

IPFA Training

Understanding International Project Finance

The course will be held over two days, with an optional third day.

Through discussion of relevant organisation structures, effective regulation, enabling legislation and risk management techniques used in Project Finance and PPP projects, participants will gain a comprehensive understanding of Project Finance deals. The course will be led by experts in the legal & banking sectors and will include detailed course materials, with interactive discussions, working groups and case studies. The delegates will be provided with copies of the main project documents i.e. Project Agreement, Construction Contract, Operations Agreement, Term Sheets and Loan Agreements.

The key issues in the Project Agreements and Financing documents will be covered in the two-day course. An optional third day is available for those delegates who wish to understand the various agreements in more detail and for practitioners involved in the detailed negotiation of the terms. The aim of the course is to give attendees a basic toolkit of knowledge and reference materials to enable them to understand the PPP process and the roles of key stakeholders.

The course will be held over two days, with an optional third day. Each delegate will receive a Certificate on satisfactory completion of the course.

DAY ONE

09.00 – 09.30 WELCOME BREAKFAST & INTRODUCTION

09.30 - 10.45 INTRODUCTION TO PPP & PROJECT FINANCE

- History
- Concept Structure
- Acronyms explained (i.e. PPP/BOT)

10.45 - 11.00 COFFEE BREAK

11.00 - 11.45 UNDERSTANDING PPP & PROJECT FINANCE

- Public policy issues – Why the process?
- Issues for governments
- Developing a legal framework
- The benefits of PPP & project finance

11.45 – 13.00 CURRENT MARKET OVERVIEW

- Current issues
- Case studies
- Review of the market

13.00 - 14.00 LUNCH

14.00 - 15.15 RISK IDENTIFICATION & ALLOCATION

- The players & their risks
- Types of risk
- Internal risks
- External risks
- Identifying, understanding & evaluating project risks
- How best can these risks be mitigated
- How best to allocate & transfer risks

15.15 – 15.30 COFFE BREAK

15.30 - 17.00 WORKSHOP ONE

Preparation of Risk Matrix for projects in different sectors (i.e. airports, ports, trains, prisons, roads, hospitals, renewable energy projects, water, waste to energy plants, hydro and power generation)

DAY TWO

09.15 - 10.45 KEY ISSUES IN PROJECT AGREEMENTS

- Special Purpose Vehicle (SPV)
- Project Agreement (Concession Agreement)
- Construction Agreement
- Operations Agreement

10.45 - 11.15 COFFEE BREAK

11.15 – 13.00 KEY ISSUES IN FINANCING DOCUMENTS, BANKABILITY AND THE SECURITY PACKAGE

- Term Sheet
- Loan Agreement
- Inter creditor Agreement
- Direct Agreement
- Security documents

13.00 – 14.00 LUNCH

14.00 - 15.30 PUBLIC PROCUREMENT AND POST CONTRACT

- The project business case
- Public sector comparator
- Procurement stages
- Evaluation options
- Events post contract
- Monitoring construction
- Performance – Benchmarking, market testing and penalties
- Force Majeure events
- Disputes with the SPV
- Contract termination

15.30 – 15.45 COFFEE BREAK

15.45 – 17.00 WORKSHOP TWO

In this session delegates will review selected case studies of completed projects across the world to illustrate best practice in project finance.

DAY THREE (OPTIONAL)

09.15 - 10.45 PROJECT AGREEMENTS

- Special Purpose Vehicle (SPV)
- Project Agreement (Concession Agreement)
- Construction Agreement
- Operations Agreement
- Power Purchase Agreement
- Loan Agreement

10.45 - 11.15 COFFEE BREAK

11.15 - 12.30 CONTRACT MANAGEMENT ISSUES DURING THE CONSTRUCTION AND OPERATIONS PHASES

12.30 - 13.30 LUNCH

13.30 - 15.00 MANAGING STAKEHOLDERS, PAYMENT MECHANISMS, PERFORMANCE STANDARDS AND TERMINATION

- Managing stakeholders
- Payment mechanisms
- Performance standards
- Termination

15.00 – 16.30 WORKSHOP THREE

In this workshop delegates will split into teams and review the practical steps to finance and construct a power station in the private sector; the case study will look at it from sponsor, banking and government viewpoints and will review set up; risk analysis, documentation required, integration to grid and regulation.

16.30 END OF COURSE

FEES

Two Day Course:

Member – £995

Non-member – £1,395

Three Day Course:

Member - £1,495

Non-member - £1,995

Discounts are available for multiple bookings and are processed as follows:

- For two delegates a 10% discount will be applied to the total fee
- For three delegates a 15% discount will be applied to the total fee
- For four or more delegates a 20% discount will be applied to the total fee

Fees include all documentation, lunch and refreshments but does not include accommodation.

**Payment can also be made in USD, EUR, AUD, CAD, ZAR*

***All prices are quoted excluding VAT*

REGISTRATION

If you would like to attend the training course, please contact TRAINING@IPFA.ORG