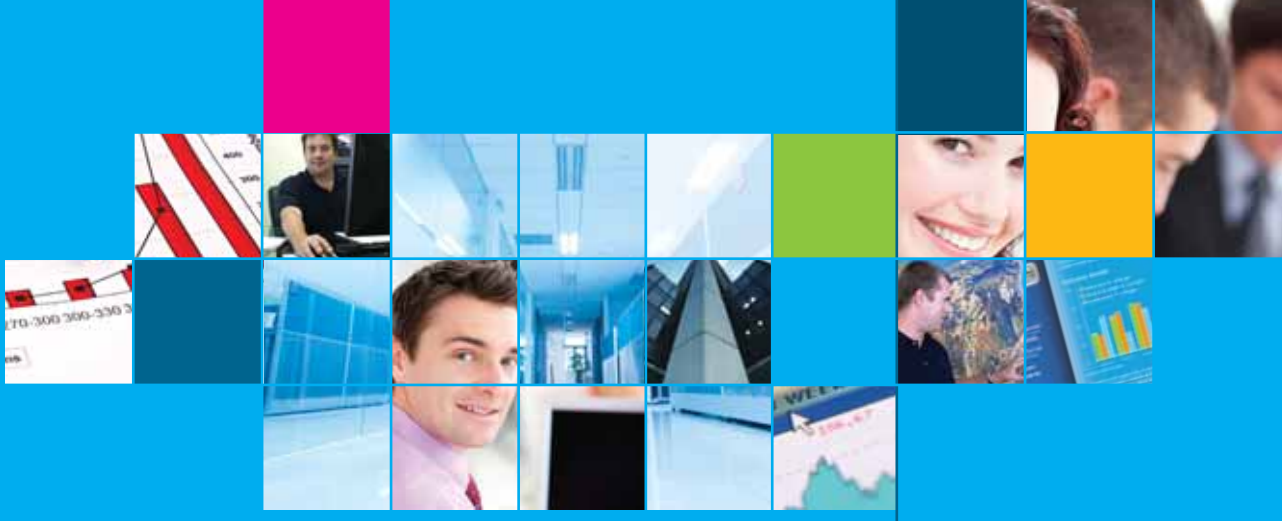
- Debt/equity raising and structuring
- Debt restructuring and advice
- Project financing and funding strategies
- Assessment of availability and pricing of funding alternatives
- Business financing and refinancing
- Financial capacity evaluations
- Arranging funding sources
- Locating and negotiating with potential investors
- Funding and subsidy applications
- Cash and working capital strategies
- Capital strategies and funding structures

Corporate Transactions & Restructuring

- Identification of targets for mergers and acquisitions
- Due diligence assessments
- Evaluation of benefits, costs and risks of strategic acquisitions
- Conducting business valuations and market assessments
- Identification of strategic disposals
- Asset divestment strategies
- Assisting with bid/sale preparations
- Tactical negotiation and advice on business transactions
- Beneficial structuring of transactions
- Assisting in the selection of appropriate legal counsel
- Business transformation and restructuring assessments
- Overcoming barriers to transactions and restructures
- Project management services
- Locating buyers/sellers
- Risk mitigation strategies

General Corporate Advice

- Budget and financial statement assistance/analysis
- Statutory accounting services
- Asset management and valuation services
- Contract review and assessment
- Establishing performance reporting systems
- Business mentoring
- Project management services
- Problem solving and solution development
- Investigative reporting
- Liaison with regulators and governments
- Governance and management structures
- Corporate overhead allocation mechanisms



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