

THE THINK BIG PARTNERSHIP STORY
(Last updated 16/09/2021)

The Website



think big PARTNERSHIP
PROMOTION & ADVICE ON TRADE & INVESTMENT

PROMOTER/SPONSOR DESTINY-GRAM

YouTube

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We Work as independent Consultants giving Trade & Investment Advice to Public and Private Clients Worldwide

London Stock Exchange
ADVICE YOU CAN RELY ON

FTSE

Aleksandar Petrovich, Managing Partner, Americas & Partnership Attorney: "We put a Global perspective on Mergers & Acquisitions and Corporate Governance"

Greg Malpass, Managing Partner, Europe: "The UK construction Industry needs new vision and leadership. Global Capital may be the catalyst"

INVESTMENT - TRADE - RESEARCH - INNOVATION

NO ADVICE is worthless

ADVICE ON M&A AND INVESTMENT
SPECIALISING IN THE CONSTRUCTION SECTOR
Trading As
think big PARTNERSHIP
SINCE 2016
A Revolution in Construction
Industry Leadership

INVESTMENT

TRADE

INTERNATIONAL TRADE PROMOTION

Greg Malpass
Co-Founder & Managing Partner

Analysis of Export Trade Statistics

Global Trade Promotion Success Stories

British Trade International

Publication of Industry Reports

London Business School named Best Business School in the World 2022

RESEARCH

INDUSTRY RESEARCH IN CONSTRUCTION SECTOR

COSTAIN

Think Big Partnership completes Critical 15-Year Financial Review Costain Plc "Rights Issues R-US" (free issue - click on icon above)

LAING O'ROURKE

Think Big Partnership completes unsolicited Pre-Listing Proposal Laing O'Rourke (issued to CEO)

NEAL USANCE **KPMG**

Think Big Partnership offers to defend Auditor's Case on £1bn Professional Negligence Claim (under review)

INNOVATION

WHAT'S NEW IN 2022

AN INTRODUCTION **Destiny-Gram™**

Think Big Partnership to publish Books and sponsor Interactive Website on "Personal Development" (to be launched in 2023).

NEW YouTube

PERSONAL DEVELOPMENT SUMMARY **Destiny-Gram**

Think Big Partnership to launch British Trade International Global Trade Ambassadors Initiative (to be launched in 2023)

Lefty Panayiotou appointed Interim Non-Executive President (leading the search for international investors)

Think Big Partnership to offer Anti-Corruption Services on G2G Projects in Peru (in discussion with potential clients)

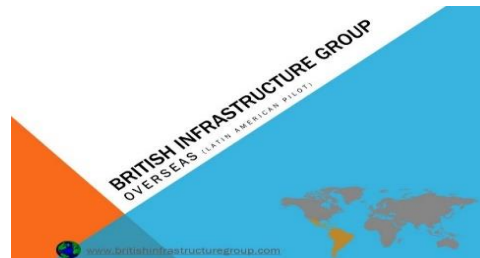
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LOCATIONS
London|Malaga|Miami|Lima|AbuDhabi|Singapore

NEWS REVIEW
© Think Big Partnership

Chronology

The 'Think Big Partnership Initiative' launched by Greg Malpass began its Lobby and Proposals for – "Overseas (UK plc) Government backed cooperation between UK major construction companies & subsequent Mergers & Acquisitions between the UK major construction companies to achieve UK Construction Sector Consolidation" – in January 2016 with its first publication:



In January 2016 the first 'Think Big Partnership Initiative' PROPOSAL was published promoting OVERSEAS COOPERATION between the UK's Major Construction Groups with UK Government support, and suggested establishment of a Joint Venture Group with initial focus on Peru as a Pilot Target Country, seeking UK Government support.

<https://nebula.wsimg.com/6f1937ee7a43d8b3b7520f5e95f768bc?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On February 27th, 2016, the Concept was developed further to promote the idea of incorporating an international construction group "British Infrastructure Group" to pursue international opportunities more widely in competition with European and US majors. The Proposal was copied personally to the Chief Executive of Carillion Plc with an offer for Think Big Partnership to lead the initiative.



