

## EVALUATION MATRIX

| Tender No.: SPT171819NIRC               |           | Weighting | Tender Name: Airport Runway Resheeting |              |                 |
|---|-----------|-----------|--|--------------|-----------------|
| Evaluation Criteria                     |           | %         | BORAL                                  | FULTON HOGAN | PENSAR PROJECTS |
| Tender Price - Lump Sum (Option 2 only) |           | 30.00     | 30.00                                  |              |                 |
|   |           |           | \$44,898,007.00                        |              |                 |
| Total Price                             |           | 30        | 30.00                                  |              |                 |
| Quality Assurance                       | Pass/Fail |           | PASS                                   | PASS         | PASS            |
| Work, Health & Safety                   | Pass/Fail |           | PASS                                   | PASS         | PASS            |
| Environmental                           | Pass/Fail |           | PASS                                   | PASS         | PASS            |
| Physical / Human Resources              |           | 10.00     | 8.58                                   | 9.67         | 8.08            |
| Contract Program                        |           | 10.00     | 7.83                                   | 8.67         | 8.00            |
| Previous Experience                     |           | 10.00     | 9.00                                   | 8.75         | 7.50            |
| Reference Checks                        |           | 10.00     | 9.60                                   | 6.53         | 6.60            |
| Methodology                             |           | 15.00     | 12.08                                  | 12.75        | 11.92           |
| Technical Solutions                     |           | 15.00     | 10.00                                  | 10.00        | 5.00            |
| Total                                   |           | 100       | 87.10                                  |              |                 |

\$49,098,007.00

29.60

**Peter Salafia:**  
Includes \$4.2M allowance for Bio-Security heat treatment.

## Non-Price Criteria Evaluation

TENDER NUMBER: SPT171819NIRC

| Compliance with Mandatory Requirements | Schedule - Insurances                                 | Min Value            | BORAL | FULTON HOGAN | PENSAR PROJECTS |
|--|---|----------------------|-------|--------------|-----------------|
|  | Workers Compensation                                  | insurance is current | YES   | YES          | YES             |
|  | Public Liability                                      | \$20M                | \$20M | \$20M        | \$50M           |
|  | Motor Vehicle   | \$20M                | \$20M | \$35M        | \$35M           |
|  | Professional Indemnity                                | \$7M                 | \$10M | \$10M        | \$10M           |
|  | Insurance of the Works (to be supplied if successful) | Contract Sum + 15%   |       |              | \$10M           |
|  | Marine Liability (to be supplied if successful)       | \$20M                |       |              | \$20M           |
|  | Product Liability                                     | \$10M                | \$10M | \$20M        | \$50M           |
|  | Minor Non Conformance                                 |                      | YES   | YES          | YES             |
|  | ABCC Self Declaration                                 |                      | YES   | YES          | YES             |
|  | Company Details Confirmed                             | Value                | BORAL | FULTON HOGAN | PENSAR PROJECTS |
|  | ABN/ ACN checked and confirmed as Current             | ABN is current       | YES   | YES          | YES             |

| Scoring Guide | Schedule - Quality Assurance  | Value (points) | BORAL                    | FULTON HOGAN             | PENSAR PROJECTS          |
|---------------|---|----------------|--------------------------|--------------------------|--------------------------|
| Q1            | Does your organisation have a Quality Management System (QMS) that is currently certified to an ISO Standard by a body accredited by the Joint Accreditation System of Australia or New Zealand (JAS-ANZ) and whose scope of accreditation includes the ISO standard to which the QMS is certified? If answered 'yes' a copy of the current ISO certificate must be provided. | PASS/FAIL      | ISO certificate verified | ISO certificate verified | ISO certificate verified |

| Scoring Guide | Schedule - WHS   | Value     | BORAL                    | FULTON HOGAN             | PENSAR PROJECTS          |
|---------------|--|-----------|--------------------------|--------------------------|--------------------------|
| Q1            | Does your organisation have a Safety Management System that is currently certified to AS/NZS 4801:2001, AS/NZS 4804:2001 or another relevant ISO Standard by a body accredited by the Joint Accreditation System of Australia or New Zealand (JAS-ANZ) and whose scope of accreditation includes this ISO standard.If yes attach a copy of the current ISO certificate to this page. If answered 'yes' a copy of the current ISO certificate must be provided. | PASS/FAIL | ISO certificate verified | ISO certificate verified | ISO certificate verified |
| Q2 = Y/N      | Has WorkCover NSW issued the organisation with any Prohibition Notices, Improvement Notices or fines within the past 12 months? If answered 'yes', details on the reason for the notice should be provided.  |           |                          |                          |                          |

