



**FINANCING
CROSS BORDER COLLABORATION
DAVID GAVAGHAN
17 January 2008**



Themes

- the big picture
- connectivity
- investment and the future



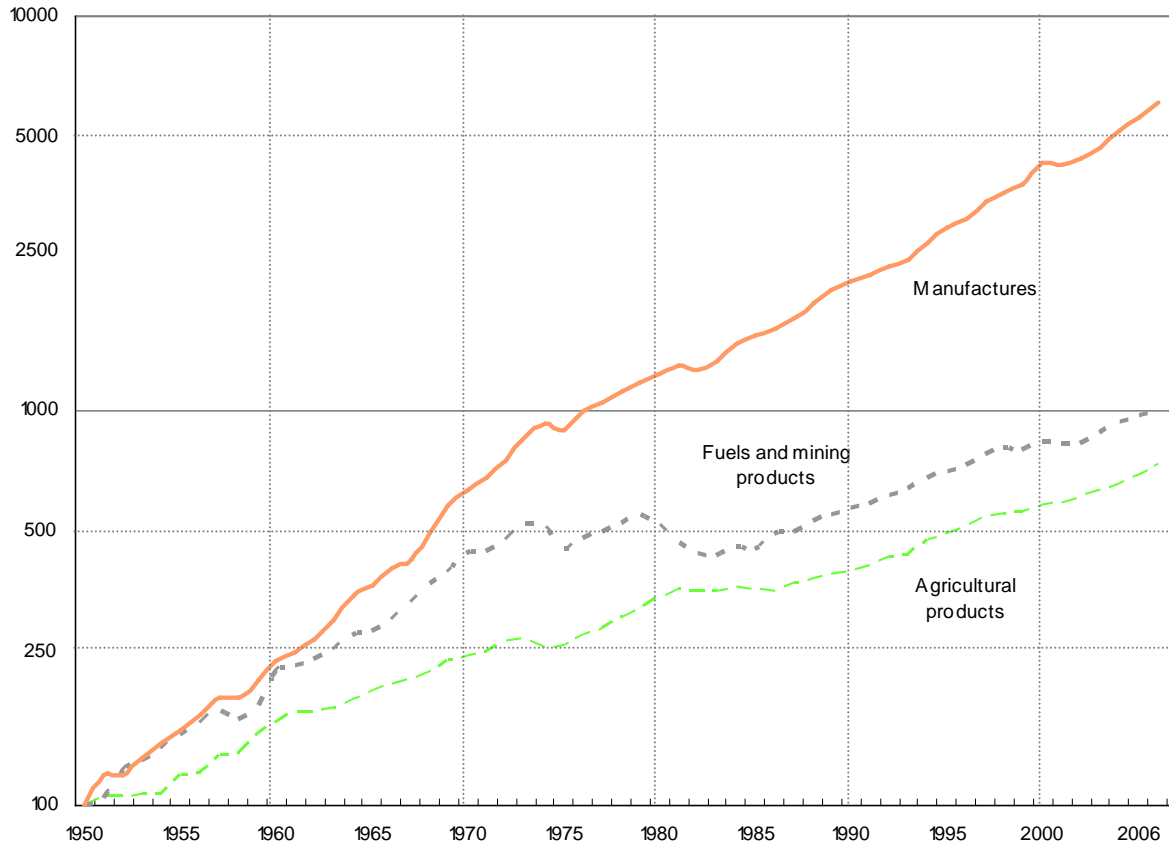
The big picture

- Connected world – “*The World is Flat*” Thomas Friedman
- Renaissance on the island of Ireland – population of 8 million by 2050 (IAE)
- Structural change – infrastructure provides the platform
- Opportunities to excel

