

## PROGRAMME CONTINUES...

DAY 3	
8:30 -10:00	RESOURCE MOBILISATION
10:00-10:15	Tea Break
10:15-13:00	<ul style="list-style-type: none"> <li>• Debt:</li> <li>• Senior Debt</li> <li>• Subordinated Debt</li> <li>• Hybrids:</li> <li>◊ Mezzanine</li> <li>• Shareholders' Loans</li> </ul>
13:00-14:00	Lunch Break
14:00-15:30	SOURCES OF FUNDS USES OF FUNDS
15:30-15:45	Tea Break
15:45-16:30	ECONOMIC AND FINANCIAL ANALYSIS
DAY 4	
8:30-10:00	PROJECT STRUCTURING & PACKAGING Customer Credibility & Credit Worth
10:00-10:15	Tea Break
10:15-13:00	KEY LEGAL ELEMENTS & CONTRACTS
13:00-14:00	Lunch Break
14:00-15:30	CONTENTIOUS ISSUES
15:30-15:45	Tea Break
15:45-16:30	RISK MANAGEMENT SELECTED SPECIFIC RISKS RISK MITIGATION – 1 RISK MITIGATION – 2 RISK MITIGATION – 3 RISK MATRIX
DAY 5	
8:30-10:00	PROJECT IMPLEMENTATION <ul style="list-style-type: none"> <li>• Challenges</li> <li>• Meeting the Challenges</li> <li>• Project Preparation Activities</li> <li>• Investment Period Activities</li> </ul>
10:00-10:15	Tea Break
10:15-13:30	PROJECT PREPARATION Investment Period-3 PROJECT FINANCE REVIEW LESSONS FROM AFRICA Closure



The SADC DFRC is accredited by the Botswana Qualification Authority as a training provider



The SADC-DFRC is a Subsidiary institution of SADC

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# Advanced Project Finance



Building Partnerships for Economic Growth & Development

13<sup>th</sup> - 17<sup>th</sup> November 2017

Sopa Lodges Naivasha

Naivasha , **KENYA**

## OBJECTIVE

The aim of this programme is to provide training to Development Finance and related Institutions so that they understand, and are able to develop, package and deliver project finance to their clients, to make for a more effective execution of deals and achieve improved turnaround of project applications, better design of projects and improved performance of DFIs portfolio.

Accordingly, the training programme will seek to enhance the knowledge and skills of the staff to do the following:

- Understand the nature of project finance;
- Define the role, objectives and interests of the partners in a project
- Assess the risks of the project, and how to manage them;
- Understand the challenges of project implementation, monitoring and evaluation;
- Consider different resource mobilisation strategies;
- Gain an appreciation of economic and financial analysis of projects;
- Appreciate the requirements for project bankability;

- Develop capacity for project structuring and package, including security;
- Identify relevant documents used in project financing.

## SCOPE

The programme will provide training in the elements and practices of project finance to enable participants develop the skills for packaging project finance deals, as well as develop financial models for analysis of investment projects. This will be done by way of lectures, case studies, group discussions and exercises. It is a practical programme designed to enable the participants to effectively apply their knowledge almost immediately to their workplace situations and circumstances.

## FACILITATOR

**Mr. Siyanga Malumo** has over 35 years of Project Finance Experience (mostly Infrastructure) and Capacity Building experience in Africa, Europe and North America. He is experienced in structuring, packaging and raising funds for Infrastructure Projects in Africa (for Governments, Parastatals, Private Sector, PPPs) using Corporate and Project Finance approaches. He is an expert in the area of Risk Management, Project Finance, Investment Appraisal.

## PROGRAMME

DAY 1	
8:30-10:00	<ul style="list-style-type: none"> <li>• Registration</li> <li>• Welcome Remarks - <i>MD TFC (Mr. Jonah Orumoi)</i>;</li> <li>• Background Info - <i>SADC DFRC (Dr. Herick Mpuku)</i>;</li> <li>• Opening Remarks - <i>PPP Unit (Dr. Ronoh Tuimising)</i>;</li> <li>• Introductions and Expectations;</li> <li>• Group Picture.</li> </ul>
	INVESTMENT CONCEPTS
10:00-10:15	Tea Break
10:15-13:00	INVESTMENT STRUCTURES VARIANTS OF PROJECT DEVELOPMENT
13:00-14:00	Lunch Break
	PROJECT PREPARATION: OBJECTIVES  THE PROJECT CYCLE
15:30-15:45	Tea break
15:45-16:30	<ul style="list-style-type: none"> <li>• Approval</li> <li>• Loan Administration</li> <li>• Project Implementation/Supervision</li> </ul>
DAY 2	
8:30-10:00	BASICS OF PROJECT FINANCE HISTORICAL PERSPECTIVES: DEFINITION OF PROJECT FINANCE MISCONCEPTIONS OF PROJECT FINANCE
13:00-14:00	Lunch Break
14:00-15:30	ANALYTICAL TOOLS IN FINANCE  ECONOMIC ANALYSIS
15:30-15:45	Tea break
15:45-16:30	METHODOLOGY INTERGRATED INVESTMENT APPRAISAL Distribution Analysis OTHER KEY CONCEPTS IN INVESTMENT APPRAISAL