

Programme Continues....

| | |
|--------------------|--|
| 13:00-14:30 | <p>Structuring and Packaging</p> <ul style="list-style-type: none"> • Key elements of structuring • PPP structures • Structuring challenges • Structuring strategy • Packaging • Variants of PPP <p>Project Bankability</p> <ul style="list-style-type: none"> • Contentious issues • Security package |
| 14:30-14:45 | Tea Break |
| 14:45-16:30 | <p>Economic tools</p> <p>Integrated Investment Appraisal</p> <ul style="list-style-type: none"> • Alternative investment criteria • Other key concepts in Investment Appraisal <p>Financial Tools</p> <p>Why Mobilise Resources</p> <ul style="list-style-type: none"> • To fund • To improve chances of winning a bid, Project or tender • Demonstration of credibility • Socio – political acceptance <p>The funding mix</p> <ul style="list-style-type: none"> • Equity • Debt • Hybrids <p>Budgetary allocation</p> |
| DAY 3 | |
| 8:30-10:00 | <p>Marketing Strategy</p> <p>Resource Mobilisation Process</p> <p>Sources of funding</p> <p>Uses of funds</p> <p>The role of the board</p> <p>Recapitalisation</p> |
| 10:00-10:15 | Tea Break |
| 10:15-12:15 | Case studies |
| 12:15-13:00 | Lunch Break |
| 13:00-14:30 | Case studies |
| 14:30-14:45 | Tea Break |
| 14:45-16:00 | Case studies |
| Closure | |



southern african
development community
development finance
resource centre

The SADC DFRC is accredited as a training institution
by Botswana Qualification Authority



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

© SADC-DFRC 2015



southern african
development community
development finance
resource centre

19th - 21st October 2015

The Southern Sun O.R. Tambo International Airport

South Africa, Johannesburg

Overview

The programme will enhance skills of developing and implementing resource mobilisation strategies, processes, sources of funds as well as uses of funds.

The training will teach fundamentals of projects, managing risk, investments, due diligence and structuring and packaging.

Objectives

- Discuss practical skills to help build the fundraising capacity of their organisation
- Provide a clear understanding of resource mobilisation strategies, best practice and processes
- Access to a global network of fellow fundraising professionals from around the world.

Scope of the Programme

The training methodology will comprise of Lectures/presentations, Case Studies, Group Discussions. The programme sessions will be led by a Team of experienced and highly knowledgeable professionals with practical experience of resource mobilisation.

Target Group

Resource Mobilisation Executives, Finance Managers, Marketing Managers, Business and Project Analysts, etc.

Facilitator

Mr. Siyanga Malumo has over 25 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.

Mr Malumo is presently Chairman of Africana Finance and Investments, where he is responsible for leading Project Structuring to ensure Financial Close, successful Project Implementation, development of Business Strategy, identification of Investment Opportunities, Project Appraisal/Evaluation, Investment Decision, Resource Mobilisation (Debt/Equity) and Capacity Building.

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

Programme

| DAY 1 | |
|--------------------|---|
| 8:30-10:00 | Registration Welcome to the workshop and introductions Background <ul style="list-style-type: none">• Enabling environment• The concepts• Influencing factors |
| 10:00-10:15 | Tea break |
| 10:15-12:15 | Advisory Services <ul style="list-style-type: none">• Their roles Investment Structures <ul style="list-style-type: none">• Government• Public Private Partnership• Private Sector |
| 12:15-13:00 | Lunch Break |
| 13:00-14:30 | Project Cycle <ul style="list-style-type: none">• Project Screening• Project Monitoring• Post Implementation Evaluation |
| 14:30-14:45 | Tea break |
| 14:45-16:30 | Investment Decision <ul style="list-style-type: none">• Pre investment phase• Investment phase I• Investment phase II• Investment phase III• Investment phase IV |
| DAY 2 | |
| 8:30 -10:00 | Risk Management <ul style="list-style-type: none">• Key types of risk• Risk management processes• Risk evaluation |
| 10:10-10:15 | Tea Break |
| 10:15-12:15 | Key Elements of investment Basics of due diligence <ul style="list-style-type: none">• Key components of due diligence• Types of due diligence• Due diligence versus auditing• Factors influencing due diligence• Due diligence strategy |
| 12:15-13:00 | Lunch Break |