

Management and regulation of port concessions

International Seminar

Targeted audience

The program of the seminar was conceived for a broad audience which could be made up as well of administrative staff and executives of public firms, confronted with the installation of operations of partnership in the port sector, as managers of private firms, candidates with these operations of partnership.

Objectives

By the end of the seminar, the participants will have acquired sufficient knowledge to enable them to progress significantly in the development and the establishment of port concessions in their own countries. The seminar will guide the participants with competencies necessary to regulate the problems arising from the new economic environment of the sector.

Paris	From Monday 21th to Friday 25th May 2012	Registration : Tél : + 331 4251 6111 Fax : + 331 4251 6131	Session n°42008	4 000 €+ TVA Included lunches
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Coordination : Mr. Gustav de Monie/ *Consultant*
Mr. Laurent THORRANCE / *Axelcium*
Organisation : [Mrs Laurene PULLIAT / Metratech](#)

Monday 21th

Context of opening of ports to the public-private partnership

Historical prospect
Challenges and current problems

Preparation of the legal, social and tax framework

Institutional framework
Social context
Tax and customs context
Mode of competition

Mr. de MONIE

Tuesday 22th

Reorganisation of the public authority

Adaptation of the port authority
Adaptation of main administrative services
From administrative culture to firm culture
Exercise of the function of regulation
Practical application of a case study

M. POITOU, Port du Havre

Installation of the convention of partnership

Cohesion with the legal framework
Right and obligations of the parts
Legal safety
Regulation of the litigation and modifications of the contracts

Mr. de MONIE

Wednesday 23th

Methods of follow-up of the partnership

Choice and application of tariff policies
Definition of the data to be followed
Obligations of information
Methods of dialogue
Follow-up and control
Control of the evolutions of the context
Appeal procedures and arbitration

Mr. de MONIE
Iper du Havre

Finalization of the contract

Identification of the residual risks
Leg negotiation
Drafting of final convention

Mr. COUSIN
Gide Loyrette Nouel

Thursday 24th

Presentation of the Port of the Havre installation and organization

Friday 25th

Regulatory approach PPP in the port sector

Specificities of the port PPP of a financial point of view
Analysis of the constraints
Principles of regulatory engineering
Principles of financing engineering

Economic and financial models of regulation : case studies in the port sector

Introduction to financial modeling
Financial analysis « corporate »
Tariff regulation and renegotiation

Mr. THORRANCE