



## Heathrow Southern Railway and Rock Rail provide insight into third party rail investment

Ahead of [Attracting Third Party Investment into the UK Rail Sector](#) on the 31st January in London, Graham Cross, Executive Director at Heathrow Southern Railway and Mark Swindell, Founding Partner at Rock Rail, provide insight into third party rail investment.

### Graham Cross

Executive Director

### Heathrow Southern Railway

**What delivery model do you believe is best for third party investment in the rail sector?**

I don't think it is necessary to devise a single model. There are lots of models which would work. I think it is important to retain policy principles that bodies other than Network Rail can devise, specify, finance and implement investment in rail infrastructure.

**Who needs to make the next step to further the case for third party investment?**

The Department for Transport need to issue a policy and a process. One of the challenges for promoters is working out how and who to engage with at DfT.

**Rail is a notoriously slow moving industry, do you believe investment profiles investing in projects could help alter the effectiveness of delivery?**

It is possible for investment to be delivered quickly when the incentives are there. Chiltern for example took just 18 months from financial close to passengers using the Evergreen 3 Phase 1 project, which reduced line speeds and took 20 minutes off the London to Birmingham journey time for £130m. Chiltern was motivated to complete the enhancement quickly because only once it was complete and passengers were using it, would the income start to flow.

*(Continued overleaf)*



HEATHROW  
SOUTHERN  
RAILWAY

*"It is possible for investment to be delivered quickly when the incentives are there."*

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**Mark Swindell**  
*Founding Partner*

## Rock Rail

**What delivery model do you believe is best for third party investment in the rail sector?**

A special purpose infrastructure asset owner with exclusive rights to respond to an operator led requirement, procuring prime industry contractors and with availability based long term revenue stream.

**Who needs to make the next step to further the case for third party investment?**

The Government needs to procure some SPV infrastructure owners without Network Rail.

**Rail is a notoriously slow moving industry, do you believe investment profiles investing in projects could help alter the effectiveness of delivery?**

Third party infrastructure investors would positively change the culture of the industry and deliver significantly better value for money.



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*“The Government needs to procure some SPV infrastructure owners without Network Rail.”*

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## Hear from Graham Cross and Mark Swindell...

...as well as KPMG, East West Rail Company, Windsor Link Railway, CBRE and Transport for the North at [Attracting Third Party Investment into the UK Rail Sector 2018](#), taking place in London at Dentons on Wednesday 31st January.

Tickets start from just £299 + VAT, (group booking discounts available) for full details of the programme and how to secure your place visit <http://bit.ly/343CON>.

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