|  |  |  |  |
| --- | --- | --- | --- |
|  | PAOLO CRAVIOLATTI | | |
| **Profile** | I have more than 25 years working experience in the field of development finance, and private sector development and investment in the economic and social sectors. I have worked in 21 countries in Sub-Saharan Africa, Middle East, in Central, South and in South East Asia. I have conducted financial structuring, financial analyses, value for money assessments, cost and benefits analyses, economic appraisals of infrastructure projects (transport/mobility, industrial parks, property development, municipal services, hydropower plant and solar PV) to support the decision to invest, and increase private sector participation in projects. For Cost and Benefits Analyses I have extensively used major donor's guidelines to Cost-Benefit Analysis of Investment Projects and the UK HMT's Green Book (Appraisal of capital projects). I have managed numerous project preparation studies and contributed to innovative Project Finance structures, especially for the use of grants blended with loans for projects financed by blended finance facilities and hybrid solutions to sovereign lending and private sector lending including Export Credit Agency lending model. To date, I have managed more than 20 infrastructure project transactions, all of them with private sector participation. One of my major skills is to identify investment opportunities in the infrastructure sectors, effectively screen them for DFIs and commercial financing, and turn these opportunities into financeable deals. I have acquired project finance and corporate finance skills to value SPV and infrastructure companies. I have a strong track record in securing financing for infrastructure projects with strong climate smart credentials at national and in urban areas. I have an in-depth knowledge of international donors (DFID, USAID, EU, and World Bank Group) and development financing institutions such as EIB, KfW, AFD and AfDB, as well as private sector infrastructure funds and facilities like the Private Infrastructure Development Group (PIDG). | | |
| **Nationality** | ITALIAN | Languages | Italian (Excellent), English (Excellent), French (Basic), Spanish (Basic) |
| **Qualifications** | **LUCA D'AGLIANO SCHOLARSHIP (for Development Studies), 1992, Einaudi Foundation**  **DREYFUS SCHOLARSHIP (awarded for the best results in the Agricultural Economics Part II Examination), 1991, Not specified** | | |
| **Country work experience** |  | | |
| Experience: | | | |
| Not specified | **Not specified**  **Client: TENDER BOARD | Location: Not specified**  This consultancy supported the TENDER BOARD to fulfil a non-traditional procurement assignment for the electricity sector and acquire the expertise and skills to manage procurement process for a Build Operate and Transfer (BOT) in the power sector. | | |
| Not specified | **Senior Expert**  **Client: TENDER BOARD | Location: Lebanon**  Under this consultancy, as Senior Expert, I was embedded at the TENDER BOARD, to assess the legal framework for PPP in Lebanon, review draft tender documents and specifications that are set forth before the final issuance of tenders, formulate guidelines and recommendation on best practices, and conduct training workshops in PPP for high level Government officials, and establish the economic feasibility of the gas turbine projects to attract private sector investment. | | |
| Not specified | **Not specified**  **Client: Council of Ministers of Lebanon | Location: Selaata and Zahrani, Lebanon**  Projects/ Transactions  My role and achievements  Two Combined Gas turbine IPPs at Selaata and Zahrani sites - ~1,100MW  Review and revise the Purchasing Power Agreement to be included in the IPP tender documents  Review and revise the documents for all procurement stages  Achievements:  Successfully revised the PPA and the documents for the IPP tender  Successfully advised the Council of Ministers of Lebanon on the two IPPs and how to bring them to procurement successfully | | |
| Publications: | | | |
| Davila, J., Rich, E. and Craviolatti, P., "Review of CoST – The Infrastructure Transparency Initiative Final Report", December 2019, http://infrastructuretransparency.org/resource/cost-external-review/  Craviolatti, P., (2018). DFIs investment and job creation in Low Income Countries. K4D Helpdesk Report. Brighton, UK: Institute of Development Studies. https://www.ids.ac.uk/publications/dfis-investment-and-job-creation-in-low-income-countries/  Grundel, H. and Craviolatti, P., "Extractive Industries in Africa: A scoping paper", DFID, 2012  Craviolatti, P. "DFID Budget Support Policy Refresh", DFID Guidance Note, 2011  Craviolatti, P. "Results Based Aid/ Results Based Financing – Guidance Notes", DFID, 2010  Craviolatti, P., "Economic and Physical Resettlement of Artisinal Miners - DRC", Resettlement Action Plan (RAP) Ruashi Mining sprl / Metorex Limited. 2007  Thirtle, C.G., Hadley, D., Craviolatti, P. and Townsend, R. "A Multilateral Malmquist Total Factor Productivity Index Approach to Explaining Agricultural Growth in Sub-Saharan Africa", Discussion Papers in Development Economics, Economics Department, University of Reading, No.14, 1995  Thirtle, C.G., Hadley, D. and Craviolatti, P. "Policy Induced Innovation: Accounting for Agricultural Productivity Growth in Sub-Saharan Africa", Discussion Papers in Development Economics, Economics Department, University of Reading, No.3, 1993 | | | |