PUBLIC PRIVATE PARTNERSHIP (PPP) FINANCING, PROJECTS & CONTRACTS



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Introduction

Public Private Partnership (PPP) Financing, Projects & Contracts examines how infrastructure partnerships are structured, financed, and managed over their full life. This Training Course covers project preparation, procurement, contract design, debt and equity structuring, and contract management. Participants study concession agreements, availability and demand risk, payment mechanisms, and lender due diligence. Furthermore, the programme connects public policy goals to bankable structures through financial modelling and case review. As a result, delegates leave able to design, finance, and administer PPPs that deliver value for both sectors.

Public Private Partnership (PPP) Financing, Projects & Contracts Course Objectives

- Define PPP models and their position in infrastructure delivery.
- Apply project identification, feasibility, and value for money assessment.
- Select procurement routes including competitive dialogue and BAFO.
- Structure concession agreements and risk allocation matrices.
- Design availability, demand, and revenue risk sharing models.
- Build payment mechanisms, deductions, and performance regimes.
- Structure debt, equity, and gearing for project finance.
- Apply government support, guarantees, and viability gap funding.
- Manage the PPP contract, monitoring, and performance reporting.
- Handle variations, refinancing, termination, and handback.

Course Methodology

- Interactive workshops using real PPP project files and term sheets.

- Structured feasibility and value for money assessment exercises.
- Financial modelling labs on tariffs, payments, and returns.
- Guided risk allocation matrix and concession drafting sessions.
- Case review of PPP refinancing and renegotiation cases.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Government PPP units and infrastructure agencies.
- Project finance and infrastructure bankers.
- Legal counsel and contracts advisors.
- Developers, contractors, and equity investors.
- Public sector finance and budget officers.
- Risk, treasury, and credit analysts.
- Consultants and advisors to the infrastructure sector.

Public Private Partnership (PPP) Financing, Projects & Contracts Course Outlines

Day 1: PPP Fundamentals and Project Preparation

- Defining PPPs and distinguishing them from privatisation.
- PPP models: BOT, BOOT, DBFO, availability, and concession.
- Project identification, prioritisation, and pipeline planning.
- Institutional frameworks: PPP units, mandates, and approvals.
- Fiscal affordability and contingent liability assessment.
- Feasibility studies and option analysis.

- Public sector comparator and value for money assessment.

Day 2: Procurement, Bidding, and Award

- Procurement routes: open tender, restricted, and competitive dialogue.
- Prequalification and bidder capability assessment.
- Evaluation criteria and weightings for PPP bids.
- Competitive dialogue and best and final offer stages.
- Bid evaluation, clarification, and preferred bidder selection.
- Financial close requirements and conditions precedent.
- Deal documentation and public sector approval gates.

Day 3: Risk Allocation and Contract Design

- Risk identification, allocation, and optimal transfer principles.
- Availability, demand, and revenue risk sharing models.
- Payment mechanisms, deductions, and incentive regimes.
- Output specification and performance requirement drafting.
- Force majeure, change in law, and termination provisions.
- Insurance, security packages, and step-in rights.
- Direct agreements and lender consent arrangements.

Day 4: Project Finance and Funding Structures

- Project finance fundamentals and non-recourse lending.
- Debt structures, gearing, and debt service coverage ratios.
- Equity, sponsor support, and shareholder arrangements.
- Government support: guarantees, subsidies, and viability gap funding.

- Multilateral, export credit, and development bank involvement.
- Currency, interest rate, and inflation risk mitigation.
- Refinancing, cash sweeps, and distribution lock-ups.

Day 5: Contract Management, Performance, and Exit

- Contract management governance and resourcing.
- Performance monitoring and KPI-based reporting.
- Deductions, rectification, and service failure management.
- Variations, change control, and refinancing approvals.
- Dispute resolution: expert determination and arbitration.
- Handback standards, residual life, and asset condition.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Public Private Partnership (PPP) Financing, Projects & Contracts, participants will have acquired a practical command of PPP structuring, procurement, risk allocation, and project finance. They will know how to build bankable concession agreements, structure debt and equity sensibly, and manage performance against deductions and KPIs. In addition, the course prepares delegates to handle refinancing, disputes, and handback properly. As a result, they return to work ready to deliver financed PPP projects with confidence. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Public Private Partnership (PPP) Financing, Projects & Contracts course

Q1 What is the "Public Private Partnership (PPP) Financing, Projects & Contracts" course about?

It is a five-day programme that explains how infrastructure partnerships are prepared, procured, financed, and managed. It covers PPP models, feasibility and value for money, procurement and award, risk allocation, concession drafting, project finance structuring, contract management, and handback.

Q2 What are the key benefits of the "Public Private Partnership (PPP) Financing, Projects & Contracts" course?

Participants gain the ability to assess PPP suitability with evidence, structure bankable projects, and allocate risk so value for money holds across the term. They also learn to build funding structures lenders accept and to manage refinancing, disputes, and handback properly.

Q3 What skills will I gain from the "Public Private Partnership (PPP) Financing, Projects & Contracts" course?

PPP model selection with project structuring, feasibility and value for money assessment, risk allocation and payment mechanism design, and project finance structuring with contract management and handback administration.

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Q4 What tools, methods, or standards are covered in the "Public Private Partnership (PPP) Financing, Projects & Contracts" course?

The course covers BOT, BOOT, DBFO, availability-based, and concession models, public sector comparator analysis, value for money assessment methods, whole-life costing, competitive dialogue and best and final offer procedures, risk allocation matrices and optimal risk transfer, availability payment mechanisms with deductions, debt service coverage ratio (DSCR) and gearing analysis, non-recourse project finance structures, viability gap funding and government guarantees, direct agreements and step-in rights, refinancing and cash sweep mechanics, and expert determination and arbitration procedures.

Q5 How is the "Public Private Partnership (PPP) Financing, Projects & Contracts" course applied in real-world practice?

Delegates apply it through project pipeline assessments, feasibility studies, value for money reports, risk allocation matrices, tender documents, evaluation reports, concession agreements, financial models, funding term sheets, contract management plans, performance reports, deduction calculations, refinancing approvals, and handback inspections. They also use it to brief ministers and boards on fiscal exposure and contingent liabilities.