| Scoring Guide | Schedule - Ecologically Sustainable Development  | Max Value | BORAL                    | FULTON HOGAN             | PENSAR PROJECTS          |
|---------------|--|-----------|--------------------------|--------------------------|--------------------------|
| Q1            | Does your organisation have an Environmental Management System that is currently certified to AS/NZS ISO 14001:2004 (or an alternate Environmental ISO Standard) by a body accredited by the Joint Accreditation System of Australia or New Zealand (JAS-ANZ) and whose scope of accreditation includes the ISO standard to which the QMS is certified? If answered 'yes', a copy of the current ISO certificate must be provided. | PASS/FAIL | ISO certificate verified | ISO certificate verified | ISO certificate verified |
| Q2 Y/N        | Has the organisation ever been prosecuted for environmental offences? If yes, attach a summary of the offence and outcome.   |           |                          |                          |                          |

| Scoring Guide | Physical / Human Resources | Max Value | BORAL | FULTON HOGAN | PENSAR PROJECTS |
|---------------|----------------------------|-----------|-------|--------------|-----------------|
|---------------|----------------------------|-----------|-------|--------------|-----------------|

|   |  |    |      |      |      |
|---|--|----|------|------|------|
| Each tenderer will be assessed on the quality of their response to the Tender Schedule requirements | Individual scores to be noted in Evaluation Matrix | 10 | 8.58 | 9.67 | 8.08 |
|---|--|----|------|------|------|

|   |  |                  |              |                     |                        |
|---|--|------------------|--------------|---------------------|------------------------|
| <b>Scoring Guide</b>  | <b>Contract Program</b>                            | <b>Max Value</b> | <b>BORAL</b> | <b>FULTON HOGAN</b> | <b>PENSAR PROJECTS</b> |
| Each tenderer will be assessed on the quality of their response to the Tender Schedule requirements | Individual scores to be noted in Evaluation Matrix | 10               | 7.83         | 8.67                | 8.00                   |

|  |  |                  |              |                     |                        |
|--|--|------------------|--------------|---------------------|------------------------|
| <b>Scoring Guide</b>   | <b>Previous Experience</b>                         | <b>Max Value</b> | <b>BORAL</b> | <b>FULTON HOGAN</b> | <b>PENSAR PROJECTS</b> |
| Tenderers will be required to nominate examples of previous works of a similar scope to this project | Individual scores to be noted in Evaluation Matrix | 10               | 9.00         | 8.75                | 7.50                   |

|   |  |                  |              |                     |                        |
|---|--|------------------|--------------|---------------------|------------------------|
| <b>Scoring Guide</b>                                      | <b>Reference Checks</b>                            | <b>Max Value</b> | <b>BORAL</b> | <b>FULTON HOGAN</b> | <b>PENSAR PROJECTS</b> |
| Results will be obtained from the questionnaire responses | Individual scores to be noted in Evaluation Matrix | 10               | 9.60         | 6.53                | 6.60                   |

|   |  |                  |              |                     |                        |
|---|--|------------------|--------------|---------------------|------------------------|
| <b>Scoring Guide</b>  | <b>Methodology</b>                                 | <b>Max Value</b> | <b>BORAL</b> | <b>FULTON HOGAN</b> | <b>PENSAR PROJECTS</b> |
| The methodology nominated by each tenderer will be considered by the Panel and scored accordingly | Individual scores to be noted in Evaluation Matrix | 15               | 12.08        | 12.75               | 11.92                  |

|                      |                            |                  |              |                     |                        |
|----------------------|----------------------------|------------------|--------------|---------------------|------------------------|
| <b>Scoring Guide</b> | <b>Technical Solutions</b> | <b>Max Value</b> | <b>BORAL</b> | <b>FULTON HOGAN</b> | <b>PENSAR PROJECTS</b> |
|----------------------|----------------------------|------------------|--------------|---------------------|------------------------|

|  |   |           |       |       |      |
|--|---|-----------|-------|-------|------|
| <b>The technical solutions offered by each tenderer will be considered by the Panel and scored accordingly</b> | <b>Individual scores to be noted in Evaluation Matrix</b> | <b>15</b> | 10.00 | 10.00 | 5.00 |
|--|---|-----------|-------|-------|------|



