

## Programme Continues...

Day 3	
08:30 -10:15	<b>RISK MANAGEMENT</b> <b>Risk Profiling</b> <ul style="list-style-type: none"> <li>• Risk Definition</li> <li>• Risk Identification</li> <li>• Risk Valuation (Qualitative/Quantitative)</li> <li>• Risk Mitigation</li> </ul>
10:15-10:30	<b>Break</b>
10:30-13:00	<b>Risk Matrix</b> <ul style="list-style-type: none"> <li>• Objectives of Mapping Risks</li> <li>• Developing a Matrix</li> <li>• Matrix Contents</li> </ul>
13:00-14:00	Lunch
14:00-15:30	<b>Introduction To Economic &amp; Financial Modelling I</b> <ul style="list-style-type: none"> <li>• Definition</li> <li>• Objectives</li> <li>• Financial Model Structure:</li> </ul>
15:30-15:45	<b>Break</b>
15:45-16:30	<b>Q&amp;A Session</b>
Day 4	
08:30 -10:15	<b>Alternative Investment Criteria</b> <ul style="list-style-type: none"> <li>• Objectives</li> <li>• Estimation</li> <li>• Debt Service Ratios</li> </ul>
10:15-10:30	<b>Break</b>
10:30-13:00	<b>Integrated Investment Appraisal</b> <ul style="list-style-type: none"> <li>• Objectives</li> <li>• Key Elements</li> <li>• Methodology</li> </ul>
13:00-14:00	Lunch
13:00-15:30	<b>Other Key Concepts in Investment Appraisal</b> <ul style="list-style-type: none"> <li>• Economic Valuation &amp; Analysis of Projects</li> <li>• Willingness-to-Pay</li> <li>• Opportunity Cost Concept</li> </ul>
15:30 – 15:45	<b>Break</b>
15:15-16:30	<ul style="list-style-type: none"> <li>• Cost/Benefit Analysis</li> <li>• Economic Opportunity Cost of Labour</li> </ul>
Day 5	
08:30 -10:15	Case Studies
10:15-10:30	<b>Break</b>
10:30-13:00	Presentations and wrap up
13:00-13h15	CLOSURE & LUNCH



**the dti**

Department:  
Trade and Industry  
REPUBLIC OF SOUTH AFRICA



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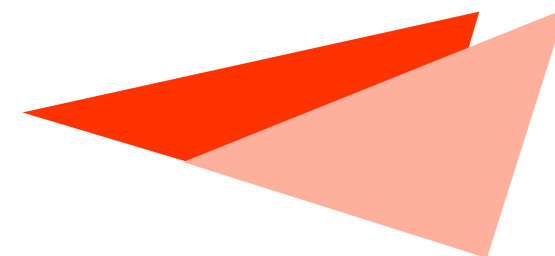
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# Investment Appraisal and Risk Analysis

for the Department of Trade and Industry



*Building Partnerships for Economic  
Growth & Development*

19<sup>th</sup> - 23<sup>rd</sup> February 2018

DTI Offices

Pretoria, **SOUTH AFRICA**

## Overview

The programme is aimed at assisting participants in applying a risk management framework in the execution of their duties, while developing risk management policies, procedures and methodologies for their institutions, particularly with respect to credit risk. It will focus on the concepts, tools and techniques of credit risk management, but will also deal with aspects of market and operational risk.

The programme will also explore best practice in institutional arrangements for risk management in DFIs and related institutions.

## Scope & Approach

The workshop will have a highly interactive delivery method ensuring involvement of all of the delegates. A number of practical case studies will be used to test and reinforce key learning points.

## Participants

The programme will be targeted at middle to senior managers involved in credit risk assessment and management, including business and project analysts with a responsibility for risk management.

## Facilitator

**Mr. Siyanga Malumo** has over 36 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.

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

## Programme

Day 1	
08:30 -10:15	<b>Registration</b> <b>Welcoming Remarks</b> <b>Introduction of Participants &amp; Expectations</b> <b>The Concepts</b> <ul style="list-style-type: none"> <li>• Definition of Investment</li> <li>• Definition of Project</li> <li>• The Project Cycle</li> </ul>
10:15-10:30	<b>Break</b>
10:30-13:00	<b>Key Elements of Investment I</b> <ul style="list-style-type: none"> <li>• The Stakeholders</li> <li>• Advisors &amp; Roles</li> <li>• Basics of Project Development</li> <li>• Investment Structures: <ul style="list-style-type: none"> <li>Government</li> <li>Public Private Partnerships (PPP)</li> <li>Private Sector</li> </ul> </li> </ul>
13:00-14h00	Lunch
14:00-15:30	<b>Key Elements of Investment I</b> <b>Objectives of PPP:</b> <ul style="list-style-type: none"> <li>• Service Delivery (Efficient)</li> <li>• Value for Money</li> </ul>
15:30-15:45	<b>Break</b>
15:45-16:30	<b>Introduction To Project Finance</b> <ul style="list-style-type: none"> <li>• Definition</li> <li>• Limited /Non-recourse Concept</li> <li>• Objectives</li> <li>• Key Elements</li> </ul>
Day 2	
08:30 -10:15	<b>APPRAISAL &amp; PUBLIC SECTOR COMPARATOR CONCEPT</b> <b>Objectives: Government &amp; Private Sector Perspectives I</b> Government:
10:15-10:30	<b>Break</b>
10:30-13:00	<b>Objectives: Government &amp; Private Sector Perspectives II</b> Private Sector:
13:00-14:00	Lunch
14:00-15:30	<b>Basics of Economic &amp; Financial Analysis</b> Economic Analysis
15:30-15:45	<b>Break</b>
15:45-16:30	<b>Basics of Economic &amp; Financial Analysis</b> Financial Analysis