

Press Release

Pitcher Partners and InfraNomics in Winning Consortium for Asian Development Bank Contract

27th February 2019



InfraNomics Pty Ltd has been engaged to provide international trade financing, economics, business plan and trade forecasting expertise as part of the winning bid that has secured a contract from the **Asian Development Bank** for *Promoting Investments and Economic Growth in Central and West Asia, East Asia, and South Asia Subregions*. The contract includes the preparation of a feasibility study and business plan for the development of a Trade Credit Insurance and Guarantee Agency (TCIGA). The bid was led by GDSI (Ireland) and Pitcher Partners (Perth) and the consortium beat significant international competition on both quality and price, including Big Four firms.

The TCIGA is an initiative of the Asian Development Bank that is intended to facilitate increased trade, economic and social development, thereby allowing member countries to grow their GDP through exports. Presently, 18 countries are involved and it is expected that this will expand to include up to 30 countries.

Pitcher Partners Executive Director Steve Herlihy said “The Asian Development Bank (ADB) recognises that the path to economic growth is international trade. Subsequently, the ADB is doing tremendous work with developing countries across Central, West and South East Asia to promote exports, development and investment. Pitcher Partners is excited to be part of such a crucial project and is pleased that the ADB has recognised that Western Australian companies can add a lot of value to these types of projects.”

Cameron Edwards, Founder and Director of InfraNomics, said “This Asian Development Bank initiative will be a game changer for the countries involved. It will provide the financial tools required for them to grow their domestic industries and in turn increase their value-added exports. This deal is a win for Western Australia, both in demonstrating the ability to provide world-leading guidance and in building trade relations with our neighbouring nations. InfraNomics is delighted to be providing technical expertise for such an important global trade initiative.”

InfraNomics’ involvement will focus on a number of countries around the Indian Ocean Rim and will include compilation of individual country profiles through preparation of the country questionnaire, interviews and in-country meetings. InfraNomics will also prepare the final business case for establishing the TCIGA.

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About InfraNomics:

Established in 2017, InfraNomics provides infrastructure advice and financial services to a wide range of companies, financial institutions, Governments and individuals. Our geographic focus is Australia and the Indian Ocean region. The sectors we focus on are energy, transport, renewables, water, ports, rail, freight and logistics, pipelines, industrial parks, urban transport and co-housing.

Our multi-disciplinary team delivers infrastructure development, investment and management advice in targeted sectors with a strong focus on long term sustainable returns adopting a rigorous approach to risk identification, mitigation and management.

InfraNomics specialises in project origination through to operations including:

- Infrastructure development

- Financing and capital raising
- Investment analysis
- Business case development
- Economic evaluations
- Market research and direct investment

Being locally based in Western Australia has allowed InfraNomics to develop a considerable contact base, extensive relationships and knowledge of various markets and sectors. This allows InfraNomics to support clients and investors in their development, investment and growth strategies.