

STRATEGIC FINANCE

Capability Statement



OUTCOME DRIVEN

Working with AEC means benefiting from our extensive experience and industry-leading experts.

AEC focuses on outcomes and trusted insights that empower change, inspire growth, and instill business confidence.

AEC's purpose is to empower outcome driven success for our team and clients.

STRATEGIC FINANCE

AEC is a national leader in the delivery of tailored financial advisory services that empower government agencies, utilities providers, not for profit organisations and private businesses to plan with confidence and operate sustainability.

Our Strategic Finance team combines accountants, economists, modellers and governance advisors to support long-term financial sustainability, operational and efficiency reviews, transparent service pricing reviews, and business case/feasibility studies.

We develop and maintain a raft of proprietary financial models that we tailor for use across Australia, supporting long-term infrastructure planning, project feasibility, service cost recovery and internal resource allocation and optimisation.

Our work provides clarity around decision-making, particularly for long term financial plans, capital works, strategic asset management and operational service delivery in core areas such as waste and resource recovery, water and sewer, fleet and community infrastructure.

AEC specialises in developing business cases that support successful funding applications, incorporating project appraisal, cost benefit analysis, and prioritisation frameworks. Our advice is robust, evidence-based, and tailored to be both practical and implementable, ensuring clients are well-positioned to secure funding and deliver high impact outcomes.

OUR CAPABILITIES

AEC offers specialised financial advisory services to government, infrastructure providers, and service organisations across Australia. Our Strategic Finance team are local government experts who come together to deliver clear, actionable advice on financial sustainability, infrastructure funding, cost recovery, revenue management and operational business performance.

Long-Term Financial Sustainability Modelling

AEC has developed proprietary financial models used by hundreds of councils nationwide. We support clients in forecasting financial health, stress-testing future scenarios, and building robust long-term financial strategies to meet community needs and regulatory obligations.

Infrastructure & Asset Funding Strategies

We develop funding models and financial frameworks to support the delivery, renewal, and upgrade of infrastructure assets. This includes plant and fleet planning, water and waste pricing strategies, and financial modelling aligned with asset management plans and capital works programs.

Service Delivery Costing & Pricing

Our team conducts full cost recovery analysis, activity-based costing, and pricing reviews across a range of local and state government services. This includes water and sewerage waste management, airports, childcare, health services, education, regulatory services, aquatic facilities, and more. Our insights help clients ensure fair pricing, transparency, and compliance with cost-recovery principles.

Business Case & Investment Evaluation

AEC delivers evidence-based empirical evaluations of strategic projects, including cost benefit analysis, project and commercial feasibility assessment, business case development, and prioritisation and delivery frameworks for major infrastructure, organisational and service initiatives.

Corporate Strategy & Organisational Reviews

We support our clients with tailored organisational and service reviews, internal funding model reviews, governance structures, and resource allocation strategies, ensuring efficient and sustainable operations at all levels of the organisation.

Model Licensing, Financial Training & Capacity Building

AEC offers training, model licensing, documentation, and ongoing support for internal financial teams. We help build in-house financial capability and confidence, particularly around long-term modelling and scenario analysis.

Business Units & Service Reviews

We complete service and operational reviews, providing expert advice on improving the effectiveness and efficiency of the services. We have developed expertise in reviewing water services, waste and resource recovery, plant and fleet, fleet management, depot operations, airport operations, ferry operations, saleyards, libraries and quarries.

Through deep technical expertise and practical delivery, AEC provides trusted and pragmatic financial sustainability services that empower our clients to plan with confidence, and lead with accountability.

OUR INSIGHTS IN ACTION

AEC delivers innovative, results-driven solutions across a diverse range of sectors, including Agriculture, Local Government, Property, Resources, Energy and Infrastructure, Tourism, and Social and Community all across Australia.

Our proven expertise and commitment to excellence have made us a trusted partner in driving success and creating value nationwide.



\$40B+ INFRASTRUCTURE FUNDED

AEC has delivered more than \$40 billion in infrastructure projects, empowering communities and driving growth across Australia.

