**PROFESSIONAL EXPERIENCE OF THE FRANCOIS SERRES LAW FIRM**

FRANÇOIS SERRES law firm is an international law firm registered with the Paris Bar, with extensive experience in PPPs since the end of the 1990s.

The firm works with international institutions, governments and private clients.

The firm provides consulting services in many sectors (Energy, Infrastructure (rail, ports, highways), Social sectors, Special economic zones and Agroparks, Urban development and in the framework of projects requiring a multidisciplinary approach, with economists, financiers, technicians, regulators.

The consulting services provided are related to the following areas:

* **Diagnostic studies: Sectoral assessment, governance framework, assessment of procurement systems, economic and sectoral environment of PPPs;**
* **Development of laws and institutional framework for Public Procurement and PPP, WAEMU Directive on Public Procurement and PPP, Sectoral regulatory framework (Energy/Hydrogen);**
* **Support for PPP Units (Ivory Coast, Benin);**
* **Strategic study on the promotion of PPPs (WAEMU)** ;
* **Evaluation of PPP projects, feasibility studies, definition of contractual schemes, financial structuring, development of tender documents and contract models (Performance contracts, Concession contracts, PPP contracts with public payment);**
* **Conducting negotiations, contractualization;**
* **Development of training modules, Training.**

The Law Firm is also heavily involved in the development and operationalization of special economic zone and agroparks projects.

* **Strategic framework (Senegal, Central Africa, Madagascar, Ivory Coast, Abidjan Ouaga Corridor, Abidjan Lagos Corridor);**
* **Legislation on SEZs (Senegal, Guinea, Madagascar, Burundi, DRC);**
* **Feasibility studies (Senegal, Madagascar, Ivory Coast, Cameroon);**
* **Governance framework (Senegal, Mauritania, DRC);**
* **Project development/Investments/Due diligence (Angola, Togo, DRC);**
* **Contractual Negotiations and Contract Review (Senegal, Republic of Congo)**
* **Training (UNECA for Cemac Zone and Afrexim Bank (Southern Africa Zone)**