

## 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:               <ul style="list-style-type: none"> <li>• Senior Debt</li> <li>• Subordinated Debt</li> </ul> </li> <li>• Hybrids:               <ul style="list-style-type: none"> <li>◊ Mezzanine</li> </ul> </li> <li>• Shareholders' Loans</li> </ul> |
| 13:00-14:00 | Lunch Break   |
| 14:00-15:30 | SOURCES OF FUNDS<br>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<br>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<br>SELECTED SPECIFIC RISKS<br>RISK MITIGATION – 1<br>RISK MITIGATION – 2<br>RISK MITIGATION – 3<br>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<br>Investment Period-3<br>PROJECT FINANCE REVIEW<br>LESSONS FROM AFRICA<br>Closure  |



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## PROJECT FINANCE FOR CEDA



*Building Partnerships for Economic  
Growth & Development*

12<sup>th</sup> - 16<sup>th</sup> March 2018

Cresta Lodge Gaborone  
Gaborone, **BOTSWANA**

## 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 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, Project Finance, Investment Appraisal.

## Programme

| DAY 1       |   |
|-------------|---|
| 8:30-10:00  | <ul style="list-style-type: none"> <li>• Registration</li> <li>• Welcome Remarks</li> <li>• Introductions and Expectations;</li> <li>• Group Picture.</li> </ul> <p>INVESTMENT CONCEPTS</p> <ul style="list-style-type: none"> <li>• Definition of Economics</li> <li>• Definitions of "Investment"</li> <li>• Definition of "Project"</li> </ul> |
| 10:00-10:15 | Tea Break   |
| 10:15-13:00 | INVESTMENT STRUCTURES<br>VARIANTS OF PROJECT DEVELOPMENT  |
| 13:00-14:00 | Lunch Break   |
|             | PROJECT PREPARATION: OBJECTIVES   |
|             | THE PROJECT CYCLE   |
|             | <ul style="list-style-type: none"> <li>• National Development Objectives, Policies &amp; Strategy</li> </ul>  |
| 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<br>HISTORICAL PERSPECTIVES:<br>DEFINITION OF PROJECT FINANCE<br>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<br>INTERGRATED INVESTMENT APPRAISAL<br>Distribution Analysis<br>OTHER KEY CONCEPTS IN INVESTMENT APPRAISAL  |