

Willis PPP/PFI Practice





Client:
ADELAC

Project:
Concession contract for the finance, design, construction, operation and maintenance of the A41 (19km of motorway; including twin 3km long bored tunnels and 4 viaducts) between Saint-Julien-en-Genevois and Villy-le-Pelloux, France.

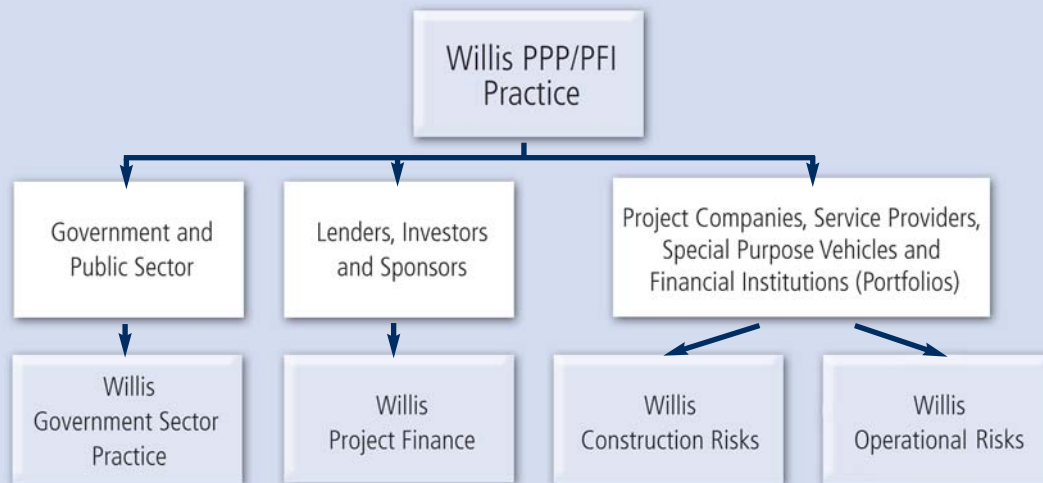
Concession Period:
65 years
(construction phase 33 months)

Courtesy of ADELAC



Willis PPP/PFI Practice

The Willis PPP/PFI Practice provides a comprehensive range of insurance advice, broking capabilities, consultancy services and expertise in all aspects of PPP/PFI projects. Our experience covers PPP/PFI and similar procurement vehicles in the UK, Europe and elsewhere around the world. The Practice is designed to meet the needs of our clients throughout a PPP/PFI transaction, from the initial expression of interest, through the bid process and thereafter the construction and operational phases of a project. The Willis PPP/PFI Practice draws together over 65 dedicated professionals with a wide spectrum of industry expertise working in specialist teams organised to represent the different interests in this sector as shown below:



Services regularly undertaken include:

- Risk assessment, allocation and insurability studies;
- Contract review and advice on contractual requirements, including compliance with insurance requirements within project agreements and loan agreements;
- Insurance due diligence consultancy, bid evaluation and support in insurance negotiations;
- Design, placement and administration of insurance programmes (construction and operational).

These services are underpinned by a Standard Willis Broker Letter of Undertaking based on the current version of SoPC 4.

Willis Practice members have successfully acted on over 500 signed and ongoing projects in all sectors of PPP/PFI business including:

- Defence
- Education
- Health
- Police and Custodial
- Training and output based services
- Transport and Infrastructure
- Waste, Water and Utilities.



Willis Group Support

In addition, the Practice can draw upon the full resources of the Willis Group:

- A global insurance broker with annual revenue in excess of USD 2.4 billion
- A global network with representation in over 100 countries
- The largest insurance broker headquartered in Europe
- A major UK insurance broker acting for commercial clients of all sizes, including over 30 of the FTSE 100 companies
- The insurance broking industry's largest Global Construction Practice Group
- A leading provider of risk and insurance services to major public sector organisations
- A widely experienced provider of insurance consultancy services to lenders and investors

Headquartered in London, we trace our history back to 1828 with a tradition of long-term client and market partnerships, achieving the distinction of being among the largest insurance brokers in the world.

