

# Sylvain Sénéchal, CFA MBA

## Managing Partner | Head of Transport Modelling



### Overview

- Chartered Financial Analyst specializing in **transportation** asset due diligence
- **10 years of experience** preparing traffic & revenue **forecasts** for transport projects
- International: prepared toll road, railway, port and airport **studies** on **4 continents**
- Broad transaction exposure: **equity, mergers, sales, financing, and valuation**
- Experienced in **managing teams** of independent **traffic consultants**
- Reviewed and analyzed **80+** toll road, railway, port and airport **projects**

### Academic Qualifications

- CFA charterholder, CFA Institute (2013)
- International MBA, National Chengchi University, Taipei (2008)
- BSc, Biochemistry, Concordia University, Montreal (2003)

### Publications

- Contributor, 'The Traffic Impact of Toll Roads' (2024)
- Co-author, 'It's About Time' (Infrastructure Investor, September 2022)

### Employment

#### CSR Group (2019 to present)

- Preparation of long-term traffic and revenue growth forecasts for global transportation assets (toll roads, railways, ports, airports)
- Commercial due diligence team member for successful transport asset acquisitions with a combined value over \$75 billion
- Independent review of traffic volume projections for traffic and revenue studies
- Deep-dive audits of transportation (traffic) models and their outputs
- Technical work on traffic and revenue projections for toll road-related legal cases

#### Brookfield Infrastructure Partners (2014 to 2019)

##### Manager, Global Transportation

- Management of the commercial workstream for transportation assets worldwide
- Traffic & revenue forecasting for successful transport asset acquisitions (toll roads, railways, ports) with a combined value over \$15 billion
- Evaluation of the traffic and revenue implications of concession rebalancing negotiations (Brazil, Chile, Mexico)
- Technical support and claim quantification relating to an arbitration in Peru
- Toll road-related research (e.g. congestion price modelling for Chilean toll roads)