

BRITISH INFRASTRUCTURE GROUP OVERSEAS (LATIN AMERICAN PILOT)



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A NEW APPROACH TO BUSINESS DEVELOPMENT

In Emerging Markets

1. INFRASTRUCTURE COMPANIES - GLOBAL FOCUS
2. BRITISH INFRASTRUCTURE COMPANIES - OVERSEAS BUSINESS DEVELOPMENT
3. PROPOSAL FOR A BRITISH INFRASTRUCTURE GROUP – A NEW APPROACH
4. OPPORTUNITY TO FOCUS GROUP ON LATIN AMERICA
5. PPP'S LEADING THE REFORMS FOR DELIVERING INFRASTRUCTURE
6. OPPORTUNITY TO FORM A UNITED GLOBAL BUSINESS TEAM- by Business Line, Sector & Discipline.
7. PROJECT PERU- MISSION & OPPORTUNITIES
8. PROPOSED TEAM
9. PROFILES- PROPOSED MANAGING PARTNERS
10. PROPOSED LOCAL & NETWORK PARTNERS

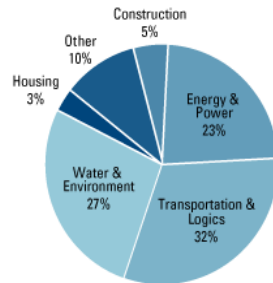
INFRASTRUCTURE IS GLOBAL



*but LARGE UK
CONSTRUCTION
GROUPS ARE
NOT*



Emerging Markets Expected to Invest \$6 Trillion Over Three Years



Source: BofA Merrill Lynch Global Research estimates

- GLOBAL INFRASTRUCTURE INVESTMENT TO REACH FOUR TRILLION DOLLARS BY 2017
- REGULATORY & ECONOMIC INSTABILITIES IN EMERGING MARKETS TEMPER PRIVATE INVESTMENT IN PPP
- MAJOR BRITISH INFRASTRUCTURE COMPANIES FOCUS OVERSEAS PRINCIPALLY ONLY ON MAINLAND EUROPE, NORTH AMERICA, MIDDLE EAST & SELECTIVE ASIA PACIFIC MARKETS

US\$
57 trillion

global infrastructure investment needed for 2013-30

The UK leads the Global PPP initiative in terms of advice and know-how, but lags its European, Chinese and US owned competitors in terms of implementation of Global Infrastructure Projects.

BRITISH INFRASTRUCTURE COMPANIES OVERSEAS BUSINESS DEVELOPMENT

- INTERNATIONAL NETWORKING ORGANISATIONS LIKE UKTI AND BRITISH EXPERTISE OFFER SUPPORT IN OVERSEAS BUSINESS DEVELOPMENT FOR A BROAD MEMBERSHIP OF INDUSTRY PLAYERS ACROSS THE GLOBE
- BUT TRADITIONALLY LARGE CONSTRUCTION GROUPS TEND TO WORK COMMERCIALY INDEPENDENTLY ABROAD AS COMPETITORS, AND NOT AS A “UKPLC” ENTITY IN BUSINESS DEVELOPMENT TERMS. MAYBE THERE IS MORE SCOPE TO DO SO ON FOCUS AREAS WHERE REPRESENTATION IS POOR.



PROPOSAL FOR A BRITISH INFRASTRUCTURE GROUP

THINK “B.I.G”

A NEW APPROACH

- SUGGESTED FORMATION OF A BRITISH INFRASTRUCTURE GROUP TO UNDERTAKE JOINT BUSINESS DEVELOPMENT INITIATIVES FOR MAJOR PLAYERS IN SELECTED EMERGING MARKETS WHERE THEY HAVE NO IN-COUNTRY REPRESENTATION
- START-UP OVERHEAD COSTS TO BE SHARED, BUT INTENT TO BE SELF-FUNDING THROUGH PROJECT SUCCESS FEES FROM PARTICIPATING COMPANIES

