

6 GIUGNO 2007 - WORKSHOP:

**SUCCESSFULLY MANAGING PROJECT
FINANCE IN EMERGING MARKETS**

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VIA DEL BUFALO, 126 - ROMA



- 9.00 PARTICIPANTS REGISTRATION**
- 9,30 WELCOME AND INTRODUCTION TO THE WORKSHOP**
Emanuele Baldacci (SACE Chief Economist)
- 9,45 INTRODUCTION: PROJECT FINANCE AND SACE**
Ivan Giacoppo (SACE - Senior Manager Structured & Project Finance Division)
- Rationale of PF (Advantages and Disadvantages)
 - Involvement of ECAs
 - Role and value of collateral in PF transactions
 - Q&A
- 10.15 APPRAISING AND STRUCTURING PROJECT FINANCE TRANSACTION.**
Darren Davis (HSBC - Head of Project and Export Finance, MENA)
Alessandra Ricci (SACE - Senior Manager Structured & Project Finance Division)
- Methodology
 - Team Organization
 - Areas of focus (internal, consultants, other financiers)
 - Process
 - Q&A
- 11.10 COFFEE BREAK**
- 11.25 CASE STUDY 1: POWER SECTOR: MARITZA**
Sylvie Leclerque (SOCIÉTÉ GÉNÉRALE – Managing Director, Head of Structured Export Finance)
Livio Mignano (SACE – Senior Manager Structured & Project Finance Division)
- Q&A
- 12,30 LUNCH BREAK**
- 14.00 CASE STUDY 2: PETROCHEMICAL SECTOR: SEPC**
Sarosh Mewawalla (LINKLATERS, Partner)
Ivan Giacoppo (SACE - Senior Manager Structured & Project Finance Division)
- Q&A
- CASE STUDY 3: OIL AND GAS SECTOR: THE NIGERIA LNG CASE STUDY**
- 14,45**
Marina Vettese (SACE- Senior Manager Structured & Project Finance Division)
- Q&A
- 16.15 CONCLUSION**