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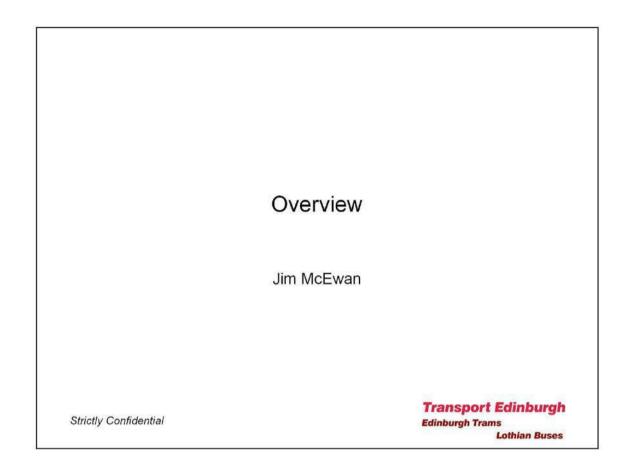
Steven Bell Infraco

Programme Steven Bell

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Finance Gregor Roberts

> Transport Edinburgh Transpe.
> Edinburgh Trams
> Lothian Buses



Safety and Quality

- Project Safety AFR to date 0.10
- MUDFA AFR to date 0.22

Scottish Water Solutions	0.28
May Gurney Integrated Services	0.16
Carillion Civils	0.22
Carillion Infrastructure	0.26

- The revised Carillion RIDDOR report has been received by tie and recommendations will be accepted in P5. There are 10 recommendations in total, 8 are complete.
- Audit carried out on MUDFA Assurance Process with particular focus on reinstatement. Key issues identified and presented w/c 8
 Sept and action plans underway with fully detailed report.

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MUDFA

GOOD	BAD
Embargo clearance completed for 1 August.	Assurance for reinstatement highlighted as weakness.
Haymarket Phase 1 commenced 18 August – on time.	Traffic Management Plan not yet advanced with sufficient notice and quality.
Traffic management @ Gogar commenced and works undertaken to plan.	Overall, programme is now predicting an end date of March 2009 with potential impacts on INFRACO
Productivity rates improving but still work to do	At risk of 2009 completion •Haymarket (poss Dec 08) •Mound (Feb 09) •St Andrews Sq (End Mar 09)
Production and programme action plan agreed with Carillion and underway.	Management Framework to be strengthened.
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MUDFA Performance Issues

- Chairman and Project Director meeting with Carillion Commercial Director, D Holmes on 23 July to escalate concerns over productivity and response.
- Follow up held 4 August and 11 August with S Cocliff (Utilities MD) and D Holmes on insufficient and disappointing response.
- Gullies reinstatement issue identified and remedial actions implemented with Carillion (including audit on 12/13 August).
- Production and Programme solutions reviewed and returned 14 and 20 August – underway now and being fully implemented by 5 Sept 2008.
- Proposals included significant reinforcement of management capability and focus at MUDFA.

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Tramco

- Preliminary design milestone certified
- Programme for mock-up remains on schedule for next review end of September
- Anticipated delivery of mock-up to Edinburgh in December 2008
- To be located initially at Central Bus Garage Annandale Street for consultation purposes
- Available in 2009 for use in marketing and public events
- Systems integration first milestone due in late Autumn 2008



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Design and Consents

- Prior & technical approvals progressing well, however historic delays still having some impact on programme
- Conversion of approved designs into IFC's slow but picking up (39/49 delivered for 1a)
- Current "hotspots" include Forth Ports, roads technical approvals both expected to be resolved in P6
- Roads & drainage approvals remain difficult due to information submitted to CEC but progress being made to resolve high impact locations
- Last months hot spots resolved by issuing instructions on Murrayfield and Shandwick Place to change design which are being implemented

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Transport Edinburgh Edinburgh Trams

