

PROJECT FINANCE FOUNDATIONS

e-learning at your fingertips...when you need it

Project Finance Foundations is the most comprehensive e-learning Project Finance Course available in the market today that is designed for practitioners, utilises adult learning principles and leverages the power of multi-media to provide a stimulating and effective learning experience.

COURSE STRUCTURE

The Course is made up of 7 core modules:

- 1) Introduction to Project Finance
- 2) Project Risks
- 3) Financing Projects
- 4) Revenue Agreements
- 5) EPC, O&M and Input Supply Contracts
- 6) Finance Documents
- 7) Project Finance Sectors

Learning is reinforced through Quizzes, Interactions and Checklists. The Learner is placed in the position of someone negotiating a transaction and asked to respond to negotiating points raised by various participants. Learners get to complete a Risk Matrix, mark up a Term Sheet and walk through the logic of a Project Model.



The genesis of this Course was the persistent frustration I heard expressed by senior transaction leaders, and the junior staff members who supported them, about the lack of practical training options that delivered value for money. Most institutions I worked with defaulted to “on the job training” to skill up their staff.

However, “on the job” training has its own challenges and shortcomings. Transaction leaders are often overstretched and simply do not have the time to pay proper attention to training. They also expect staff supporting them on transactions to have a certain base level of knowledge. On the other hand, junior staff members can be reluctant to ask questions and a lot depends on what transactions they work on and who they work with. Even after years of work experience, they may not be exposed to some aspects of project finance transactions or may still be unclear about core structuring principles. It can be a frustrating experience for all parties concerned.

I believe an e-learning Course that **covers the core principles and techniques of Project Finance** and sits on the desktop of each member of the team solves these problems. It is a teaching aid, a reference and a safe place to test understanding and knowledge. It reduces the burden on senior transaction leaders to train junior staff. It allows fresh graduates and junior team members to quickly move up the learning curve so they can start to add value within months of joining a team. No absence from the office is required and learning can happen right in the middle of a transaction. Moreover, engagement with the training material and the learning acquired can be measured and assessed.

On every count, **this is a superior method of training**, especially when it is used together with on the job training. It is my sincere hope that this Course will fill an existing gap in Project Finance Training.

Atul Ahuja

WHO SHOULD TAKE THIS COURSE?

- ❖ Financiers involved in Project Finance
- ❖ Syndication Staff
- ❖ Agency and Credit Staff
- ❖ Government Executives involved in PPP's
- ❖ Investment Bankers
- ❖ Bond Investors / Fund Managers
- ❖ Advisors and Project Finance Consultants
- ❖ Insurance Providers
- ❖ Project Sponsors
- ❖ ECA's & Development Banks
- ❖ EPC Contractors
- ❖ Associates/Senior Associates at Law Firms

7 CORE MODULES

01 Introduction to Project Finance

Objectives: The objective of this module is to introduce the learner to the world of Project Finance and provide an understanding of the who, why and how of project finance transactions.

Topics Covered: What is Project Finance, Project Finance Contractual Structures, Creating “bankable” cash flow, Life Stages of a Project, Public Sector Procurement, Project Finance Participants, Project Risks, Advantages of Project Finance, Disadvantages of Project Finance.

Methodology: New material and concepts are introduced using various interactive elements and understanding is reinforced through quizzes.

02 Project Risks

Objectives: The objective of this module is to provide the learner with a thorough understanding of Project Risks and how they are mitigated.

Topics Covered: Main project risks including Construction Risk, Force Majeure Risk, Political Risks, Infrastructure Risk, Interest Rate Risk, Currency Risk, Inflation Risk, Revenue/ Demand Risk, Operating Risk, Input Supply Risk, Legal Risk, Environmental Risk, Refinancing Risk, Technology Risk, Contract Mismatch Risk and Participant Risk. Factors that influence risk allocation between Project participants.

