

Invested in
→ meaningful outcomes



→ all in.

We're invested in orchestrating both powerful and sustainable outcomes for those that create the world's infrastructure and manage the world's resources. We're invested throughout our client's business and asset lifecycles.

About us *

GHD Advisory offers services beyond the design and delivery of assets by supporting clients throughout the business lifecycle, supporting capital deployment, investment, optimisation, value preservation, resilience and liability transformation.

What makes us different is the infusion of business, **technical leadership** and **digital transformation** know how.

If we prepare a business case for a new project, we can also design it and manage the construction and operation.



ORIGINATION



COMMERCIAL
DEVELOPMENT



PLAN & DESIGN



CONSTRUCT



OPERATE



DISPOSE/RENEW

90+ years in operation
135+ countries served
200+ offices worldwide
\$2.3^(b) revenue **2020**
5 global markets
10^(k) people
50+ service lines

↳ Providing engineering, environmental,
advisory, architecture, digital and
construction services



Infrastructure Investment & Economics



TRANSACTION ADVISORY

Undertaking comprehensive evidence-based reviews and due diligence (technical and environmental) to uncover risks and opportunities, essential for investment success.

BUSINESS & INVESTMENT CASE DEVELOPMENT

We use the business case process to bridge clients' understanding of what they are trying to achieve and the value for money outcomes recreated, helping maximise investment returns (whether financial or social outcomes). From small local authority initiatives through to major multi billion pound investment cases for the public and private sector.

STRATEGIC INSIGHTS & ASSET MANAGEMENT

Our team provides innovative and efficient solutions to complex problems in ways that deliver for our clients, their fee-paying customers and the greater community. Our solutions utilise extensive and sophisticated analytics, providing evidence-led strategic insights to inform critical business decisions, leading to improved efficiency.

LOGISTICS & INFRASTRUCTURE POLICY

We develop and assess well-planned and integrated strategies to minimise risk, while maximising returns, efficiency and productivity over the life of assets.

Transaction Advisory

GHD has advised on
£110bn+
worth of transactions

Buy side
&
Sell side

We draw from across our global network to identify leading practices, benchmark assets and operational performance to deliver value to investors.

Our Transactions team combines deep infrastructure knowledge with strong **technical, economic and analytical** skills to support clients' investment decision-making.

Delivering value through the entire deal lifecycle →

Pre-Deal



In Deal



Post Deal

- Strategic business reviews
- Critical infrastructure reviews, redundancy, risk and security
- Productivity gains and operating expenditure savings
- Business needs analysis
- Asset base optimisation and repurposing discovery
- Market sounding and analysis
- Industry and client capability assessment
- Transaction scoping
- Opportunity origination and identification

- Technical environmental and regulatory due diligence
- Commercial analysis and business optimisation
- Capex and opex optimisation
- Tender / transaction management
- Contracting, outsourcing and delivery strategy
- Packaging and procurement option analysis
- Contractor due diligence
- Development of business plan
- Development of first 100-day integration plan

- Post-merger integration and benefits realisation
- Strategy, transition, planning and change management
- Value stream mapping and performance management
- Organisational design
- Corporate strategy and organisational structure
- Operational strategy, productivity and cost reduction
- Program management and optimisation
- Procurement policy, strategy and sourcing
- Commercial, contracting and negotiation advice
- Asset portfolio management
- Asset lifecycle investment decision and divestment support

ESG Technical Services

*** Due diligence
Analytics & Benchmarking
Strategy & Reporting**

Environmental



- Policy & procedures
- Environmental management
- Environmental compliance
- Contaminated land
- Environmental planning
- Biodiversity
- Natural resources
- Water use
- Air quality
- Energy
- Carbon
- Climate risk & resilience

Social



- Policy & procedures
- Health & safety
- Incident management
- Metrics and KPI's
- Stakeholder engagement
- Community development
- Employee satisfaction
- Contractor management
- Working practices
- Modern slavery
- Supply chain

