

# 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 insitutional framework,
- design a good legal environment,
- propose an appropriate risk allocation,
- finance the project with the best techniques available,
- monitor the project.

<b>Paris</b>	<b>From Monday 3<sup>th</sup> to Friday 7<sup>th</sup> june 2013</b>	Inscriptions : Tél : 33 1 4251 6116 Fax : 33 1 4251 6131	<b>Session n°23023</b>	4 150 €+ TVA Déjeuners inclus
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Coordination : M. Alain FAYARD / MEDAD  
M. Marcel SARMET / *Projet Finance Consultants*  
Organisation : [Catherine BAROT / Metratech](#)

### monday 3<sup>th</sup> 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 4<sup>th</sup> 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 5<sup>th</sup> 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 6<sup>th</sup> 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 7<sup>th</sup> 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