INFRACO

	Bad			
Resource mobilisation well underway – new Construction Manager, engineering Manager, Traffic Manager, HQSE Manager	Number of construction milestones not achieved			
Road surveys and coring complete and reports being prepared.	Mobilisation			
Traffic Management continues to progress well with a number of schemes approved				
Site office establishment expected to be completed by mid September	Work Package Plans for September wor being developed too slowly			
Work Package Plans being developed for remaining demolitions and building warrants approved early by CEC				
Systems developments and integration work underway				
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Overall Programme

- Number of strands in play affecting programme currently design, MUDFA, INFRACO late mobilisation
- All have potential to delay the overall revenue service date
- Work ongoing through to early September to bring programme back on track and eliminate initial delays due to design and slow mobilisation
- · Conflicts with MUDFA being worked through to align Rev 07 and ensure work-arounds
- · tie exploring with INFRACO improvements to programme logic and productivity rates to mitigate impacts
- · Revised programme expected for September TPB which expects to recover revenue service date of July 2011

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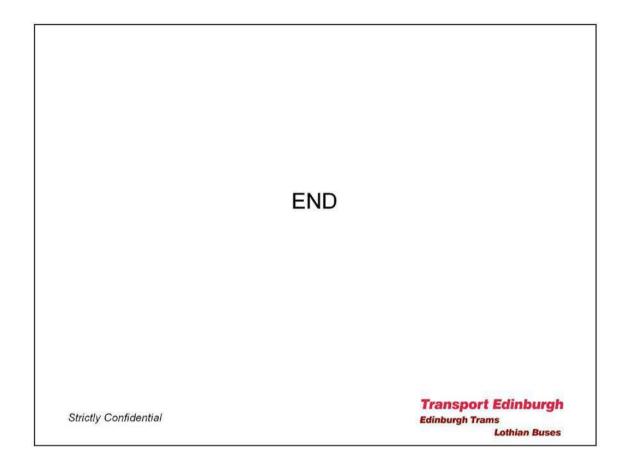
Transport Edinburgh **Edinburgh Trams**

Finance

- Estimate for Phase 1a remains at £512m
- Risk allowance reduced (£2m) in period 5 to £28.4m - movement: drawdown for A8 sewer completed and Fastlink funding (planned).
- YTD Expenditure of £43.6m is (£6.5m) behind budget 08/09 - main impact: delay of Infraco close and mobilisation of Infraco and the delayed completion of land acquisitions
- However the outturn estimate for year 08/09 remains at £150.6m and estimate for 09/10 stands at £140.6m
 - current forecast assumes any slippage is recovered by end 08/09
- · A revised programme for the main construction works is expected by end Sept-08

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Transport Edinburgh **Edinburgh Trams Lothian Buses**





Progression of the Patronage Model



- 1) Final Business Case (FBC) and DFBC for 1a and 1a+1b respectively
- 2) Further development of the model ("Re-runs")
 - Improvements and recalibration
 - Introduction of monetary cost trends to the mode choice forecasts
 - Tram now at 8/16tph in 2011 as well as 2031 forecast years.
 - Some changes to planning data (CEC, Spring 2007)
- 3) Revised planning assumptions (latest information from CEC)

