Training Course on PPP Financing and Financial Analysis

Professional Development Training Course Outline

Category	Business	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's rapidly evolving global landscape, **Public-Private Partnerships (PPPs)** have emerged as a critical mechanism for financing and delivering essential **infrastructure development** projects. This intensive training course is meticulously designed to equip professionals with the comprehensive knowledge and practical skills needed to navigate the complexities of **PPP financing** and conduct rigorous **financial analysis**. Participants will gain a deep understanding of the entire PPP lifecycle, from project identification and feasibility studies to financial structuring, risk allocation, and contract management, enabling them to effectively contribute to successful and sustainable infrastructure initiatives.

This program delves into the core principles of **project finance**, exploring various **financial modeling** techniques and **investment analysis** methodologies crucial for evaluating the viability and attractiveness of PPP projects. Through real-world case studies and practical exercises, participants will learn to identify, assess, and mitigate key **financial risks** associated with PPPs. The course emphasizes the importance of robust **financial analysis techniques** in ensuring project bankability and long-term financial sustainability, covering topics such as **valuation**, **project appraisal**, and understanding the nuances of **infrastructure financing** in diverse economic contexts.

By mastering the principles and practices covered in this course, professionals will be empowered to drive impactful infrastructure projects through effective **PPP strategies**. This training will enhance their ability to contribute to sound financial decision-making, optimize **contract management**, and ultimately foster the successful implementation of projects that deliver significant economic and social benefits. The knowledge gained will be invaluable for those seeking to advance their careers in **infrastructure development**, **project finance**, and related sectors, contributing to the growth and sustainability of communities and economies.

Programme Curriculum

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Course Duration

10 days.

Course Objectives

1. **Understand the Fundamentals of PPPs:** Explore the definition, rationale, and global trends in **Public-Private Partnerships**.
2. **Master the PPP Project Lifecycle:** Analyze the key stages from project identification to operation and transfer, including **feasibility studies**.
3. **Develop Robust Financial Modeling Skills:** Learn to build and interpret **financial models** for PPP projects, incorporating best practices.
4. **Conduct Comprehensive Investment Analysis:** Apply various **investment analysis** techniques to evaluate the financial viability of PPPs.
5. **Identify and Mitigate Financial Risks:** Understand different types of **financial risks** in PPPs and develop effective mitigation strategies, including **risk allocation**.
6. **Navigate the Legal and Regulatory Framework:** Gain insights into the legal and institutional aspects governing **PPP contracts** and regulations.
7. **Structure Effective PPP Financing Deals:** Learn about various **infrastructure financing** options and techniques for structuring PPP transactions.

8. **Perform Project Appraisal and Valuation:** Master methodologies for **project appraisal** and **valuation** in the context of PPPs.
9. **Apply Financial Analysis Techniques:** Utilize key **financial analysis techniques** to assess the financial health and performance of PPP projects.
10. **Understand Contract Management in PPPs:** Explore the critical aspects of **contract management** throughout the PPP lifecycle.
11. **Explore Sustainable Finance in Infrastructure:** Learn about the role of **sustainable finance** and ESG considerations in PPP projects.
12. **Analyze PPPs in Emerging Markets:** Understand the specific challenges and opportunities of implementing PPPs in **emerging markets**.
13. **Utilize Digital Tools for PPP Analysis:** Explore relevant **digital transformation in infrastructure** and tools for financial analysis in PPPs.

Organizational Benefits

- **Enhanced Project Delivery:** Improved ability to structure and manage **Public-Private Partnership (PPP)** projects effectively.
- **Stronger Financial Decision-Making:** Employees will be equipped to conduct rigorous **financial analysis** for infrastructure investments.
- **Improved Risk Management:** Better understanding and mitigation of **financial risks** associated with PPP ventures.
- **Increased Investment Attractiveness:** Ability to develop financially sound and bankable **infrastructure projects**.
- **Greater Efficiency in Infrastructure Development:** Streamlined processes and enhanced expertise in **PPP financing**.
- **Enhanced Negotiation Skills:** Improved understanding of **PPP contracts** and financial terms for better negotiation outcomes.
- **Contribution to Sustainable Development:** Fostering the implementation of **sustainable infrastructure** projects through PPPs.
- **Increased Organizational Capacity:** Building internal expertise in **project finance** and **infrastructure development**.

