



# Risk Management

## SOLUTIONS FOR MERGERS/ ACQUISITIONS, EQUITY INVESTMENTS AND DEBT FUNDING

Pioneer Consulting provides technical due diligence for funding and acquisition transactions involving undersea cable systems, suppliers, and other telecommunications assets.

Pioneer has decades of experience working with a diverse set of both commercial and public banking institutions including: private equity firms, pension funds, entrepreneurs, commercial banks and strategic realignments.

Our core team has the knowledge base to protect the interests of global financial bodies in these multi-hundred-million-dollar system deployments and acquisitions. We support those looking to provide debt or equity for new projects in addition to those interested in acquiring the assets of an existing company.

### **Technical Background**

Pioneer has a robust engineering practice performing services in all phases of subsea cable procurement and deployment. This means that our team has wide visibility of the technology and the marketplace for undersea systems.

### **Timeliness.**

We have found that most merger and acquisitions activities are under immense pressure to collect data, process it, and deliver advice under tight schedule constraints. Our multi-disciplinary team is available year-round to focus on these very important financial transactions.

### **Ensuring decisions of investors are based on solid evidence.**

Pioneer's experienced staff will evaluate components such as technical designs, customer contracts, construction and maintenance agreements, operations procedures, maintenance history, and conduct asset valuation and replacement cost activities.

### **Guaranteeing the criteria are met.**

Debt and/or equity providers for a project or acquisition have a vital interest that all technical, commercial, competitive, quality, legal, and regulatory experts have been consulted and that strategies are aligned with all parties involved.

## A SELECT LIST OF DUE DILIGENCE PROJECTS:

YEAR	SERVICE	ASSET TYPE
2023	Technical Due Diligence for Acquisition	Georgia Public Web / Accelecom – Existing terrestrial fiber network
	Technical Due Diligence for Acquisition	Global Marine operator of cable installation and maintenance vessels
2022	Technical Due Diligence for Acquisition	Lumen LATAM – Large regional submarine and terrestrial operator
2021	Technical Due Diligence for Acquisition	Logix Fiber Networks – Existing Texas-based regional service provider
	Technical Due Diligence for Acquisition	Telxius – Large regional submarine and terrestrial operator
2020	Technical Due Diligence for Acquisition	Alaska Communications Systems combined submarine and terrestrial assets
2019	Technical and Commercial Due Diligence	Existing Subsea Cable Assets
	Technical and Commercial Due Diligence	Confidential
	Due Diligence	Brazilian Repeater & System Supplier
2018	Due Diligence	EllaLink – Proposed System
	Due Diligence for Acquisition	Padtec – Acquisition of Padtec Submarine Networks by IPG Photonics
2016	Technical Due Diligence	Matrix – Aborted Funding Attempt
	Initial Due Diligence	Arctic Fibre – Proposed System
	Due Diligence	Arctic Fibre – Proposed System
	Due Diligence	Funding for Monet (Angola Cables)
2015	Technical and Commercial Due Diligence	Proposed Submarine Cable System from Solomon Islands to Branching Unit of Existing Transpacific System (SOCC)
	Due Diligence	Hawaiki – Proposed System
	Engineering Support & Technical Due Diligence	Planning stages of Perth Singapore cable System (Trident)
2014	Technical Due Diligence including detailed site visits, review of operating plans	Islalink – Proposed System
	Technical Due Diligence	Seaborn – Proposed New Cable System from USA to Brazil
	Commercial and Technical Due Diligence	AEConnect
	Technical and Environmental Due Diligence	Arctic Fibre – Precursor to Equity Investment
	Technical Due Diligence	Precursor to Investment (Emerald Atlantis)
2013	Engineering Due Diligence	Hibernia Express – Proposed new trans-Atlantic System
2012	Commercial Due Diligence	Columbus – Acquisition Target for existing network
2010	Technical and Commercial Due Diligence	Hibernia Atlantic – Proposed Submarine Cable System
2009	Due Diligence Report	Plans to Construct and Operate an International Submarine Cable on behalf of the commercial lenders and the Asian Development Bank



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### About Pioneer Consulting

Drawing on decades of experience, Pioneer Consulting empowers clients to take their vision for a submarine fiber optic telecommunications system and make it a reality. The company provides expert counsel to guide clients through the full process of subsea cable installation, while also providing valuable technical and commercial insight about the submarine telecom industry. From comprehensive project management to system design to shipboard representation, Pioneer has the expertise and resources to support clients through each stage of their venture. Pioneer has completed 150+ projects, spanning every ocean across six continents. To learn more, visit [www.pioneerconsulting.com](http://www.pioneerconsulting.com) or follow us at @PioneerConsults.