<https://nebula.wsimg.com/4d6d4a806fc9de5d3ed0917e787dba8b?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On April 1st, 2016, a Partnership Agreement 'The Think Big Partnership' was entered into between Greg Malpass, Civil Engineer and Aleksandar Petrovich, Attorney a Law - to pursue 'International Business Development Opportunities in Global Infrastructure Sectors', and 'Promote and Give Advice on Trade & Investment' - established under the Laws of England and Wales, with its Head Office of Operations to be established in Lima Peru. In the same month www.ThinkBigPartnership website was launched.



www.thinkbigpartnership.com

www.ThinkBigPartnership.com

On April 13th, 2016, *Think Big Partnership* presented to the FCO a Bid for the Peru “*Prosperity Fund*” offering to draw together all Stakeholders and Potential Partners to promote a UK-Peru initiative for Peruvian Infrastructure Promotion, Procurement and Implementation, in a transparent and efficient manner.



<https://nebula.wsimg.com/f9af92607c07756ec30752a6c89bc718?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On January 11th, 2017, a 360-page Industry Report (MAIN REPORT) entitled “UK Construction Consolidation 2017-2022, Corporate Strategies and M&A Opportunities” was published on the partnership’s Website and on December 7th, 2016, pre-published hard copies with covering letter promoting M&A were issued to the Chairmen of Balfour Beatty and Carillion Plc’s.



<http://nebula.wsimg.com/f6db7768c52b627225d2a8eed27f721e?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

The APPENDICES to the MAIN REPORT was posted to Website on January 11th, 2017.



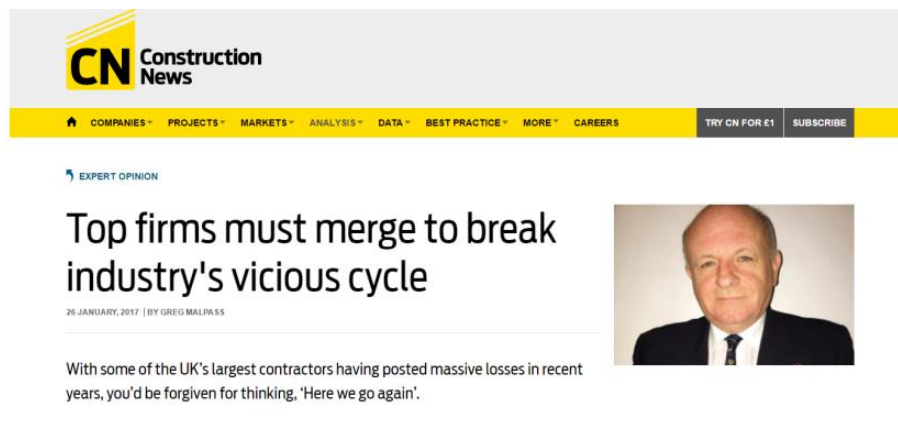
<http://nebula.wsimg.com/e92d4e1dfb3f47dcd58a6c80d76042b7?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On January 30th, 2017, a 'PRESS REVIEW SUMMARY' was posted to the Website.



<http://nebula.wsimg.com/acecfb53647f7e31847d42a7bdd94c8a?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

Two prominent Construction Industry Media Articles were published including: January 13th, 2017, 'TheConstructionIndex'- "Report calls for contractors to merge"; and on 30th January 2017 Construction News- "Top firms must merge to break industry's vicious cycle."



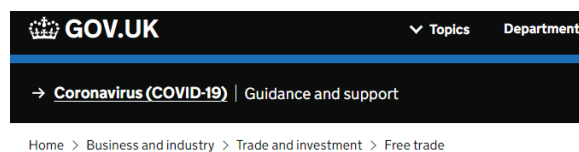
www.ThinkBigPartnership.com

From early January 2017 *Think Big Partnership* shifted its focus to in-depth analysis of, and further numerous approaches to Carillion Plc (CEO Richard Howson) and EY concerning M&A opportunities for the company. After Greg Malpass meetings with London Based Hedge Fund managers, and interview with Gill Plimmer, reporter at the Financial Times on January 17th 2017- the FT carried out further research and reported on findings in a full-page article “Carillion Most Shorted Stock” and on April 6th, 2017, published “Anatomy of a trade: the persistence of Carillion’s short sellers”. Subsequently Carillion’s woes became common market knowledge.