Patronage Model Development and

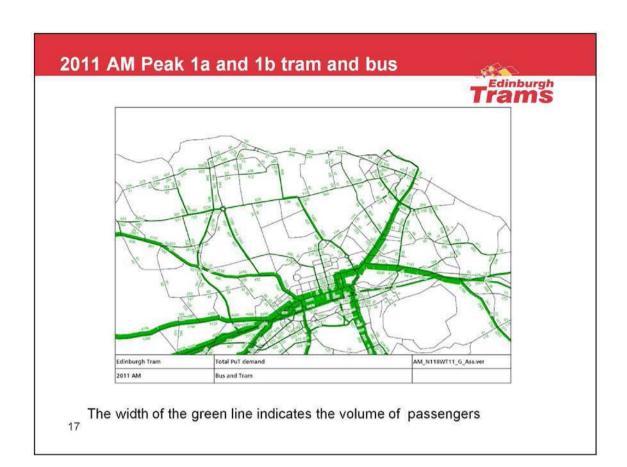


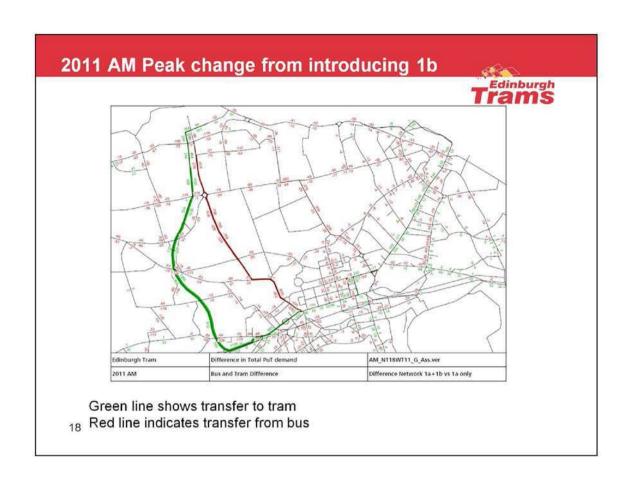
- Base model (Original calibrated to 2006)
 - Observed matrix fully rebuilt improved techniques and extra data
 - Minor network changes (highway and PT)
 - New highway junction model and highway speed/flow relationships
 - Recalibrated distribution and mode-choice parameters
 - Different assignment algorithm (in agreement with technical auditors)
 - Ongoing diagnosis and trouble-shooting in highway assignment
- Do-something (2011 with Tram)
 - Reflection of latest tram-highway integration designs (highway impact)
- 15 Improved representation of tram route (minor)
 - New tram run times (verv small changes)

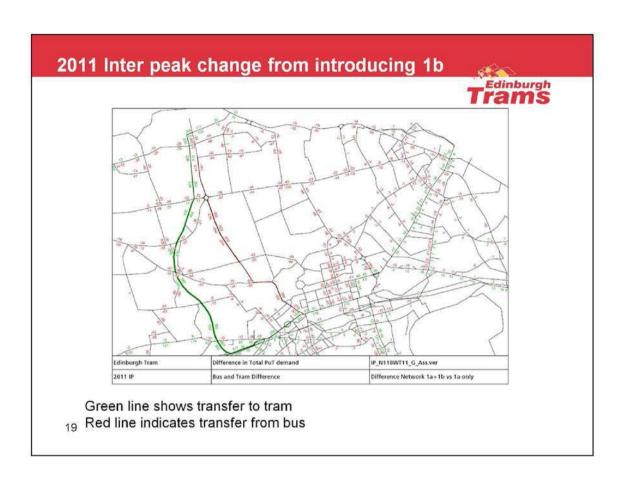
Other Patronage Model Assumptions - Recap

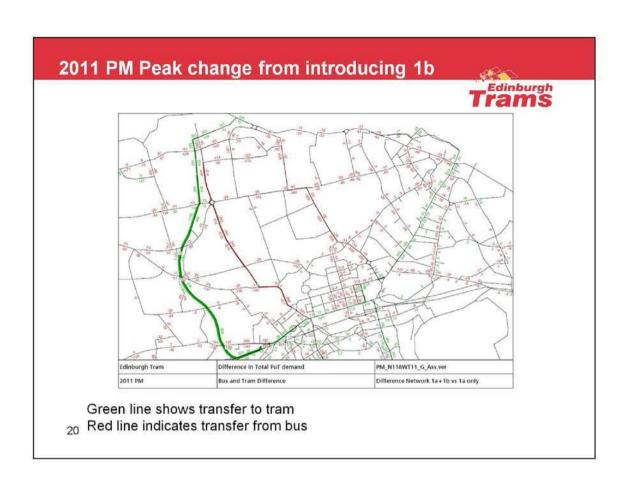


- No EARL
- Yield 75.7p per boarding in 2011 (2005 prices)
- PT Fares RPI+1% per year
- 3% fare evasion on Tram (patronage is reported but <u>Tram</u> yield factored x 97%)
- 75% factor included in 2011 figures for ramp-up of patronage.
- Future year bus journey times increasing from 2021 to 2031
- Interchange penalty 12.5 minutes (deterrent to multi-leg journeys)