**TENDER NUMBER: SPT171819NIRC**

| <b>FULTON HOGAN</b>  |  |   |
|--|--|---|
| <b>AAPA Specification</b>  |  |   |
| Clause 154   | Design thicknesses are less than the minimum allowable asphalt thicknesses. Any thickness below 40mm will not be assessed for density. Similarly surface texture requirements may not be achieved.   | Impact to be assessed during Detailed Design Phase.   |
| Clause 103   | Production and Construction trials are required to be undertaken 15 days before works commence and would appear to be a single trial. Trials to be completed closer to work commencing and as separate trials. Following a Production Trial, a report would be submitted for approval, then Construction Trial with a separate report. The Construction Trial Report will be submitted 1 day prior to the works commencing. To undertake the trial 15 days prior would incur all crew costs during the 15 day stand down period.   | \$450,000   |
| Clause 216a  | Witness Point. Roller pattern and operation to be consistent with the Asphalt Construction Trial. Remove this WP as the compliance testing is done through the nuclear densometer testing and not process control via rolling patterns.  | To be confirmed during Detailed Design Phase.   |
| Clauses 193 & 195  | <p>Additional Production Testing in accordance with AASHTO TP 70-12. Results to be reported within 48 hours.</p> <p>Due to location of the works on Norfolk Island and the location of the testing equipment a 48hr turn around time is not realistic.</p> <p>We propose to the following:</p> <p>A test certificate for bitumen which demonstrates that the binder complies with the Specification will be supplied for every bitumen container leaving Geebung (the point of manufacture). The test certificate must certify that the constituent ingredients (unmodified bitumen, polymers and additives) and modified binder formulation are consistent with the sample(s) supplied for the purpose of producing asphalt mixture sample for laboratory testing of the accepted asphalt mixture design.</p> | To be confirmed during Detailed Design Phase. No financial impact to be expected.                                   |
| <b>NSW Government GC21 Contract</b>  |  |   |
| Clause 15 & Contract Information: Compliance with NSW Government Guidelines – D: | The Contract Information requires the Environmental Management Plan (EMP) to be submitted 14 days prior to works commencing on site.   | This cannot be assessed. Any delay to approvals may have a cumulative effect based on delays due to adverse weather |

|                          |  |   |
|--------------------------|--|---|
| Environmental Management | Due to the programming restraints around barging in Ball Bay during optimum weather and requirement to submit a groyne design to obtain Environmental Approvals (EA) with an approval period of 6 weeks and that the EMP cannot be finalised until the EA is given we have reduced the submission period to 5 working days in which time we expect the EMP can be reviewed and approved by NIRC. | severe weather conditions for shipping during non-preferred months.                   |
| Clause 27.7              | <p>Clause 27.7 requires the Contractor to meet all costs of deductibles – this should be limited to the extent that the Contractor has caused the claim.</p> <p>Amend clause by adding “To the extent that the Contractor caused the insurance claim,” at the beginning of the clause.</p>   | Minimal financial impact expected. This clause provides clarification around process. |
| Clause 27.8.1            | <p>Clause 27.8.1 requires our policies to include a requirement for the insurer to issue any notices to the Principal at the same time that the notices are issued to the Contractor. Our insurers cannot do this.</p> <p>Delete clause 21.8.1 or alternatively amend clause so that the Contractor is required to provide copies of any notices to the Principal.</p>                           | Minimal financial impact expected. This clause provides clarification around process. |
| Clause 27.12             | <p>Clause 27.12 requires the Contractor to provide copies of policy wordings upon request – this should not apply to PI insurance.</p> <p>Add “(other than Professional Indemnity insurance)” after “insurance policies”.</p>  | Minimal financial impact expected. This clause provides clarification around process. |
| Clause 27.15             | <p>Clause 27.15 requires the Contractor to inform the Principal whenever there is a claim under any of our insurances – this means we should be providing notices in respect of all claims whether they relate to the works or not.</p> <p>Add “in relation to the Contract” after “to a claim”</p>  | Minimal financial impact expected. This clause provides clarification around process. |
| Clause 34                | Principal to pay delay costs if delayed in getting access to site or any disruption to the works for any reason where the delay is not caused by the Contractor.   | Refer to Tender Price Schedule for Principal Caused Delay Rates.                      |