Projects to Prosperity: \$4 Trillion on Global Infrastructure Expected



Source: GE 2012 Global Investor Day

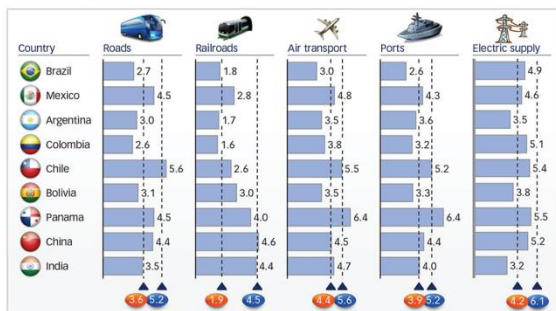
BIG will not focus on missions, research, analysis, reports, seminars or workshops. It will focus on developing measurable business development action to help secure PPP or UKEF financed projects for its UK Partners.



OPPORTUNITY TO FOCUS GROUP ON LATIN AMERICA



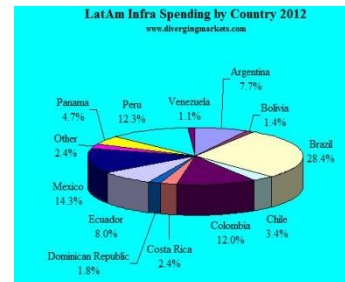
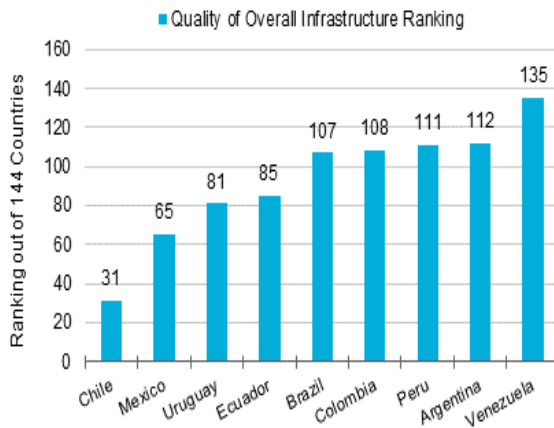
[FIGURE 1] LATIN AMERICA'S INFRASTRUCTURE QUALITY FALLS SHORT
 (Comparison of selected countries' World Economic Forum Infrastructure quality index scores¹ and OECD average²)



¹ Index based on surveys regarding the infrastructure quality in each dimension (1 = extremely underdeveloped/poor, 7 = extensive and efficient by international standards/excellent)

² Average index comprising Organization for Economic Cooperation and Development member countries

[SOURCE: WORLD ECONOMIC FORUM GLOBAL COMPETITIVENESS REPORT (2012-2013); MCKINSEY & COMPANY ANALYSIS]



