

## **Didier GUYNET**

52 year old, born December 2, 1959  
French Nationality

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### **PROFESSIONAL RECORD**

#### **Since November 2008: AEROPORTS DE PARIS INGENIERIE (ADPI)**

*A subsidiary of Aéroports de Paris dedicated to airports master planning, designing and engineering (yearly turnover of € 80 million and a staff of 450)*

##### SETTING UP AND ORGANISATION OF A CONTRACT MANAGEMENT UNIT

- Participating to the implementation of a proposals/bids screening and contract analysis procedure
- Setting-up a suite of in-house standard contracts
- Reviewing contracts (clients, sub-consultants, partners)
- Preparing insurance subscription in connection with ADPI's mother company legal department
- Supporting all operational staff members for all contractual issues, including the preparation of works contracts for ADPI's clients.

##### FOLLOW-UP OF ADPI'S OVERSEAS SUBSIDIARIES/BRANCHES

- Preparing briefs for Board and General Assembly meetings of ADPI's subsidiaries (Lebanon, Libya)
- Following up the setting up of new branches overseas (Mauritius, Qatar, Chile)

##### OPERATIONAL SUPPORT FOR THE PROJECT MANAGEMENT TEAM IN LIBYA, A € 2BILLION PROJECT FOR THE COMPLETE RESTRUCTURING/EXTENSION OF TRIPOLI INTERNATIONAL AIRPORT

- Advising for the transformation of the Passenger Terminals works contracts from a "cost + " to a lump sum contract (€ 1.5 billion)
- Analysing claims from the main contractor
- Preparing and negotiating ADPI's claims to the Client
- Renegotiating the contracts of ADPI's sub-contractors
- Managing disputes and litigation in connection with the project (in France and in Libya).

#### **1993-2008: OGER INTERNATIONAL,**

*A French construction engineering firm (yearly turn over of € 100 million and staff of 400)*

##### **Since 1998: Legal and Contract Manager, Paris, France**

##### INTERNATIONAL BUSINESS DEVELOPMENT AND CONTRACT MANAGEMENT

- Tender preparation: preparation of application for pre-qualification, tender

preparation, joint venture negotiation with local partners.

- Contract analysis, drafting and negotiation: design and/or supervision contracts (Oger International) and EPC contracts (assisting Saudi Oger in Abu Dhabi).
- Claim management.

#### CORPORATE ACQUISITIONS AND SETTING UP BRANCHES

- Analysis of partial / total takeover of engineer firms
- Setting up of Oger International branch office in Morocco (200 staff as of today).

#### FINANCIAL ANALYSIS AND PROJECT FUNDING

- Interface and negotiation with banks for the funding of the company head office project in Saint-Ouen, France (€ 30 million)

### **1993 – 1997: Contract and Finance Consultant, seconded to the Council for Development and Reconstruction, Beirut, Lebanon**

ADVISOR FOR PROCUREMENT, CONTRACT PREPARATION, NEGOTIATION FOR BUILDING CONTRACTS AND FUNDING AGREEMENTS, LOAN AGREEMENT FOLLOW-UP

- Negotiator with supply firms and banks for :
  - a US\$ 540 million project for two combined cycle power plants involving 7 different funding sources and a mix of 14 loans;
- Evaluation and/or negotiation of BOT projects :
  - Lebanon's GSM cellular phone networks,
  - Beirut Conference Centre
  - Underground car parks in Beirut

### **1986 - 1993 : AGENCE FRANÇAISE DE DEVELOPPEMENT (AFD)**

*The French aid agency (€ 2,000 million yearly new lending and a staff of 1,500)*

CREDIT OFFICER FOR INFRASTRUCTURE PROJECTS – FRANCE (2 YEARS), GHANA (2 YEARS) AND TERRITORY OF FRENCH POLYNESIA (3 YEARS)

- State-owned projects : new lending for € 10 to 20 million yearly for projects in the transport, telecommunications, health, power generation/distribution and water supply sectors
- BOT projects : ports, airports, solid waste treatment (waste recovery, compost production, incineration and power generation)

### **1984 - 1986 : Volunteer for the French National Service,**

*Seconded to the Development Bank of Vanuatu (South Pacific) as Chief Accountant.*

In charge of the book-keeping department of the Bank supervising of unit of 7 employees  
Assistance to the yearly audit of the accounts ;  
Appraisal of some projects financed by the Bank.

## **EDUCATION**

### **1980 - 1983 : Ecole des Hautes Etudes Commerciales (HEC)**

*A Graduate Business School providing a high level training in the field of business administration.*

Special emphasis the third year on Small and Medium firm management (Start-up, LBO, Restructuring, Consultancy).

### **1983-1984 : Université Paris-Dauphine (Paris IX)**

"Diplôme d'Etudes Supérieures Spécialisées" (DESS)

*A post-graduate course focused on corporate finance.*

## **LANGUAGES**

**French:** Mother Tongue

**English:** Fluent

*Various sojourns in English speaking countries using English as a business language*

**Spanish:** Fluent

*Various visits in Spain and in South America*

**Arabic:** Learning classical Arabic for five years

## **OTHER QUALIFICATIONS**

- A 250-hour training session in 2006/2007 for the practice of civil and commercial law as an accessory practice to Engineering.
- FIDIC accredited to act as Dispute Adjudication Board member, this accreditation being valid to be a Sole Member Adjudicator or Chairman of a Dispute Adjudication Board.