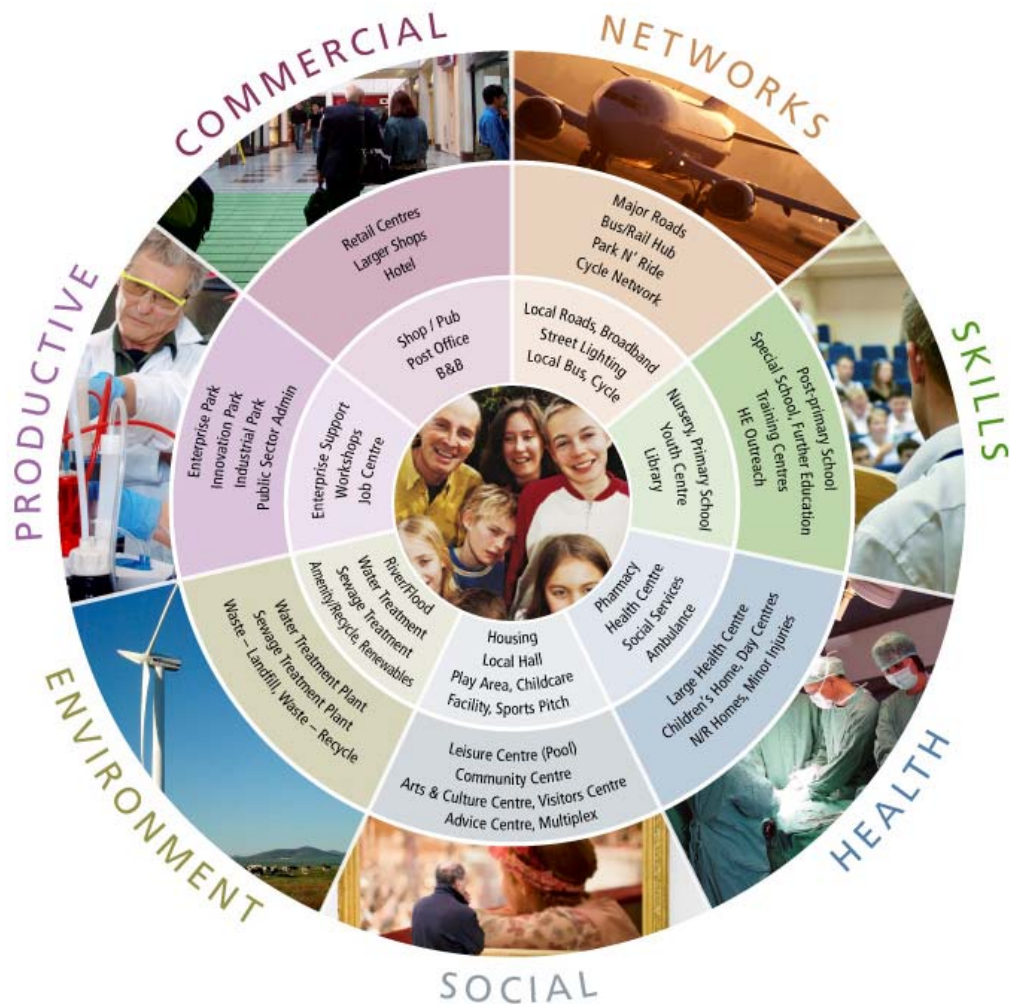


Connected world

Log. scale World merchandise trade volume, 1950-2006 (WTO)