LATINAS
 THINK **BIG**

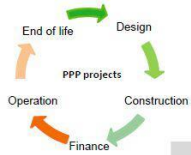
Don't Miss Out



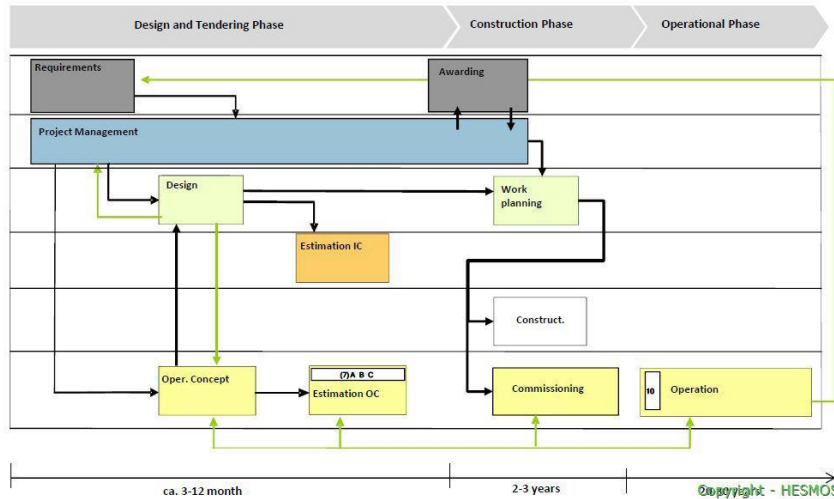
FOCUS ON PPP'S -LEADING THE REFORMS FOR DELIVERING INFRASTRUCTURE



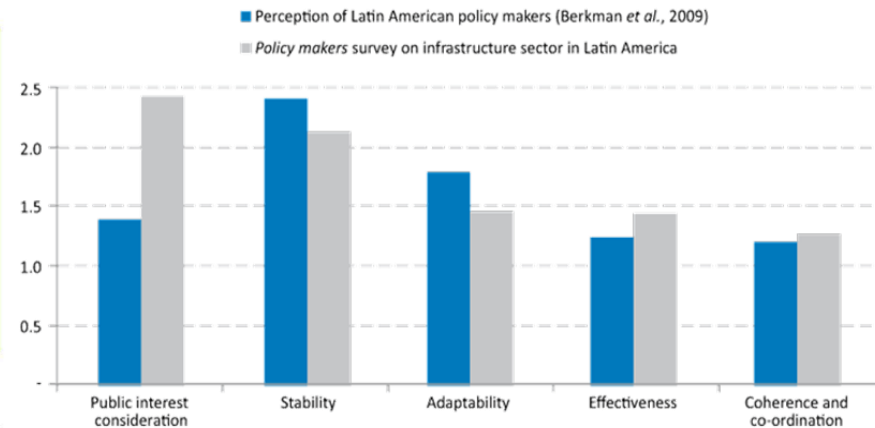
Public-Private
Partnerships
How can PPPs deliver better services?



PPP - life cycle approach
Design, finance, construction and operation for about 20-30 years



Infrastructure UK



British Consultants are helping introduce Institutional Change, but British owned Designers, Constructors, Operators, Support Services Providers and Investors are under-represented in Latin America



OPPORTUNITY TO FORM A UNITED GLOBAL BUSINESS TEAM IN BUSINESS DEVELOPMENT IN SELECTED MARKETS

Public Private Partnerships

UK Export Finance

Support Services & Facilities Management

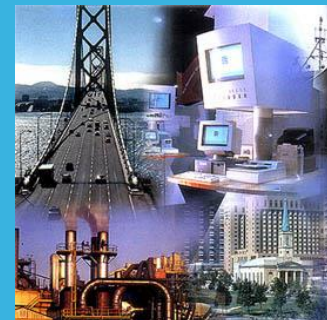
Investment, Mergers & Acquisitions

- Healthcare
- Energy
- Education
- Infrastructure
- Sanitation
- Defence & Security

POTENTIAL MEMBERS OF STEERING COMMITTEE



The “BIG” team focused on Business Lines, Sectors & Disciplines



PILOT COUNTRY- PERU

THINK BIG IN PERU





THE BRITISH INFRASTRUCTURE GROUP

“Thinking BIG in Peru”