Together with our associated companies, we have almost 16,000 employees with offices in over 100 countries. This strong global network enables us and our associates to serve over 50,000 clients.

Willis has the expertise, experience, range of services and the global reach which enable it to undertake PPP/PFI projects anywhere in the world.

Managing Conflict of Interests

As one of the world's largest insurance broking and consulting groups – and the leading PPP/PFI industry specialist – it is of course possible that Willis entities could be approached by more than one party on the same project.

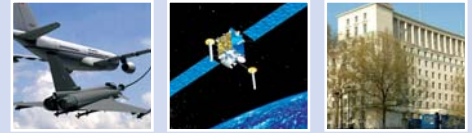
Such a situation is not uncommon in a specialist service industry and Willis has an embedded Conflict of Interest management policy to deal with this potential issue. The policy provides transparency and ensures that no employee represents the interests of more than one party.

A core project team is devoted exclusively to each party and enters into a mutually acceptable Confidentiality Agreement to provide reinforced comfort.

Secure electronic networks are established for the safe storage of information associated with any particular project with the use of passwords and access controls.

Our Credentials

The following list gives examples where Willis team members have been appointed to act on PPP/PFI projects. A full list of all our project and PPP/PFI experience can be made available on request.



Defence

- Allenby Connaught PFI
- Aquatrine Packages A,B & C PFIs
- Armada PFI
- Astute Class Training Service (ACTS)
- C-Vehicles PFI
- CATS PPP
- Corsham Development Project PFI
- Defence Communications Services Agency Defence Information Infrastructure (DCSA DII) (F) PPP
- Defence Academy PPPs
- Defence Estates Prime Contracts
- Defence High Frequency Communications Service
- Defence Housing Executive PFIs
- Defence Training Review PFI
- Future Strategic Tanker Aircraft (FSTA) PFI
- Future Carrier Alliance
- Hayes PFI
- Heavy Equipment Transport PFI
- Marine Services PFI
- MOD Main Building PFI
- Northwood HQ PFI
- Project Vanguard (ATE SPP)
- RoRo Ferries PFI
- Royal School of Signals PPP
- Skynet5 PFI
- UK Military Flying Training PFI
- White Fleet PFI
- Warship Support Modernisation Initiative (WSMI) PPP

Educational



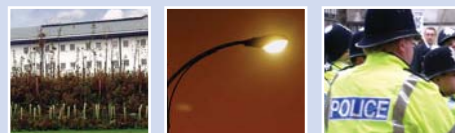
- Barking Schools PFI
- Bassetlaw Grouped Schools PFI Project
- Bradford Building Schools for the Future (BSF)
- Bristol City Council BSF
- Castle Hill Schools & Community Learning
- Cork School of Music
- Defence Sixth Form College PFI
- Dundee Schools PFI
- East Lothian Schools PPP
- Gateshead Schools PFI
- Lewisham Schools PFI
- NDFA Schools PPP
- North Wiltshire Schools PFI
- Peterborough Schools PFI
- Rotherham Schools PFI
- Schools for the Irish Ministry of Education
- Stockton Schools PFI
- Stoke Schools PFI Project
- Tendring Schools PFI
- University of Bristol
- University of the West of England
- Waltham Forest BSF Project