Methodology: A template Risk Matrix is included in this module and the learner is asked to complete the Risk Matrix for a hypothetical project. Concepts are reinforced through the use of multiple interactive elements and quizzes.

03 Raising Finance

Objectives: The objective of this module is to introduce the learner to various sources of Project Finance and the mechanics of raising finance from each of these sources. It also covers the fundamentals of debt sizing and structuring.

Topics Covered: Designing the Finance Package, Sources of Finance, Due Diligence, Understanding Project Finance Models, Debt and Equity Metrics (e.g. LLCR, PLCR, DSCR, Average Life, IRR), Debt Sizing, Structuring Bank Debt, Structuring Bond Finance, ECA Finance, Multilateral Funding, Loan Covenants, Security and Inter-Creditor Issues.

Methodology: Concepts are introduced and reinforced through multiple interactive elements and quizzes throughout the module.

04 Revenue Agreements

Objectives: The objective of this module is to introduce the learner to the main clauses found in Revenue Agreements such as Power Purchase Agreements. The module also discusses the flow-on effects of these clauses to other contracts and the finance structure.

Topics Covered: Term of Contract, Conditions Precedent, Construction Milestones, Consequences of Delay, Design and Construction Obligations, Operating Protocols, Tariff Structure, Performance Testing and Tariff Adjustments, Expansions and Modifications, Insurance Requirements, Force Majeure, Step In Rights, Change in Ownership, Change of Law, Default and Termination.

Methodology: Concepts are introduced and reinforced throughout the module by the use of interactive elements, quizzes and by requiring the learner to respond to various scenarios.

7 CORE MODULES

05 EPC, O&M and Input Supply Contracts

Objectives: The objective of this module is to introduce the learner to the main clauses found in the EPC Contract, the O&M Contract and Input Supply Contracts. The module also discusses the flow-on effects to other contracts and the financing structure.

Topics Covered:

- o *Construction Contracts* - Types of Construction Contracts, Contract Scope, Contract Price and Payments, Completion and Liquidated Damages, Security, Events of Default and Termination, Dispute Resolution, Construction Phase Insurances, EPC Checklist, Other Commercial Terms.
- o *O&M Contracts* - Types of O&M Contracts, O&M Contractor Roles, Project Company Roles and Responsibilities, Fee Structures, Performance and Liquidated Damages, Events of Default and Termination, Operating Phase Insurances, O&M Contract Checklist, Other Terms.
- o *Input Supply Contracts* - Input Supply Contracts, Start Date and Term, Contract Volumes and Flexibility, Quality, Price and Payments, Events of default and termination, Fuel Supply Contract Checklist, Other Terms.

Methodology: Concepts are introduced and reinforced throughout the module by the use of interactive elements, quizzes and by requiring the learner to respond to various scenarios.

06 Finance Documents

Objectives: This module introduces the learner to documentation typically used to negotiate and document a Project Finance loan.

Topics Covered: Letter of Interest, Commitment Letter, Term Sheet, Credit Facility, Working Capital Facility, Security Trust Deed, Security Documents, ISDA's and Hedge Documents.

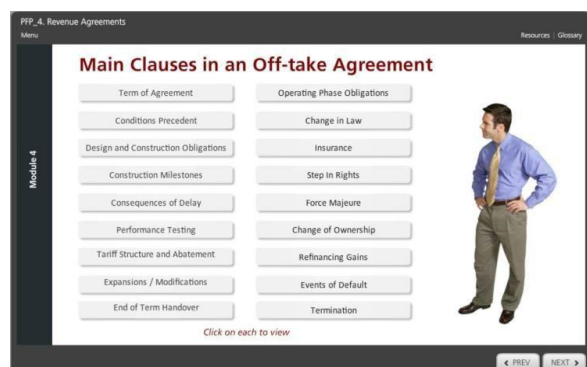
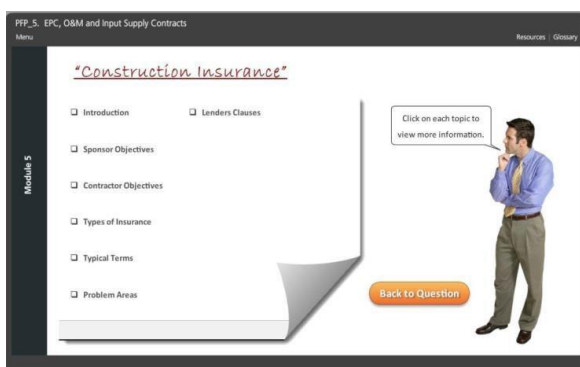
Methodology: Concepts are reinforced through quizzes. The learner is asked to mark up a Term Sheet.

