

Navigator Training

INTERNATIONAL PROJECT FINANCE

Three day interactive workshop covering critical elements of the world of project finance

Project finance is a challenging field dealing with complex structures to mitigate a wide range of legal, operational and financial risks. To succeed in project finance it is crucial to have in-depth knowledge of all the building blocks and risks in a project finance transaction.

Do you want to

- + Learn the project finance process using current, real life, project finance case studies?
- + Study the different objectives of key parties in the finance transaction process?
- + Learn how to manage the tools for risk analysis?
- + Understand the key sources of funding?
- + Learn how to analyse the key legal risks in projects?
- + Follow the due diligence process?

If the answer is YES, then this course is for you.

Navigator's International Project Finance course is designed and delivered by a team of specialists who deal with these aspects on a daily basis. The course will give you a complete understanding of the key elements of project finance and the tools you need to succeed.

This course has been designed to suit an audience from a wide range of professions. It can also be further tailored to suit the needs of you and your team, regardless of the area or industry that you work in.

This course will enable you to

- + Work more efficiently in all phases of a project - from origination to execution and monitoring
- + Improve the structure in the due diligence process
- + Achieve stronger structuring and negotiating skills
- + Improve benchmarking and references by using international case studies

The Navigator approach to training

At Navigator we believe in an interactive approach to training. We cap our class sizes allowing plenty of opportunities to ask questions and bring your own problems for discussion. This course focuses heavily on group and individual exercises, current case studies, as well as quizzes – all designed to facilitate the learning process and make the courses interesting and dynamic.

Secure your spot today - visit www.navigatorPF.com or call
Sydney +61 2 9229 7441 | Singapore +65 6440 8803 | London +44 20 3402 6034

DAY ONE

Overview of the Project Finance process

Day one gives you a complete overview of the project finance process, including the essentials of a project finance transaction, the different parties involved and the role of due diligence.

You will learn

Essentials of a project finance transaction

- + Analyse commercial drivers
- + Recognise traditional industries and newly emerging subsectors
- + Understand the differences between domestic and international financing

Parties involved in different phases

- + Understand the perspectives of all parties in a transaction and where they are coming from
- + Sponsor(s), EPC, operating and mining contractor(s), offtaker(s), financiers and export credit agencies/multilaterals and lease providers

Structuring and execution process

- + Manage the process of negotiation and the challenges of financial close



- + Achieve stronger negotiation and structuring skills
- + Understand the different phases of construction, completion and operation

Sources of funding and risk profiles

- + Appreciate the various sources of funding
- + Sponsor and third party lending, bank market, capital markets, export credit agencies / The World Bank and key multilaterals

The role of investors

- + Master the syndication process and be aware of the roles of different investors
- + Achieve stronger negotiation and structuring skills

The role of due diligence

- + Follow the role of technical and market due diligence
- + Master the due diligence process
- + Comprehend financial modelling and model audit
- + Appreciate environmental and social issues including the Equator Principles
- + Manage legal and tax & accounting issues

CASE STUDY: ENERGY

Study how a borrowing base facility can be applied to a junior energy company

DAY TWO

Project Finance risks and their mitigants

Day two covers the risks in project finance and their mitigants, different financial modelling scenarios as well as the legal framework required to achieve financial close.

You will learn

Legal framework required to achieve financial close

- + Understand contractual obligations amongst key parties
- + Master shareholder / sponsor documents

Financial modelling of project finance transactions

- + Appreciate the financial model and the role of assumptions
- + Monitor base case and downside scenarios
- + Follow the model audit process

Risk structuring and analysis

- + Identify the various types of financial ratios
- + Monitor the various risks involved and explore their mitigants - country and political, sponsor and management, construction, operational and market, financial, environmental and social, legal, force majeure, the risk allocation matrix

Structuring of the financial arrangements

- + Study the issues involved with financial arrangements
- + Understand the characteristics of different financing structures related to different sectors - power, infrastructure and PPP's, mining, oil & gas and telecommunications

CASE STUDY: POWER

Apply project finance to an independent power producer in a challenging location



DAY THREE

Real life case studies

Day three paints a picture of the future of project finance and concludes with group workshops and case studies.

