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PPP Developments in Ireland

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Lessons Learned

- Title
- Planning
- Surveys
- Financial Comparator
- Market Soundings

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What Procedure to Use ?

- When can use of the Negotiated Procedure now be justified for PPP Projects?
- Is the project “particularly complex”
 - Technically
 - Legally
 - Financially

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Competitive Dialogue

- Tenders may be clarified, specified and fine tuned.
- New context; Article 29 of Directive 2004/18/EC
- Old context; the Commission’s language in relation to the Restricted Procedure.

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Competitive Dialogue

- Where is the line between clarification and negotiation?
- Can complex financial and legal documents be finalised by way of clarification?

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Finance

- At what point in the process must finance terms be finalised in a PPP process?
- Is a term sheet sufficient to satisfy the requirements of the competitive dialogue process?
- What if the lending margin changes after selection of Preferred Bidder?

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Funding Options

- Funding Competitions
- European Investment Bank
- State contributions
- Mini Perms

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Schools Project

- 5 School Bundle
- €80 million
- 25 year licence
- Debt/Equity
- 100% of debt from Irish Bank
- Hedged for 25 years

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Upcoming Projects

- Second Tranche of Motorway Projects – Availability Payments
- Service Stations
- Third Level Schools Projects
- Primary & Secondary Level Schools

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Upcoming Projects

- National Programme for Radiation Oncology Project
- South East Region Waste Project
- National Concert Hall
- Abbey Theatre
- Thornton Hall

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Thank you

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