

ADVANCED PROJECT FINANCE AND FINANCIAL MODELING TECHNIQUES

ONLINE COURSE

A TRAINING COURSE • SEPTEMBER 3 — OCTOBER 17, 2008



COURSE HIGHLIGHTS:

- Build on your current understanding of the fundamentals of project finance
- Learn about the most recent trends shaping the current and future international project finance marketplace
- Learn proven techniques for designing and using project financing spreadsheet models
- Learn how leading project financiers, including Multilateral development Banks (MDBs) and Export Credit Agencies (ECAs) construct and utilize project financing models
- Learn advanced techniques for risk modeling and quantification
- Learn how to design project finance models for Public Sector Comparison (PSCs) and Value-For-Money (VFM) benefits of project financing proposals
- Learn how to apply financial modeling to the renegotiation of concession contracts and financial restructuring
- Participate in online group discussions with participants from around the globe
- Take this valuable and pioneering "Advanced Project Finance" course right from your home or business, on your schedule and at your pace

REGISTER ONLINE!

www.ip3.org

"Effective project financial modeling requires highly skilled analysts. Take this course to learn the necessary techniques to ensure that your projects reach financial closure."

Tommy White

Chief Executive Officer, IP3

Course Sponsor



**THE INSTITUTE FOR
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COURSE LEARNING OBJECTIVES

In this course, participants will receive in-depth practical instruction in advanced techniques in project finance and financial modeling. Participants will examine multiple sources of project financing, modeling techniques for risk management and quantification, foreign exchange risk minimization strategies, and modeling techniques for multiple user classes and consumption blocks.

This course contains six modules, each module conducted over a one-week period of time. Participants will be responsible for completing reading assignments, analyzing case studies, actively participating in discussion boards and chat rooms with fellow participants and the course facilitator, and completing an *Action Plan*.

Participants will need access to a computer with Internet connectivity. Course work is approximately 5-6 hours per module. Skills in spreadsheet development are necessary to take this course.

COURSE CONTENT

Module I: Trends Driving the International Project Finance Marketplace

- International capital market development and long-term financing instruments
- Sub-sovereign projects and municipal credit ratings
- Analyzing the intricacies of debt/equity structuring for various infrastructure sectors, including debt capacity and credit
- Forecasting demands for service delivery in various sectors
- Strategies behind limited recourse financing
- Latest techniques in market risk estimation, allocation, and mitigation
- Dealing with inflationary environments

Module II: Financial Modeling Strategies

- Defining and translating financial model's objectives into outcomes
- Financial model formats and uses
- The structure and design options of project finance models
- Understanding the inputs and outputs of a project finance model and techniques to get appropriate data
- Data organization and worksheet model
- Testing and correcting the model
- Performing pro-forma financial projections
- Revenue requirements: tariff setting and analysis strategies

Module III: Spreadsheet Modeling for Project Finance Analysis

- Understanding spreadsheet functions to analyze key relationships within the model
- Using menu-driven regression tools
- Applying the built-in functions for project pricing
- Sensitivity analysis planning for decision-making
- Conducting tariff setting sensitivity analysis
- Applying financial models debt/equity determination ratios
- Valuation modeling in project finance

Module IV: Public Sector Comparison (PSC) Modeling

- Understanding Value-for-Money (VFM) and public sector risk
- Estimating public sector cost, risk, and performance
- Designing financial models to estimate PSC
- Interpreting the results of Public Sector Comparison models
- Standardizing the process of PSC and VFM analysis

Module V: Sources of Financing for International Project Finance

- Multilateral development banks: equity and debt
- Export credit agencies: debt
- Bilateral development agencies: guarantees and PPP project preparation
- Bilateral investment agency funds: equity
- Subordinated debt sources and pricing
- Political risk insurance

Module VI: Renegotiation of Concessions and Project Financing Agreements

- Understanding the requirements for concession renegotiation and revision
- Preparing for renegotiation as an expected phase of the project finance life cycle
- Financial modeling techniques for concession renegotiations
- Understanding "stand still" clauses in concession contracts
- Negotiation strategies for concession renegotiations and project refinancings

Case Study Analysis and Action Planning in All Six Modules

WHO SHOULD ATTEND

This course is ideal for officials from banks, governments, utilities, regulatory bodies, the private sector, and donors who desire to learn **advanced project finance and financial modeling techniques**.

Spreadsheet utilization skills are important.

DATES & COST

DATES: SEPT 3 - OCT 17, 2008

TUITION: \$750

COURSE CODE: 1821-OL

CEUs EARNED: 3.0 CEUs

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INSTITUTE FOR PUBLIC-PRIVATE PARTNERSHIPS (IP3)

The Institute for Public-Private Partnerships, Inc. (IP3) is an international training and consulting firm that focuses on advancing public-private partnership programs and opportunities, regulation operations and management initiatives, and competitive utility management reform in the environmental (waste/sanitation and solid waste), energy, transportation, technology, municipal service, health, and education sectors. Since 1994, we have trained over 25,000 professionals from over 150 countries worldwide.

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