PROJECT APPRAISAL, INFRASTRUCTURE FINANCE & PUBLIC-PRIVATE PARTNERSHIP (PPP) MASTERCLASS



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GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass Training Course takes participants through the full life of a public infrastructure transaction. It begins with appraisal and business case discipline, moves into financing structures and debt capacity, then examines PPP models, concession design and contract management in depth. The programme covers risk allocation, payment mechanisms, value for money testing, fiscal commitments and contract monitoring. Furthermore, it addresses negotiation, financial close and dispute handling across the contract term. As a result, delegates can carry a PPP project from concept to signed contract. Gentex Training Center delivers the masterclass through modelling workshops, negotiation simulations and live transaction case work.

Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass Course Objectives

- Build a business case and apply appraisal gateways to infrastructure projects.
- Appraise projects using NPV, IRR, payback and profitability index.
- Conduct cost-benefit analysis with economic and social valuation.
- Structure limited recourse financing and size debt against coverage targets.
- Compare PPP models: BOT, BOO, DBFO, availability-based and concession contracts.
- Apply risk allocation principles between public and private parties.
- Design payment mechanisms, tariffs and availability payment structures.
- Conduct value for money assessment and public sector comparator analysis.
- Assess fiscal commitments, contingent liabilities and affordability.
- Manage negotiation, financial close, contract monitoring and dispute handling.

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Course Methodology

The masterclass combines technical briefings, hands-on Excel workshops, transaction case studies and negotiation simulations. Participants build an appraisal and financing model, apply a public sector comparator, and negotiate a term sheet in role-play. In addition, structured peer review sharpens commercial judgement, and each day closes with an applied transaction task.

Who Should Take This Course

- Project finance and structured finance professionals.
- PPP unit staff and public sector transaction advisers.
- Infrastructure developers, sponsors and fund investors.
- Investment analysts and transaction advisory teams.
- Legal, technical and insurance advisers on PPP deals.
- Credit analysts, bankers and auditors reviewing PPP exposures.

Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass Course Outlines

Day 1: Appraisal, Business Cases and Project Selection

- Project definition, options and appraisal gateways.
- Business case structure and approval processes.
- Demand, traffic and utilisation forecasting.
- Capital and operating cost estimating with contingency.
- Investment appraisal using NPV, IRR, payback and profitability index.

- Cost-benefit analysis and economic evaluation.
- Workshop: preparing an appraisal and business case outline.

Day 2: Infrastructure Finance Structures and Debt Capacity

- Limited recourse and non-recourse financing.
- Special purpose vehicle design and contractual architecture.
- Sources and uses of funds, gearing and debt sizing.
- Debt service coverage ratio targets and reserve accounts.
- Interest rate, currency and inflation hedging.
- Credit analysis and lender due diligence workstreams.
- Workshop: building a project finance model and sizing debt.

Day 3: PPP Models, Risk Allocation and Payment Mechanisms

- PPP family: BOT, BOO, DBFO, lease, concession and availability models.
- Public sector comparator and value for money assessment.
- Risk identification, allocation and retained risk.
- Payment mechanisms: user charges, availability payments and shadow tolls.
- Performance standards, deductions and key performance indicators.
- Fiscal commitments, contingent liabilities and affordability tests.
- Workshop: allocating risk and designing a payment mechanism.

Day 4: Procurement, Contract Design and Negotiation

- PPP procurement routes and competitive dialogue.
- Tender documentation, bid evaluation and clarification processes.
- Concession agreement and core contract clauses.
- Direct agreements, step-in rights and lender security.
- Negotiation strategy, term sheets and risk transfer boundaries.
- Financial close, conditions precedent and disbursement mechanics.
- Workshop: negotiating a concession term sheet in role-play.

Day 5: Contract Management, Monitoring and Distressed PPPs

- Contract management structures and governance.
- Performance monitoring, reporting and deduction regimes.
- Change, variation and refinancing provisions.
- Dispute resolution, expert determination and termination events.
- Handback, asset condition and end-of-contract planning.
- Distressed PPP restructuring and lender intervention.
- Workshop: presenting a PPP transaction review to an approval panel.

Conclusion

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By successfully completing Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass Training Course, participants will have acquired the knowledge to appraise a project, structure its financing and take a PPP transaction through to contract signature and management. They will understand risk allocation, payment mechanisms, value for money testing, fiscal commitments, procurement and contract governance, and they will know how to protect the public and private interests in a deal. As a result, delegates strengthen infrastructure delivery and value for money. Gentex Training Center builds the masterclass around current transaction practice.

FAQs for the Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass course

Q1 What is the "Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass" course about?

It follows a public infrastructure deal from appraisal through financing to PPP contract management. You learn business case and cost-benefit analysis, project finance modelling, PPP models and risk allocation, payment mechanisms, value for money testing, negotiation and financial close.

Q2 What are the key benefits of the "Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass" course?

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You gain the ability to run a PPP transaction end to end rather than one slice of it. You also improve risk allocation between public and private parties, test value for money with a public sector comparator, design payment mechanisms that drive performance, and manage negotiation and contract governance with clearer boundaries.

Q3 What skills will I gain from the "Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass" course?

You will gain project appraisal, business case preparation and cost-benefit analysis; project finance structuring and debt sizing; PPP model design, risk allocation and payment mechanism development; and PPP procurement, negotiation, financial close and contract management.

Q4 What tools, methods, or standards are covered in the "Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass" course?

The course covers appraisal gateway and business case frameworks, demand and traffic forecasting, NPV, IRR, MIRR, payback and profitability index appraisal, cost-benefit analysis with economic internal rate of return and shadow pricing, project finance cash flow modelling, debt service coverage ratio debt sizing and reserve accounts, BOT, BOO, DBFO, lease and availability-based PPP models, public sector comparator and value for money assessment, risk allocation matrices and retained risk analysis, availability payments, shadow tolls and user charge mechanisms, performance deduction regimes and key performance indicators, fiscal commitment and contingent liability assessment, competitive dialogue procurement, concession agreement clauses, direct agreements and step-in rights, and conditions precedent and financial close checklists.

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Q5 How is the "Project Appraisal, Infrastructure Finance & Public-Private Partnership (PPP) Masterclass" course applied in real-world practice?

Graduates apply it to prepare business cases and appraisal models, structure and size project financing, select PPP models and allocate risk, design payment and deduction mechanisms, run value for money and affordability tests, manage competitive procurement and bid evaluation, negotiate concession agreements to financial close, and monitor contract performance, variations and dispute events through the contract term.

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