

## **Andrew Loewenthal**

### **Public - Private Finance Specialist**

**Director:** ProFina – Project and Private Finance  
Craven House, 121 Kingsway London WC2B 6PA

**Education:** B A, B Econs, Sloan Fellowship, LBS.

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### **Key Experience**

Senior advisor and project leader in structuring, planning, implementing and appraising private sector participation in energy, transportation and utilities markets.

Thirty years experience as business economist and project banker lending in developed and developing world. Advisor to governments and private sector participants in 25 countries.

### **Tasks frequently undertaken:**

- ◆ Privatisation and transition advice, Development of project risk structure
- ◆ Development of the projects financial model, Due diligence of the model financial assumptions
- ◆ Concession and market design, award criteria. Review and advice on regulatory and institutional framework for the sector.
- ◆ Risk identification, transfer, allocation and pricing
- ◆ Preparation of detailed appraisal of alternative, ownership, charging, operating and financing modalities.
- ◆ Evaluation and design of public sector regulatory and monitoring agencies
- ◆ Evaluation of the private sector policy and institutional framework
- ◆ Definition of project scope to attract private sector involvement in the project components. Transaction advice and execution
- ◆ Identification and definition of constraints on private sector involvement and recommend solutions to removing them.
- ◆ Advice on the appropriate bidding and procurement strategy.
- ◆ Assistance in negotiating concession agreements and financial closing
- ◆ Preparation and delivery of courses and seminars on project finance and private sector participation.

**Country experience** – South and East Asia, Pacific, Africa, Europe and Middle East

**Contacts** - For details of approach see ProFina brochure attached; for further detailed CVs and experience email above.