Investigation of Granton Base Patronage

- Trams

 504 503

 506 507 505

 508
- · Base Patronage Total of 8.2M
 - Based on current annualisation factors
- · Refers to journeys which either
- · start or end in sectors S04 and S06
- An average number of 'journeys per bus' was calculated using the current Lothian Buses bus map
 - Services split between daytime and evening
 - Daytime total multiplied by 12
 - Evening total multiplied by 6 then combined to produce a daily total
 - Annual total calculated by multiplying by 6 and 50
- This calculation provides an average figure of 15 passengers per bus who either start or end their journeys in sectors S04 and S06



																	Total	1
Bus Service	8	14	16	17	19	21	23	24	27	29	32	37	38	41	42	47		
Daytime frequency per hour (One direction)	4	4	6	2	4	4	6	2	6	4	2	4	4	4	3	4	63	Buses per hour 1 direction
Evening Frequency per hour (One Direction)	2	2	2	0	2	2	2	2	2	2	0	2	0	2	2	2	26	Buses per hour 1 direction
Daily total (assuming 12 hours daytime, 6 hours evening, 2 directions)	120	120	168	48	120	120	168	72	168	120	48	120	96	120	96	120		Buses per day 2 directions
Annual Total (assuming 6 days a week, 50 weeks a year)	10100										1000						547200	Buses per year 2 directions
Calculated Annual Patronage	from	Base	Model														8200000	passengers
Average number of passenge	ers per	bus t	ooardir	ng or	alightir	ng in S	04 or	S06									15	passengers

Revised TEL Financial Model

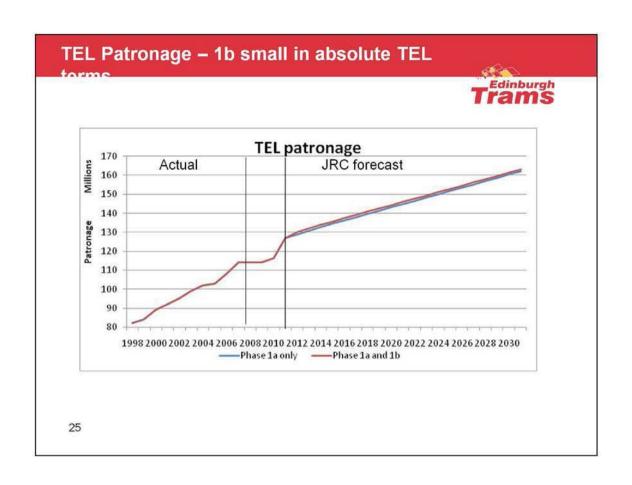


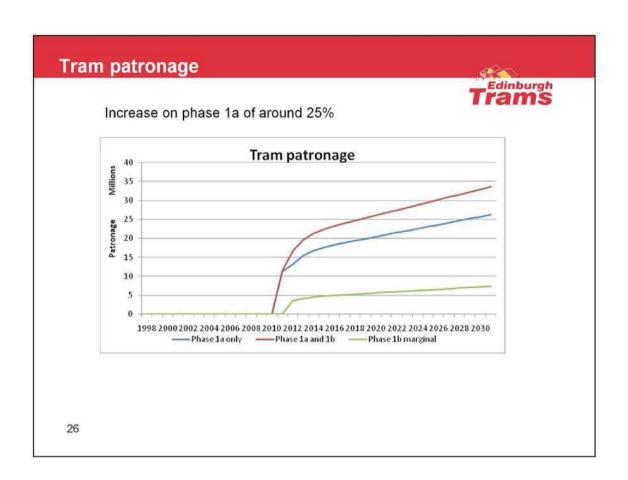
- General Costs
 - RPI increased from 3% to 4.5%
- · Tram Costs Updated Based on:
 - Renegotiated DPOFA Costs (December 2007)
 - Financial Close Infrastructure and Tram Maintenance Costs (May 2008)
 - Revised business rates (increased from £300k to £600k))
 - Initial service in 2011 6/12 trams per hour (tph) on Phase 1a
 - 2012 8/16 tph in peak 6/12 tph off-peak on Phase 1a + 1b
 - 2013 8/16 tph all day on Phase 1a + 1b
 - Electricity (+2% above RPI)
- Bus Costs
 - 2008 Wage settlement built in (thereafter 1% above RPI)
 - 2008 Pension costs built in
- 2008 Fuel costs built in
 - Ongoing Fuel Inflation (+3.5% above RPI)

