

ALI EL RAMI

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Experienced finance professional with a strong track record in structuring and managing financial processes of large-scale offshore wind projects from early tendering to operations. I bridge finance, strategy and execution, ensuring complex projects are not only well structured but also competitive, viable and successfully delivered within budget and schedule.

I am a trusted advisor and facilitator in the projects I have supported, acting as a key point of contact, transforming challenges into opportunities. I lead cross-functional stakeholders to deliver robust, consistent business cases and financial models by bringing together and enhancing complex data and perspectives.

I excel at solving complex problems thanks to my pragmatism and creativity. I am an assertive communicator, adapting my message to different audiences by actively listening and understanding their perspectives, building trust across all levels of the organization. I have a history of success driving process efficiencies through automation, standardization, and cross-team collaboration.

EXPERIENCE

PARKWIND / JERA NEX bp

Leuven, Belgium

BUSINESS DEVELOPMENT PROJECT CONTROL

Oct 2024 – Present

- Strategic finance partner, acting as interface between finance, management, and technical teams. Challenge of technical assumptions under a financial lens, to ensure the right balance of ambition and risk management, while contributing to strategic decisions throughout the tender process.
- Oversight of multiple project development aspects such as technology selection, supply chain strategy, schedule optimization, costing, LCoE estimating and project financing.
- Advisory on the financial structure and strategy for offshore wind tenders in Ireland, Germany, and the Netherlands, balancing financial rigor with competitiveness, through robust business cases, that can support project objectives, maximize shareholder value and align with investment criteria.
- Ideation, design and delivery of automated solutions to streamline processes. Built a benchmarking tool to ensure coherence across the portfolio and simulate project costs with high level of granularity. Created an LCoE standard model to assess different geographies at preliminary stages and assess different projects/scenarios at tender stage.

EDF RENEWABLES

Paris, France

STRUCTURED FINANCE PORTFOLIO SENIOR OFFICER

Jan 2022 – Dec 2023

- Managed the financial performance of four key offshore wind projects under construction (Saint Nazaire, Fécamp, Courseulles-sur-Mer, Provence Grand Large). A portfolio of complex developments totalling a budget of 6 billion euros, 1.5 GW nominal capacity and diverse foundations from fixed bottom to floating.
- Financial oversight focused on optimizing return for investors, managing and enhancing relations with lenders and creating the financial strategy supporting the business operations.
- Developed and maintained complex financial models, including scenario analysis and easy to change assumptions in order to guide strategic decision-making, providing clear, data-driven insights to internal teams and external stakeholders, including project partners and lenders.
- Acted as primary point of contact for shareholders, lenders and advisors, leading communication strategies during challenging phases and ensuring timely reporting and alignment.
- Led preparations and negotiations of financing agreements, amendments, and waivers, while supporting compliance and key contract negotiations (PPA, subsidies, EPCI, and shareholder agreements).
- Led strategic analyses for refinancing targets, advising shareholders on key parameters such as tenor, covenants, debt sizing, and pricing. Oversaw the full refinancing process of Saint Nazaire and Fécamp projects including selection of advisors, due diligence coordination (technical and legal), term sheet negotiation, and alignment of stakeholders.

- Acted as finance manager for EDF's offshore wind portfolio, overseeing project and corporate financials, managing treasury operations, and securing monthly funding.
- Led process optimization in finance and procurement activities by developing tools that automated different processes such as cash planning and forecast, monthly reports for tenders and the connection of Anaplan to SAP. These developments enhanced the efficiency and precision of the controlling team.
- Held ownership of financial controlling process including analysis of monthly and year-to-date results, business reviews, variance analysis, and delivery of audited annual accounts. Responsible of planning and budgeting process, monthly forecasts, projections and long-term strategic planning.
- Led the strategic investment planning for offshore wind at group level and monitored monthly budgets, securing all required approvals and supporting Capex and cash planning efforts.
- Played a key role in multiple restructuring transactions, including liquidations, mergers, and share acquisitions, coordinating both finance and legal workstreams.
- Acted as general secretary of the Manche Normandie Project (AO4), supporting governance and project coordination while serving as a member of the project's Coordination Committee.
- Delivered monthly Steering Committee presentations covering tender progress, risks, timeline, and technical matters. Negotiation of partner contracts and monitor of shareholders' agreements.

- Responsible for the analytics project reviewing in detail individual profitability margins by product and alternatives to improve them such as change in production source, commodities and raw materials. These findings led to reports with actionable recommendations.

EDUCATION

- Masters in accounting, audit & controlling | 2016 - 2017 | University of Angers, France.
- Masters in international management & corporate finance | 2014 - 2016 | University of Angers, France.
- MBA (Exchange semester / Academic Grant) | 2015 | University of North Carolina Greensboro, USA.

SKILLS & ABILITIES

- **Financial expertise:** Financial modelling, sensitivity analysis, project structuring, tax, accounting, treasury, FP&A, lenders and cash management.
- **Strategic project support:** Business case development, investment planning, contract & risk analysis.
- **Software:** Advanced Excel, VBA, Workflow automation, Anaplan, SAP (FI, CO, and MM), SAP BPC, Power BI, Word, PowerPoint, and CEGID.
- **Languages:** Arabic (Native), French (Fluent), English (Fluent), Spanish (Intermediate).

PROJECTS

Projects and tenders throughout my career, detailing their capacity and which stages I've been involved.

- Saint Nazaire | 480 MW: Development to operation.
- Fécamp | 497 MW: Development to end of construction.
- Courseulles-sur-Mer | 448 MW: Development to mid-construction.
- Provence Grand Large (floating) | 25 MW: Development to end of construction.
- Dunkerque | 600 MW: From tender to early development.
- Tenders: AO4-Centre Manche Normandie | 1000 MW, AO5-Bretagne | 250 MW, Ireland | 900 MW, Germany | 3000 MW, and early tendering in the Netherlands.