

ETN MEDIATION
WITHOUT PREJUDICE MAR HALL
AGREED KEY POINTS OF PRINCIPLE

1. Price - £362.50 million for the Edinburgh Tram Network from Airport to Haymarket; ✓
2. *Consider* Proposed Infraco Price for the Edinburgh Tram Network from Haymarket to St Andrew Square (excluding Utilities) of £39 million, to be adjusted by reference to Target Price mechanism to be agreed;
3. Additional price to be agreed for Gateway / Gogar Interchange; *_____ writing by Anshu*
4. Absolute price certainty with the Design meeting the Employer's Requirements;
5. Price includes all Siemens *all required* materials to Newhaven and Design to Newhaven;
6. Price includes full remediation of Princes Street to meet the Employer's Requirements;
7. One month interactive process between the Parties culminating in a meeting of the Principals during 1st week of April to resolve outstanding issues and issue positive instructions;
8. Infraco to self-certify [Infraco Works as meeting Employer's Requirements]; ✓
9. CEC Planning Approvals – 3 weeks for CEC to confirm acceptance of outstanding issues on Planning Informatives; ✓
10. Substantive cultural shift in the behaviour of all Parties including interaction, co-location and empowerment;
11. Joint Communications Protocol to be established with immediate effect to cover all external communications by the Parties in respect of the Edinburgh Tram Project;
12. Non-binding, indicative Heads of Terms to be entered into between the Parties to give effect to the above, by 11 March 2011.