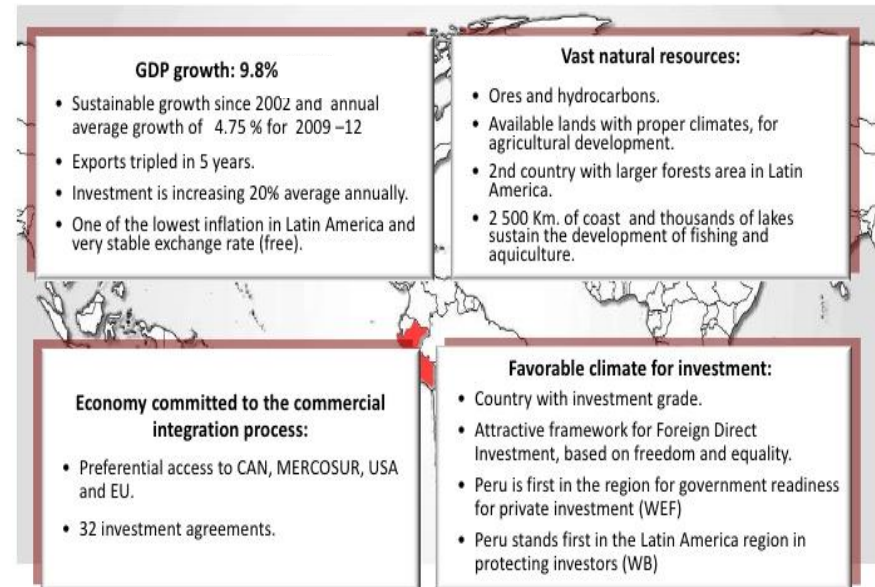
PROJECT PERU- MISSION & OPPORTUNITIES

MISSION

“THE ESTABLISHMENT OF A GROUP OF LEADING UK PARTNERS INTERESTED IN JOINTLY AND INDIVIDUALLY DEVELOPING BUSINESS IN GLOBAL EMERGING MARKETS, BUT INITIALLY IN PERU, RELATED TO PUBLIC PRIVATE PARTNERSHIPS, UK EXPORT FINANCED PROJECTS, DEVELOPMENT OF SUPPORT SERVICES AND FACILITIES MANAGEMENT BUSINESSES, AND INVESTMENT IN AND WITH LOCAL PARTNERSHIPS, ON NON EXCLUSIVE TERMS, TO HELP DELIVER IN THE LONG TERM TRANSFORMATIONAL INFRASTRUCTURE CHANGES IN THE COUNTRY, AND IMPROVE THE BUSINESS CLIMATE, COMPETITIVENESS AND OPERATION OF MARKETS IN INFRASTRUCTURE, AND PARTICULARLY HUMANITARIAN SECTORS OF HEALTH, EDUCATION AND SANITATION IN PERU.”



Why invest in Peru?

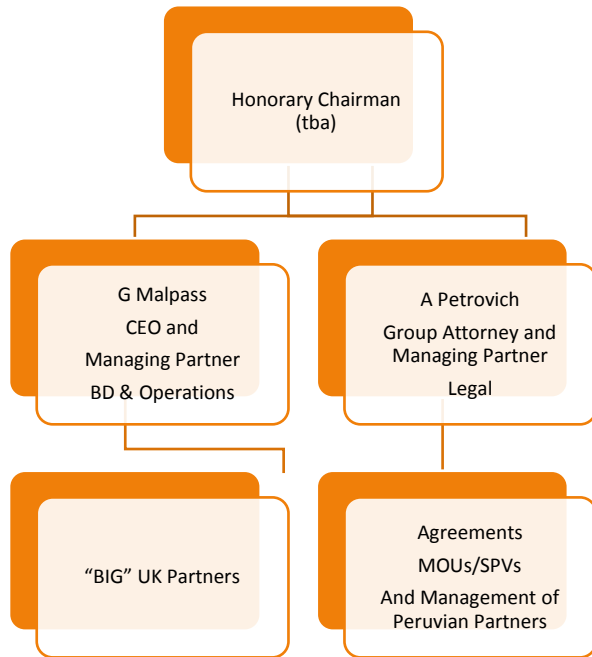


If you're an international investor looking for infrastructure opportunities then look no further than Peru. Pro Inversión, the body in charge of structuring and awarding infrastructure work, has a list of more than 25 projects, across ten sectors for the next two years alone. They cover everything from electricity and energy to health and telecommunications

