

Project Finance and Financial Analysis Techniques for Infrastructure Projects

July 30- August 10, 2018 | Washington, DC (6.0 CEUs)

Course Description

This course on *Project Finance Fundamentals and Financial Analysis Techniques* is designed to assist investment professionals and financial analysts in gaining an understanding of the fundamentals of project finance. With this course, the Institute for Public-Private Partnerships, A Tetra Tech Company (IP3), will provide practical techniques, enhance skills, and increase the participant’s ability to analyze, structure, negotiate, and ultimately complete successful project-backed financings.

Participants will learn the basics of how to design and structure project financing models, how to review and critique project financing structures, and how to strengthen the structures of, and effectively participate in, the negotiation of financings. The course will present an overview of a typical project finance structure, effective financial model design techniques, project finance case studies, and role-playing simulations to analyze and negotiate project financings.

Learning Outcomes

By successfully completing this course, participants will be able to:

- Compare the fundamental structures of limited-recourse project financing versus corporate and sovereign financing techniques
- Design, set-up, and effectively label spreadsheet models for project financings
- Structure key technical and financial statements within project financing models: demand projections, capital investments, financing sources, etc.
- Assess project bankability under financial and fiscal different conditions
- Understand key financial concepts used by project finance investors, lenders, and analysts
- Carry out comprehensive risk analyses and assessments from various perspectives
- Develop familiarity with key project finance contracts and documentation

Course Offering

Dates: July 30-August 10, 2018

Location: Washington, DC

CEUs: 6.0

Code: 5034-WA

Tuition: \$5,500

Become a Specialist

IP3 is an accredited provider of Continuing Education Units (CEUs) as sponsored by the International Association for Continuing Education and Training (IACET).

Successful completion of this course will award 6.0 CEUs.



Who Should Attend

- Contract officers/regulatory commissioners
- Senior officials from PPP Units
- Public service, utility managers, executives and legal experts
- Investment officers and banking officials bilateral and multilateral international organizations

Course Tuition Includes

- All training sessions/materials
- Presentations
- New computer for each participant
- Web-based course content/software
- High-speed internet access
- Receptions and tours
- Daily refreshments and lunch voucher
- Enrollment in professional certification program
- Professional certification counseling

Course Contents



Understanding Fundamental Requirements of Limited-recourse Project Financing

- Review of fundamental rationale for project financing
- Key technical structures of limited-recourse project financing versus sovereign financing and corporate financing
- Key trends and dynamics that have driven and shaped the global project financing market since 1990
- The role of financial analysis and spreadsheet design and development in the project financing life cycle
- The impact of the global financial crisis on the requirements for project financing analysis and spreadsheet development

Financial Analysis Skills for Project Financing Spreadsheet Models

- Key practical characteristics of effective project analysis models: clarity, flexibility, and robustness
- Distinguishing three significant components of effective financial analysis models: inputs, data manipulations, and outputs
- Specifying the analytical needs of key project stakeholders
- Designing, labeling, and programming important financial model worksheets

Analyzing Changes to Key Project Financing Structures: Sensitivity Analyses and Credit Enhancements

- Understanding and applying sensitivity and scenario analysis techniques
- Single-iteration variable analysis versus multi-iteration Monte Carlo simulation analysis
- Analyzing the results of investment sensitivity analyses: identifying the need for additional credit enhancements to establish bankability
- Structuring, modeling, and applying project financing credit enhancement techniques: capital contributions, minimum demand and off-take guarantees, reserve accounts, subordinated debt, additional sources of revenue, public equity, and other credit enhancements

Financial Structures and Negotiation Techniques

- Understanding various financial structures
- Effective negotiation styles and techniques
- Best practices and lessons learned from actual project finance negotiations

Case studies of infrastructure project financing models

About IP3

IP3 is a leading global provider of PPP advisory and capacity building services. IP3 provides institutional support to public and private sector entities engaged in PPP projects around the world, helping mobilize private sector expertise and resources to enhance the quality and availability of infrastructure for public services.

IP3 has trained over 35,000 officials from more than 175 countries on PPP programs and opportunities, regulation operations and management initiatives, competitive utility management reform, and public policy and good governance.

Our experts have worked with more than 600 government agencies, ministries, and organizations, including some of the world's most influential institutions.



The Institute for Public-Private Partnerships

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