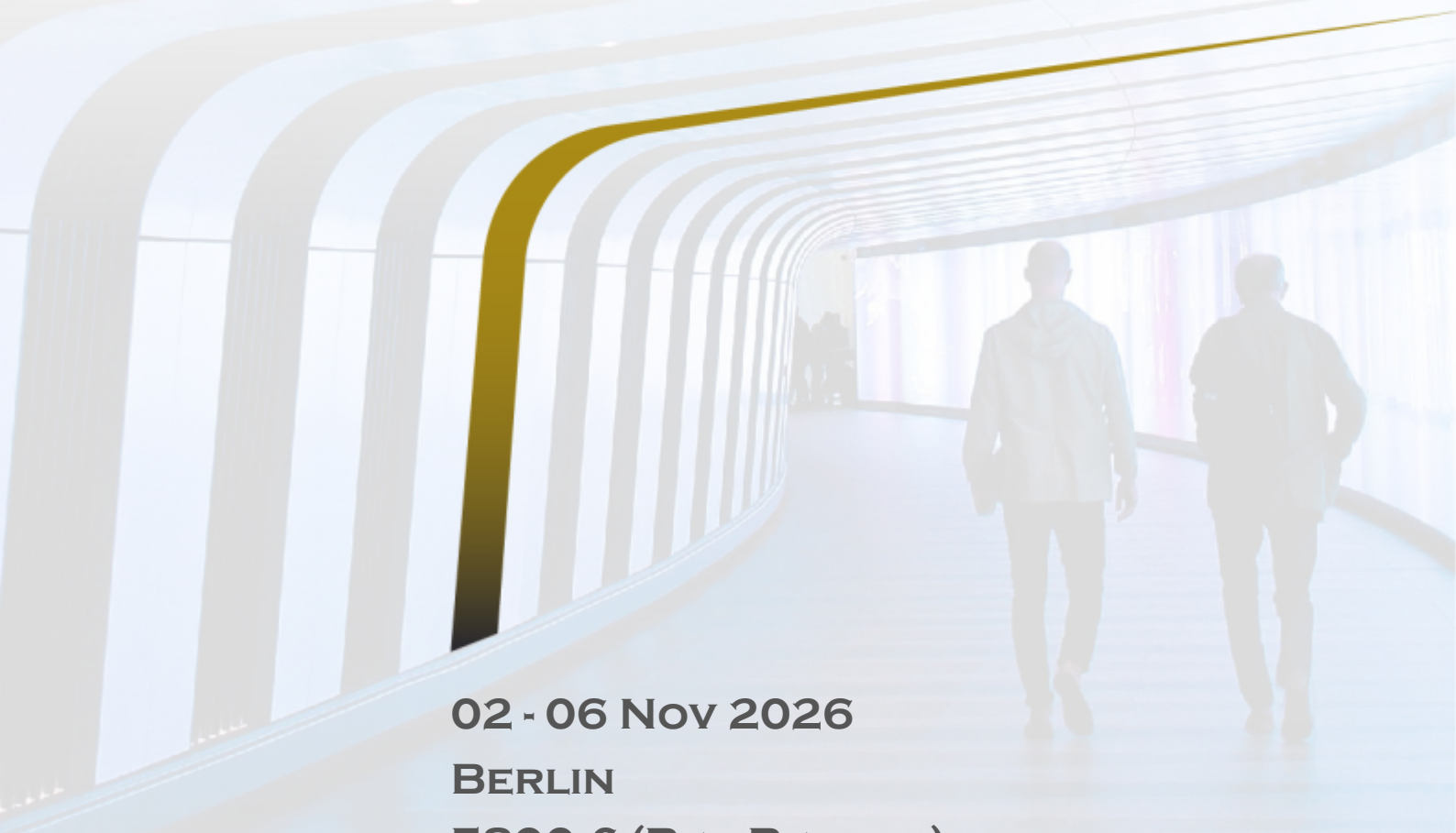
Advanced Project Finance and PPP Infrastructure Deals Training Course



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Berlin

5800 € (Per Person)

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Course Introduction / Overview:

This intensive training course provides a comprehensive A-to-Z guide to the complex worlds of Project Finance and Public-Private Partnerships (PPPs). In an era of massive global infrastructure needs, these specialized financing mechanisms are critical for delivering large-scale projects in energy, transport, and social sectors. This program moves beyond basic theory to equip participants with the practical skills needed to structure, analyze, and execute bankable deals. Drawing on the foundational principles outlined by experts like E. R. Yescombe in his seminal work, "Principles of Project Finance," the course delves into the entire project lifecycle. Participants will explore everything from initial feasibility and risk allocation to financial modeling, contract negotiation, and post-completion management. BIG BEN Training Center has designed this curriculum to be highly practical, focusing on real-world challenges and solutions. By mastering the intricate interplay between legal frameworks, financial viability, and commercial drivers, attendees will gain the confidence to navigate the complexities of limited and non-recourse financing and contribute effectively to the successful delivery of critical infrastructure projects that shape economies and communities. This course is the definitive platform for professionals seeking to master the art and science of modern project financing.

Target Audience / This training course is suitable for:

- Finance Directors and Managers.
- Project Managers and Directors.
- Government Officials and Public Sector Executives.
- Investment Bankers and Financial Analysts.
- Legal Counsels and Contract Managers.
- Infrastructure Developers and Investors.
- Engineers and Technical Advisors involved in project development.
- Procurement and Tendering Specialists.
- Risk Management Professionals.
- Management Consultants specializing in infrastructure.