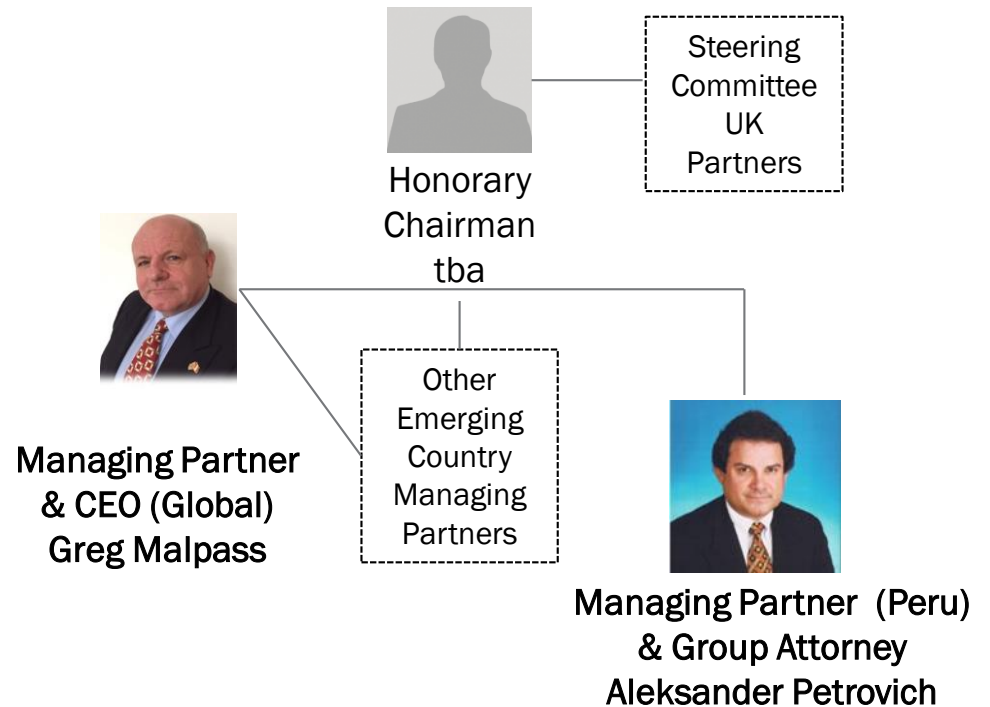


PROPOSED TEAM- PERU

PROPOSED STRUCTURE (PERU)



PROPOSED MANAGEMENT (GLOBAL)



PROFILES- PROPOSED MANAGING PARTNERS (PERU)

GREG MALPASS



A Civil Engineer – Greg has a Bachelor of Science Degree in Civil Engineering from City University London and an MBA from London Business School. He has had an international career and a 30 year association with Peru having initially worked with Wimpey International on Port Construction projects in Peru in 1983/5. He is a Former Member of the Institution of Civil Engineers, UK National Contractors Economics Committee, the Technical Marketing Society Of America , the British Peruvian Trade & Investment Group and Director British Colombian Chamber of Commerce. He was seconded to Her Majesty's Government's Department of Environment in 1995 to research Industry Opportunities in Latin America, and further seconded in 1999-2001 to the Government's Department of Trade & Industry/ Foreign & Commonwealth Departments (now UKTI) to act as Export Promoter/ International Trade Adviser for Peru and the Andean Region, to help lead an Export Campaign for Latin America, promoting British companies with Export & Privatisation Opportunities, working closely with Government Departments, Aid Agencies and overseas Embassies and Chambers of Commerce. He is a former Director of TermoPacífico SA (Colombia), and Brazilian Water Works SA (Sao Paulo.) involved in developing a Coal Fired 400MW IPP Power Project in Colombia and a number of Privatized Urban Water Concessions in Brazil.

ALEKS PETROVICH



An Attorney-at-Law –Aleks is a Peruvian National and an FLC Florida Bar Member and Member of The Florida Bar International Law Section, Member of The Madrid and Lima Bar; with practice in Latin America, Spain and the United States. He has a Doctorate in Law from Universidad Carlos III de Madrid (Spain) ; Professional Law Degree (J.D.), Summa Cum Laude, at the Faculty of Law Universidad de Lima (Perú); and Postgraduate degrees in National Security, National Defense, Strategic intelligence on global business, economic, security and geopolitical affairs by the Centro de Altos Estudios Nacionales, CAEN (Peru); and in Fundamental Rights Law by the «Institut International des Droits de l'Homme», Strasbourg (France). Further Postgraduate degrees in Computer Law, Law Office Automation, Law Data Base, Computers in judicial work, Artificial Intelligence & Case-based reasoning (CBR) by the Intergovernmental Bureau for Informatics - IBI and the College of Law of Universidad de Zaragoza (Spain).