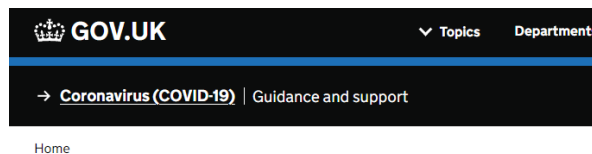
<https://www.ft.com/content/153913cc-1a0b-11e7-bcac-6d03d067f81f>

In April 2017 the UK was appointed a main delivery partner of the Lima Peru 2019 Pan American Olympics



News story
UK to be main delivery partner of Lima 2019 Pan American Games

<https://www.gov.uk/government/news/uk-to-be-main-delivery-partner-of-lima-2019-pan-american-games>



Infrastructure Exports: UK (IE:UK)

IE:UK brings together companies of all sizes as one 'Team UK' consortia to bid for global infrastructure contracts and deliver complex projects by combining their expertise.

On July 6th, 2017, the UK Government together with 17 Industry Partners established a overseas joint venture initiative “Infrastructure Exports UK” to select and bid for international opportunities, with Government to Government (G2G) support- nicknamed ‘Team UK’ bidding. The Construction Index Industry newspaper reported that “IE:UK appears to be a direct response to the hefty [Merge or Die report by Greg Malpass](#), produced in January 2017 by Greg Malpass (of *Think Big Partnership*)”.

“IE:UK is a partnership between the Department for International Trade (DIT) and the UK’s leading infrastructure firms to help UK companies secure major international contracts. The industry led group pursues large scale infrastructure projects in collaboration with government.”

www.ThinkBigPartnership.com

Construction News
Mon October 18 2021

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CEMEX BUILDINGS MADE BETTER. SOLUTIONS FOR RENOVATION.

News - International - British construction organises 'Team UK' bidding

British construction organises 'Team UK' bidding

© 6 Jul 17 British construction has developed its response to its failure to compete with international majors like Bechtel, Vinci, Skanska and Bouygues – its solution is state-sponsored collusion.

<https://www.theconstructionindex.co.uk/news/view/british-construction-colludes-for-team-uk-bidding>

On July 13th, 2017, the Industry Newspaper Construction News publishes Greg Malpass views as 'Expert Opinion' as article entitled "Carillion woes prove the urgent need for industry M&A".

CN Construction News 150 YEARS 1871-2021

NEW 8 - KEY TOPICS - AGENDA - BUILDING 8 - CIVIL 8 - DATA - EVENT 8 - CONTACT - JOB 8 SUBSCRIBE

EXPERT OPINION

Carillion's woes prove the urgent need for industry M&A

13 JUL 2017
gregmalpass

Carillion's current crisis shows it is time to address the elephant in the room.

<https://www.constructionnews.co.uk/agenda/opinion/expert/carillions-woes-prove-the-urgent-need-for-industry-ma-13-07-2017/>

From the end of July 2017 until January 2018, *Think Big Partnership* concentrated all efforts on seeking overseas corporate investors for Carillion Plc. Investor approaches were made on July 28th and September 29th, 2017. Expressions of Interest were received from a Middle East based conglomerate on 11th November 2017, and Ernst & Young (corporate advisers to Carillion) were advised of the same on 27th November, with response on December 4th that the advisors' focus remained on disposals of subsidiaries.

On January 15th, 2018, Carillion Plc went into 'Compulsory Liquidation'; which was reported as "The largest trading liquidation in the UK". On January 22nd, 2018, the Wolverhampton based Newspaper Express & Star published an Article entitled "Carillion: Overseas investors could have saved crisis-hit construction giant".