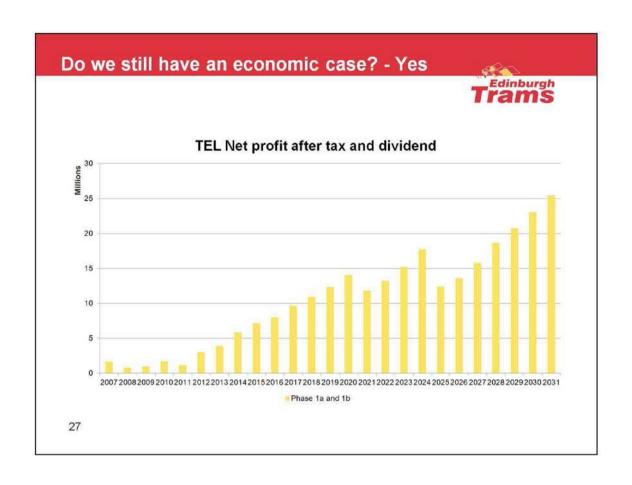
Bus Patronage and Revenue



- Effects of the roadworks to patronage estimated to 2010
- 2008 Fares increases built in (thereafter +1% above RPI)



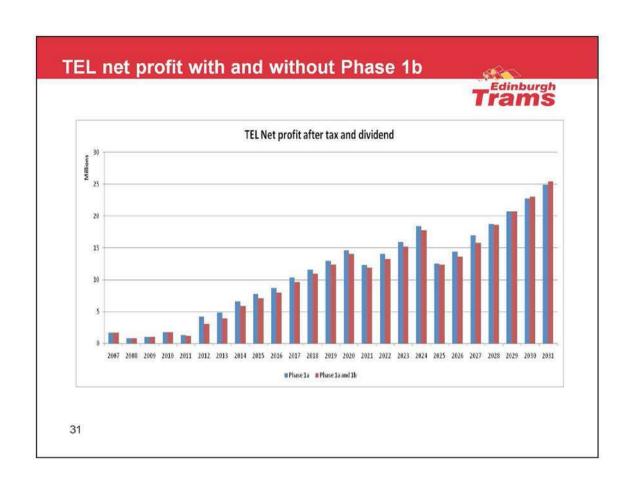




How does the profit and loss compare with Trams Phase 1a only Phase 1a + 1b Phase 1a + 1b TEL Business Plan 2006 FBC Dec 2007 TEL Business Plan 2008 Notionage (Pasciti) 108 117 112 110 112 121 0 0 11 13 16 23 108 117 123 123 128 144 Patronage (Pax m) 142 Bus 108 117 0 0 108 117 108.0 1162 1153 113.3 1142 119.3 129.5 0.0 0.0 113 157 23.3 257 33.6 108.0 1162 1268 130.0 137.5 146.0 163.2 133 150 Bus 21 25 Tram 154 175 Total TEL patronage 32 Tram 174 Total TEL patronage Tram Total TEL patronage us revenues (£m) arebox 82 0 107 1 1124 1162 1451 1962 3876 6 0 72 75 78 96 118 187 88.0 1143 1159 124.1 1547 210.0 3857 Other Total Bus revenues Other Total Bus revenues 10 12 16 26 36 63 Favebox 1 1 1 1 2 Other 11 13 17 27 37 65 Total tram revenues Other Total tram revenues 0.0 0.6 0.7 1.2 1.4 1.9 0.0 0.0 11.3 17.4 30.0 44.5 94.4 Total TEL revenues 128 168 216 357 Total TEL revenues 355 Total TEL revenues 131.1 141.5 184.6 254.5 480.1 Operating costs (Eni) 267 Birs Tram Operating costs (firs) Operating costs (£m) 1075 111.7 145.3 190.8 383.2 172 26.5 27.9 41.3 74.3 20 2.3 25 3.1 45 126.7 134.5 170.7 235.2 442.0 TEL head office Total TEL operating costs Total TEL operating costs 194 312 TEL head office Total TEL operating costs Interest / lease payments Interest / lease payments Interest / lease payments 0.0 0.0 0.0 0.0 7.0 13.9 19.3 38.1 Pre tax operating prof it / (loss) 45 Pre tax operating profit / (loss) 44 Pre tax operating profit / (loss) 4.4 Tram lifecycle costs Notional taxation Dividend payment Principal payments 