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|--|--|---|
| Clause 36  | <p>Clause 36 requires us to acknowledge that we have not relied on any information provided by the Principal and the Principal does not accept any liability for the accuracy of the documents provided.</p> <p>The contract is to acknowledge all documents we have relied on and no choice but to rely on.</p>   | Unquantifiable. Will form part of discussions through the Detailed Design Phase.  |
| Clause 51.3  | <p>Clause 51.3 limits the Contractors delay damages for the Principal failing to provide sufficient access to the site to enable the Contractor to commence work – however the item in the schedule is marked as N/A – hence potentially no entitlement to any delay damages.</p> <p>Request that the Contractor is entitled to delay damages for any delay in site access.</p>  | Delay costs to generally be in accordance with the rates provided in the Schedule but may include additional costs during the establishment/shipping phase. |
| Clause 51.8  | We request for an overall cap on liquidated damages of 5% of contract sum.   | No financial impact expected.   |
| Clauses 65 & 67  | Defect Liability Period of 12 months to be provided commencing on completion of Separable Portion 3.   | This cannot be quantified given that currently there is no DLP period specified.  |
| Clause 73.6.4  | <p>We are required to appoint the Principal as our attorney for signing documents associated with any termination.</p> <p>Delete the words “and it irrevocably appoints the Principal as its attorney to do this in its name if it fails to do so.</p>   | Nil impact expected, unlikely to occur.   |
| Clause 74.4.4  | <p>Clause 74.4.4 allows for an amount of 2% of the unpaid amount of the contract value if contract is terminated for convenience. However this amount is reduced by the amount of unpaid progress claims – this will potentially render this portion of the payment unlikely to be paid.</p> <p>Delete the words “less the amounts payable under Clauses 74.4.1 and 74.4.2”.</p> | Nil impact expected, unlikely to occur.   |
| <b>Norfolk Island Repair and Resurfacing - Preliminaries</b> |  |   |



|   |   |   |
|---|---|---|
| Operational Restrictions  | Following completion of the first concrete parking bay (including curing, line marking, backfilling transition pavement, asphalt overlay and any temporary ramps) the aircraft parking bay will be handed back to Norfolk Island Airport on the final shift of the works. We have not allowed for one week handover as detailed in the Preliminaries document.                                      | \$210,000   |
| <b>Norfolk Island Repair and Resurfacing – Technical Requirements</b> |   |   |
| Asphalt   | We have allowed for one paver to be operating during the works as this matches the production rates of our proposed asphalt plant.  | \$1,200,000   |
| Design Submissions  | <p>Clause States: The Principal reserves the right to instruct the Contractor to reasonably modify the basis of the design or the design solutions for budget or other purposes.</p> <p>We have based our rates on the current scope provided in the tender documents. If the scope is changed by the Principal, we reserve the right to review and amend our rates based on the revised scope.</p> | Impact to be assessed in the Detailed Design Phase. |
| <b>Tenderlink Forum</b>   |   |   |
| Flank Fill Material   | We have allowed to use on island topsoil for the flank fill works.  | \$1,000,000   |
| <b>Alternative Proposals</b>  |   |   |
| Document and Clause No.   | Details of Alternative Proposal   | Alternative total tender price \$                   |
|   | Alternative 18t pneumatic tyre with a Sakai vibrating 9t and 8t steel roller for 6t steel.  | Nil impact we are supplying equivalent equipment    |

TENDER NUMBER: SPT171819NIRC

| BORAL  |  |   |
|--|--|---|
| DOCUMENT & CLAUSE No.                                    | DETAILS OF MINOR NON CONFORMANCE   | Regional Procurement Response   |
| Area   | Qualification  |   |
| Biosecurity for aggregate & sand                         | <p>The conforming offer allows for the bulk transport of aggregates and sand without treatment, because Biosecurity, Department of Agriculture and Water Resources are unable to confirm any specific requirements at the time of tender. Boral has costed the full heat steralisation, and subsequent bagging, of imported aggregate and sand and that treatment is valued here.</p> <p><b>Valuation: \$4,200,000</b></p>   | <p>Council acknowledges that Bio-Security is a potential cost issue however Council expects that the Contractor will work with Council to provide a solution to allow for a clean (pest free) solution without the need for heat treatment.</p> |
| Groyne Construction Environmental Impact Statement (EIS) | <p>NIRC are responsible for obtaining all required approval for the installation of the groyne in Ball Bay. Boral's price is to establish the groyne at Ball Bay is subject to the conditions of the Development Approval. At the time of submitting its offer, Boral assumes there will be no additional requirements or work arising from the conditions of the Development Approval. Any work to be done in order to comply with the conditions of the DA will be priced by Boral as a variation.</p> | Noted   |
| Asphalt Plant Development Approval                       | <p>NIRC are responsible for obtaining all required approvals for the development and operation of a mobile asphalt production plant.</p> <p>At the time of submitting its offer, Boral assumes there will be no additional requirements or work arising from the conditions of the Development Approval. Any work to be done in order to comply with the conditions of the DA will be priced by Boral as a variation.</p>  | <p>Noted</p> <p>Noted</p>   |
| Performance Guarantee                                    | <p>The Performance Guarantee in the AAPA Specification in its current form is not clear. Boral's offer is subject to further discussion and agreement as to the quantification of performance and clarity on the methods of measurement.</p>   | Noted   |

