

By the end of this seminar, the trainees will have acquired elements of knowledge and methods allowing them to :

- Design 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 technique available,
- Monitor the project

Targeted audience

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

Monday, 15th of June

Jean-Olivier LAVAL PFC –
Metrattech

Opening of the seminar

Marcel SARMET *Projet Finance Consultants*

Master project financing concepts

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

Financing structures

Sonia GUELTON *Université Paris XII*

Understanding public-private partnership principles

- What are the concerned projects?
- Contractual relationships
- Features of partnerships
- Different forms of contracts

Tuesday, 16th of June

Bruno de CAZALET *Consultant*

Master contract law aspects

- legal and cultural framework and specificities
- Main financial clauses and guarantees

Cédric CHATEL *Société Générale*

Assessment and allocation of project risks between actors

Guarantees offered by credit and multilateral development agencies and governments

Wednesday, 17th of June

Laurent THORRANCE *Axelcium*

Project finance modelling

- Objectives and characteristics
- Structures
- Rules and presentation

Cédric CHATEL

Approach and role of credit export agencies in project finance

Thursday, 18th of June

Alain FAYARD *Consultant*

Project finance specificities in road projects

- Overview of the grantor's position
- Example of a finance modelling for road project

The innovative contracts in road sector

Friday, 19th of June

Laurent THORRANCE *Axelcium*

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 interest they represent and on a 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 this workshop

Laurent THORRANCE

Workshop – Water project

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

Jean-Olivier LAVAL

Evaluation and closing of the seminar

Workdays begin at 9:30 am and end at 5:30 pm
The seminar takes place in Maison des Ponts 15 rue de la Fontaine au Roi 75011 Paris