

TRANSACTION ADVISORY



ACHIEVING SUCCESSFUL TRANSACTIONS

Transaction Advisory is part of HPC's commercial consulting services that supports port authorities or terminal operators to assess the financial feasibility and potential risks and rewards of private sector engagements in ports or terminals.

These transactions can encompass mergers and acquisitions as well as various types of public private partnerships like concessions and joint ventures.

HPC has its roots in port operations and can, in particular, assist in assessing commercial and operational viability and guide through the entire transaction process.

ABOUT | HPC's Transaction Advisory Services cover a range of activities, such as due diligence including market analysis and trends, operations review and planning, financial modelling, transaction strategies, conducting bid preparations and negotiations support.

VALUE | The core value of transaction advisory for ports or terminals is to provide stakeholders with the information and guidance they need to make informed decisions about their transactions, and to help them maximize the value and benefits of these transactions while minimizing potential risks or uncertainties.

OBJECTIVE | Overall, the objective is to assist authorities, operators or investors in creating a win-win situation while achieving their strategic and financial objectives through the successful execution of the transaction.

**PROJECTS
DELIVERED**

#30+

Due Diligences and
Transaction Advisory
Services

#60+

Business Plans

#120+

Feasibility Studies
and Master Plans

SCOPE OF SERVICE

Benefit from the proven Transaction Advisory Services to achieve successful execution.

COMMERCIAL, TECHNICAL & FINANCIAL ADVICE | HPC prepares the operational and commercial background. This can involve due diligence, business planning, financial planning, risk analysis, determination of financial and operational KPIs, supporting bidders Q&A.

CONTRACTUAL SUPPORT | HPC assists the client in identifying a suitable strategy. This can encompass the support of developing contract and bidding documents, preparing criteria for bidders, bid evaluation support, contract negotiation support, and supervision of the contract performance after conclusion.

PROCESS ORGANISATION | Project management and coordination of the transaction process. This can include identification of potential bidders, establishment of data room, organisation of site visits for bidders, and Q&A publication.



COMMERCIAL EXCELLENCE SERVICES AT A GLANCE

Due Diligence

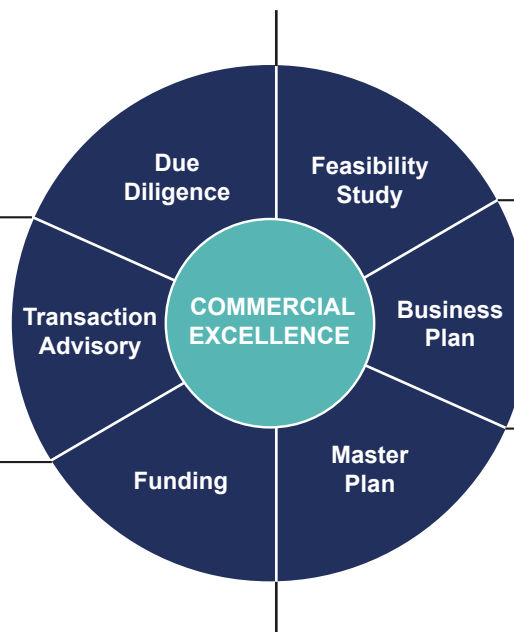
- Providing a broad understanding of an investment opportunity.
- Delivering a sound basis for informed investor decision-making on concessions, mergers and acquisitions.

Transaction Advisory

- Assessing the financial feasibility and potential risks and rewards of various transactions.
- Developing a strategy and supporting the transaction process of seller or buyer.

Funding Management

- Supporting clients to receive a co-funding for sustainable investments or R&D initiatives.



(Pre)-Feasibility Study

- Determine the fundamental feasibility of a project.
- Providing a clear and comprehensive assessment of the potential of a project or idea.

Business Plan

- Outlining the vision and strategy of a business
- Developing a strong, clear plan that will guide clients as they grow and achieve their goals.

Master Plan

- Evolving a long-term vision and strategy for the development and operation of a port or terminal.
- Designing a roadmap for achieving that vision.