

MASTERING PROJECT FINANCE MODELS

E-LEARNING AT YOUR FINGERTIPS...WHEN YOU NEED IT

IPP Journal

Course Structure

The course is made up of **16 core modules:**

1. Introduction to the Course
2. Model Structure & Layout
3. Model Assumptions & the Power Project
4. Model Building Steps and Excel Essentials
5. Construction Costs
6. Construction Funding
7. Term Debt
8. Revenues
9. Operating Costs
10. Major Maintenance
11. Depreciation
12. Working Capital
13. Tax
14. Project Cashflow
15. Financial Statements
16. Using the Model

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

Who should take this course?

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

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.



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.

Atul Ahuja

CORE MODULES

1 Introduction to Project Finance

10 core components of project finance models and their function; linkages between the components; order in which the components should logically be built.

2 Model Layout and Best Practice

Model layout and structure; number conventions; cell formatting; proper use of formulas; when to use and not use range names and macros; use of "error checks"; Excel cell styles feature.

3 Model Assumptions and the Power Project

Key model inputs and the overall contractual structure; importance of a formal "Assumptions Book"; proper use of the Assumptions Book to record and monitor the source of key model assumptions.

4 Model Building Steps & Excel Essentials

10 key steps for building a project finance model; main linkages between the model components; excel functions, error messages, and shortcuts; copying and pasting across columns, absolute and relative cell referencing; Excel add-ins; automatic and manual recalculations.

5 Construction Costs

Main construction cost items; best way to input cost assumptions into model; how to calculate escalation factors and escalate costs; how to model monthly, quarterly and annual dates; how to create construction and operations period flags; how to create linkages to other modules, Excel functions and operations.

6 Construction Funding

Debt and Equity drawdown arrangements; how to input construction funding assumptions into the model, how to create a "funding waterfall"; conversion of monthly cashflow to quarterly and annual cashflow; Excel functions required for module. "Sources and Uses" of funds" summary.

7 Term Debt

How best to input Term Debt assumptions; building credit foncier, equal repayment or "sculpted" repayment profiles; how to build in the flexibility to switch between different profiles; how best to incorporate different margins, interest only periods and hedging profiles into the Term Debt calculations.

8 Revenues

How best to input assumptions; deriving the "Quantity" and "Price" for a power plant; calculating escalation factors; typical tariff components; use of "flags" to switch calculations on and off.

9 Operating costs

Key inputs, calculations and outputs; calculating fixed and variable costs after adjusting for inflation; linkages to other modules.

10 Major Maintenance

Setup of the Assumptions Sheet to give the user flexibility in relation to timing of the major maintenance; converting consultant's real dollar estimates to nominal dollar estimates; creating a reserving profile to ensure the project has sufficient funding for major maintenance expenditure; modelling the Maintenance Reserve Account.

11 Depreciation

Different types of depreciation regimes; setting up the model to switch from one type of depreciation to another; incorporating depreciation of future major maintenance into the model; building error checks into the model; Excel functions required to build module.

12 Working capital

Calculation of accounts receivables, accounts payable and inventory; calculating working capital requirements for a modelling period; modelling drawdown and repayments from a working capital facility. Incorporating error checks into the calculations.

13 Tax

Calculating taxable income and tax payable; creating a tax loss account to track generation and usage of tax losses from period to period.

14 Project Cash Flow

Calculation of key metrics such as DSCR, Annual DSCR, Average DSCR, Average Loan Life, LLCR, PLCR, Equity IRR, Payback period; creating an annual summary of cashflow for presentation; use of various Excel functions pertaining to this module.

15 Financial Statements

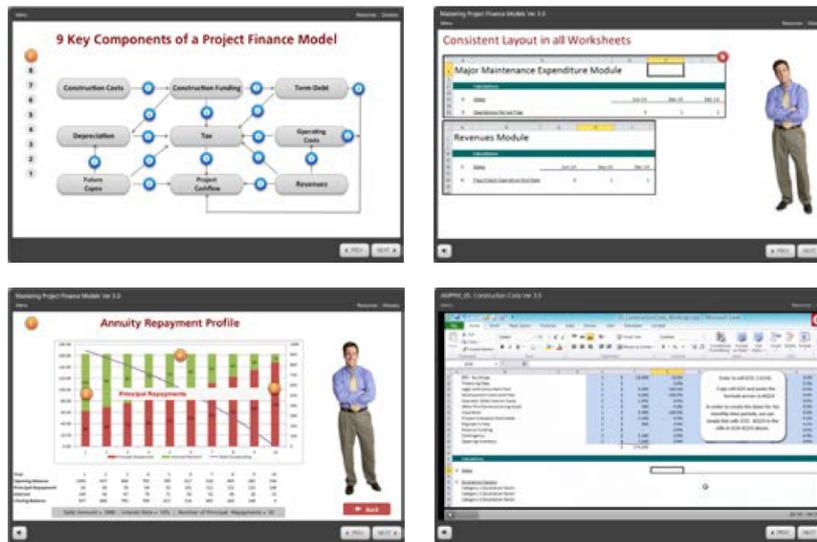
Building an Income Statement and calculation of Gross Profit, EBITDA, EBIT, Net profit after tax; calculation of Balance Sheet items and building an error check; calculating cash available for distribution, dividends paid and retained earnings. Summarising results and creating a graph.

