

## Programme Continues....

Day 3	
09:00 -10:15	<b>Risk Management</b>
10h15-10h30	<b>Break</b>
10:30-12:30	<b>Introduction to Project Finance:</b> <ul style="list-style-type: none"> <li>• Definition</li> <li>• Objectives of Project Finance</li> <li>• Key Elements of Project Finance</li> <li>• Analytical Tools in Project Finance</li> <li>• The Funding Mix</li> </ul>
12:30-13h30	<b>Lunch</b>
13h30-15h00	<b>Introduction to Project Finance:</b> <ul style="list-style-type: none"> <li>• Resource Mobilisation (Debt and Equity)</li> <li>• Resource Mobilisation Strategy</li> <li>• Source of Funds</li> <li>• Uses of Funds</li> <li>• Project Structuring</li> <li>• Project Packaging</li> </ul>
15:00-15:15	<b>Break</b>
15:15-17:00	<b>Q&amp;A Session</b>
Day 4	
09:00 -10:15	<b>Project Appraisal:</b> <ul style="list-style-type: none"> <li>• <i>Economic &amp; Financial Modelling</i></li> </ul>
10h15-10h30	<b>Break</b>
10:30-12:30	<b>Modelling Exercise I</b> <ul style="list-style-type: none"> <li>• Case Study</li> </ul>
12:30-13h30	<b>Lunch</b>
13h30-15h00	<b>Modelling Exercise II</b> <ul style="list-style-type: none"> <li>• Case Study</li> </ul>
15:15-17:00	<b>Modelling Exercise III</b> <b>Assignment</b> <b>Divide into 3 groups</b> <b>Case studies:</b> <ul style="list-style-type: none"> <li>• Africana Power</li> <li>• Africana Water</li> <li>• Africana Sugar</li> </ul>
Day 5	
09:00 -12:30	<b>Recapitulation:</b> Panoramic Presentation of the Seminar Questions & Answers <b>Group Exercises</b>
10h15-10h30	<b>Break</b>
10:30-12:30	<b>Group Reporting</b>
12:30-13h30	<b>CLOSING REMARKS</b>
13h30-15h00	<b>LUNCH</b>



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The SADC-DFRC is a Subsidiary institution of SADC

### Postal Address

Private Bag 0034  
Gaborone  
Botswana  
Tel: +267-3191146  
Fax: +267-3191147

### Physical Address

Plot 50676, Block B  
Fairgrounds Office Park  
Gaborone  
Botswana  
www.sadc-dfrc.org  
info@sadc-dfrc.org

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# Investment Appraisal and Risk Analysis



10<sup>th</sup> - 14<sup>th</sup> August 2015

Lions Park Resort  
**Botswana**, Gaborone

## Overview

Infrastructure development is a key component of the development process of any working or economic region. The provision of good roads and railways, air and transport facilities, energy and information and communication technology, among others, constitutes a vital backbone for rapid development of commerce and the catalysation of economic development.

SADC as a region has developed a Regional Infrastructure Development Master Plan, while individual member states have also developed infrastructure programmes as part of their national development plans or programmes.

Substantial funds through public expenditure, public private partnership and other forms of financing are required to support the successful implementation of these projects.

A critical component to secure financing for such project requires inter alia, the determination of the feasibility as sustainability of the project, the inherent risk, the stakeholder and the beneficiaries of the project. Consequently the development and effective application of tools to carry out the task is an essential part of any infrastructure development programme.

This course aims at equipping the participants with the essential skills - Integrated Investment Appraisal - to carry out this critical task.

## Objective

The objective of the programme is to develop skills to plan and assess investment projects, redesign projects to add value, prepare projects financing agreement and address stakeholders concerns.

## Scope of the Programme

This programme covers modern techniques of finance, financial modeling, applied economic analysis, risk analysis and risk management as they are applied to the appraisal of infrastructure projects. The programme is also designed to develop the operational skills of participants so that they are able to:

- Plan and evaluate infrastructure projects
- Add value through the redesign of projects
- Evaluate alternative financing options
- Prepare project financing agreements
- Design strategies to address stakeholder concerns.

## Target Group

The programme is aimed at staff who deal with planning, assessing and redesigning projects as Business, Projects, Investment Analysts.

## Facilitator

**Mr. Siyanga Malumo** has over 20 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 has been involved in Designing, Structuring, Interpretation and Review of Financial Models as Tools for Project Development, Structuring, Financial Packaging and Negotiations. He also has over 30 years of Experience in International Banking and Finance.

He has an MBA (Finance, Marketing), BA (Business, Economics, Law) and a Diploma (French).

## Programme

Day 1	
08:30 – 09:00	<b>Registration</b>
09:00 -10:15	<b>Welcoming Remarks Introduction of Participants &amp; Expectations Background:</b> <ul style="list-style-type: none"> <li>• FDI</li> <li>• International Trade</li> <li>• Enabling Environment</li> <li>• The Concepts</li> </ul>
10h15-10h30	<b>Break</b>
10:30-12:30	<b>Background:</b> <ul style="list-style-type: none"> <li>• Factors Influencing Trade and Investments</li> <li>• Stakeholders</li> <li>• Advisors</li> <li>• Investment Structures</li> <li>• Variants of Project Development</li> <li>• Public Private Partnerships</li> </ul>
12:30-13h30	<b>Lunch</b>
13h30-15h00	<b>Project Cycle:</b>
15:00-15:15	<b>Break</b>
15:15-17:00	<b>Investment Decisions:</b> <ul style="list-style-type: none"> <li>• Pre-investment Phase</li> <li>• Investment Phase</li> </ul>
Day 2	
09:00 -10:15	<b>Key Elements of Investment</b>
10h15-10h30	<b>Break</b>
10:30-12:30	<b>Basics of Due Diligence  Preparatory Phase:</b>
12:30-13h30	<b>Lunch</b>
13h30-15h00	<b>Field Work:</b> <ul style="list-style-type: none"> <li>• Geo-Political DD</li> <li>• Economic DD</li> <li>• Financial DD</li> <li>• Human Resources DD</li> <li>• ICT DD</li> <li>• Socio-Environmental DD</li> </ul>
15:00-15:15	<b>Break</b>
15:15-17:00	<b>Field Work</b> <ul style="list-style-type: none"> <li>• Legal DD</li> <li>• Technical DD</li> <li>• Commercial DD</li> <li>• Credit Checks</li> <li>• The Reporting</li> <li>• Role of the Board</li> </ul>