

# 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.

<b>Paris</b>	<b>From Monday 27th to Friday 31<sup>th</sup> May 2013</b>	Registration : Tél : + 331 4251 6111 Fax : + 331 4251 6131	<b>Session n°23022</b>	4 150 €+ TVA Included lunches
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Coordination : Mr. Gustav de Monie/ *Consultant*  
Mr. Laurent THORRANCE / *Axelcium*  
Organisation : [Mrs Virginie PAC / Metratech](#)

### Monday 27th

#### 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 28th

#### 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 29th

#### 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 30th

#### Presentation of the Port of the Havre installation and organization

### Friday 31st

#### 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