16 Using the model

Changing capital costs; sculpting the debt repayment profile; sensitivity analysis; scenario analysis; breakeven analysis; cash sweep analysis; creating a "Change Log"; printing and presenting results

HOW IT WORKS

- ▶ The e-learning covers the main concepts and logic required to build the model
- ▶ Captioned videos demonstrate each step of the model building process with full on-screen explanations
- ▶ Detailed pdf tutorials provide step by step instructions and plenty of tips and tricks
- ▶ Unlimited instructor support is available via e-mail and phone



TESTIMONIALS

"I took the course 'Mastering Project Finance Models' and it fully lived up to my expectations and beyond. The combination of technical modelling content and intuitive explanations and illustrations was excellent and I am applying what I have learned on a daily basis in my job."

Lars Jensen
UNCDF

"The building block approach made it really easy for me to build an otherwise quite complex model. The step by step instructions and detailed explanations of all the formulae are a great reference"

Garth Alwares
Transport Consultant, NSW, Australia

"I found the "Mastering Project Finance Models Course" invaluable and would give it a rating of 9 out of 10"

Stephen Murefu
REESCO South Africa

TOP 10 REASONS TO BUY THIS COURSE

- 1 Very comprehensive course, learners follow step by step instructions to build a fully scoped project finance model.
- 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.
- 4 Course uses a building block approach to deconstruct the complexity.
- 5 Ensures consistency of training content and quality when deployed across large teams.
- 6 Material can be revisited multiple times to ensure all the concepts are clearly understood and retained.
- 7 Leverages multimedia to explain concepts; making them easy to understand and retain.
- 8 An exceptional level of instructor support is available via e-mail, phone conferences and one-on-one screen sharing webinars.
- 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 Extensive documentation, 350+ pages of downloadable content to use as an on-going reference.

HOW TO ORDER



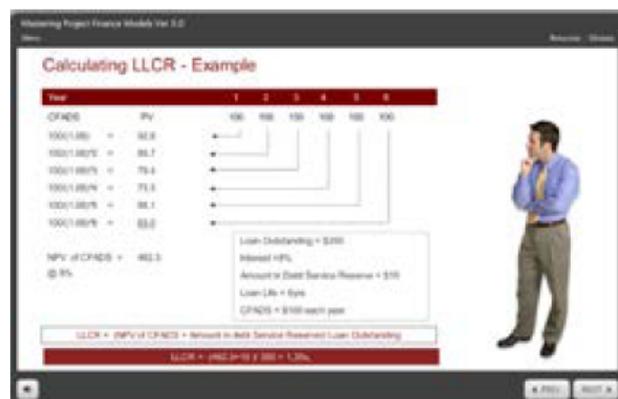
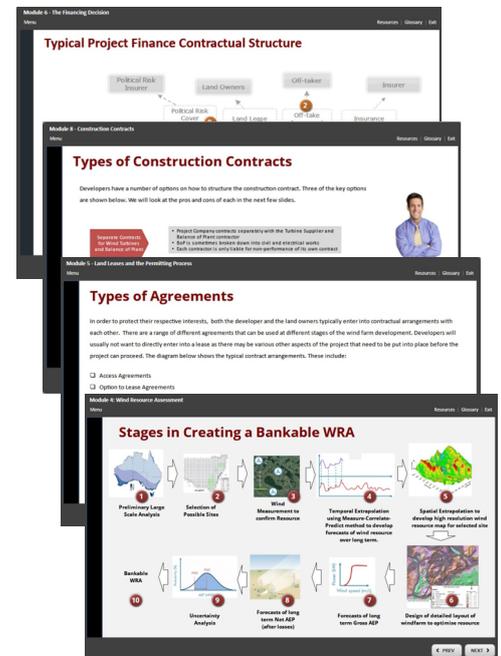
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The Course Modules are available online, anytime, anywhere, via your browser. Once you log-in to our Site using the password provided, you can select the module you want to view and click on it. Our easy to navigate courses will guide you through from start to finish. You can start, stop and pick up right where you left off, whenever you want. Each module includes one to three 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.



“PROJECT FINANCE PRACTITIONER” CERTIFICATION

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



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.

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

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.



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 Aruja

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Purchase both courses together and claim your **20% discount!**

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.