

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, 13th 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, 14th 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, 15th 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, 16th 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, 17th 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