07 Project Finance Sectors

Objectives: This module introduces the learner to the characteristics of the main sectors in which project finance techniques have been used. It summarises the key trends as well the main challenges for each sector.

Topics Covered: Power sector including transmission and distribution, PPA and Merchant Plants, Renewable Energy Sector, Transportation Sectors including Toll Roads, Rail, Airports, Oil & Gas Sector, Mining and Social infrastructure Sectors.

Methodology: Concepts are reinforced through quizzes.



TESTIMONIALS

"Nord/LB is using the Project Finance Foundation course in three main ways. As an introductory tool for our less experienced Project Finance colleagues, as a "refresher" for some of those more experienced colleagues in Project Finance but also as a very useful tool in the credit department. Feedback from these parties has been very positive. The tool is very well put together and provides the flexibility that we require to develop our people in a very busy environment."

Andy Robinson

Global Head of Project Finance Origination, Nord/LB

"Our lawyers loved using the Course...Commercial and practical materials and examples, together with clear explanations of the core principles set throughout the Course"

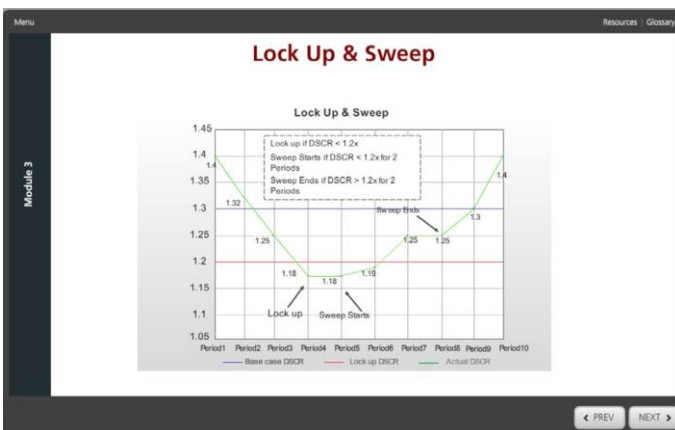
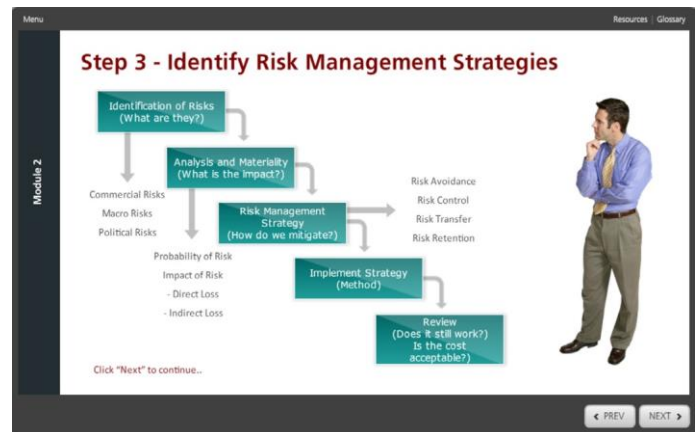
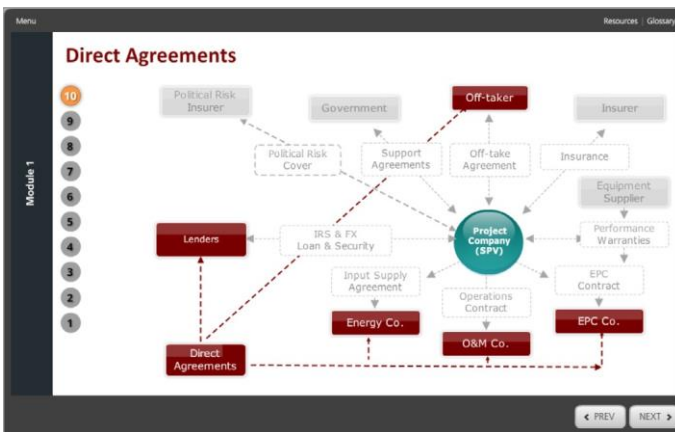
Alexander Danne