Connected Infrastructure



Connected Island

A1 Newry to Dundalk



Electricity Market

City of Derry
Airport

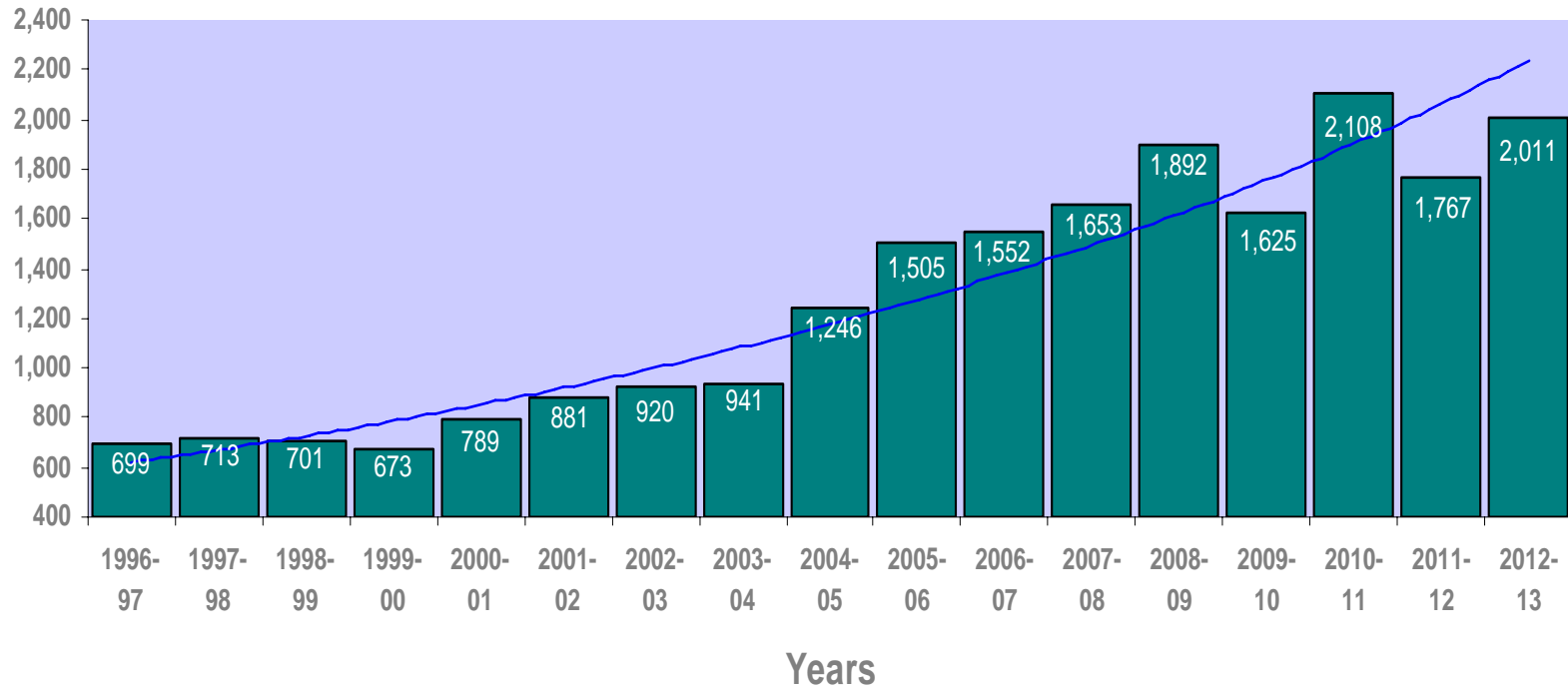




