



Construction & Property Sector

Providing Solutions  
Delivering Projects



# Our experience

Investment in public service infrastructure across the island is set to be maintained with both Governments committing to strategically significant investments. Against the backdrop of a major contraction in its economy, the Irish Government has reaffirmed its commitment to deliver €31.4 billion of infrastructure projects between now and 2013 as part of its strategy for supporting the economy. Northern Ireland Ministers have also confirmed commitment to investment in key infrastructure projects envisaged by the ISNI.

Mazars has the expertise and experience to help you develop a strong strategic position in targeting sectors, and also to develop the in-house resources and capabilities necessary to achieve sustainable growth and profitability in challenging times. We provide strategic financial and leadership roles for key accommodation and infrastructure projects working in partnership with you and your team to ensure success. In addition, investors and developers are also looking to use their core expertise in opportunities beyond Ireland. We:

- regularly work on transactions with a capital value of over €5 billion; of these we have brought a significant number of projects to financial close in the past number of years
- have specialist expertise in advising the private and public sectors in the education, health, social housing, criminal justice, sport and leisure, utilities, transport and accommodation sectors
- have a commercially-focused financial model build and model audit capability
- work on transactions internationally, enabling us to assist you identify and enter new markets

# Our team

Mazars Project Finance team provides project financial advisory and assurance services to clients across the full range of project sectors. The team is made up of professionals with backgrounds in renewables, accounting, tax, banking, private equity, private industry and the public sector. As an integrated European firm, the team draws on other project finance experts in Mazars' offices across Europe and is supported by the extended Mazars' network of fully integrated partnership offices in over 56 countries, as well as correspondent firms elsewhere. We have the resources and capacity to deal with the technical tax and accounting issues in a wide range of jurisdictions relevant to investors in complex project finance transactions.

# Our expertise in asset consulting

## Asset Procurement including PFI/PPP Consulting

### Private Sector and Funders

- Financial due diligence
- Funding competition
- Model audits
- Project monitoring and SPV management
- Risk analysis and quantification
- Bid leadership
- Financial modelling
- General financial advice
- Life cycle analysis
- Payment mechanism advice
- Project and Corporate finance
- Specialist equipment procurement
- Procurement advice
- Property development appraisal
- Taxation and VAT advice
- Post transactional support

### Asset Management

- Portfolio and asset reviews
- Asset strategy and procurement
- Outsourcing
- Investment strategy appraisal
- KPI's/Benchmarking
- Facilities management strategies
- Commercial negotiations
- Property acquisitions and disposals

### Public Sector

- Asset reviews and strategies
- Affordability analysis
- Economic Appraisal / Business Cases
- Risk analysis and quantification
- Lead advisory and negotiation support
- Gateway reviews
- Financial advice / evaluation
- Market insight
- Payment mechanism advice
- Performance monitoring
- Post-project evaluation
- Procurement execution
- Risk analysis and quantification
- Strategic planning
- Taxation and VAT advice

### Asset and Resource Consulting

- Public sector asset reviews
- Organisational analysis
- Organisational resource development
- Process reengineering and change facilitation
- Performance analysis and development
- Wider market reviews
- Resource capability analysis

# How we add value

- sharing knowledge and forming multinational teams for particular assignments integral to our service provision.
- adopting a whole life project approach, from developing a winning bid to the support of operating concessions.
- integrating knowledge gained from both private and public sectors across Europe, enabling us to offer practical and commercially aware advice.
- offering independence and objective advice.
- applying our financial modelling expertise to build robust and efficient financial models and, through our financial model audit capability, to offer assurance on the robustness of your transaction.
- drawing upon the specialist accounting and tax teams within Mazars.



# Our Construction and Property Services

## Project Finance

Mazars' Project Finance team focuses on Public Private Partnership (PPP), property development, construction and renewable energy projects across Europe. We provide both advisory (financial advisory and financial models) and assurance (model audit and guidance of IFRS) services to the public sector and bidders. We are currently working on approximately 60 live transactions throughout Europe.

## Tax

PPPs have now been adopted in most European countries, North America, India, Australia, Japan, Malaysia and Singapore (among others). PPPs transfer responsibility, but not accountability, for the delivery of public services to private companies. They aim to deliver infrastructure on behalf of the public sector, together with the provision of associated services. PPPs raise many complex tax issues and Mazars' tax advisers are well positioned to assist with issues including potential structures to optimise tax position, advising and reviewing tax assumptions and identifying, assessing and managing tax risk.

## Audit

Choosing your auditors is an important business decision. We believe that as a significant audit firm in the marketplace we have the relevant skills, resources and experience to deliver a high quality, timely, value added service. In particular we draw your attention to the following:-

- **Our approach:** The Mazars approach seeks to build long term relationships with our clients, supporting your success through the provision of an effective and efficient audit service.
- **Proven methodology:** We have developed a proven risk based audit methodology which ensures a robust, efficient, value-added service. We operate a 'no-surprises' ethos and pro-actively ensure that audit matters are dealt with prior to your reporting deadlines by open communication with management.
- **Our experience:** Our team has significant experience of the Property and Construction Sector and will work with you to best apply that knowledge to the audit. Our client base includes subsidiaries of multinationals, privately owned limited companies, publicly quoted companies and public sector bodies.

## Training

At Mazars we offer training to both the public and private sectors on PFI/PPP, financial modelling, project management, IFRS, budgetary control and building business cases. Our team of highly experienced trainers is based in Ireland and has vast experience in delivering training both to large groups and individual companies.

## Strategic Planning

It is essential for property investors to make the most of opportunities. We help organisations identify what changes are required in resources and structure and provide guidance through the steps required.

## Public Sector Consulting

We work in close partnership with public sector bodies to help them deliver higher quality, sustainable public services. Our staff are recognised experts in the field, working with both the public and private sectors to achieve improved public services. We work with government bodies to transform local services by:

- turning strategy into work practices
- researching and identifying key areas for change
- implementing effective and efficient business processes
- matching asset requirements with organisational needs
- leading key infrastructure projects from inception and business case approval to delivery and beyond

## Bid Leadership

Procurement in the public sector is a highly regulated, complex process with stages which range from Pre-Qualification Questionnaire (PQQ), to operation of assets. Competitive tendering is increasingly being used as a tool to run competitions for services and solutions and we are experienced in Competitive Dialogue procedure. Our expert Bid Directorate team provides end-to-end support to help maximise your chance of success in this highly competitive, costly and time-consuming field. Whether you are entering the process for the first time, or are a seasoned bidder, we offer services to suit.



## For further information please contact

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