

# RnP Corporate Advisory



*"Quality Commerce"*

RnP Corporate Advisory - Provider of Strategic Solutions

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<http://rnpgroup.com.au>

# About RnP Corporate Advisory

Energy industry experts delivering strategic and commercial solutions to public and private clients in support of their infrastructure and business investments

## *Who we are*

- ✓ advisors to boards and senior executives
- ✓ scalable business with support from legal, accounting and engineering companies
- ✓ provider of strategic insights to problem solving
- ✓ provider of strategic solutions
- ✓ provider of commercial outcomes

## *What we do*

- ✓ strategic analysis
- ✓ strategic and business planning
- ✓ policy analysis and formulation
- ✓ governance advice and compliance
- ✓ project evaluation
- ✓ commercial negotiation
- ✓ risk management
- ✓ decision making assistance
- ✓ independent executive



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# Our Services

strategic and commercial infrastructure advisory based from extensive and detailed energy industry expertise

## *strategic*

- ✓ strategic analysis and business positioning
- ✓ strategic planning
- ✓ business planning and budgeting
- ✓ energy and risk policy analysis and formulation
- ✓ risk management

## *commercial*

- ✓ feasibility studies
- ✓ governance advice and compliance
- ✓ electricity market risk management
- ✓ project evaluation
- ✓ commercial negotiation



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# Our Methods

RnP Group Pty Ltd provides strategic and commercial solutions through original thought and objective thinking based on many years of experience of practical and effective management practices

## *analysis*

- ✓ considers the:
  - ✓ business environment
  - ✓ business strategic positioning
  - ✓ competitive advantage
- ✓ understands the:
  - ✓ drivers of the issues
  - ✓ details of the commerce
- ✓ undertakes:
  - ✓ appropriate mathematical analysis
  - ✓ risk analysis

## *Solutions*

- ✓ develops:
  - ✓ alternative propositions
  - ✓ solution delivery channels
- ✓ delivers solutions that are:
  - ✓ focused on the prime drivers
  - ✓ are commercially sound
  - ✓ have practical application
  - ✓ contained in a consolidated report



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# Strategic Advisory

Coal mining industry – coal in electricity generation strategic outlook

## *analysis*

- ✓ identify key strategic elements:
  - ✓ characteristics, trends and driving forces
- ✓ undertake business gap analysis
- ✓ business external environment assessment
- ✓ profile future market needs and drivers for change

## *solution*

- ✓ determine the strategic decisions to be made and actions to be taken
- ✓ identify business positioning alternatives
- ✓ determine the most strategic tenements and resources
- ✓ identify key assets for the future
- ✓ outline a plan of implementation



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# Strategic and Commercial Advisory

Resource industry – electricity supply solution including generating plant alternatives (\$2bn)

## *analysis*

- ✓ determine physical alternatives for supply
- ✓ assess strategic risk and rewards from the alternatives
- ✓ determine the underlying commercial drivers of the solutions
- ✓ determine the commercial framework for each solution
- ✓ determine the practical outcomes of each strategic driver

## *solution*

- ✓ determine assumptions for financial analysis
- ✓ complete financial analysis and sensitivities
- ✓ negotiate the commercial terms of each offer
- ✓ prepare a comparative between offers
- ✓ assist in the decision making between the offers



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# Strategic and Commercial Advisory

Resource industry – major long term energy supply (\$3bn)

## *analysis*

- ✓ determine the objectives of the supply;
- ✓ understand the supply environment and the rules around it
- ✓ prepare alternatives and an innovative alternative that meet the rules
- ✓ determine the commercial advantage of each
- ✓ propose a preferred solution including the benefits to be realised

## *solution*

- ✓ negotiate the commercial conditions of that solution with the counterparty
- ✓ prepare the appropriate documentation



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# Electricity Policy and Risk Management

Electricity Retail Industry – coal in electricity generation strategic outlook

## *analysis*

- ✓ review :
  - ✓ governance framework
  - ✓ energy trading policy
  - ✓ policy compliance and breaches
  - ✓ management controls and decisions
- ✓ asses business risks and their management in context of review
- ✓ report findings to board and CEO

## *solution*

- ✓ rewrite
  - ✓ governance framework
  - ✓ energy policy
  - ✓ risk measurement and controls
- ✓ reset:
  - ✓ governance and decision making framework
  - ✓ management responsibilities
  - ✓ management reporting
- ✓ review implementation



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# Feasibility Studies

Coal seam gas industry – potential gas fired electricity generation as a channel to market

## *analysis*

- ✓ assess:
  - ✓ market structure and drivers
  - ✓ market pricing and risks
  - ✓ competitive and competitor positions
  - ✓ gas and plant options
- ✓ determine alternatives and commercial assessment including non generation options use for the gas

## *solution*

- ✓ develop possible options to supply
- ✓ financial modelling of options
- ✓ risk assessment of options
- ✓ provide a report on the findings



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