

Project development and financing

International seminar

Targeted audience

Project managers from public and private organisations (sponsors, contractors and governments).
Financial officers and lawyers involved in project finance (banks, credit agencies...).

Objectives

- desing the various stages of a successful project,
- create a stable institutional framework,
- design a good legal environment,
- propose an appropriate risk allocation,
- finance the project with the best techniques available,
- monitor the project.

Paris	From Monday 4th to Friday 8th june 2012	Inscriptions : Tél : 33 1 4251 6116 Fax : 33 1 4251 6131	Session n°42006	4 000 €+ TVA Déjeuners inclus
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Coordination : M. Alain FAYARD / MEDAD
M. Marcel SARMET / *Projet Finance Consultants*
Organisation : [Florent STREIFF / Metratech](#)

monday 4th june

Master project financing concepts

Specificities
Actors and roles
Main features and principles
Advantages and drawbacks
Sources of financing
Phasing process
Frequent misunderstandings

Financing structures

M. SARMET

Understand public-private partnership principles

What are the concerned projects ?
Nature of contractual relationships
Features of partnerships
Different forms of contracts

Mrs GUELTON
University Paris XII

tuesday 5th june

Master contract law aspects

Legal and cultural framework and specificities
Main financial clauses and guarantees

M. de CAZALET
Gide Loyrette Nouel

Assessment and allocation of project risks between actors

Guarantees offered by credit and multilateral development agencies and governments

Mrs DERUE
DEXIA

wednesday 6th june

Project Finance modelling

Objectives and characteristics
Structure
Rules and presentation

M. COHEN
BNP-PARIBAS

Approach and role of credit export agencies in project finance

Mrs BOURAT
SOCIETE GENERALE

thursday 7th june

Project finance specificities in road projects

Point of view of the granter's position
Example of a finance modelling for road project

M. FAYARD

Case study : Eurotunnel

M. SARMET

friday 8th june

Workshop – Power project

Participants will be divided into groups representing a borrower and a lender. They will have to negotiate the best project financing proposal given the interests they represent and on the basis of a financial model they will have to develop. Results of the negotiations and financial models achieved will be discussed at the end of the workshop

M. COHEN

Workshop – Water project

Participants analyse a finance modelling of a water project with computers. They will be asked to compare various solutions with respect to the influence of given parameters

M. THORRANCE
AXELCIUM