# Regulation and Markets

At the Lantau Group we combine rigorous economic analysis, industry expertise, local knowledge, and clear insights to help our clients navigate the complex world of energy sector regulation and energy markets.

Our team is local, but our expertise is shaped by a world of experience.

Designing price controls

Developing incentive mechanisms

Evaluating effectiveness and quantifying subsidies

Estimating the cost of capital

Enhancing demand forecasting accuracy

Designing tariff structures

Quantifying and advising on cross-subsidies

Estimating marginal costs

Incentivising emerging technologies

Avoiding unintended consequences

Regulatory
Price
Reviews

Pricing

Evaluation of regulatory risk

Scenario analysis of future revenues

Business model evaluation

Asset valuation

Opportunity Assessment Quantifying competition benefits

Competition

Evaluating market outcomes Regulating third party access

Assessing impact of mergers

#### Regulatory Strategy

Identifying key risks and consequences

Developing pro-active responses

Educating stakeholders (internal and external)

Developing roadmaps and blueprints

Advising on business strategy

Expert evidence in regulatory matters

## Institutional Reforms

Development of markets

Evaluating governance arrangements

Making markets work (operationalisation)

Resolving conflicting policies

## We work with a wide range of clients, maintaining a balanced and objective perspective on regulatory developments around the region:

- Governments and regulators
- Regulated utilities
- Private sector investors and IPPs
- Infrastructure developers
- Customers
- Development agencies



## Our Regulation and Markets Experts

- 1 Are engaged to advise on:
  - Why markets fail and what to do about it
  - How to enhance regulation to achieve better results with fewer unintended consequences
  - How to set key regulatory or market parameters, such as tariffs, price controls, reliability standards, capacity prices, and incentives

2 Combine academic rigour with business realism:

### Key Regional Engagements

Blueprint design recommendation for the National Electricity Market of Singapore

Operationalisation of the Grid System Operator in Malaysia

Hong Kong's Scheme of Control

South Korea's proposed "Two-Way Bidding Pool"

Cost of Service Tariff Design in Thailand, Malaysia, Hong Kong

IPPA design and advisory in the Philippines

Transmission cost recovery in Vietnam

Diverse Regulatory Contexts

Performance-based regulation

Other incentive mechanisms

Schemes of control

Rate-of-return regulation

Single buyer procurement

Competitive procurement

Capacity value formulae and auctions

Third party access

Wholesale and retail competition

Renewables support policies

Carbon and emissions markets

Broad Experience

Regulatory tests for transmission investment

Cost allocation and recovery framework for gas infrastructure

Cost of capital matters

Disputes and appeals to regulatory tribunals

Demand response design and policy frameworks

Transactive energy business models

Tariff benchmarking studies

### 3

### Can also act as the regulatory support team to larger projects:

- Provide local and subject specific expertise to global teams
- Critically review larger reports to provide specialist input

We see our clients facing an unprecedented array of challenging decisions that will have far reaching consequences for efficiency (growing the pie) and equity (dividing the pie). Our work in the areas of regulation and policy goes right to the heart of the most crucial efficiency and equity issues.

Whether it is about pricing and incentives, market design, cost of capital, prudent investment, planning and forecasting, governance, functional unbundling, tendering and auctions, cost-benefit approvals, market power detection and mitigation, third party access, stranded cost measurement and mitigation, or simply unpacking and understanding the likely impacts of the latest disruptive trend - we work to deliver robust answers to the toughest questions.

