Making it all work in practice

David Golding & Yaelle Ridley
Working with Funders & Investors

- Decision to develop: “Is the opportunity interesting enough that I want to spend some money to find out more?”
- Decision to design: “Is there a credible case for doing this and is it achievable?”
- Final investment decision: “Is this an investment I want to make?”
- Final investment decision: “Will I realise the returns I anticipated?”

Phases:
- Strategy & opportunity development
- Proposal development
- Pre-contract
- Execute & deploy

A better railway for a better Britain
Market Led Proposals

“A project promoted by the private sector that addresses an opportunity not necessarily identified or prioritised in a departmental programme or through the long-term planning process (LTPP)”
Now:

• Transforming to customer focussed route-based businesses though devolution

• Lack of visibility for potential investors of opportunities

• Common perception that Network Rail is difficult to work with

• Asset protection and optimisation (ASPRO) can be a particular barrier for third parties

Changing processes and behaviours
Open for Business key objectives

- Introducing contestability in the delivery of projects and renewals
- Enabling third-party delivery of Network Rail funded activities
- Enabling third-party delivery of their own funded activities
- Attracting third party finance and delivery
Funding sources (1)

Erstwhile funding mechanisms?

• Regional Funding Allocations Transport funding
• Large Local Majors Funding
• Network Rail Discretionary Fund
• Other Network Rail ring-fenced funds
New funding sources?

• Housing Infrastructure Fund
• Transforming Cities Fund
• Local Growth Funding
• City Deals
1. What does the Investment Decision Framework (and MLP / RNEP) mean for securing funding?

2. Given the decline of dedicated transport / rail funding sources, what do we need to do differently?

3. What new sources of funding can we explore for station enhancements?
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Decision to design

“Is this an investment I want to make?”

Final investment decision

“Will I realise the returns I anticipated?”

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Proposal development

Pre-contract

Execute & deploy
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Questions for discussion

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