PPP Concession Structuring Training Course

Professional Development Training Course Outline

Category	General Training	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Public-Private Partnerships Concession Structuring Training Course provides an advanced, practical framework for designing, evaluating, negotiating, and implementing concession arrangements within modern Public-Private Partnerships. The course focuses on concession structuring, project finance, risk allocation, revenue modelling, financial viability, value for money, legal frameworks, procurement strategy, contract design, performance management, and bankability. Participants will gain practical knowledge of how governments and private-sector sponsors can structure sustainable concession projects that attract investment while protecting public interests.

The programme integrates international Public-Private Partnerships standards, infrastructure investment practices, financial modelling techniques, regulatory requirements, and commercial negotiation strategies. Participants will examine global concession case studies and learn how to develop commercially viable structures, allocate risks effectively, establish appropriate payment mechanisms, manage contractual obligations, and improve long-term project performance. The training is designed to strengthen institutional capacity for infrastructure development and support successful concession transactions across transport, energy, water, healthcare, telecommunications, and other strategic sectors.

Programme Curriculum

Public-Private Partnerships Concession Structuring Training Course

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Course Objectives

By the end of the course, participants will be able to:

1. Understand advanced Public-Private Partnerships concession structures and transaction models.
2. Evaluate concession feasibility, bankability, and commercial attractiveness.
3. Apply strategic risk allocation and mitigation techniques.
4. Develop effective financial and revenue models.
5. Assess value for money and affordability.
6. Structure appropriate concession payment mechanisms.
7. Design commercially robust concession agreements.
8. Apply competitive procurement and transaction management principles.
9. Conduct financial, legal, technical, and commercial due diligence.
10. Strengthen negotiation and contract management capabilities.
11. Apply digital infrastructure and data-driven decision-making tools.
12. Manage concession performance and lifecycle obligations.
13. Develop sustainable and investment-ready concession structures.

Organizational Benefits

- Improved concession structuring and transaction capability.
- Stronger project finance and investment readiness.
- Better risk identification and allocation.
- Enhanced value-for-money assessment.
- Improved financial sustainability and revenue optimisation.
- Stronger procurement and negotiation outcomes.
- Better contract governance and performance monitoring.
- Increased investor and lender confidence.
- Enhanced infrastructure project delivery.
- Improved long-term concession management.

Target Audiences

1. Public-Private Partnerships unit professionals and government officials.
2. Infrastructure project managers and investment specialists.
3. Concession and contract management professionals.
4. Project finance and investment professionals.

5. Legal, regulatory, and procurement specialists.
6. Infrastructure developers and private-sector sponsors.
7. Financial institutions, lenders, and investment advisers.
8. Consultants, transaction advisers, and infrastructure policymakers.

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Concession Structuring

- Principles and architecture of concession-based Public-Private Partnerships.
- Concession models, structures, and lifecycle considerations.
- Public-sector and private-sector roles and responsibilities.
- Concession feasibility and investment-readiness assessment.
- Revenue, payment, and ownership structures.
- Global case study: United Kingdom infrastructure concessions.

Module 2: Concession Feasibility and Value for Money

- Technical, economic, financial, and commercial feasibility.
- Value-for-money and affordability analysis.
- Demand forecasting and market assessment.
- Public-sector comparator and lifecycle cost analysis.
- Bankability and investment-readiness assessment.
- Global case study: Australia infrastructure Public-Private Partnerships.

Module 3: Risk Allocation and Commercial Structuring

- Identification and classification of concession risks.
- Optimal allocation of construction, demand, operational, and financial risks.
- Risk mitigation and contractual protection mechanisms.
- Force majeure, political risk, and change-in-law provisions.
- Contingent liabilities and government support.
- Global case study: Chile transport concessions.

Module 4: Financial Modelling and Revenue Structures

- Concession financial modelling principles.
- Capital expenditure, operating expenditure, and lifecycle costs.
- Tariffs, user charges, availability payments, and revenue sharing.
- Debt, equity, returns, and financing structures.
- Sensitivity, scenario, and stress testing.

- Global case study: South Africa infrastructure concessions.

Module 5: Legal, Regulatory and Procurement Structuring

- Legal foundations for concession agreements.
- Regulatory approvals and institutional responsibilities.
- Procurement models and competitive transaction processes.
- Bid evaluation and selection criteria.
- Contractual obligations, guarantees, and termination provisions.
- Global case study: India infrastructure concession programmes.

Module 6: Negotiation and Concession Agreement Design

- Commercial negotiation strategies and transaction principles.
- Key concession agreement provisions.
- Performance standards and service-level requirements.
- Payment adjustments, incentives, penalties, and bonuses.
- Dispute resolution, renegotiation, and termination mechanisms.
- Global case study: Brazil infrastructure concession transactions.

Module 7: Contract Management and Performance Monitoring

- Concession governance and institutional oversight.
- Key performance indicators and service monitoring.
- Compliance, reporting, auditing, and transparency.
- Asset maintenance and lifecycle management.
- Contract variations and performance improvement.
- Global case study: Canada public infrastructure concessions.

Module 8: Transaction Execution and Concession Sustainability

- Transaction preparation, market sounding, and investor engagement.
- Financial close and conditions precedent.
- Transition from procurement to operational implementation.
- Long-term sustainability and concession optimisation.
- Lessons learned and future concession strategies.
- Global case study: Kenya transport and infrastructure concessions.

Training Methodology

- Interactive instructor-led presentations and expert discussions.

- Practical concession structuring exercises and financial modelling activities.
- Group workshops on risk allocation and commercial structuring.
- Global case-study analysis and benchmarking exercises.
- Simulated concession negotiations and contract review sessions.
- Scenario-based problem solving and participant presentations.
- Peer learning, knowledge sharing, and facilitated discussions.
- Practical assessments, feedback, and action-planning exercises.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
21 Sep 2026	25 Sep 2026	Online	$1,000
21 Sep 2026	25 Sep 2026	Physical	$1,500

Start Date	End Date	Location	Price
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0

Ready to enroll or request a customized program? Book online or contact us:

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