|                              |  |   |
|------------------------------|--|---|
| Importation of Raw Materials | <p>If for any reason, the imported raw materials are unable to be unloaded onto Norfolk Island due to external factors beyond Boral's control (including but not limited to Stevedore or biosecurity issues), Boral is to be entitled to:</p> <ol style="list-style-type: none"> <li>1. full reimbursement of all of Boral's costs incurred up until that date; and</li> <li>2. the right to terminate the contract without any penalty to Boral.</li> </ol> | <p>Disagree. Council determines that the contract (GC21) contains sufficient provision for such occurrences as referred to under Clauses 68 - 72 of the contract. In such cases it would be envisaged that the Parties would negotiate a suitable resolution.</p> <p>Disagree. Council determines that the contract (GC21) contains sufficient provision for such occurrences as referred to under Clauses 68 - 72 of the contract. In such cases it would be envisaged that the Parties would negotiate a suitable resolution.</p> |
|                              | <p>The biosecurity compliance requirements are currently unclear. Boral has assumed the following:</p> <p>Coarse Aggregates</p> <ul style="list-style-type: none"> <li>• Quarry products will be produced, transported and placed in stockpile at a staging area;</li> <li>• The material will then be tested to confirm compliance;</li> <li>• The material will be transported from the staging area to the marine barge in clean trucks;</li> </ul>       | <p>Noted</p>  |

|                                       |  |       |
|---------------------------------------|--|-------|
| Biosecurity Compliance                | <ul style="list-style-type: none"> <li>The material will then be loaded onto the marine barge and transported to Norfolk Island.</li> </ul> <p>Any requirements which deviate from the above will constitute a variation and may require repricing. There is no pricing for any biosecurity compliance for quarry products and natural sand in Boral's conforming offer.</p> <p>When biosecurity compliance requirements are fully known this will be assessed and priced as a variation.</p> <p>Boral have allowed for cleaning of plant &amp; equipment as specified in the "Preliminaries" document.</p> <p>Boral have provided for full heat steralisation and bagging of sand and aggregates as an alternative offer.</p> |       |
| Decommission-ing of Hydrant Line      | A date for taking possession of the apron after decommissioning of the fuel hydrant line will be nominated in the contract. Any delay in handover will constitute "Principal Caused Delay"   | Noted |
| Tender Program                        | The program provided at the time of tender assumes contract award at the end of February 2019. Any later date of award may require a revision of the program.  | Noted |
| Areas for use by the contractor       | Boral's offer relies on NIRC providing suitable areas for site compounds and material storage at no rental (or other) cost. Boral's requirements for compounds and storage are included in the schedule Methodology, item 4.   | Noted |
| Equipment supplied under the contract | Boral will supply the transfer paperwork for the plant and equipment to be supplied under the contract. Any registration fees, stamp duty or other costs associated with the ownership transfer will be at the cost of the new owner, NIRC.  | Noted |
| Flight test of AGL                    | A flight test for installed AGL utilising a CASA approved pilot is included in the tendered sum. Any fees on this test flight applied by NIRC or Norfolk Island Airport have not been allowed and would constitute a variation.  | Noted |
| Pavement Design Limitation            | The Pavement Design and Warranty provided by Boral and its designer will be limited to the asphalt and concrete works undertaken during the contract. The design will not address the underlying pavement, except to the extent of test results provided by the Principal, nor existing geometrical non-compliances with CASA MOS Part 139.  | Noted |
| Pavement Design Changes               | The logistics associated with delivery of the project introduce many variables into the cost. For any significant change to the quantities in the tender schedule, as a result of design, Boral reserves the right to reprice all related scheduled items.   | Noted |
| Differential Movement                 | The mass concrete apron pads and adjacent flexible asphalt pavement may move differently, under load, over time. Boral's warranty excludes any impediment to aircraft movement as a result of differential movement between the 2 pavement types.  | Noted |

