

Advisory Capabilities

January 2025

HATCH



EMPLOYEE-OWNED
partners who
think like owners

10,000
professionals
worldwide

Projects in
150
countries

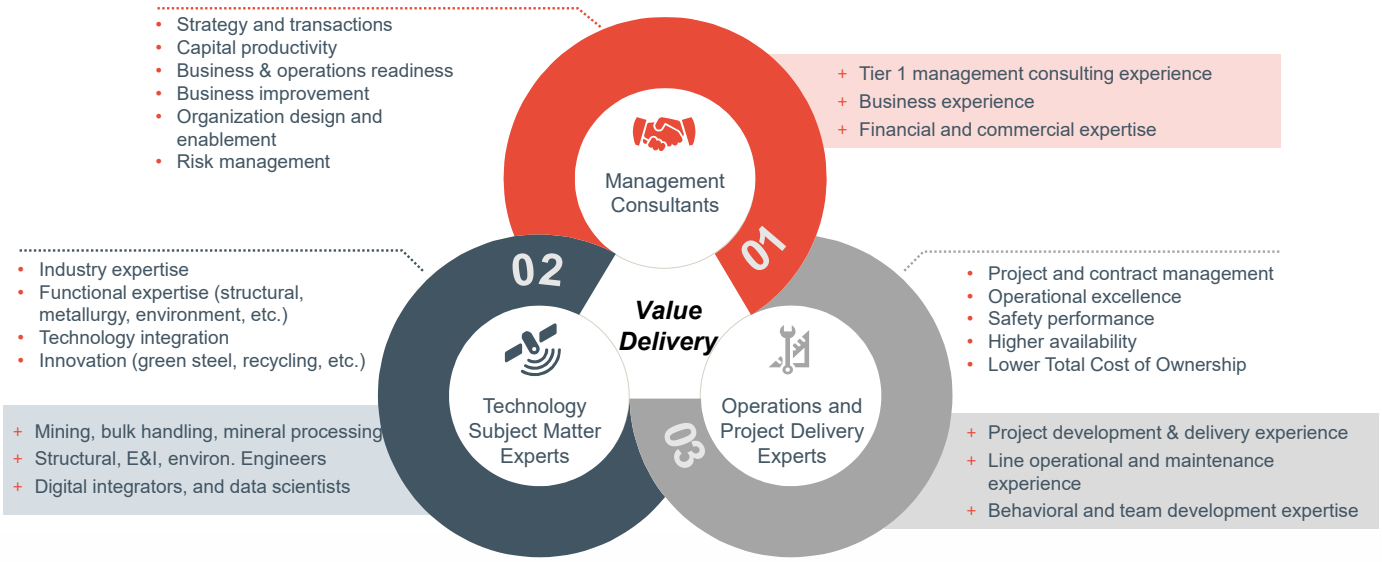
US$75B
in projects

68 YEARS
of experience



Hatch Advisory offers a unique value proposition that combines mangement consulting and technical expertise

We combine forward-thinking and leading practices with diverse experts to drive significant & sustainable impact





Our Advisory Business Practice is there to support you across the entire value chain

Strategy & Planning

Strategic Direction

- Go-to-market strategies
- Corporate & portfolio strategy
- Operations Strategy
- Climate Change Strategy
- Market studies (Growth Strategy)
- Business location services

Capital Agenda

- Investment strategy
- Project value improvement
- Construction productivity
- Sustaining capital management

Organizational Effectiveness

- Operating model transformation
- Organization design
- Change management
- Leadership capability building

Deal Advisory & Implementation

Transaction Due Diligence Services

- Deal rationale
- Commercial and operational due diligence
- Technical and environmental due diligence
- Financial due diligence
- Lender's engineer services

Value Targeting & Capture

- Post-merger integration
- Synergy capture programs
- Implementation services

Integrated Operations & Maintenance

Transformation Services

- Business transformation
- Process optimization
- Cost reduction
- Supply chain management
- Business turnaround
- Digital transformation
- Analytics

Asset and Maintenance Management

- Asset management transformation
- Maintenance excellence
- Intelligent asset management
- Predictive maintenance
- Shutdown management

Risk Management

- Catastrophic risk management
- Operational risk management
- Operational risk assessments and audits

Strategic Direction

We combine forward-thinking and leading practices with diverse experts to drive significant & sustainable impact



Go-to-market strategies

Hatch helps clients develop strategies to reach their target customers in new markets, whilst creating and maintaining a competitive advantage there.



Corporate and Portfolio Strategy

Hatch helps clients develop long-term strategies to create and deliver value to their customers, and to achieve financial targets.



Market Studies

We provide bespoke, rigorous and independent assessments of future growth prospects, competition and customers which helps clients make informed choices about investments, acquisitions, product mixes, and commercial strategies.



Business Location Services

We help clients select the best locations for new projects by identifying and assessing potential sites against a defined selection criteria.

Capital Agenda

Our holistic approach, deep industry experience, and long history of success in large, complex life cycle projects help maximize capital efficiency and deliver a more profitable, more sustainable, and resilient business, while mitigating risks.

