



# IPFA Training

## London

Introduction to Project Finance Programme

IPFA's one day programme is intended for participants who are new to project finance or whose experience of the subject is limited. The general nature of the course means it's ideal for lawyers, accountants, bankers, investors, contractors, operators and advisors who are about to or have recently moved into the sector. It also assists public sector officials understand the private sector investment approach.

All forms of project finance investment are covered, including PPP, BOT and similar structures. The programme is structured to help participants understand how project finance and private sector investment is implemented on an international basis, explaining regional and country differences in approach. The course highlights and reviews the key issues in the various contractual agreements used.

Participants will gain practical knowledge through the use of case studies which will illustrate the potential pitfalls and success stories in the sector.

This is an excellent first training course for those wanting to learn the fundamentals of project finance.

Programmes are tailored to the specific regions they are being held in. Each delegate will also receive a certificate on satisfactory completion of the course, plus 8 CPD points.

### **COURSE AGENDA**

#### **DAY 1**

**9.15 - 10.45 Understanding the concept, structures, players and acronyms**

**10.45 - 11.00 Coffee Break**

**11.00 - 12.00 How to identify the risks, understand their impact on the project and allocate them to the correct parties**

**12.00 - 12.45 Current Market Overview**

**12.45 - 13.15 Lunch**

**13.15 - 13.45 Workshop One: Review and risk matrix for different sectors** (i.e. airports, ports, trains, prisons, roads, hospitals, renewable energy projects, water, waste to energy plants, hydro and power generation)

**13.45 - 14.45 Understanding the project documents**

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



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### **14.45 – 15.00 Coffee Break**

### **15.00 – 15.45 Understanding the financial documents**

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

### **15.45 – 16.30 Workshop Two**

Case Studies illustrate innovation and best practice

### **Training Enquiries**

Please contact IPFA's training team with any queries at [training@ipfa.org](mailto:training@ipfa.org).