Health



- Addenbrookes Diabetes Centre PFI
- Barnet Hospital
- Barking & Havering LIFT
- Bexley, Bromley & Greenwich LIFT
- Brent, Harrow & Hillingdon LIFT
- Broomfield Hospital PFI
- Central Middlesex Hospital
- East London LIFT
- Leeds LIFT
- Leeds Metropolitan PFI
- Leeds Teaching Hospital Oncology PFI
- Newbury & Community Primary Care Trust PFI
- Newcastle upon Tyne Hospitals PFI
- North Bradford Treatment Centre
- North Middlesex Hospital PFI
- North Northants NHS Trust PFI
- Nottingham DTC
- Peterborough Hospitals PFI
- Queen Alexandra Hospital PFI
- Queen's Hospital Treatment Centre Burton-on-Trent
- Shepton Mallet Treatment Centre
- STC Medway
- STC Rainsbrook
- St Margaret's Hospital Epping PFI
- University Hospitals Birmingham PFI
- University Hospitals of North Staffs PFI
- Walsgrave Hospital PFI
- West Middlesex Hospital PFI
- Wolverhampton LIFT

Police/Custodial & Others



- Addiewell Prison PFI
- Ashford Female Adult Prison DCMF5 PFI
- Amber Valley Leisure PFI
- Barnet Street Lighting
- Brentford Street Lighting
- Campsfield House Immigration Centre
- Cheshire Custody Services PFI
- Cyprus Accommodation PFI
- Enfield Street Lighting
- Harmondsworth Immigration Centre PFI
- Health and Safety Executive PFI
- Hengrove Park Leisure PFI
- Home Office PFI
- HMP Altcourse
- HMP Ryehill
- HMP Wolds
- Lambeth Street Lighting
- Manchester Magistrates Court
- Metropolitan Police Authority Services Programme
- Milton Keynes YTC PFI
- NHS Decontamination Project
- NHS National Programme for IT
- North Kent Police PFI
- Oakington Immigration Reception Centre
- ODPM FireControl Project
- ODPM Firelink PPP
- ODPM TDS Project
- Peterborough Prison PFI
- Suffolk Fire Stations PFI
- Tinsley House Immigration Removal Centre
- Yarlswood IDC PFI

Transport & Infrastructure



- A1 (M) Darrington to Dishforth, UK
- A2 Motorway, Poland
- A30 to A50, UK
- A4 Motorway, Poland
- A41 Motorway, France
- A69 Haltwhistle Bypass DBFO Road, UK
- E39 Lyngdal – Flekkefjord Motorway, Norway
- M5 Motorway, Hungary
- M77 Motorway, UK
- N4/N6 Kilcock – Kinnegad Motorway, Ireland
- Alice to Darwin Railway, Australia
- Busan New Container Terminal, Korea
- Channel Tunnel Rail Link Project, UK-France
- Dutch High Speed Railways
- North-South Railway Project, Colombia
- Gautrain Rapid Rail Link, South Africa
- Istrian Motorway, Croatia
- Larnaca and Paphos Airports, Cyprus
- Maliakos-Kleidi Motorway, Greece
- Maputo Corridor Toll Road, South Africa
- Miami Port Tunnel, USA
- National Road Telecommunications Project, UK
- New Budapest Arena, Hungary
- Ocaña – La Roda Motorway, Spain
- Rostock Tunnel, Germany
- Sangster International Airport, Jamaica
- Santiago Ring Road, Chile
- Tirana Airport, Albania
- Transjamaican Highway, Jamaica
- West Toll Road, Portugal
- Yorkshire Link, UK

Waste, Water and Utilities



- Cambridgeshire Waste PFI
- Cornwall County Council Waste Management PFI
- Cumbria Waste PFI
- Dublin Waste to Energy Plant
- Field Electrical Power Supplies PFI
- Findlay House Project
- Greater Manchester Waste PFI
- Hereford & Worcester Waste Management Project
- Lancashire Waste PFI
- Leyland Waste PFI
- Northumberland Waste PFI
- Project Alpha Waste Collection Project
- Seafeld & Almond Valley Water
- Shropshire County Council Waste PFI
- Somerset County Council Waste Management Project
- Southwark Waste PFI
- West Sussex Waste PFI
- Wiltshire County Council Waste PPP

Willis Limited

Ten Trinity Square
London EC3P 3AX
Telephone: +44 (0)20 7488 8111

www.willis.com