Target Participants

1. Government Officials (involved in infrastructure planning and procurement)
2. Private Sector Investors and Developers
3. Financial Institutions and Lenders
4. Legal Professionals specializing in infrastructure and finance
5. Infrastructure Consultants and Advisors
6. Project Managers and Engineers
7. Academics and Researchers in infrastructure and finance
8. International Development Organizations

Course Outline

Module 1: Introduction to Public-Private Partnerships (PPPs)

- Defining PPPs: Characteristics and Types
- Rationale and Advantages of PPPs
- Global Trends and Case Studies in PPPs
- Challenges and Criticisms of PPPs
- The Role of PPPs in Infrastructure Development

Module 2: The PPP Project Lifecycle

- Project Identification and Prioritization
- Feasibility Studies: Technical, Economic, and Financial
- Procurement and Tender Processes
- Contract Negotiation and Award
- Construction, Operation, and Maintenance Phases

Module 3: Legal and Regulatory Framework for PPPs

- Overview of PPP Laws and Regulations
- Contract Law and its Application to PPPs
- Risk Allocation and Legal Considerations
- Dispute Resolution Mechanisms
- Environmental and Social Impact Assessments

Module 4: Financial Modeling for PPP Projects

- Principles of Financial Modeling
- Structuring a PPP Financial Model
- Key Assumptions and Inputs
- Sensitivity Analysis and Scenario Planning
- Model Validation and Best Practices

Module 5: Investment Analysis and Project Appraisal

- Discounted Cash Flow (DCF) Analysis
- Net Present Value (NPV) and Internal Rate of Return (IRR)
- Payback Period and Profitability Index
- Cost-Benefit Analysis
- Real Options Analysis in PPPs

Module 6: Risk Management in PPPs

- Identification of Financial, Technical, and Political Risks
- Risk Assessment and Quantification
- Risk Allocation Strategies
- Risk Mitigation Techniques
- Contingency Planning

Module 7: PPP Financing Structures and Sources

- Equity Financing: Sources and Considerations
- Debt Financing: Types and Structures
- Mezzanine Financing and Other Hybrid Instruments
- Public Sector Contributions and Subsidies
- Multilateral Development Bank (MDB) Financing

Module 8: Financial Analysis Techniques for PPPs

- Ratio Analysis: Liquidity, Solvency, and Profitability
- Break-Even Analysis
- Sensitivity Analysis and Stress Testing
- Financial Statement Analysis

- Project Finance Modeling Outputs Interpretation

Module 9: Contract Management and Performance Monitoring

- Key Elements of PPP Contracts
- Performance Indicators and Monitoring
- Change Management and Variations
- Payment Mechanisms and Structures
- Termination and Handover Provisions

Module 10: Valuation of Infrastructure Assets in PPPs

- Asset-Based Valuation Methods
- Income-Based Valuation Methods
- Market-Based Valuation Methods
- Valuation Challenges in PPPs
- Due Diligence in Infrastructure Valuation

Module 11: Sustainable Finance and ESG in PPPs

- Introduction to Sustainable Finance
- Environmental, Social, and Governance (ESG) Considerations in PPPs
- Green Bonds and Other Sustainable Financing Instruments
- Impact Investing in Infrastructure
- Integrating Sustainability into PPP Project Design

Module 12: PPPs in Emerging Markets

- Specific Challenges and Opportunities in Emerging Markets
- Political and Economic Risk Considerations
- Currency Risk Management
- Local Capacity Building and Stakeholder Engagement
- Case Studies of Successful PPPs in Emerging Markets

Module 13: Public Sector Role and Regulatory Framework

- Government Policies and Strategies for PPPs
- Institutional Frameworks and PPP Units
- Regulatory Oversight and Governance
- Public Sector Capacity Building for PPPs
- Ensuring Value for Money in PPPs

Module 14: Private Sector Participation and Investment in PPPs

- Motivations and Challenges for Private Investors
- Due Diligence and Risk Assessment by Private Sector
- Structuring Private Sector Involvement
- Negotiating Fair and Bankable PPP Agreements
- Building Long-Term Partnerships

Module 15: Future Trends and Innovations in PPPs

- The Role of Technology and Digitalization in PPPs
- Innovative Financing Models and Instruments

- Climate Resilience and Adaptation in Infrastructure PPPs
- Circular Economy Principles in Infrastructure
- The Future Outlook for PPPs Globally

Training Methodology:

This training course will employ a blended learning approach incorporating:

- **Interactive Lectures:** Delivering core concepts and theoretical frameworks.
- **Case Studies:** Analyzing real-world PPP projects to illustrate key principles.
- **Group Discussions:** Facilitating peer learning and knowledge sharing.
- **Practical Exercises:** Applying learned concepts through hands-on exercises and simulations.
- **Q&A Sessions:** Providing opportunities for clarification and deeper understanding.
- **Potential Guest Speakers:** Industry experts sharing practical insights and experiences.

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

23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

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