You will learn to

- + Master credit analysis in a banking environment
- + Appreciate the skills required to be a project financier
- + Manage the right approach to analysing risk
- + Understand the key terms in a project finance transaction
- + Master presenting to senior management or credit committees
- + Master the presentation of risks and mitigants

The case studies – essential for explaining key concepts

- + Sponsors present their equity case to a panel representing the board of directors
- + Lenders present their case for lending to a panel representing the bank's credit committee
- + Export credit agency presents their case to a panel representing their board

Continued emphasis

- + Hands-on learning – interactive case study focused sessions
- + Plenty of opportunities for Q&A built into the program
- + Group exercises – learn from other participants

CASE STUDY: PUBLIC PRIVATE PARTNERSHIPS

Assess the structuring involved in a stadium deal

CASE STUDY: RESOURCES AND PROCESSING

Learn the challenges in co-locating projects

WHAT OUR CUSTOMERS SAY

I was extremely impressed with the manner in which the training was conducted. Our trainer had vast knowledge of the subject and was very well experienced, especially in investment banking in general and could answer any question related to project finance."

Shehzad Omar,
Advisor - Transactional Advisory Services, KPMG

"Navigator's ability to tailor the courses to the level of the participants is of real benefit to us. The fact that they are flexible to our specific requirements in terms of course content and timing is excellent from a management perspective. We have all found Navigator's approach and the focus to be first class."

James McMahon,
Associate Director, Azure Capital

"Having used or worked in the past with the bigger corporate finance training houses, it has become clear that the UK and Europe's best modelling and project finance course provider is headquartered in Australia... Navigator trainers are expert modellers and true project finance professionals, continuously engaged with actual project finance model build assignments..."

Mr Matéo Celi-Cadieux, Project Executive, EDF Energy Renewables

COURSE PARTICIPANTS



Advisory · Modelling · Training

Navigator Project Finance is a world leader in the provision of project finance advisory, modelling and training services. We provide leading project finance professionals with in-house training and public courses in Asia, Australia, Europe, the United States and Canada, South Africa and the Middle East.

Navigator consists of a team of dedicated transaction, modelling and training specialists and our principals are highly regarded thought leaders in project finance. We believe in an interactive approach to training and will tailor our courses based on course participants' needs. Our courses and their case studies, along with the extensive experience of our delivery team, will provide you with an outstanding solution to your project finance training needs.

Free resources

NavigatorPF.com promotes further learning with a library of free resources including tutorials, focus papers and our regular project finance and financial modelling blog. All our resources are easy to download and the best part is that it's all free!

Pricing

Please refer to our web page for current pricing
www.navigatorPF.com

Global Training Partner Program

We value customer loyalty - our Global Trainer Partners receive ongoing benefits.

Contact us on +61 2 9229 7441 to find out more.

Discounts

Book eight weeks in advance to get the 30% Early Bird discount

Group booking discounts

Book three courses or more and get a 30% Group discount. Group bookings are available for one person booking multiple courses or one organisation booking multiple participants on one course.

4 EASY WAYS TO SECURE YOUR SPOT TODAY

1. Call us
Sydney: +61 2 9229 7441
Singapore: +65 6440 8803
London: +44 20 3402 6034
2. Email us
training@navigatorPF.com
3. Fax this registration form
+61 2 9229 7499
4. Via the web
www.navigatorPF.com/contact

Registration form

Course Name

Course Dates

Our public courses are strictly limited to a maximum of ten participants. In order to guarantee attendance on a course we need your registration a minimum of four weeks prior to the course start date.

Your Details

Family name (Mr/Mrs/Ms)

First name

Company

Department

Position

Address

Email

Telephone