Consortium comprised of market leaders in UK and Ireland PPPs

Macquarie Group

- Pre-eminent infrastructure and PPP sponsor and financial adviser with strong experience in working with procuring authorities in Ireland and established relationships with key local partners
- Successful lead of various large-scale, complex PPP in extremely difficult market conditions, including:
  - Mersey Gateway Bridge project (€728m)
  - Dublin Waste to Energy (€500m)
  - Irish Schools PPP Bundle 1 and Bundle 2 (€187m)
  - Leeds BSF Phase 1 & 2 (€181m)
  - University of Canberra (€69m)
  - Enniskillen hospital (€336m)

Local Presence

- Market capitalisation of €13.0bn as at July 2014
- 13,900+ employees across 28 countries
- ~€290bn assets under management at March 2014
- 45-year history
- A-/A3 credit rating
- No. 1 Total number of completed & announced M&A deals since 2005
GRANGEGORMAN CONSORTIUM
OVERVIEW

Leading international partners with outstanding PPP experience, commercial focus and strong financial standing

Ireland’s largest and most successful construction company

- Founded in 1859 and based in Dublin, Ireland
- Robust international business with diverse interests in construction, healthcare, distribution, manufacturing and property development in Europe and the Middle East
- Significant success in delivering PPP schemes in Ireland as winner of 7 Irish PPP projects:
  - Irish Schools PPP Bundle 2 (£75m)
  - Dublin National Conference Centre (£226m)
  - Pilot PPP Schools Bundle (£60m)
  - Cork School of Music (£52m)
  - M8 Rathcormac Fermoy Bypass (£172m)
  - Limerick Tunnel (£360m)
  - M17/M18 Gort to Tuam (£250m)
- Established track record in the university sector, including:
  - UCD Science Centre (£65m)
  - NIBRT at UCD (£15.3m)

One of the leading Spanish construction groups

- Founded in 1893 and based in Barcelona, Spain
- Key highlights:
  - 6th largest contractor in Europe by Turnover
  - 14th largest construction contractor globally
  - 2nd largest Sponsor globally by number of projects
- Significant experience in Ireland with delivery of several PPP projects since 2005:
  - Enniskillen hospital (£336m), in cooperation with Macquarie
  - M50 Motorway, Ireland (£250m) in cooperation with Macquarie
  - N6 Galway-Ballinasloe Road (£337m)
- Highlights on university expertise:
  - Gdansk University (£25m)
  - Madrid College of Architects (£27m)
  - Navarra University (£12.4m)
  - Valencia University (£34.1m)
- Relevant PPPs completed with Macquarie include also Mersey Gateway Bridge project (£728m)

Source: Company website (as of July 2014)
GRANGEGORMAN CONSORTIUM
OVERVIEW

Partnership between Ireland’s biggest facilities management provider and most experienced education PPP partner

Education PPP specialist with experience ranging from schools to universities
- FTSE 250 listed company with a turnover of €2bn in 2012
- Mitie Facilities Management Limited is the Irish subsidiary of Mitie Group plc employing over 1,300 employees throughout Ireland
- Provides facilities, property and energy management as well as infrastructure consultancy for a wide range of public and private sector business
- Mitie is currently involved in 103 education facilities management projects
- Education PPP experience includes Building schools for the Future Programmes
- Relevant facilities management experience in the university sector: Durham University, Cambridge University, Greenwich University, St George’s University, Northumbria University, Birmingham City University and many more

Largest home grown facilities management contractor
- Founded in 1977 and headquartered in Dublin
- Extensive experience in the education sector for over 23 years
- Well established track record in the provision of general facilities services
- Employs over 7,000 people in Ireland and works with over 1,700 clients throughout Ireland and the UK
- University highlights: Dublin Institute of Technology, Trinity College Dublin, Dun Laoghaire Institute of Art, Design and Technology, University College Dublin, Dundalk Institute of Technology, University of Limerick, University of Ulster and Dublin Business School

Source: Company website (as of July 2014)
OBJECTIVES FOR THE EVENT

Identify new Sub-contractors & Suppliers

- Provide potential Sub-contractors & Suppliers with specific information on the project, giving them opportunity to access potential opportunities
- Engage with diverse range of suppliers and social enterprises
- Develop improved understanding on the range of local services available to support the project
- Develop improved understanding of the current and previous experience within the local supply chain
- Identify key personnel and open communication channels
- Provide the opportunity to gain access to our approved sub-contractor / supplier database
### Experienced consortium with strong track record in Irish PPP/PFI

<table>
<thead>
<tr>
<th>Project</th>
<th>Project Value (€m)</th>
<th>Financial Close</th>
<th>Concession Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Irish Schools Bundle Two</td>
<td>106</td>
<td>2(^{nd}) June 2010</td>
<td>25</td>
</tr>
<tr>
<td>Irish Schools Bundle One</td>
<td>81</td>
<td>9(^{th}) March 2009</td>
<td>25</td>
</tr>
<tr>
<td>Schools Bundle Pilot</td>
<td>30</td>
<td>2003</td>
<td>25</td>
</tr>
<tr>
<td>Cork School of Music</td>
<td>70</td>
<td>5(^{th}) September 2005</td>
<td>25</td>
</tr>
<tr>
<td>M50</td>
<td>290</td>
<td>27(^{th}) September 2007</td>
<td>35</td>
</tr>
<tr>
<td>N6</td>
<td>330</td>
<td>5(^{th}) April 2007</td>
<td>30</td>
</tr>
<tr>
<td>Limerick Tunnel</td>
<td>278</td>
<td>18(^{th}) August 2006</td>
<td>35</td>
</tr>
<tr>
<td>National Conference Centre</td>
<td>252</td>
<td>5(^{th}) April 2007</td>
<td>25</td>
</tr>
</tbody>
</table>
WORK WITH SUB-SUPPLIERS AND SUB-CONTRACTORS

The Eriugena consortium will proactively manage our procurement process to ensure the project provides benefits & business opportunities to local SME’s, ensuring that SME’s which are not of a suitable size for the main works packages have opportunity to compete for elements of packages,

• Our policy is to sponsor collaborative partnering of SME’s with larger specialist providers, allowing SME’s to secure works packages and provide potential for company development & up-skilling of employees

• Collaborative approach

• Sharing of Client deliverables and objectives

• Open to new ideas and ways of working

• Development of clear communication channels

• Support supplier development of practices and processes eg EH&S

• Support supplier sustainability development

• Development of business continuity plans

• Supply chain events and forums

• In order to reduce environmental impacts on the project, we are looking to identify local businesses for site services such as plant hire, catering, cleaning & site consumables
SUPPLIER COMPLIANCE CRITERIA

For the selection and tendering for subcontracted works, the project scope documents are broken down into elemental or trade packages with enquiries which contain all relevant contract documentation typically sent to four or five subcontractors. The rationale used in the selection of Tenderers include:

- Past experience on projects of similar value, nature, complexity, and size.
  With emphasis on experience of previous 3rd level experience.
- Capacity of resources
- Commercial strength
- Satisfactory financial robustness-financial accounts
- Health and safety records and ability to meet with Construction and Operations H&S expectations
- Proven ability to perform and deliver to schedule
- Proven ability to achieve competitive pricing in the market
- Current and future workload schedules and available resources
- Management resources and personnel for Project
- Off-site production facilities with capability and capacity to deliver this project
- QA / QC procedures
- Plant and Equipment
- FM eSourcing platform - www.mitiesourcing.com
- Clear process for supplier selection
- Reliability – track record in service delivery supported by references