|                          |  |  |
|--------------------------|--|--|
| Airfield Ground Lighting | Refer to 1. SPT171819NIRC Tender Schedules, pages 204 to 239 for full details of the AGL Works design qualifications. Note that the AGL Subcontractor Pricing Schedule has been incorporated and consolidated into the main 1. SPT1718NIRC Tender Schedules on pages 12 to 15.   | Noted  |
| Conditions of Contract   | Boral would seek to negotiate the terms and conditions of the GC21 contract proposed. Detailed departures have not been proposed at this stage until the final scope and options are clearer.  | Council are open to reasonable negotiations however all departures from the stated T&C's are at Council's reasonable discretion. |
| Insurance                | <p>"Boral would seek to agree a position in line with the following principles:</p> <ol style="list-style-type: none"> <li>1. Where Boral is required to maintain insurance, Boral would rely in its existing group insurances, and the sole purpose of any Boral agreement to maintain insurance would be to insure and help Boral fund its responsibility for direct losses incurred by Norfolk Island Regional Council to the extent caused by Boral's negligent performance of work under the contract (to be agreed).</li> <li>2. Boral doesn't agree to disclose confidential or commercially sensitive or privileged information (including Boral's insurance policy wording that could prejudice Boral's rights under its insurances), and Boral doesn't agree to permit any third party to approve the terms or insurers of Boral's insurances."</li> </ol> |  |
|                          | Council requires Boral to separately identify and quantify the value of Waste Management Levies included in the Tender Price Schedule.   |  |
|                          | Council require Boral to confirm the date the outstanding Asphalt Mix Design is to be submitted.   |  |



TENDER NUMBER: SPT171819NIRC

| PENSAR PROJECTS  |  |   |
|--|--|---|
| Document & Clause No   | Details of Minor Non-Conformance   | Price to Achieve Full Conformance \$  |
| GC21 – General Conditions of Contract, Clause 55 The Contract Price, item 2 adjustment for Rise and Fall | Contract Information Item 41 Rise and Fall adjustments, The Contract shall be adjusted for Rise and Fall for Fuel and Bitumen. Fuel will be benchmarked at time of tender submission at the Burnt Pine Fuel index and the Bitumen shall be the gate price index in Brisbane.           | Due to the long lead logistics, both these indexes are Internationally and Nationally influenced and such cannot be priced. |
| GC21 – General Conditions of Contract, Clauses 55.4, Provisional Sum Margin.                             | Contract Information Item 43 Provisional Sum margin does not include profit and off-site overheads. The Provisional Sum will be subject to 10% Profit Margin, 4% Off-site Overheads and the On-site Overheads will be subject to pricing at the time of the works.                     | Not Applicable  |
| GC21 – General Conditions of Contract, Clauses 47 and 79, Provisional Sum Margin                         | Contract Information Item 44, the Contractor's Margin will be Profit at 10%, Off-site Overheads at 4% and the On-site Overheads will be subject to pricing at the time of the works.   | Not Applicable  |
| GC21 – General Conditions of Contract, Clause 39, Design by Contractor                                   | Contract Information Item 38, Pavement Design will be Pavement Asphalt Geometric Design as the Contractor does not have responsibility to design Asphalt Pavement Strength (other than the Asphalt Mix Design)   | Not Applicable  |
| GC21 – General Conditions of Contract, Clause 58 Payment Claims  | Clause 58.7 Unfixed Materials, will be amended to allow for the inclusive of payment for Unfixed Materials – Supply at 50% on delivery to Brisbane dedicated yard and 50% on departure from Brisbane. Pensar have included specific supply items in the project Tender Price Schedule. | Not Applicable, due to the long lead procurement and logistics supply.  |