Partner, GT Law

"The Course is thorough, well presented, self-paced and great value"

Rob Miller

Global Head of Debt Investments, Industry Funds Management




The 'Construction Insurance' slide features a quiz question: 'EKB Power Ventures wants to take out the Construction Insurance. Would you agree to this? What are the risks?'. Below the question are three radio button options: 'Yes', 'No', and 'Maybe'. A 'View Answer' button is located at the bottom right. A man in a blue shirt is shown on the left side of the slide.

TOP 10 REASONS TO BUY THIS COURSE

#	Reason
1	Very comprehensive and practitioner focused course.
2	Available anytime, anywhere, on demand. No loss of productivity/ days out of office.
3	Fantastic value for money; volume discounts and savings on travel/accommodation make it very cost effective for those needing to train large teams.
4	Learning is self-paced and material can be revisited multiple times to ensure all the concepts are clearly understood and retained.
5	Ensures consistency of training content and quality when deployed across large teams.
6	Learning can be monitored and measured via quiz scores.
7	Leverages multimedia to explain concepts in a way that make the concepts easy to understand and retain.
8	Great reference to have on your desk top when working on a transaction.
9	Design leverages adult learning principles (e.g. adults learn by applying what they have learned) to create an engaging and effective learning experience.
10	Used by global Tier 1 firms such as Price WaterhouseCoopers, KPMG, Bank of Tokyo Mitsubishi, Commonwealth Bank of Australia, Kepco, Latham & Watkins, White & Case, Industry Funds Management, National Australia Bank, DBSA,CAF,EDC, Nord Lb and others.

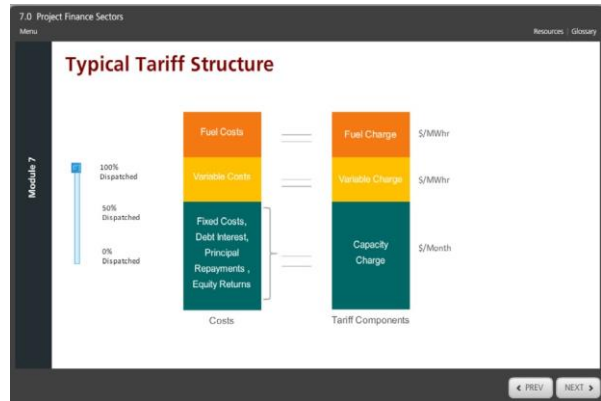
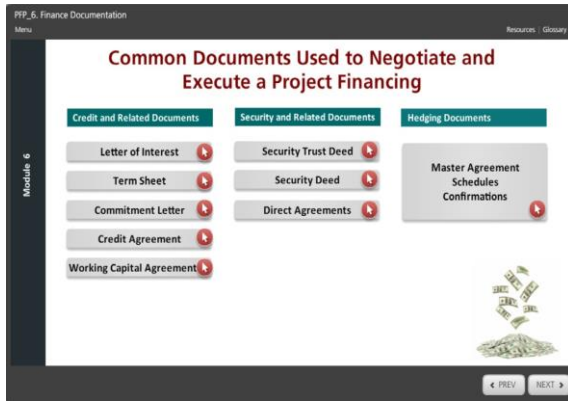
HOW TO ORDER

 Email us at membership@infrappworld.com and we will invoice you with secure payment instructions.