Target Sectors and Industries:

- Energy and Power Generation (including renewables).
- Transportation (roads, railways, airports, ports).
- Water and Wastewater Treatment.
- Telecommunications and Digital Infrastructure.
- Oil and Gas.
- Mining and Natural Resources.
- Social Infrastructure (hospitals, schools, public housing).
- Real Estate and Urban Development.
- Government and Public Sector Agencies.

Target Organizations Departments:

- Finance and Treasury Departments.
- Project Management Office (PMO).
- Legal and Compliance Departments.
- Strategic Planning and Business Development.
- Procurement and Contracts Departments.
- Public Policy and Regulatory Affairs.
- Infrastructure and Capital Projects Divisions.
- Risk Management Departments.

Course Offerings:

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

- Structure bankable project finance and PPP deals from conception to financial close.
- Identify, analyze, and allocate project risks effectively among stakeholders.
- Develop robust financial models to assess project viability and profitability.
- Understand and negotiate complex legal documentation, including concession agreements.
- Evaluate different financing sources and instruments for infrastructure projects.
- Conduct thorough due diligence on technical, financial, and legal aspects of a project.
- Master the key performance indicators used in project finance, such as DSCR and IRR.
- Manage stakeholder relationships throughout the project lifecycle.
- Apply best practices from international case studies to their own projects.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and highly practical, ensuring that participants can immediately apply their learning in a professional context. This course rejects a purely theoretical approach, instead favoring a blend of expert-led instruction, intensive case study analysis of real-world infrastructure projects, and hands-on financial modeling workshops. Participants will engage in collaborative group exercises that simulate project structuring and risk allocation scenarios, fostering teamwork and critical thinking. Interactive sessions will encourage open discussion and debate on complex topics such as negotiating concession agreements and managing stakeholder disputes. The facilitator will provide continuous, constructive feedback throughout the program, guiding participants through complex calculations and strategic decision-making processes. This dynamic learning environment is built on a foundation of active participation, ensuring that attendees not only understand the concepts of project finance and PPPs but also develop the practical skills and confidence to execute them successfully. The focus is on building tangible capabilities through application-based learning.

Course Agenda (Course Units):

Unit One: Fundamentals of Project Finance and PPPs

- Introduction to Project Finance principles.
- Distinguishing Project Finance from Corporate Finance.
- The rationale and evolution of Public-Private Partnerships (PPPs).
- Key stakeholders and their roles in a project finance deal.
- The complete project lifecycle from development to operation.
- Understanding Special Purpose Vehicles (SPVs) and their importance.
- Introduction to limited and non-recourse financing structures.

Unit Two: Project Risk Analysis and Mitigation

- Comprehensive risk identification in infrastructure projects.
- Qualitative and quantitative risk assessment techniques.
- The risk allocation matrix: assigning risks to the party best able to manage them.
- Strategies for mitigating political, construction, and operational risks.
- The role of insurance and guarantees in risk management.
- Analyzing force majeure and its contractual implications.
- Case study on risk management failures in a major project.

Unit Three: Financial Modeling and Viability Assessment

- Building a project finance model from scratch.
- Key inputs: capital expenditures, operating costs, and revenue projections.
- Calculating key financial ratios: DSCR, LLCR, PLCR.
- Conducting sensitivity and scenario analysis to test project resilience.
- Valuation techniques: Net Present Value (NPV) and Internal Rate of Return (IRR).
- Modeling different debt structures and repayment profiles.
- Ensuring the bankability and financial feasibility of a project.

Unit Four: The PPP Process and Legal Framework

- The PPP procurement process: from tendering to selection.
- Understanding different PPP models (e.g., BOT, DBFO).
- Key clauses in a Concession Agreement.
- Negotiating term sheets and financing agreements.
- The role of technical, legal, and financial advisors.
- Managing government guarantees and support mechanisms.
- Dispute resolution mechanisms in PPP contracts.

Unit Five: Advanced Topics and Deal Execution

- Financing sources: commercial banks, multilateral agencies, and capital markets.
- The due diligence process for lenders and investors.
- Achieving financial close and managing conditions precedent.
- Project monitoring and management during the construction phase.
- Handling refinancing and project restructuring.
- Exit strategies for equity investors.
- In-depth analysis of international PPP case studies from various sectors.

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:

Given the long-term nature of PPP contracts, how can governments and private partners build in flexibility to adapt to unforeseen technological, economic, and social changes without undermining the project's financial stability?

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

This course distinguishes itself by moving beyond theoretical knowledge to focus intensely on the practical application and strategic execution of project finance and PPP deals. While many programs cover the "what," this training emphasizes the "how" through a curriculum rich with real-world case studies, hands-on financial modeling workshops, and simulated negotiation exercises. Participants will not just learn about risk allocation; they will actively build risk matrices for complex infrastructure scenarios. They will not just hear about concession agreements; they will dissect and debate critical clauses from actual contracts. The curriculum is uniquely balanced, drawing lessons from both highly successful and notably failed projects to provide a holistic and realistic understanding of what drives project outcomes. The academic language and rigorous analytical frameworks are always tied back to commercial realities and bankability requirements, ensuring that the skills learned are directly transferable to high-stakes project environments. This pragmatic, application-driven approach provides a depth of understanding and a level of practical skill that is rare in the training landscape, empowering participants to structure and execute deals with greater confidence and competence.