2 Tram lifecycle costs 14 Notional taxation 1 Dividend payment Principal payments 2 Tram lifecycle costs 12 Notional taxation 5 Dividend payment Principal payments 10 24 Net TEL cash surplus / (deficit) 25 Net TEL cash surplus / (deficit) Net TEL cash surplus / (deficit) 3.0 8.0 11.9 25.4 28

	72		82					19	Trams	
	* Patronage boardings based	TEL Business Plan 2008								
	Tram in service	Pre-f	ram		Phase 1	1a and 1b				
	Tram service pattern	n/a	n/a	6/12	8/16 pks	8/16	8/16	8/16		
	Year	2006	2010	2011	2012	2016	2021	2031		
	(100 a) 100 a 100 a		1100000			VALCE 1	10-025-0			
	Patronage (Pax m)	2000.000		1,000,000	100000					
	Bus	108.0	116.2	115.5	113.3	114.2	119.3	129.5		
	Tram	0.0	0.0	11.3	16.7	23.3	26.7	33.6		
	Total TEL patronage	108.0	116.2	126.8	130.0	137.5	146.0	163.2		
	Bus revenues (Em)									
	Farebox	82.0	107.1	112.4	116.2	145.1	198.2	367.6		
	Other	6.0	7.2	7.5	7.8	9.6	11.8	18.1		
	Total Bus revenues	88.0	114.3	119.9	124.1	164.7	210.0	385.7		
					78.91		- 310			
	Tram revenues									
	Farebox		0.0	10.6	16.6	28.7	43.1	92.5		
	Other.		0.0	0.6	0.7	1.2	1.4	1.9		
	Total tram revenues	0.0	0.0	11.3	17.4	30.0	44.5	94.4		
	Total TEL revenues	88.0	114.3	131.1	141.5	184.6	254.5	480.1		
	Operating costs (£m)									
	Bus			107.5	111.7	140.3	190.8	363.2		
	Tram			17.2	20.5	27.9	41.3	74.3		
	TEL head office	-	- 1	2.0	2.3	2.5	3.1	4.5		
	Total TEL operating costs		1	126.7	134.5	170.7	235.2	442.0		
	Interest / lease payments		Ī	0.0	0.0	0.0	0.0	0.0		
	Pre tax operating profit / (loss)		2	4.4	7.0	13.9	19.3	38.1		
	Tram lifecycle costs									
	Notional taxation			1.2	2.0	3.9	5.4	10.7		
	Dividend payment			2.0	2.0	2.0	2.0	2.0		
201	Principal payments			0.0	0.0	0.0	0.0	00		
9	ANY GOOD STANDARD STA	- 1		0.000	52,525	2000	5.555	100.00		