OVER 15,000 PROJECTS

For 30 years AEC has made a difference in our cities, towns and communities, with over 15,000 projects and counting.

30+ YEARS OF EXPERIENCE

AEC has been a trusted partner in delivering innovative solutions, shaping communities, and driving economic success across Australia for over 3 decades.



WHAT SETS US APART

Independent Advice

At AEC, our advice is based on data, experience, and a commitment to providing honest and objective insights. We don't just tell clients what they want to hear, we offer solutions that drive better, long-term outcomes, even if it means having the hard conversations.

Feet on the Ground Approach

AEC brings hands-on experience from both metropolitan and regional Australia. By engaging directly with communities and stakeholders, we gain real insights that help shape tailored, actionable strategies, ensuring our solutions are grounded in real-world context.

Insights Shaped with Experience and Expertise

With over 30 years of experience, AEC's insights are informed by a diverse team of experts. We leverage our collective knowledge across various sectors to provide well-rounded, actionable advice that ensures the best possible outcomes for our clients.

Future-Focused

We embrace the latest technology and modern techniques, blending them with our extensive experience to deliver innovative, future-proof solutions. Our forward-thinking approach ensures our clients remain ahead of the curve in an ever-evolving landscape.



**YOUR
TRUSTED
ADVISORS**

RECENT PROJECTS

Entertainment & Cultural Centre Business Case – Wagga Wagga City Council

Council engaged AEC to develop a business case for a proposed Entertainment Centre and Cultural Centre, as outlined in the Riverside Wagga Wagga Strategic Masterplan. The project involved stakeholder consultation, site analysis, concept reviews, traffic/parking/pedestrian assessment and financial modelling. A Multi-Criteria Assessment and Cost Benefit Analysis were completed to support the Centre's economic and social justification, along with a project prospectus to assist with advocacy and investment attraction.

Financial Sustainability Review – Hume City Council

Council engaged AEC to complete a financial sustainability review of one of the fastest growing local governments in Australia. A detailed assessment of historical financial performance assisted the Executive and Councillors to understand the current financial position and the key drivers of historical performance. Given the fast growth of the region, AEC completed detailed analysis of the developer contributions and contingent liabilities, as well as demand for renewal of existing infrastructure, and projected the impact on future availability of cash to deliver future infrastructure and service requirements.

Depot Strategy – Fraser Coast Regional Council

With the challenge of predominantly legacy depot operations from pre-amalgamation, AEC was engaged to provide an assessment of the current depot operations, determine service growth frontiers, and develop a strategy for future depot operations to enable responsive and efficient provision of services for the community. AEC prepared and costed preferred and alternative concept plans for new and redeveloped major and satellite depots, based upon optimised provision of services from various depot locations.

Northern Recycling Enterprise Precinct Detailed Business Case – Townsville City Council

Following options analysis and siting studies, AEC was engaged by Council to complete a detailed business case for the development of a recycling enterprise precinct in Townsville, including the development of a bulk waste transfer station. AEC completed market analysis for the supply and demand for recycled materials, including market sounding for commercialisation of products and potential to enhance the local circular economy. By partnering with ATC Williams, AEC provided costed designs for a strata-titled precinct to encourage development of recyclers and manufacturers of recovered resources, as well as site plans for Council to develop a bulk waste transfer station to improve the recovery of materials across the region.

Full Cost Pricing of Water, Sewer and Waste Services – Shoalhaven City Council

Council engaged AEC to complete full cost pricing for Council's utility services – being water, sewer and waste and resource recovery services. The future capital requirements for each service were identified and costed, as well as demand projections expected to drive revenue and operating costs for the services. Options were considered for pricing to achieve the full cost price of each service.

Livestock Exchange Commercial Review – East Gippsland Shire Council

Council engaged AEC to complete a commercial review of the East Gippsland Livestock Exchange, which included a situational analysis, market review of the agriculture industry and a review of the competition from other saleyards. AEC developed options for Council to consider for the future operations and management of the facility, including the consideration of a beneficial enterprise (solely owned subsidiary company of the Council).



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