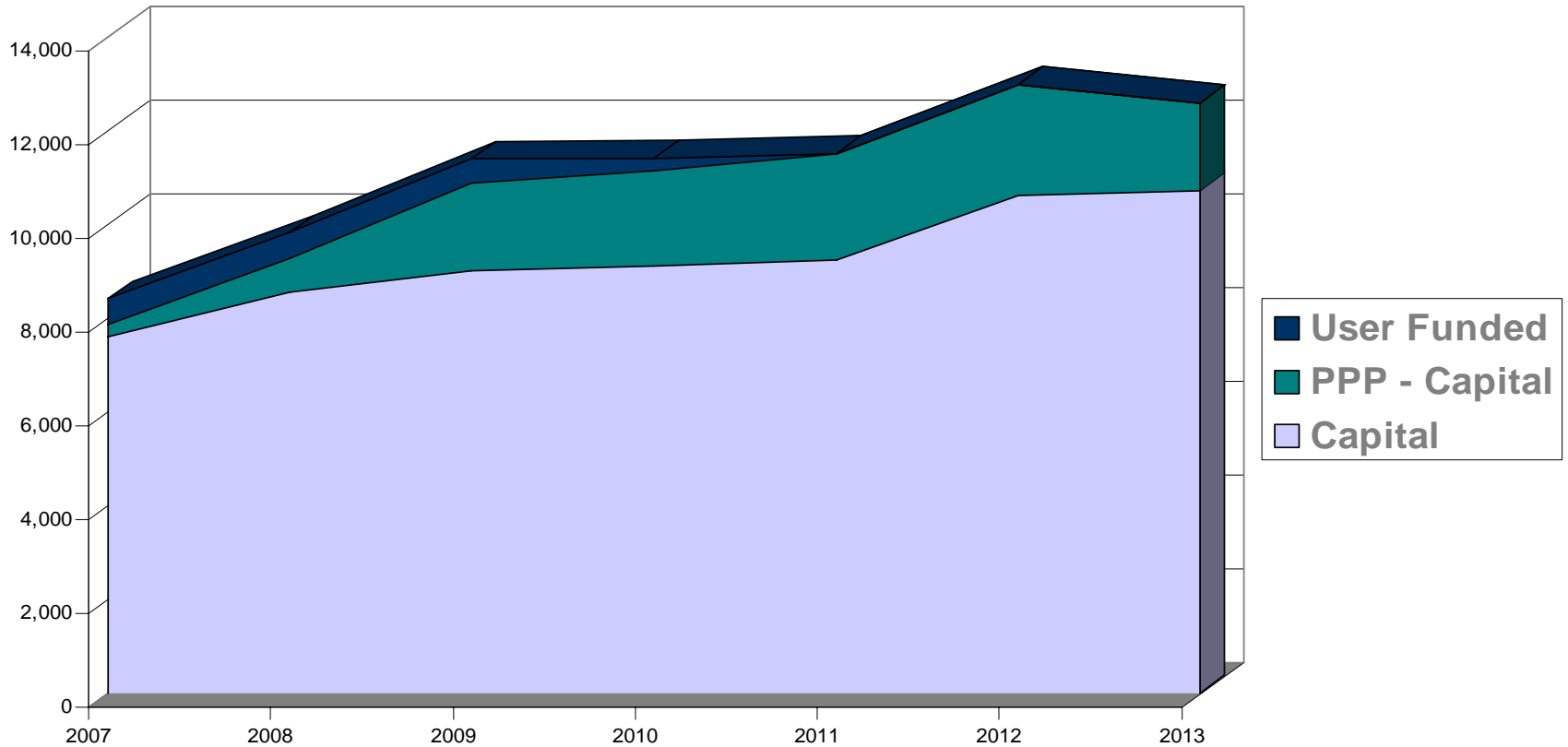
25th OCTOBER 2007

The opportunity - Northern Ireland's Investment Strategy 2008-18