Business Case Improvement

Our Project Value Improvement (PVI) offer provides a structured approach to improving NPV and IRR through Capex, Opex, Schedule, and Production levers. Unlike Value Engineering that delivers 2%-5% incremental improvements through technical optimization, PVI challenges business case assumptions and considers 'outside the box' levers to deliver >10% improvements.

Investment Readiness

We provide an "FID" readiness assessment, conducting an evaluation of the project business case in pre-FID, and covering technical, economic, market, political & social, and organizational dimensions, whilst measuring maturity levels.

Project Delivery Support

We assist with project organization and support with setting up the owner's project war room. We also help clients determine the right contracting strategy and owner's team organization.

For late-stage construction productivity and completion, we help implement an agile working model to support construction completion and punch-list closure for MC.

Sustaining Capital Portfolio

We support clients to improve the 'sustaining capital management' process, developing and implementing new / improved techno-commercial stage-gate processes.

We assist with Capital Portfolio Optimization, applying a PVI style approach and optimize selected projects in the portfolio.



Organizational Effectiveness

Hatch helps our clients maximize competitiveness and prepare their organizations to create a more resilient, profitable business.

Operating Model Transformation

Alignment of the operating strategy with business objectives delivers an approach that maximizes the value of improvement initiatives, which allows focus on the capabilities that will maximize value, and enabling a company evolution that keeps up with shifting business context.

Organizational (Re)design

Stepwise, expert-driven organizational design that delivers an empowered organization that is aligned with business objectives, helping to create an organization designed to meet both today's and tomorrow's objectives.

Organizational Change Management

We assist with proactive planning around the Organization and People Dynamics of Change, that functions as a critical component to realizing the business benefits of changes. We focus on the "why" and "how" of implementation, helping to integrate change management with broader program management.

Learning and development

We support business-critical workforces through engaging, context-rich solutions which achieve the outcomes needed to effectively manage business risk through better workforce skill-building.

Transaction Due Diligence Services

We support clients' lending activities throughout the investment life cycle, forming the foundation of a deliberate and diligent strategy to optimize capital returns.



Vision & M&A Strategy

We help develop the portfolio strategy, and an M&A strategy that aligns with the vision, corporate strategy, and the existing business model. We also assist IPO, structured, trade, and commodity finance transactions across project and company life cycles.



Commercial Due Diligence

We help analyze transactional risks and opportunities to benefit from asset competitive advantages.



Financial Due Diligence

We analyze results to provide a view on the accuracy and impact of cash flows, one-off items, etc. on the financial aspect of transactions



Technical & Environmental Due Diligence

We assess risks and opportunities related to production volumes, methods, and costs, as well as potential environmental risks.

Asset & Maintenance Management

AMM Transformation

We help clients transform their asset management systems to achieve the right level of competence to extract maximum value from their operating assets. We help align the asset management strategy and its activities with the overall business strategy.

AMM Diagnostic

Diagnose issues related to clients' asset management programs, and identify areas to address through our own program.

Asset Information

Industry practice revolves around asset health knowledge, which translates to possessing asset data to diagnose current asset condition, which can then be used to make prognostic decision around future asset health and remaining useful life. Emerging topics within the asset information realm to fully unleash your asset potential include machine learning, data science and digital twinning.

Lifecycle Strategy Optimisation

Lifecycle strategy optimisation is concerned with diagnosing the current health condition of an asset and using this as a base to implement a fit-for-purpose strategy that builds a roadmap to asset excellence to enhance the current value that is extracted from an asset.



Asset & Maintenance Management

Our Asset & Maintenance Management service can help optimise assets' performance and value over their entire lifecycle.



Work Management Process Enhancement

Work management process enhancement is concerned with optimising the work management process flow. This entails enhancing all aspects of work management from the planning stage, approval, scheduling and execution of work

Organisational Design and Enablement

Organisation design and enablement revolves around how an organisation is structured and enabled to meet the business objectives. This involves everything from organisational structure, meeting structure and cadence, leadership culture, management of change and employee capability.

Defect Elimination

Defect elimination is a process to eradicate specific unwanted events. It provides a systematic approach to determine unwanted events, eliminate them and ensure they do not encroach on the organisation again.

Shutdown management

Provide clients with the knowledge and conditions necessary to carry out major shutdowns, executing the scope in line with planned costs and timelines.

Transformation Services

We provide structured approaches to help clients to improve performance of their organizations to their full potential

Business Transformation

We support clients in becoming more effective and efficient through making fundamental changes the way the organization runs. This includes changes across its people, its process, and its equipment and technology.

Process Optimization

Hatch assists in implementing industry-leading structured methods and and tactics to improve processes within clients' operations.

Cost Reduction

We identify and provides suggestions for maximizing profits through removing or reducing non-value-adding expenditures, generating short-term savings whilst also leading to long-term benefits.

Business Turnaround

We support processes to reverse poor financial performance of businesses and provide expert advice on how to direct resources to initiatives that can help secure the company's immediate survival and provide a foundation for profitable growth.

About Hatch

Whatever our clients envision, our engineers can design and build. With over six decades of business and technical experience in the mining, energy, and infrastructure sectors, we know your business and understand that your challenges are changing rapidly.

We respond quickly with solutions that are smarter, more efficient, and innovative. We draw upon our 10,000 staff with experience in over 150 countries to challenge the status quo and create positive change for our clients, our employees, and the communities we serve.

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