

Programme continues..

13:30-15:00	<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
15:00-15:15	Tea Break
15:15-16:30	<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
10:15-13:00	Case studies
13:00-14:00	Lunch Break

Swaziland DFI Network Members



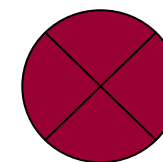
The SADC DFRC is accredited as a training institution by Botswana Qualification Authority



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 54352, West
Avenue,
Zambezi Towers, CBD,
Tower A, 7th Floor
South Wing,
Gaborone
Botswana
www.sadc-dfrc.org



Resource Mobilisation



21st - 23rd June 2016



Happy Valley Resort and Casino

Ezulwini, **SWAZILAND**

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
10:15-12:30	Advisory Services <ul style="list-style-type: none">• Their roles Investment Structures <ul style="list-style-type: none">• Government• Public Private Partnership• Private Sector
12:30-13:30	Lunch Break
13:30-15:00	Project Cycle <ul style="list-style-type: none">• Project Screening• Project Monitoring• Post Implementation Evaluation
15:00-15:15	Tea break
15:15-16:30	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
10:15-12:30	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
12:30-13:30	Lunch Break