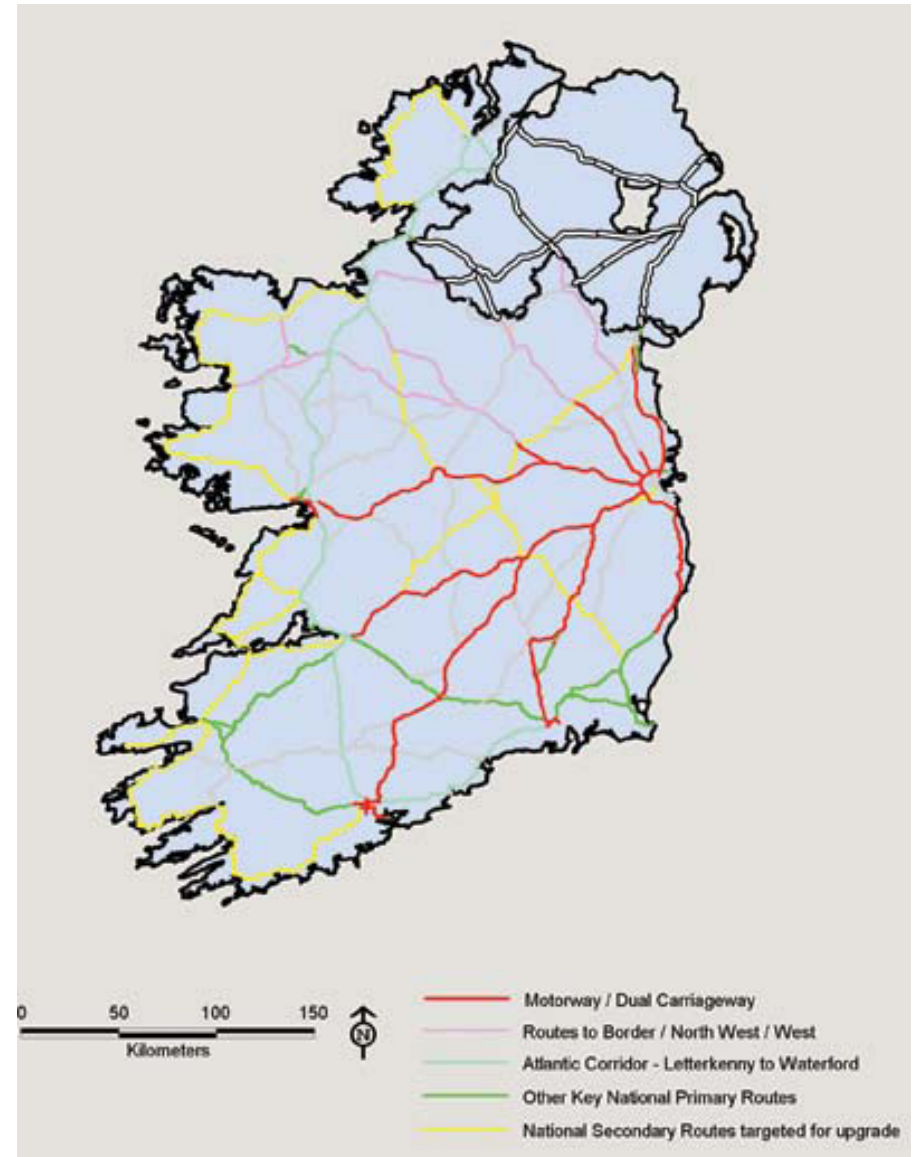
Gross Capital Investment £m



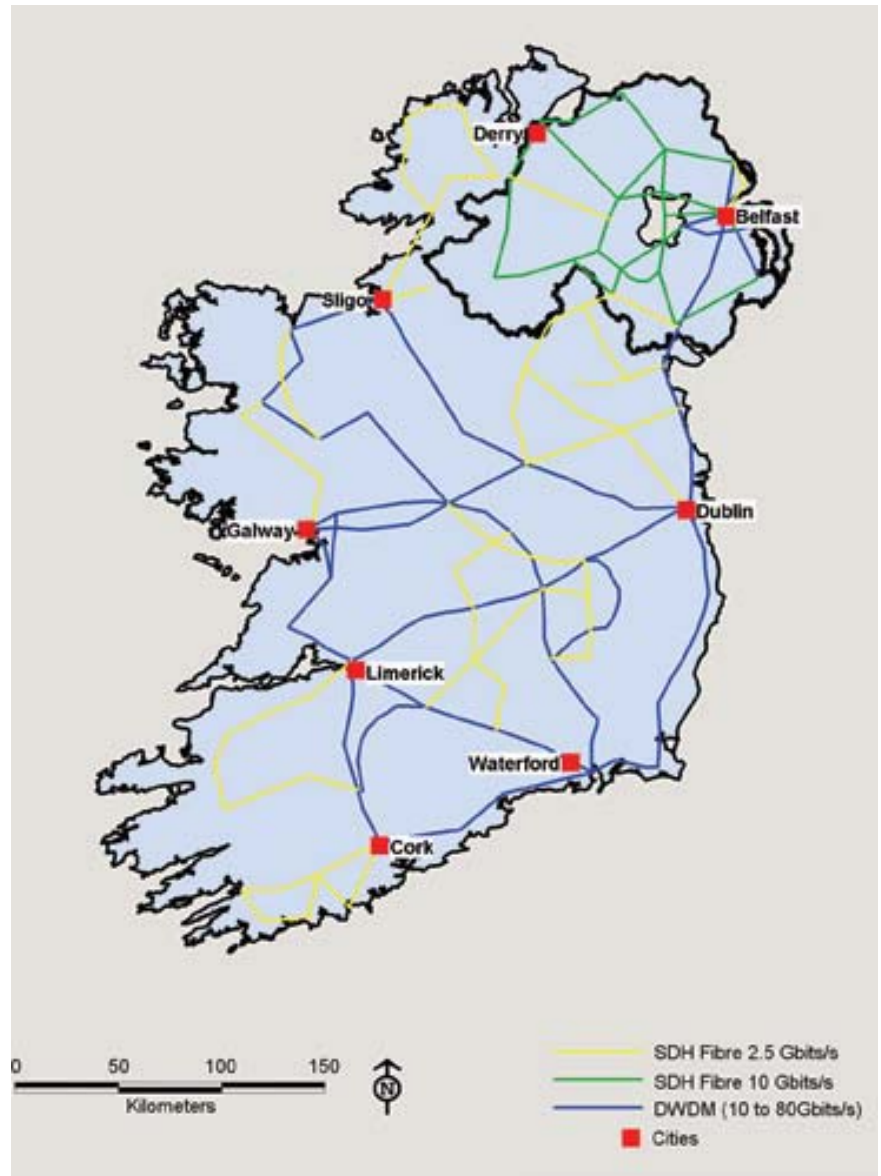
The opportunity - Republic of Ireland's NDP 2007-13 €m



