

By the end of the seminar, organized with the IPER of Le Havre, the trainee 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 necessary competences to regulate the problems arising from the new economic environment of this sector.

#### Targeted audience

The program of this seminar was conceived for a broad audience which could make up as well as 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

#### Organization

**Virginie Pac**

*Metrattech*

#### Coordination

**Hendrik LOHSE**

*IPER Le Havre*

#### Inscriptions

Tél : +331 4251 6116

Fax : +331 4251 6131

#### Monday, 16<sup>th</sup> of May

■ 9h30 **J-Olivier LAVAL** *Metrattech*

Opening of the seminar

■ 10h00 **Hendrik LOHSE** *IPER Le Havre*

#### Context of opening of ports to the public-private partnership

Historical prospect

Challenges and current problems

■ 14h00 **Bruno DE CAZALET** *Consultant*

#### Concession contracts and legal framework

Identification of residual risks

Contents of the agreements

Methods of signing

#### Tuesday, 17<sup>th</sup> of May

■ 9h30 **Patricia HAUWELLE** *GPMH*

#### The concession of the terminal of Port 2000

Context and institutional frame

Critical analysis

■ 14h00 **Patricia HAUWELLE**

#### Analysis of the various models of ports concessions

Port organization

Management of the port area

The regime of responsibilities in ports

#### Wednesday, 28<sup>th</sup> of May

■ 9h30 **Morgane SIBUÉ** *GPMH*

Choice and application of tariff policies

■ 14h00 **Morgane SIBUÉ**

Project profitability

#### Thursday, 19<sup>st</sup> of May : Technical visit to the port of Le Havre

■ 10h00 **Port du Havre**

Concessions : outlook of the concessionary

■ 14h00 **Port du Havre**

Guided tour of the installations of the port and Port 2000

#### Friday, 20<sup>th</sup> of May

■ 9h30 **Laurent THORRANCE** *Axelcium*

#### Regulatory approach PPP in the port sector

Specificities of port PPP

Analysis of ties

Principles of regulatory engineering

Principles of financing engineering

■ 14h00 **Laurent THORRANCE**

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

Introduction to financial modeling

Financial analysis « corporate »

Tariff regulation and renegotiation

■ 16h00 **Jean-Olivier LAVAL**

Evaluation and closing of the seminar

Workdays end at 5:30 pm

This seminar takes place in Maison des Ponts 15 rue de la Fontaine au Roi 75011 Paris