



Infrastructure Capabilities

Drawing upon our global economic and industry expertise, Oxford Economics is exceptionally well-placed to support clients with interests in infrastructure assets. Over our 50-year history, we have built up a strong level of expertise and unique methodologies for forecasting.

We are a completely independent firm with no vested interests of any kind in any of the industry sectors and markets which we research and forecast. We offer a unique combination of disciplines: market research and forecasting with a pre-eminent reputation in both of these complementary fields of research. We have broad capabilities across a range of infrastructure projects in key sectors, and we can provide bespoke analysis to support clients' business and financial projections. In addition to helping governments/ investors with the privatisation process, we can also offer investors ongoing support to help them assess the performance of their assets.

Expertise

■ Support with transaction due diligence.

Working on both the buy and sell side of transactions to produce bespoke forecasts from the macro level through to detailed local/sector/ commodity level as part of the due diligence process for assets.

■ Ongoing validation of management projections (red flag reviews).

Providing assurance to asset owners over the forecast projections received from management or providing supplementary forecasts and analysis as part of Key Performance Indicators for the asset.

■ Support with strategic planning (e.g. investment plans, regulatory analysis).

Scenario analysis and business plan stress testing to help inform the strategic outlook for the asset and possible sale decisions.

■ Benchmarking the performance of infrastructure assets.

Comparing your assets expected performance relative to similar assets at a country, regional or global level.

■ Long-term forecasting.

Our linked macro, industry, and city models provide a framework for forecasting trends out to 2050 and beyond.





Why BIS Oxford Economics

BIS Oxford Economics' expertise includes:

- Comprehensive suite of global economic models that fully integrate macroeconomics, trade, industries and cities to provide a robust and consistent quantitative framework to conduct analysis.
- Expertise to develop asset-specific forecast metrics and drivers to generate alternative profiles for the supply and demand drivers of infrastructure assets, which enable owners and potential investors to identify upside opportunities and understand the potential downside risks.

Sector coverage

BIS Oxford Economics have significant experience of supporting clients on a broad range of infrastructure-related projects:

- **Transport:** Airports, seaports, roads, railways.
- **Utilities:** Electricity, gas, telecommunications, water, postal services.
- **Social:** Education facilities, hospitals and other community facilities.

Sector experience

Our extensive experience across Asia Pacific and globally has enabled us to understand which approaches work and which do not. We help our clients better understand the markets in which they operate, and through reliable, detailed and best market data, analysis of developments and drivers we deliver thoroughly researched and clearly explained forecasts.

Ports

We have significant experience of producing bespoke projections of port throughput. Our forecasts of seaborne cargo flows are built on the outlook for individual commodity flows and constructed using a combination of econometric techniques and disaggregated bottom-up analysis to ensure robust and dependable projections for all seaborne cargo types (containerised, dry bulk, liquid bulk and break bulk) over long-term horizons. We can also construct cargo forecasts consistent with alternative economic scenarios to help clients to understand potential risks to the outlook.

Previous clients: Port of Melbourne, Port of Newcastle, Ports of Los Angeles and Long Beach Mitsubishi

Corporation, Anglo Swiss Maritime, British Ports Association, European Community Ship-owners Association.

Airports

We can combine our existing forecasts for air passenger flows with bespoke projections of air freight for an airport, and then translate this into fees and operating costs in addition to producing scenarios to better understand expansion options. Working with IATA we already produce the most comprehensive assessment to date of how air travel markets will evolve during the early years of the second century of commercial flight.

Previous clients: Civil Aviation Authority of Singapore, Heathrow Airport, Stansted Airport, British Airways, IATA, Transport for London.

Utilities

We have developed bespoke sector-level models for electricity, gas and water demand incorporating a broad range of relevant data and forecasts, including factors such as economic activity, temperature, regulation and policy, and technological innovation. With consideration of the legislative and regulatory environment, our experienced economists and researchers can help you better understand the future demand and supply profile of the asset.

Previous clients: Transgrid, AGL, Energy Australia, UK National Grid, Severn Trent Water, Abu Dhabi Regulation and Supervision Bureau.

Commodities

We have extensive experience in constructing alternative scenarios that look at different demand and supply drivers for fossil fuels, driven by both macroeconomic fundamentals and policy decisions. Outputs from these scenarios include new equilibrium prices, demand and supply by commodity. If required we can also construct individual supply curves at the mine/plant level to assess the impact of alternative macro scenarios at the individual asset level.

Previous clients: OPEC, EU Commission, Rio Tinto, BHP Billiton, Anglo American, Chevron, BP.

Other infrastructure and state assets

We can also support firms and government across a wide variety of more general infrastructure or state owned assets including telecoms, postal services, and land registries.