Aleks has a strong International Litigation and International Trade and Business Law background and experience and Core competences in • Litigation • Due Diligence • Drafting legal contracts, agreements, stipulations and others • Legal research & memoranda • Business development • Client relations Management • Strategic planning & execution • Favourable settlement negotiations • Executive collaboration • Mediation participation • Highly strategic & analytical • Dynamic thinker • Streamlining processes • Financial proficiency • Geopolitics & economics vision.



PROPOSED LOCAL & NETWORK PARTNERS IN PERU



Network Partners



Project Selection by UK Partners Steering Committee



POTENTIAL FUTURE OF THINKING “BIG”

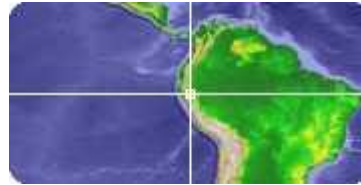
- THE BRITISH INFRASTRUCTURE GROUP WILL HAVE LONG TERM AMBITIONS FOR BUSINESS DEVELOPMENT REPRESENTATION IN OTHER EMERGING MARKETS IN SOUTH AMERICA, AND INTERNATIONALLY, USING PERU AS ITS PILOT AND LATIN AMERICAN HUB.

Perú es un Hub en América del Sur



(LAN, 2012)

Ulaf Salcedo — ESAN ©



Global Markets Action Plan

SUMMARY

THE OPPORTUNITY

1. UK INFRASTRUCTURE COMPANIES ARE NOT GLOBAL , AND TEND TO FOCUS ON USA, MIDDLE EAST, & ASIA PACIFIC MISSING OUT ON OTHER CONTINENTS
2. BRITISH INFRASTRUCTURE COMPANIES – COULD WORK CLOSER TOGETHER IN OVERSEAS BUSINESS DEVELOPMENT IN NEW TERRITORIES
3. THE PROPOSAL FOR A BRITISH INFRASTRUCTURE GROUP IS A NEW APPROACH WORTHY OF CONSIDERATION
4. OPPORTUNITY TO FOCUS GROUP ON LATIN AMERICA WHERE MOST UK MAJORS DON'T FEATURE BUT HAVE SIZEABLE INFRASTRUCTURE OPPORTUNITY
5. PPP'S ARE LEADING THE REFORMS FOR DELIVERING INFRASTRUCTURE
6. OPPORTUNITY TO FORM A NEW UNITED GLOBAL BUSINESS TEAM- WITH PARTNERS FOCUSED ON Business Lines Sectors & Discipline.s
7. A DEFINED MISSION & UNDERSTANDING OF THE OPPORTUNITIES- FOR PILOT COUNTRY PERU
8. THERE IS A PROPOSED TEAM & STRUCTUREI NITIAALLY FOCUSED ON PERU. BUT WITH WIDER GLOBAL ASPIRATIONS
9. & PROPOSED LOCAL & NETWORK PARTNERS
10. THE FUTURE POTENTIAL OF THE BRITISH INFRASTRUCTURE GROUP COULD BE “BIG”

REQUIRED ACTION

- POTENTIAL STRATEGIC PARTNERS & STAKEHOLDERS TO REVIEW PROPOSAL
- FUNDING & ORGANISATION DISCUSSIONS
- DECISION TO PROCEED
- SELECTION OF HONORARY CHAIRMAN AND LEAD PARTNERS
- LEGAL AGREEMENTS
- PROJECT LAUNCH IN PERU





THANK YOU

“With so many conflicting opportunities vying for your attention, you may be uncertain what your next move should be. The Risk Reward Assessment is always a priority. The option that interests me the most is most likely to offer me a little more influence, in areas where you currently don’t have a focus nor resource. I am passionate about international Infrastructure Development, Public Private Partnerships , Global Business Development, and Peru. That leads me to promote to you the Think Big idea of a British Infrastructure Group representing the interests of the UK’s leading Infrastructure Investors, Designers & Constructors, and Support Services and Facilities Management Companies, in terms of up-front Business Development in-country, starting in Peru, with its new Government in place Q2. And why not, once a proven Business Development Model for UKPLC, and PPP in Peru, BIG will address other new Emerging Markets? Sign up, or miss out.”

Greg Malpass



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THE THINK BIG PARTNERSHIP

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Think
BIG