



Sadc-dfrc
Private Bag 0034
Gaborone
Botswana

FINANCIAL MODELLING TRAINING PROGRAMME



27th – 31st August 2012

Monomatapa, Crowne Plaza Hotel

Harare, Zimbabwe

Lead Facilitator: Mr Siyanga Malumo, Chairman of Africana Finance and Investments, South Africa



OVERVIEW

The aim of this programme is to up-skill staff in the areas of business valuation (especially discounted cash flow), scenario planning, management decision making, capital budgeting, cost of capital, financial statement analysis and project finance, using computer based applications.

OBJECTIVES

At the end of the programme, the participants should be able to do the following:

- Understand the elements of financial modelling
- Develop and practice financial modelling
- Be able to conduct simulations of different financing scenarios;
- Practice on various case studies of financial modelling and project finance.

SPEAKERS AND FACILITATORS

Speakers will be drawn from experts with academic and practical experience, as well as advising on project finance, financial modelling on corporate, national and international projects.

Siyanga Malumo: Lead Facilitator

Tomas Apetauer: Facilitator

PARTICIPANTS

The programme will be targeted at those staff responsible for modelling, planning and monitoring financial performance of their enterprises.

PARTNERSHIP

The SADC Development Finance Resource Centre has worked in partnership with Zimbabwe Cluster of the SADC DFI Network comprising the Industrial Development Corporation of Zimbabwe, Agricultural Bank of Zimbabwe, Infrastructure Development Bank of Zimbabwe and Small Enterprise Development Corporation in developing and implementing this programme with the technical support of the African Finance and Investments of South Africa.

PROGRAMME SCHEDULE: FINANCIAL MODELLING, 27TH – 31ST AUGUST 2012

Duration	Day 1 Monday, 27 August	Day 2 Tuesday, 28 August	Day 3 Wednesday, 29 August	Day 4 Thursday, 30 August	Day 5 Friday, 31 August
08h45 – 09h00	Registration	Registration	Registration	Registration	Registration
9:00-10:15	Welcoming Remarks Introduction of Participants & Expectations	Simulation- Corporate Finance	Advanced Modeling Skills	Simulation- Project Finance Case Study	Corporate Finance versus Project Finance The Major Differences The Appropriateness of Each Approach
10h15-10h30	Break	Break	Break	Break	Break
10:30-12:30	Qualitative Aspects of Financial Modeling Definition Objectives Model Structure Uses of Financial Models	Simulation- Corporate Finance Case Study	Advanced Modeling Skills	Simulation- Project Finance Case Study	Corporate Finance versus Project Finance The Challenges of Each Approach
12:30-13h30	Lunch	Lunch	Lunch	Lunch	Lunch
13h30-15h00	The Mechanics Of Financial Modeling I The Program The Basic Functions	Simulation- Corporate Finance Case Study	Advanced Modeling Skills	Simulation- Project Finance Case Study	Guidelines for Good Financial Modeling Practice
15:00-15:15	Break	Break	Break	Break	Break
15:15-17:00	The Mechanics Of Financial Modeling II Basic Simulations	Simulation- Corporate Finance Case Study	Advanced Modeling Skills – Complete Example	Simulation- Project Finance Case Study	

THE LEAD FACILITATORS PROFILE

MR. SIYANGA MALUMO

Siyanga Malumo is Chairman of Africana Finance and Investments in South Africa, where he has been the last 16 years. Mr Malumo has over thirty one years experience in various aspects of banking and finance, with firsthand experience in Public Private Partnerships (PPPs) and project Finance. He has worked over 20 years in project finance, particularly related to infrastructure as well as over 30 years in capacity building in Africa, Europe and North America.

He has experience in Structuring, Packaging and Raising Funds for Infrastructure Projects in Africa (for Governments, Parastatals, Private Sector, PPPs) using Corporate and Project Finance approaches, and has been involved Designing , Structuring, Interpretation and Review of Financial Models as Tools for Project Development, Structuring, Financial Packaging and Negotiations

His detailed professional background is given below.

Education:

Date (from – to)	Institution	Degree(s) or Diploma(s) obtained:
1970 – 74	University of Zambia	BA (Business, Economics, Law)
1971	University of Madagascar	Diploma (French)
1975 – 77	McGill University	MBA (Finance, Marketing)

PROFESSIONAL EXPERIENCE, POSITIONS HELD & ACTIVITIES

Description
<p style="text-align: center;">2006 – present : South Africa, African Finance & Investment, Chairman,</p> <p>Responsible for: Leading Projects Structuring to ensure Financial Close and, ultimately Successful Project Implementation, Development of Business Strategy, Identification of Investment Opportunities, Project Appraisal / Evaluation, Investment Decision, Resource Mobilisation (Debt/Equity), Capacity Building</p> <p>Selected Projects:</p> <p>(1) Acquisition of Copperbelt Energy Corporation (Zambia) - Lead Financial Advisor and Investor</p> <p>(2) Expansion of Benin Telecom (Benin Republic) – Team Leader (Mobilising Funds, Economic and Financial Modelling, Security Packaging)</p>
<p style="text-align: center;">1997 – 2005 ; South Africa, Fieldstone Africa, Director,</p> <p>Selected Projects:</p> <p>(1) Restructuring of Cahora Bassa Hydro Power Station (Mozambique) – Team Leader</p> <p>(2) Privatisation of Uganda Electricity Board (PPP) – Team Leader</p> <p>(3) Development of Itezhi-Tezhi Hydro PPP Power Project (Zambia) – Team Leader</p> <p>(4) Development of Kariba North Bank Extension Hydro Power Station (Zambia) – Team Leader</p> <p>(5) Development of Zambia-Tanzania-Kenya Transmission Line – Team Leader</p> <p>Tasks</p>
1993–1995: Executive Vice President, Corporate Relations, Meridien BIAO S.A (Africa)
1991–1993: Abidjan, Meridien BIAO S.A Regional Office for West/Central Africa, Regional Chief Executive
1990–1991: Lusaka, Meridien International Bank Limited, Executive Vice President (Projects & Resource Mobilisation)
1980–1986: Abidjan, African Development Bank, Chief, Information Division
1978–1980: London, Africa Journal Ltd London, Business/Economics Editor, Resident Research Economist
2004: Nairobi, UN Economic Commission for Africa, Resource Person Nairobi African Banking Seminar
1999: African Export-Import Bank, Seminars Resource Person/Lecturer on Advanced Structured Finance
1995-2005: Johannesburg, Africana Finance & Investments (AFI) , Chairman
1988-1990: University of Zambia, Lecturer: Money and Banking

Description

Marketing Management

1986-1989, Abidjan, African Development Bank **Consultant/Trainer, Development Banking/Loan Administration**

1986 | Nairobi Aga Khan Foundation/African Development Bank/World Bank Conference on the Enabling Environment for the Promotion of The Private Sector in Africa, **Consultant**

CO - FACILITATORS BRIEF PROFILE

MR. TOMAS APETAUER

Tomas Apetauer is a qualified chartered accountant with 20 years financial experience. His experience prior to becoming a financial professional at AFI includes project and financial management. Some of his core skills include financial modeling, financial structuring as well as project management. He has designed a wide variety of financial models ranging from simple budgeting tools to complex date driven mutual fund portfolio valuation models and project and corporate finance structuring models.