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		EL Busi	ness	Plan 2	800			T	edinburgh Ams
	* Patronage boardings based Tram in service	Pre-t			Dham	1b margina			-
	Tram service pattern	-	ram v/a		8/16 pks	8/16	8/16	8/16	
	Year	-	2010	2011	2012	2016	2021	2031	
	Patronage (Pax m)		20.0						
	Bus	0.0	0.0	0.0	-2.4	-3.7	-4.6	-6.4	
	Tram	0.0	0.0	0.0	3.5	49	5.7	7.3	
	Total TEL patronage	0.0	_	0.0	1.1	1.2	1.1	0.9	
	rotar rese patronage	0.0	0.0	0.0	1.1	1.2	1.1	0.9	
	Bus revenues (£m)								
	Farebox	0.0	0.0	0.0	-24	4.7	-7.6	-18.1	
	Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
	Total Bus revenues	0.0	_	0.0	-2.4	-4.7	-7.6	-18.1	
	Total Day Feverides	1				-		-10.	
	Tram revenues								
	Farebox	0.0	0.0	0.0	3.4	6.1	9.2	20 1	
	Other	0.0	0.0	0.0	0.1	0.3	0.3	0.4	
	Total tram revenues	0.0	0.0	0.0	3.5	6.4	9.5	20.6	
	-	-		-					
	Total TEL revenues	0.0	0.0	0.0	1.1	1.6	1.9	2.4	
	The second of the second	5455				100			
	Operating costs (Em)								
	Bus			0.0	0.0	-0.8	-1.8	-6.9	
	Tram			0.1	2.6	3.4	4.4	8.7	
	TEL head office	_	Į.	0.0	0.0	0.0	0.0	0.0	
	Total TEL operating costs	_	1	0,1	2.7	2.6	2.6	1.8	
			-						
	Interest / lease payments	_	-	0.0	0.0	0.0	0.0	0.0	
		_	-						
	Pre tax operating profit / (loss)	_	-	-0.1	-1.6	-1.0	-0.7	0.7	
	MATTER AN ARMACONOMIC ANTICAL MATTER	1	- 1						
	Tram lifecycle costs								
	Notional taxation			0.0	-0.4	-0.3	-0.2	0.2	
	Dividend payment			0.0	0.0	0.0	0.0	0.0	
136	Principal payments			0.0	0.0	0.0	0.0	0.0	
0		_	- 1			_	_		



Sensitivities



- · Reduction in buses after Phase 1b opens
 - loss of bus passengers but integration plan maintains bus services
- · Timing of introduction of Phase 1b
- · Timing of increasing service patterns
- · Lifecycle costs
- Tram electricity price sensitivity
 - For every 1% above RPI adds approximately £100k in the early years
- · Tram labour cost sensitivity
 - For every 1% above RPI adds approximately £310k in the early years

Patronage Forecasts (DRAFT)



Phase 1a only

	2011	k pax pa		
	CASS-3A (2-2)	New model Revised Planning	2011 AM 8/16 trams IP 6/12 trams	2011 AM & IP 6/12 trams
Tram	10,942	11,808	11,380	11,279
ΔTEL	3,176	2,118	1,990	2,040

2031	k pax pa	
	New model Revised Planning	Increased Bus Journey Time
25,515	23,644	26,300
7,707	4,899	5,934

Phase 1a+1b

00	2011	k pax pa		
		New model Revised Planning	2011 AM 8/16 trams IP 6/12 trams	2011 AM & IP 6/12 trams
Tram	13,738	14,911	14,356	13,702
ΔTEL	3,844	3,109	2,955	2,724

2031	k pax pa	
	New model Revised Planning	Increased Bus Journey Time
33,790	29,799	33,612
9,655	6,109	6,864

Phase 1b incrementally

	2011	k pax pa		
V-7		New model Revised Planning	2011 AM 8/16 trams IP 6/12 trams	2011 AM & IP 6/12 trams
Tram	2,796	3,103	2,976	2,423
ΔTEL	667	991	966	684

2031	k pax pa	
	New model Revised Planning	Increased Bus Journey Time
8,275	6,155	7,311
1,948	1,210	929