Governance



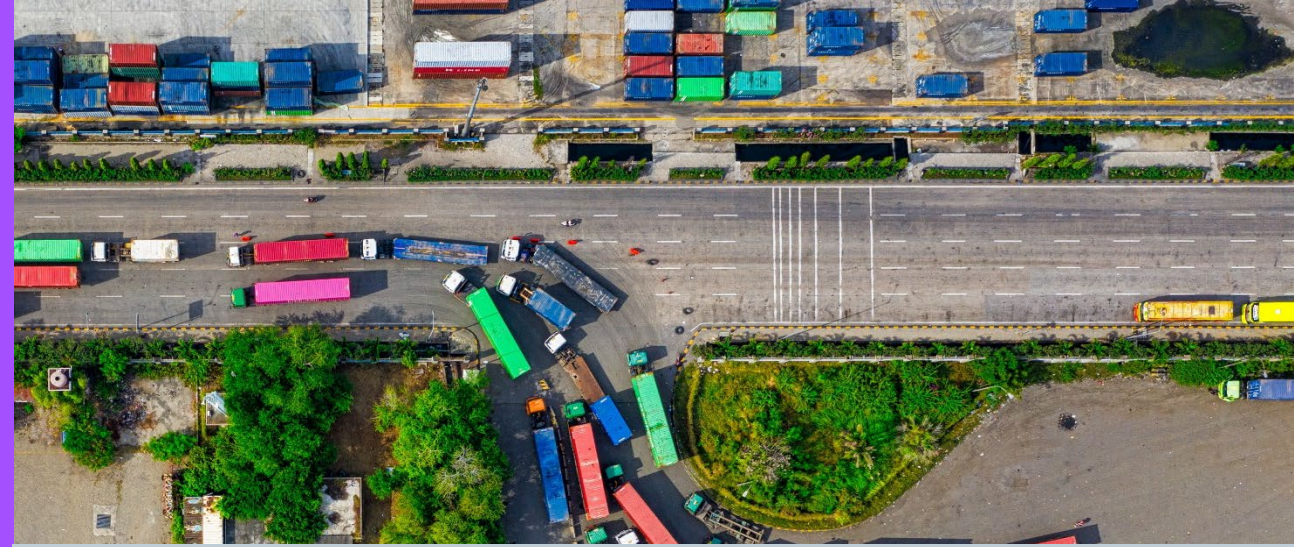
- Policy & procedures
- Strategy & direction
- Corporate reporting & disclosure
- Risk management
- Board composition and independence
- Bribery and corruption
- Fiduciary duty
- Whistle blower protection
- Political contributions
- Audit committee structure
- Compensation committee
- Lobbying activities
- Data protection and privacy
- Cybersecurity

CASE STUDY

Department for Transport freight resilience analysis

We completed a first of a kind study using a combination of Mobile Network Data, data analytics, insights and technical knowledge to identify HGV movements and the resiliency of the logistics network for central government. This supply chain analysis provided data that can inform infrastructure enhancement and strategy, as well as evidence to support carbon reduction schemes and the understanding of the supply network cost. These findings can be used to refine the supply chain design to achieve the most efficient port of entry, route and mode, ultimately reducing congestion and HGV miles on the road network.

**Infrastructure Investment
& Economics Projects**



“

Through access to detailed movement data through O2 and their data science team, GHD delivered clear and actionable insights from the data that would not have been possible via conventional methodologies. The experience of working with the GHD team has been very positive, transparent and collaborative.

”

» Department for Transport

CASE STUDY

Global Container Terminals transaction

As the only consultant supporting British Columbia Investment Management Corporation (BCI) considering a ports acquisition, we provided technical, environmental, logistics and commercial support to advise on their investment decision. Developing a 25-year financial model and working closely with our client to combine data sets, we were able to identify key risks that were not accounted for in the vendors model, allowing a refined bid. Following a compressed 12-week timescale, BCI successfully acquired a 25% share of Global Container Terminals.

Infrastructure Investment & Economics Projects



CASE STUDY

Movement insights for the city of Bath

Using our cloud-based platform 'Movement Insights', we can combine movement and commercial data to inform our clients the value of spend against location, allowing them to make targeted investment value decisions. In Bath we helped retailers and the city measure and enhance business performance by aggregating a range of data sets (including O2 mobile network data, footfall data from sensors, sentiment from a variety of Social Media platforms and spend data from Visa), providing an aggregated view of movement, spend and dwell in Bath's City Centre.

→ A selection
of our
clients.

Brookfield



ifm
investors

QIC

BCi



Goldman
Sachs



Morgan Stanley



WHI
WREN HOUSE
INFRASTRUCTURE



ENGIE



WESTERN POWER
DISTRIBUTION
Serving the Midlands, South West and Wales



Marubeni



TransGrid

KKR