Alternative Proposals

| Document & Clause No  | Details of Alternative Proposals  | Alternative Total Tender Price \$ |
|---|---|-----------------------------------|
| Addendum – Deletion of Pricing Option 1 (On Island Crushed Aggregate) | Pensar offer an alternative to utilise Cascade Quarry to supply Crushed Aggregate for Concrete. We refer to Schedule Methodology Item 5, Quarry Operations (alternative). Our proposal is to use non-detonating explosive techniques to remove 15,000t of rock on the Cascade Quarry face nominated in BCA Consulting report dated 21 November 2018. 10,000t shall remain in Cascade Quarry for Norfolk Island future use and approximately 5000t (royalty only) will be raw product for Concrete Aggregates and crusher sand for AGL. Our solution will provide opportunity for local industry to participate, lower the Biosecurity risk, provide for future rock supply and create harmony on the Island). Pensar will work closely with NIRC to gain the DA approval. | Savings <\$100,000>               |
| LED AGL Lighting  | To Supply and Install LED lighting for AGL.   | Additional \$74,670               |
|   |   |                                   |
|   |   |                                   |

| Boral                      |       | Lotta | bruce | tony  | alan  | alistair | greg  | boral<br>FINAL | fulton | pensar |
|----------------------------|-------|-------|-------|-------|-------|----------|-------|----------------|--------|--------|
| Physical / Human Resources | 10.00 | 9.00  | 7.00  | 9.00  | 9.00  | 8.50     | 9.00  | 8.58           | 9.67   | 8.08   |
| Contract Program           | 10.00 | 8.00  | 8.00  | 6.00  | 9.00  | 8.00     | 8.00  | 7.83           | 8.67   | 8.00   |
| Previous Experience        | 10.00 | 9.00  | 9.00  | 9.00  | 9.00  | 10.00    | 8.00  | 9.00           | 8.75   | 7.50   |
| Reference Checks           | 10.00 | 0.00  | 0.00  | 0.00  | 0.00  | 0.00     | 0.00  | 9.60           | 6.53   | 6.60   |
| Methodology                | 15.00 | 13.00 | 14.00 | 13.00 | 12.00 | 8.50     | 12.00 | 12.08          | 12.75  | 11.92  |
| Technical Solutions        | 15.00 | 12.08 | 0.00  | 11.92 | 0.00  | 0.00     | 10.00 | 10.00          | 10.00  | 5.00   |
| Fulton Hogan               |       |       |       |       |       |          |       | 57.10          | 56.36  | 47.10  |
|                            |       | Lotta | bruce | tony  | alan  | alistair | greg  | 30.00          |        |        |
| Physical / Human Resources | 10.00 | 10.00 | 10.00 | 9.00  | 9.00  | 10.00    | 10.00 | 87.10          |        |        |
| Contract Program           | 10.00 | 9.00  | 7.00  | 10.00 | 9.00  | 8.00     | 9.00  | 29.60          |        |        |
| Previous Experience        | 10.00 | 8.00  | 9.00  | 7.00  | 9.50  | 10.00    | 9.00  |                |        |        |
| Reference Checks           | 10.00 | 0.00  | 0.00  | 0.00  | 0.00  | 0.00     | 0.00  | 86.70          |        |        |
| Methodology                | 15.00 | 15.00 | 13.00 | 13.00 | 12.50 | 10.00    | 13.00 |                |        |        |
| Technical Solutions        | 15.00 | 0.00  | 0.00  | 0.00  | 0.00  | 0.00     | 10.00 |                |        |        |
| Pensar                     |       |       |       |       |       |          |       |                |        |        |
| Physical / Human Resources | 10.00 | 7.00  | 7.00  | 9.00  | 9.50  | 9.00     | 7.00  |                |        |        |
| Contract Program           | 10.00 | 9.00  | 7.00  | 6.00  | 9.50  | 8.50     | 8.00  |                |        |        |
| Previous Experience        | 10.00 | 6.00  | 7.00  | 7.00  | 9.50  | 9.50     | 6.00  |                |        |        |
| Reference Checks           | 10.00 | 0.00  | 0.00  | 0.00  | 0.00  | 0.00     | 0.00  |                |        |        |
| Methodology                | 15.00 | 15.00 | 12.00 | 13.00 | 12.50 | 9.00     | 10.00 |                |        |        |
| Technical Solutions        | 15.00 | 0.00  | 0.00  | 0.00  | 0.00  | 0.00     | 5.00  |                |        |        |

**Peter Salafia:**  
Does not include \$4.2M  
allowance for Bio-  
Security treatment

**Peter Salafia:**  
Revised total \$ allowing  
for additional Bio-  
Security costs of \$4.2M