Gulf Infrastructure Project Finance and PPP Models Training Course

07 - 11 Dec 2026

Geneva

5900 € (Per Person)

Ref: #AF6049_29226

Course Introduction / Overview:

This intensive training course provides a comprehensive exploration of project finance, Public-Private Partnership (PPP) models, and infrastructure investment analysis, with a specific focus on the dynamic economic landscape of the Gulf region. As GCC nations accelerate their diversification strategies, massive investments in infrastructure are paramount, creating a high demand for professionals skilled in structuring, financing, and managing large-scale projects. This program is designed to equip participants with the essential tools and techniques to navigate the complexities of non-recourse and limited-recourse financing. Drawing on foundational principles from leading experts like E. R. Yescombe, author of "Principles of Project Finance," the course delves into the entire project lifecycle, from initial feasibility and financial modeling to risk allocation and contract negotiation. BIG BEN Training Center has meticulously crafted this curriculum to blend theoretical knowledge with practical application, ensuring delegates can confidently assess project bankability, structure effective PPPs, and make sound investment decisions. Participants will gain a deep understanding of the unique legal, regulatory, and financial environment of the Gulf, preparing them to contribute significantly to the region's landmark infrastructure developments.

Target Audience / This training course is suitable for:

- Finance Managers and Analysts.
- Project Directors and Managers.
- Government Officials in Ministries of Finance, Planning, and Public Works.
- Investment and Corporate Bankers.
- Legal Advisors and In-house Counsel.
- Engineering and Construction Professionals.
- Management and Strategy Consultants.
- Procurement and Contract Managers.
- Infrastructure Fund Managers.
- Risk Management Professionals.

Target Sectors and Industries:

- Energy, including Oil, Gas, and Renewables.
- Construction and Real Estate Development.
- Transportation, including Airports, Ports, and Rail.
- Utilities, such as Power Generation and Water Desalination.
- Telecommunications and Digital Infrastructure.
- Social Infrastructure, including Healthcare and Education.
- Government Agencies and Public Sector Entities.
- Banking and Financial Services.
- Legal and Professional Advisory Services.

Target Organizations Departments:

- Finance and Treasury Departments.
- Project Management Offices (PMO).
- Legal and Compliance Departments.
- Strategic Planning and Business Development.
- Procurement and Contracts Departments.
- Investment and Portfolio Management.
- Public Works and Infrastructure Departments.
- Corporate Finance Divisions.
- Risk Management Units.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze the fundamental principles of project finance and its application in the Gulf region.
- Differentiate between various Public-Private Partnership (PPP) models and select the most appropriate structure.
- Develop comprehensive financial models to assess the viability and bankability of infrastructure projects.
- Identify, quantify, and allocate project risks effectively among stakeholders.
- Understand the key legal and contractual agreements underpinning project finance deals.
- Evaluate infrastructure investment opportunities using robust analytical techniques.
- Navigate the specific regulatory and commercial challenges of the GCC market.
- Structure financing packages incorporating both conventional and Islamic finance instruments.
- Conduct thorough due diligence for potential infrastructure investments.
- Manage key stakeholder relationships throughout the project lifecycle.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring participants can immediately apply their learning in a professional context. This course moves beyond traditional lectures, employing a blended learning approach that includes detailed presentations, expert-led discussions, and collaborative group work. A central feature of the program is its reliance on real-world case studies drawn directly from landmark infrastructure projects across the Gulf region, allowing participants to analyze actual successes and challenges. Delegates will participate in hands-on financial modeling workshops, building and stress-testing project finance models under expert guidance. Interactive sessions will encourage the sharing of experiences and perspectives, fostering a rich learning environment. Team-based exercises will simulate project negotiations and risk allocation scenarios, honing participants' practical skills in a controlled setting. Continuous feedback from the instructor will be provided throughout the course to reinforce key concepts and ensure a deep understanding of the material. This immersive and practical approach guarantees a robust and lasting learning experience.

Course Agenda (Course Units):

Unit One: Foundations of Project Finance in the Gulf Context

- Introduction to Project Finance and Infrastructure Investment.
- Key Differences Between Project, Corporate, and Public Finance.
- The Project Lifecycle and Key Stakeholders.
- The Economic and Strategic Importance of Infrastructure in the GCC.
- Understanding Special Purpose Vehicles (SPVs) and Non-Recourse Financing.
- Sources of Project Finance, including Debt and Equity.
- Overview of the Current Infrastructure Market and Trends in the Gulf.

Unit Two: Public-Private Partnership (PPP) Models and Frameworks

- Defining Public-Private Partnerships (PPPs) and their Rationale.
- Types of PPP Models (BOT, BOOT, DBFO, etc.).
- The PPP Process from Procurement to Operation.
- Value for Money (VfM) and Public Sector Comparator (PSC) Analysis.
- Legal and Regulatory PPP Frameworks across GCC Countries.
- Key Success Factors and Common Pitfalls in PPP Projects.
- Case Study Analysis of a Successful PPP Project in the Region.

Unit Three: Financial Modeling and Project Viability Assessment

- Building a Project Finance Model from Scratch.
- Forecasting Cash Flows and Key Financial Statements.
- Calculating Key Ratios (DSCR, LLCR, PLCR).
- Project Valuation Techniques (NPV, IRR, Payback Period).
- Conducting Sensitivity, Scenario, and Monte Carlo Analysis.
- Assessing Project Bankability from a Lender's Perspective.
- Practical Workshop on Financial Model Development.

Unit Four: Risk Analysis, Mitigation, and Contractual Agreements

- Identifying and Categorizing Project Risks (Political, Construction, Market, etc.).
- Developing a Comprehensive Risk Matrix.
- Techniques for Risk Allocation and Mitigation.
- The Role of Insurance and Guarantees in Project Finance.
- Overview of Key Project Documents (Concession, Offtake, EPC Contracts).
- Negotiating Key Clauses in Project Agreements.
- Due Diligence Best Practices for Infrastructure Projects.

Unit Five: Advanced Topics and Regional Case Studies

- Structuring Deals with Islamic Finance Instruments (Sukuk, Istisna'a).
- The Role of Export Credit Agencies (ECAs) and Multilateral Agencies.
- Financing Renewable Energy and Sustainable Infrastructure Projects.
- Project Monitoring and Management Post-Financial Close.
- Handling Project Defaults, Restructuring, and Workouts.
- In-depth Case Study on a Major Gulf Infrastructure Project (e.g., Energy, Transport).
- Course Review, Final Q&A, and Action Planning Session.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How might the integration of AI and smart city technologies reshape the traditional risk allocation models in future Gulf-based PPP infrastructure projects?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself through its unwavering focus on the specific context of the Gulf region, a feature often overlooked in generic project finance programs. While others provide a broad overview, this training delves into the nuanced regulatory, economic, and commercial realities of financing and developing infrastructure within the GCC. The curriculum is enriched with localized case studies of prominent projects, from renewable energy initiatives in Saudi Arabia to transportation networks in the UAE, providing participants with relevant and actionable insights. A significant differentiator is the dedicated module on structuring deals using Islamic finance instruments like Sukuk, a critical component of the regional financial landscape. The methodology emphasizes hands-on application, particularly in the financial modeling sessions, where participants build and analyze models tailored to regional project characteristics. Rather than just teaching theory, the course, guided by the principles of experts like E. R. Yescombe, equips professionals with the practical skills to navigate the complexities of Gulf-based PPPs, manage region-specific risks, and structure bankable deals that align with national strategic visions.