Carillion: Overseas investors could have saved crisis-hit ...
expressandstar.com - 3 hours ago

The lack of progress in the sell-off plan eventually saw Carillion run out of funds and collapse into liquidation this month. Greg Malpass, originally from the Black Country, believes that Carillion could have been saved if efforts to find an overseas buyer had been put in place when debt problems first began to ...

www.ThinkBigPartnership.com



Carillion: Overseas investors could have saved crisis-hit construction giant

By [John Corser](#) | [Wolverhampton](#) | [Business](#) | Published: Jan 22, 2018

A construction industry expert has revealed there were at least two possible rescue bids, involving overseas investors, being lined up for Carillion late last year.

<https://www.expressandstar.com/news/business/2018/01/22/overseas-investors-could-have-saved-carillion/>

On February 18th, 2018, Greg Malpass offered comments/information/ advice to Frank Field MP, Chairman of the UK Government's Works & Pensions and BEIS Committee Joint Inquiry into the circumstances leading to the Liquidation of Carillion Plc. Recognition was received February 19th, 2018.



<https://nebula.wsimg.com/abd898f9c603abf99b4fd40cd3269376?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

Following the collapse of Carillion Plc, Think Big Partnership Managing Partners returned to focus on opportunities in Peru and Spain. In May 2018 Spain became a new focus for the Think BIG Partnership Managing Partner Greg Malpass, while Aleksandar Petrovich relocated to Lima Peru from Fort Lauderdale USA.

WWW.THINKBIGPARTNERSHIP.COM
INVESTMENT OPPORTUNITY – LEISURE PROPERTY SPAIN



<https://nebula.wsimg.com/8bf517cc94c7c22e8ba1eb2f6f73fb1b?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On July 28th, 2018, Think Big Partnership issued an unsolicited bid to the Peruvian Ministry of Housing & Construction for the provision and construction of Prefabricated Social Housing to alleviate the housing crisis in the south of the country.

www.ThinkBigPartnership.com



<https://nebula.wsimg.com/9f96b12c99726d98281e3493e56d11c6?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

During 2019 *Think Big Partnership* worked on development of a new International Business development initiative called 'British Trade International', (www.britishtradeinternational.com) focusing on the following concept/proposal:

- a) Promoting UK's Excellence across the Globe and establishing a Sponsor Group of Major UK Exporters. Letters were issued to 60 Blue Chip UK Exporters.
- b) The Managing Partner Greg Malpass of *Think Big Partnership* becoming an International Trade Ambassador to network with Sponsor Exporters and other stakeholders across the Globe, Promoting the Best of the UK as the Trade & Inward Investment Partner of choice.
- c) Issue of Letter in January 2020 to Rt Hon Elizabeth Truss, Secretary of State for International Trade for UK Government soliciting support for a Global Trade Mission

The Launch of the business was 'Delayed until further Notice' due to the onset of the Coronavirus, and the suspension of international travel in 2020. Also following a cabinet shuffle, Anne-Marie Trevelyan was appointed **Secretary of State** for **International Trade** and President of the Board of Trade on 15 September 2021. Meanwhile British Trade International remains on-hold and the shift of the initiative and its focus has moved for the interim back on Peru.

www.britishtradeinternational.com

www.ThinkBigPartnership.com

Think Big Partnership's focus on Peru continued with Managing Partner Aleks Petrovich undertaking numerous personal client assignments in-country. Following severe damage caused by climate cycle El Niño in Peru in 2017, the Department for International Trade (DIT) signed a government-to-government (G2G) agreement in June 2020 with the Government of Peru to support the reconstruction of the country's public services facilities. This is seen as a success story for UK-Plc and an example of the virtue of the various initiatives pursued by *Think Big Partnership* in pursuing and promoting Infrastructure Company Joint Ventures and Government support, highlighted in 2016-2019.



<https://www.great.gov.uk/campaigns/perug2g-/>

The virus was first confirmed to have spread to Spain on 31 January 2020, when a German tourist tested positive for SARS-CoV-2 in La Gomera, Canary Islands. A partially unconstitutional lockdown was imposed on 14 March 2020.