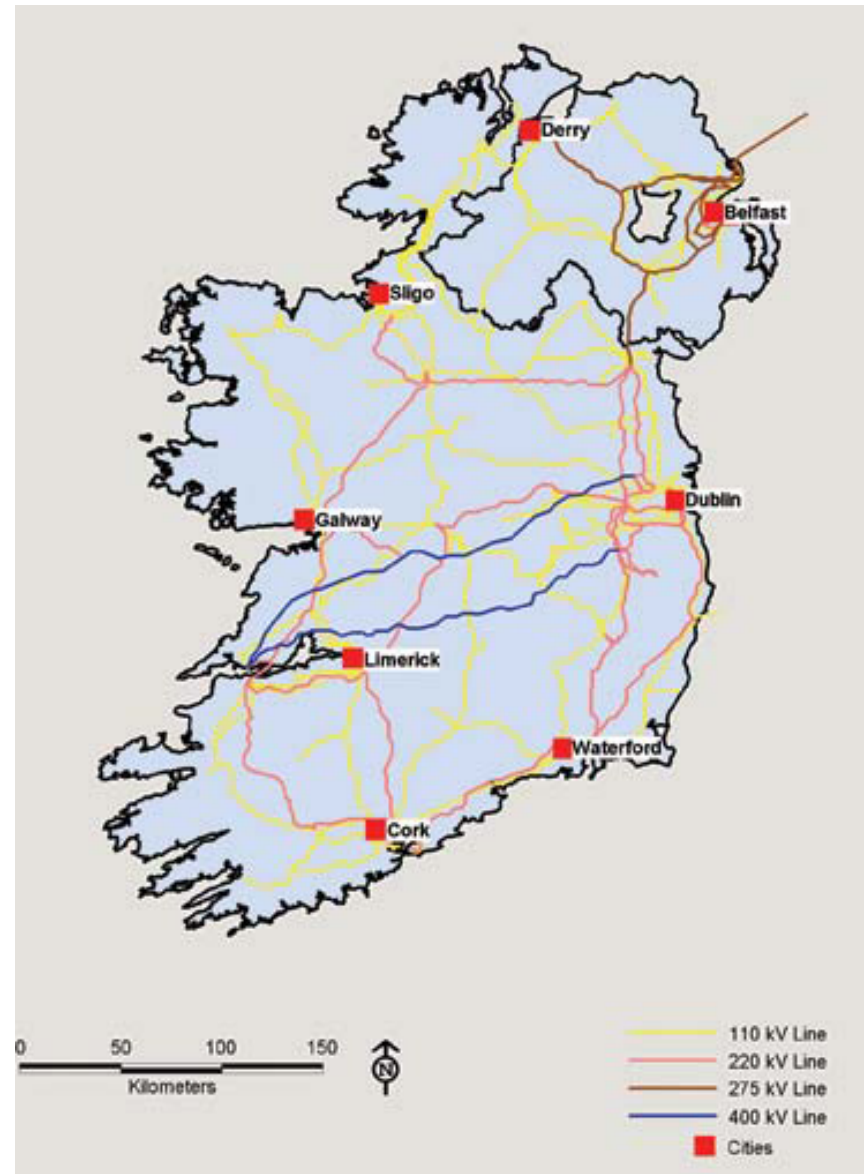
Road Transport Network 2015



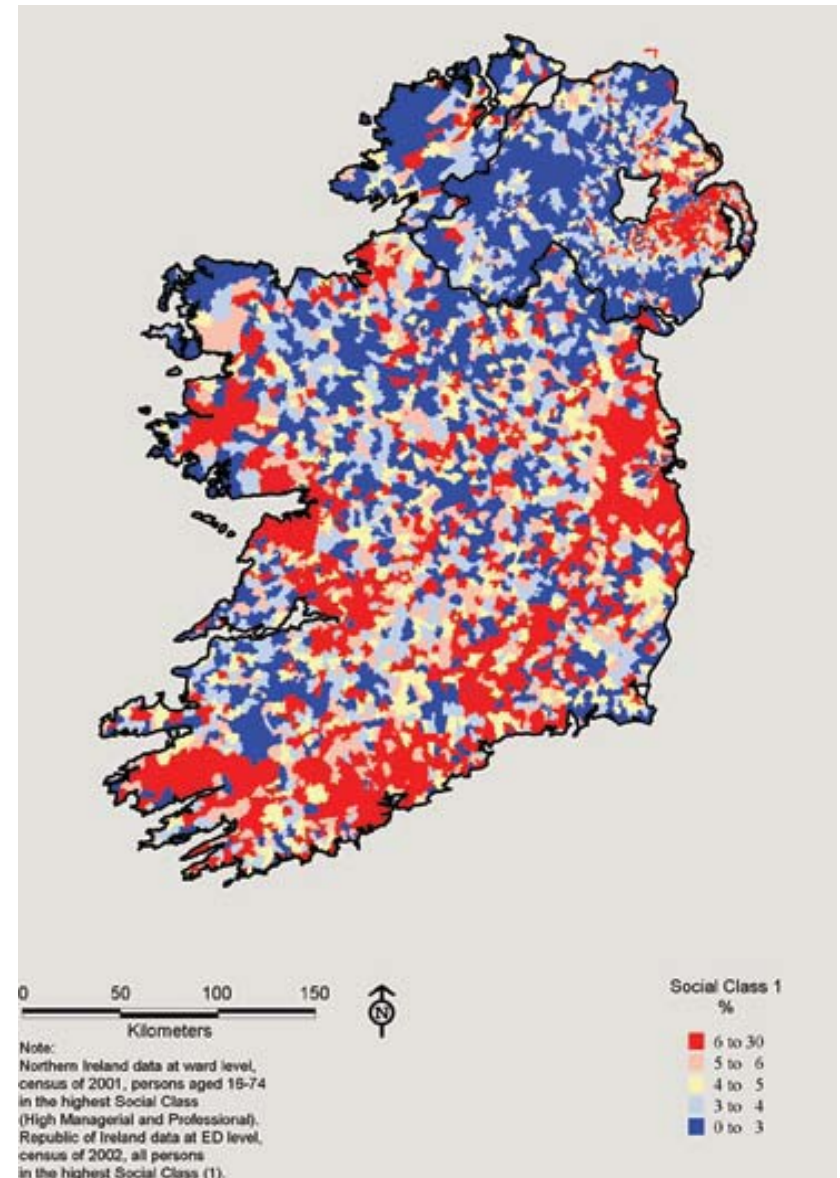
Broadband Backbone 2004



Electricity Network



