

## Agenda

Duration	Day 1	Day 2	Day 3	Day 4	Day 5
	BASICS OF INVESTMENT	APPRAISAL & PUBLIC SECTOR COMPARATOR CONCEPT	RISK MANAGEMENT	ECONOMIC & FINANCIAL MODELLING	INTEGRATED INVESTMENT APPRAISAL
08:30-09:00	Registration				
09:00 -10:15	<b>Welcoming Remarks</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>	<b>Objectives: Government &amp; Private Sector Perspectives I</b> <ul style="list-style-type: none"> <li>• Government</li> </ul>	<b>Risk Profiling</b>	<b>Modelling Exercise I</b> <ul style="list-style-type: none"> <li>• Case Study</li> </ul>	<b>Alternative Investment Criteria</b> <ul style="list-style-type: none"> <li>• Objectives</li> <li>• Estimation</li> <li>• Debt Service Ratios</li> </ul>
10h15-10h30	Break	Break	Break		
10:30-12:30	<b>Key Elements of Investment I</b> <ul style="list-style-type: none"> <li>• Basics of Project Development Investment Structures</li> </ul>	<b>Objectives: Government &amp; Private Sector Perspectives II</b> <ul style="list-style-type: none"> <li>• Private Sector</li> </ul>	<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> <li>• Value of Risk Matrix</li> <li>• The Risk Allocation</li> </ul>	<b>Modelling Exercise II</b> <ul style="list-style-type: none"> <li>• Case Study</li> </ul>	<b>Other Key Concepts in Investment Appraisal</b> <ul style="list-style-type: none"> <li>• Economic Valuation &amp; Analysis of Projects</li> </ul>
12:30-13h30	Lunch	Lunch	Lunch		
13h30-15h00	<b>Key Elements of Investment I</b> <ul style="list-style-type: none"> <li>• Objectives of PPP:                             <ul style="list-style-type: none"> <li>◦ Service Delivery (Efficient)</li> <li>◦ Value for Money</li> <li>Public Sector Savings</li> <li>◦ Public Debt Reduction (to "Manageable Levels")</li> </ul> </li> </ul>	<b>Basics of Economic &amp; Financial Analysis</b> <ul style="list-style-type: none"> <li>• Economic Analysis</li> </ul>	<b>Introduction To Economic &amp; Financial Modelling I</b>	<b>Modelling Exercise III</b> <ul style="list-style-type: none"> <li>• Case Study</li> </ul>	CERTIFICATE AWARDS
15:00-15:15	Break	Break	Break		
15:15-17:00	<b>Introduction To Project Finance</b> <ul style="list-style-type: none"> <li>• Limited /Non-recourse Concept</li> <li>• Objectives</li> </ul> <b>Analytical Tools:</b> <ul style="list-style-type: none"> <li>◦ Ratio Analysis</li> <li>◦ Sensitivity Analysis</li> </ul>	<b>Basics of Economic &amp; Financial Analysis</b> <ul style="list-style-type: none"> <li>• Financial Analysis</li> </ul>	<b>Q&amp;A Session</b>	<b>Integrated Investment Appraisal</b>	
FACILITATORS	SIYANGA MALUMO	SIYANGA MALUMO	SIYANGA MALUMO	SIYANGA MALUMO	SIYANGA MALUMO



The SADC-DFRC is a  
Subsidiary  
Institution of SADC

Physical Postal Address  
Plot 50676, Block B, Fairgrounds  
Office Park  
Gaborone  
Botswana  
www.sadc-dfrc.org

Postal Address  
Private Bag 0034  
Gaborone  
Botswana  
Tel: +267-3191146  
Fax: +267-3191147

SADC-DFRC

# Investment Appraisal and Risk Analysis

Building Partnerships for Economic Growth & Development

3<sup>rd</sup> – 7<sup>th</sup> December 2012

Happy Valley Hotel, Ezulwini, Swaziland

## Overview:

Infrastructure development is a key component of the development process of any working or economic region. The provision of good roads and railways, air and transport facilities, energy and information and communication technology, among others, constitutes a vital backbone for rapid development of commerce and the catalysation of economic development.

SADC as a region has developed a Regional Infrastructure Development Master Plan, while individual member states have also developed infrastructure programmes as part of their national development plans or programmes.

Substantial funds through public expenditure, public private partnership and other forms of financing are required to support the successful implementation of these projects.

A critical component to secure financing for such project requires inter alia, the determination of the feasibility as sustainability of the project, the inherent risk, the stakeholder and the beneficiaries of the project. Consequently the development and effective application of tools to carry out the task is an essential part of any infrastructure development programme.

This course aims at equipping the participants with the essential skills - Integrated Investment Appraisal - to carry out this critical task.

## Objectives:

The objective of the programme is to develop skills to plan and assess investment projects, redesign projects to add value, prepare projects financing agreement and address stakeholders concerns.

## Scope of the Programme:

This programme covers modern techniques of finance, financial modeling, applied economic analysis, risk analysis and risk management as they are applied to the appraisal of infrastructure projects. The programme is also designed to develop the operational skills of participants so that they are able to:

- Plan and evaluate infrastructure projects
- Add value through the redesign of projects
- Evaluate alternative financing options
- Prepare project financing agreements
- Design strategies to address stakeholder concerns.

## Target Group:

The programme is aimed at staff who deal with planning, assessing and redesigning projects as Business, Projects Investments Analysts.

## Facilitator:

### Mr. Siyanga Malumo

Mr Siyanga Malumo has over 20 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).