During the rest of 2020-2021 (March 2020- March 2021) Greg Malpass, during Covid related 'Lockdown', worked on writing three books on the theme of "Personal Destiny in Life and Business":



<https://nebula.wsimg.com/643a9584ec3c055daa4ec8132a1e4faa?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

www.ThinkBigPartnership.com

On 30th March 2021 *Think Big Partnership* re-launched its campaign for 'Construction M&A/Consolidation in the UK' in the light of further industry bankruptcies, and companies being forced into selling off assets or raising new equity to survive. In October 2022, *Think Big Partnership* began its search for International Investors in a number of selected UK Construction Groups. On 25th October 2021 a Press Release was issued to that effect. "Time for leadership in UK Construction Consolidation and M&A"



GREG MALPASS, MANAGING PARTNER
AN INDUSTRY ANALYST'S POINT OF VIEW
March 30, 2021



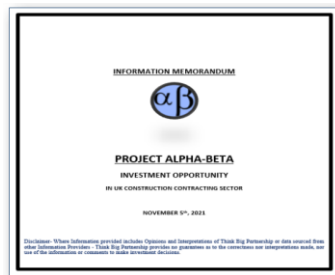
"UK CONSTRUCTION COMPANIES HAVE LOST THEIR WAY"

<https://nebula.wsimg.com/e9d9d28820355b57736029003d4ef40d?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>



<https://nebula.wsimg.com/c067b4b09b1b70d504efae838f11bcdf?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

A further Industry Report on 'UK Construction M&A Opportunities' was published code named 'Project Alpha-Beta' on November 22nd, 2021.



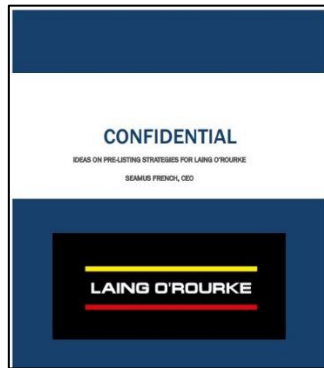
<https://nebula.wsimg.com/24b888d8415bd6b0ef1a41b990501f55?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On November 24th, 2021 Think Big Partnership sent a Proposal/Offer to the CEO of KPMG UK to act on KPMG's behalf as an 'Expert Witness in the £1bn Professional Negligence Claim' by Carillion's Receiver



<https://nebula.wsimg.com/077cd17860a2488a7f67f29c55c7cc88?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

Followed by a Private and Confidential 'Pre-Listing Proposal' issued to the CEO-elect of Laing O'Rourke on February 2nd, 2022.



<https://nebula.wsimg.com/a7e8a3d8798fdc2032d38cb25b635948?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On June 8th, 2022, Think Big Partnership completed and published a 30-year 'Financial Analysis of Costain Plc' and further produced an 'Investors Presentation' to be used in an attempt to find an international Acquirer for the ailing contractor which was saved from Insolvency in May 2020 by a deeply discounted £100m Rights Issue'



<https://nebula.wsimg.com/307ef9c590587f4f1861d3dd2e8cf3cf?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

On June 30th, 2022, Greg Malpass announced that, while retaining his responsibilities and duties as Managing Partner of Think Big Partnership, his New Personal Focus in the second half of 2022 and 2023 would be on finding a Publisher for his four books on the theme of 'Personal Destiny in Life and Business', and the Development of the 'Personal Development' Website Destiny-Gram™.

Scripts and Requests for Interest and Proposals were circulated to Literary Agents, Website Programmers, Website Developers, and Investors – with the intent to share Ownership, Publication & Development Rights with the Author.

An Introductory YouTube video Presentation and Executive Summary of the Overall Opportunity were produced.



<https://nebula.wsimg.com/be3582b65b71ead872813d83a47c4189?AccessKeyId=95B6737F98B38E354D56&disposition=0&alloworigin=1>

<https://www.youtube.com/watch?v=WH2kZDDc2oY>

www.ThinkBigPartnership.com

Last Up-Dated September 16th, 2022

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