Higher Earners / Professionals 2001/2002

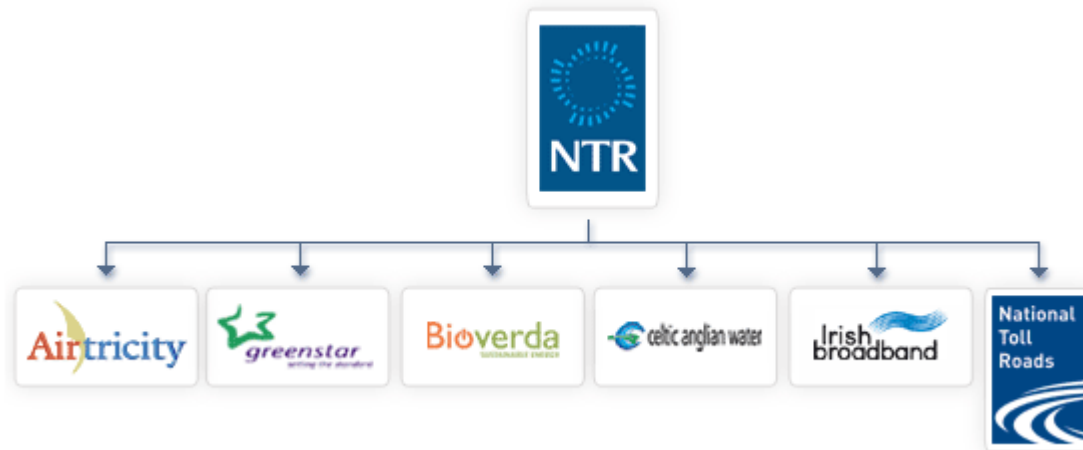


QUINN^{group}

- 5,150 employees
- turnover £1.1 billion
- profit £293 million
- business transformer



