



# Qubist

## Industry Engagement and Investment Appetite Capability

*Providing decision makers with comprehensive, independent, and experience-based advice.*

*Qubist Pty Ltd is an advisory business that provides expertise to clients with utility and infrastructure assets. We help clients create greater value, new possibilities and superior outcomes for their assets and organisations.*

*Qubist provides solutions across the entire project lifecycle. We understand the specific challenges involved in running an organisation and call upon decades of industry experience to assist our clients – ensuring strategic, practical, and commercially orientated results.*

*Our private and public sector clients include Government agencies, contractors, and legal organisations.*

### Industry Engagement

Industry engagement often occurs at project inception, allowing the client to understand their true needs. Early input from industry creates a better outcome and value for the client. It allows the market to understand the associated project risks, while at the same time advertising the project, ensuring prospective tenderers apply with conforming bids.

We provide services and expertise in industry engagement, market sounding, and investment appetite. This is based on a wealth of industry experience working on infrastructure projects and stakeholders.

Our team has built our expertise over decades working with contractors, asset owners and government agencies both locally and internationally. This has led us to become subject matter experts in numerous areas. We are a trusted advisor to our clients, repeatedly delivering the quality people, expertise and knowledge promised.

We develop and leverage tailored solutions, to ensure delivery of improved business and project outcomes.

### Qubist's Approach

We draw upon a diverse pool of professionals with backgrounds from a variety of industry sectors with extensive commercial acumen.

We start with a well-developed and approved plan or strategy, that is the basis for communication with industry. This keeps consistency of questions and minimises probity issues.

We suggest a transparent approach, with any project issues and risks clearly identified. Being open at the early stage reduces the chance of inaccurate pricing, or potential legal issue at later stages.

We can provide experience at the optimal moment for industry engagement. Too early, and the project description is too broad for tenderers to truly understand the scope. Too late, and there is little room for the market to innovate the design and delivery.

We call on decades of hands-on project and business experience providing informed advice to our clients, ensuring strategic, practical, commercially oriented solutions. Consequently, we have strong connections across different industries and can connect with them to further engage with your market.

In much of the work we do, we apply a commercial, risk-based approach to management, which includes gaining an understanding of risk allocation strategies, residual risks, and any underlying issues for effective and efficient projects.



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## Relevant Project Experience

Although much of the work we complete is confidential, below is a selection of relevant due diligence experience of our team:

Sector	Project	Our staff Roles
<b>Power – Transmission</b>	<i>MENA (Middle East and North Africa) Project</i>	<ul style="list-style-type: none"> <li>Provided market analysis and market entry strategy to the MENA (Middle East and Africa) Region.</li> <li>(Confidential Client)</li> </ul>
<b>Power - Renewables</b>	<i>Wizard Power</i>	<ul style="list-style-type: none"> <li>Solar-thermal power plant development</li> </ul>
<b>Transport - Road</b>	<i>Sydney Roads Asset Performance Contract</i>	<ul style="list-style-type: none"> <li>Early Procurement Management</li> </ul>
	<i>M6 (formerly F6 Extension Stage 1)</i>	<ul style="list-style-type: none"> <li>Conducted a market sounding with contractors, financiers and investors to inform the delivery strategy and confirm appetite for the project.</li> </ul>
<b>Transport - Rail</b>	<i>Regional Rail</i>	<ul style="list-style-type: none"> <li>Establish and manage industry engagement process. Developed strategy, and all process and reference documentation.</li> </ul>
	<i>New Intercity Fleet</i>	<ul style="list-style-type: none"> <li>Establish and manage industry engagement process. Developed strategy, and all process and reference documentation.</li> </ul>
	<i>Tangara Technology Upgrade</i>	<ul style="list-style-type: none"> <li>Industry engagement advisor &amp; Transaction Manager for rolling stock upgrade program.</li> </ul>
	<i>WestConnex Stage 1</i>	<ul style="list-style-type: none"> <li>Established and managed the industry engagement process, specifically developing strategy, and all process and reference documentation.</li> </ul>