 You can also order via our website at www.infrappworld.com/elearning

Once we receive your payment, we will send you an email with your log-in information (usually within 24-48 hours) and you are ready to go. Once you purchase a course, you will have access to the e-learning content for 365 days.

The Course Modules are available online, anytime, anywhere, via your browser. Once you log-in to our Site using the password provided, you can select the module you want to view and click on it. Our easy to navigate courses will guide you through from start to finish. You can start, stop and pick up right where you left off, whenever you want. Each module includes three to five hours of core content, but you can go faster (or slower) if you wish. From time to time, we will add new material to reinforce what you are learning. You will have access to any upgrades to the material for no extra charge for 12 months from the date you commence the Course.



A COMPREHENSIVE AND COMPLETE PROJECT FINANCE TRAINING SOLUTION

Together, the two courses are a comprehensive and complete Project Finance training solution covering both Project Finance theory and Project Finance Modelling. Completing both these courses will give you the skills and knowledge you need to structure, assess, analyse and understand complex project finance transactions.

If you are interested in buying multiple licenses for your team or organisation, please contact us for more information.

“PROJECT FINANCE PRACTITIONER” CERTIFICATION



Complete both courses and qualify for our Project Finance Practitioner Certificate.

"Mastering Project Finance Models" is the most comprehensive web based financial modelling course in the market today. Leveraging adult learning principles, the power of multi-media and a structured building block approach, it offers a learning experience that provides a solid foundation in modelling skills for the project finance practitioner.

Project Finance Foundations is the most comprehensive e-learning Project Finance Course in the market today that is designed for practitioners, utilises adult learning principles and leverages the power of multimedia to provide a stimulating and effective learning experience.

Course structure

- The Course is made up of 16 core modules.
 - Introduction to the Course
 - Model Structure & Layout
 - Model Assumptions & the Power Project
 - Model Building Steps and Excel Essentials
 - Construction Costs
 - Construction Funding
 - Term Debt
 - Revenues
 - Operating Costs
 - Major Maintenance
 - Depreciation
 - Working Capital
 - Tax
 - Project Cashflow
 - Financial Statements
 - Using the Model

Each topic is comprehensively covered using e-learning content, captioned videos, downloadable pdf tutorials and customised excel spreadsheets. Unlimited instructor support is included.

Why you should take this course?

- Lenders involved in Project Finance
- Financial Advisors and consultants
- Agency and Credit Staff
- Portfolio Managers
- Project Sponsors
- Export Credit Agencies
- Model Auditors
- Government PPP Executives
- Contractors
- Institutional Investors



While there are many courses in the market that offer project finance modelling training, the limitations of working with participants with different skill levels in a tight 3 day format makes it very difficult to cover the subject matter in any depth. Typical programs often use a simplified model to illustrate key concepts. Participants are therefore left to bridge the gap between the simple model they learn about at the training and the models they need to build or work with on their own. Moreover, adult learning theory suggests that participants learn best when the learning is self-directed allowing each learner to learn at their own pace with time for reflection and review.

A comprehensive e-learning program that includes extensive documentation, step-by-step video demonstrations and individual instructor support for Q&A overcomes these pitfalls in a way classroom learning cannot.

By the end of the Course you will...

- have built a fully scoped Project Finance Model using Microsoft Excel;
- be able to break down the modelling task into discrete components;
- thoroughly understand the logic flow within each model component and the linkages between the components;
- have learned good design practices;
- know how to use all the key Excel formulae and functions used in project finance models;
- be able to fix common model "errors" and master shortcuts that save time and make your modelling more efficient;
- understand how to use your model to carry out different types of analyses.

It is my sincere hope that this Course will fill a gap in the market for project finance modelling training.

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