- | | | | |
|------------------------|------------|----------------------|-------------|
| ● BUILDING PRODUCTS | ● GLASS | ● HOTELS | ● RADIATORS |
| ● PLASTICS / CHEMICALS | ● PROPERTY | ● FINANCIAL SERVICES | ● PACKAGING |

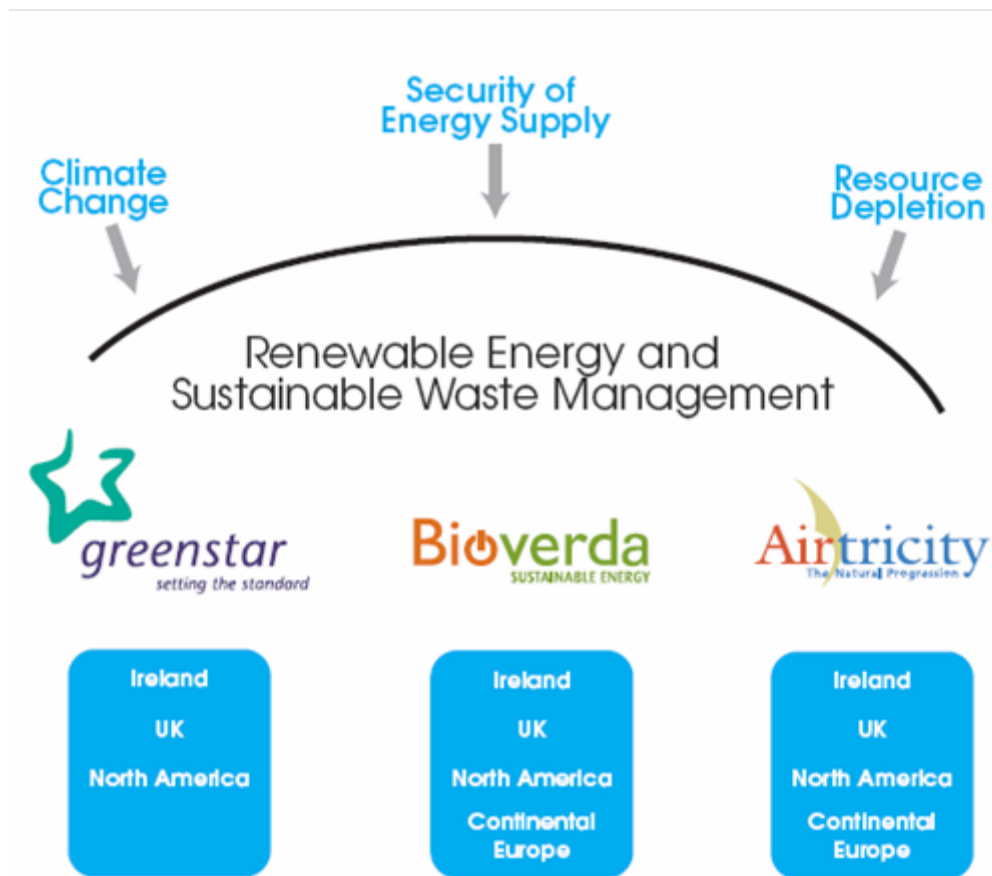


- Market Capitalisation €1,452.5m
- employs > 1,700 people
- annual turnover > €460 million

Renewable Energy

Island of Ireland
can lead the way...

Al Gore



Where's the Money?

- No shortage of funding despite credit crunch BUT...
- Abundance of equity, subordinated debt, debt – EIB also very active
- Public money/ leverage more/joint ventures/ new models
- Infrastructure still very attractive – massive demand BRIC/N. America
- Global players operating on island of Ireland – “Prospect” Jan 2008



The point

- Connectedness is a reality
- 0.001% of the world's population – need to be clear about our proposition
- But the opportunities.... **to lead in our chosen markets**
- Capital (human, social, financial) will follow/ or flee!

