



**LAGOS  
BUSINESS  
SCHOOL**

PAN-ATLANTIC UNIVERSITY



**BFI Insights**



# **INFRASTRUCTURE PROJECT FINANCE BOOTCAMP BROCHURE**



# OVERVIEW

Project Finance is a highly technical and complex field that has evolved with PPPs especially as a limited-recourse facility. As a rapidly developing field of practice in connection with the rolling out of PPPs in Nigeria, there has been established a grave need for the updating of the skills of investment professionals and financial analysts involved in infrastructure projects across the country.

Delivered by internationally certified and recognized experts in LBS and the PPP domain of practice, this Bootcamp is designed to assist professionals and enthusiasts to fully understand the Legal, Finance Fundamentals, and project finance spreadsheet models needed to analyze, structure, negotiate, and ultimately complete successful project finance transaction. By presenting effective FAST compliant project finance model design techniques, analyzing case studies of project financing models, and participating in role-playing simulations to analyze and negotiate infrastructure project financings, participants in this bootcamp will learn how to design and structure project financing models, how to review and critique project financing models, as well as how to strengthen the structure and how to negotiate infrastructure project financings from the legal and finance standpoint.

This bootcamp is delivered in 4 modules, over a seven-day period, including case study and site visit. Below is an overview of the areas covered in the 4 Modules:

This Project Finance Bootcamp is designed to provide participants with a comprehensive understanding of project finance, including the key principles, practices, and strategies involved. The bootcamp covers three essential components of project finance: project finance modeling, finance fundamentals, and legal fundamentals.

**Legal Fundamentals of Project Finance:** In the legal fundamentals' component, participants will gain an understanding of the legal aspects of project finance, including contract negotiation, regulatory compliance, and dispute resolution. They will also learn about the role of the various legal and regulatory bodies in project finance and how to navigate the legal complexities involved.

**Finance Fundamentals of Project Finance:** In the finance fundamentals component, participants will gain an understanding of the financial and economic aspects of project finance, including project finance structuring, contract negotiation, and risk management. They will also learn how to analyze project economics and evaluate project feasibility.



## Delivery date

### DATE

25TH APRIL - 2ND MAY 2024

### FEE

₦1,500,000

### MODE OF DELEVIVERY

PHYSICAL

### EXTRAS

- 1-YEAR COMPLIMENTARY ACCESS TO PROJECT FINANCE SELF-PACED COURSES.
- COMPLIMENT BREAKFAST AND LUNCH

**Project Finance Modeling:** Participants will learn how to develop financial models for projects and analyze project risk, including the assessment of cash flows, discount rates, and sensitivities. They will also gain hands-on experience in creating project finance models using financial modeling software.

**Infrastructure Project Financing Case-Studies-Led Session:** Illustrations of project financing deal from legal, and finance standpoint and investment analysis from different infrastructure sectors.

Overall, participants can expect to leave the Infrastructure Project Finance Bootcamp with a comprehensive understanding of project finance, including the skills, knowledge, and practical experience to navigate and succeed in this exciting field.



# BOOTCAMP DURATION

7DAYS

DAYS  
1

Legal Fundamentals of  
Project Finance

DAYS  
3

Infrastructure Project  
Financing Case-Studies-Led  
Session

DAYS  
2

Finance Fundamentals  
of Project Finance

DAYS  
4-7

Project Finance Modeling

# BOOTCAMP PEREQUISITE

While the bootcamp assumes no prior knowledge and expects to welcome participants from different backgrounds and fields, we highly recommend that participants complete **Core Modeling Skills** and **Accounting Fundamentals course**. Upon registration, participants will be granted immediate online access to these courses from BFI for FREE. Completing this course prior to attending the bootcamp will provide participants with a foundational understanding of the concepts and skills that will be covered in the bootcamp, allowing them to get the most out of the experience.





# PROGRAMME OUTLINE

Are you tired of theoretical training that fails to reflect real-world demands? Look no further, because our Project Finance Bootcamp curriculum is designed with one goal in mind – to equip you with the practical skills and knowledge necessary to succeed in the dynamic field of project finance. Our expert trainers have handpicked each and every aspect of the curriculum to ensure it aligns with the needs and challenges faced by project finance practitioners and enthusiasts.

## LEGAL FUNDAMENTALS OF PROJECT FINANCE

- Legal fundamentals in project finance
- Preliminary Consideration in project finance
- Negotiations and risk allocation
- Representations, warranties, and covenants
- Other project finance issues.
- Case Study I

## FINANCE FUNDAMENTALS OF PROJECT FINANCE

- Introduction to Project Finance
- Contracts and bankability of project finance transactions
- Project Capital Structure
- Project finance term loans
- A syndicate in project finance
- Project finance risk analysis
- Financial Modeling in Project Finance
- Case Study II

## FINANCIAL MODELING FOR PROJECTS

- Introduction to Financial Modeling for Project
- Understanding the Start Model
- How to Link the Financial Statement
- Revenue and Operation
- Modeling Tax
- Non-Current Assets and Working Capital
- Modeling Equity and Debt Finance
- Key Outputs/Analysis
- Model Guide & Review

## PROJECT FINANCE MODELING

- Introduction to Project Finance Modeling
- Understanding the Start Model
- PF Modeling - Construction cost
- Construction period sources and uses of funds
- Sources of finance
- Finance cost and fees during construction
- Interest during construction
- Construction debt drawdown structure
- Opening balance and timelines
- PF Modeling - Debt Service
- Coverage Ratio
- PF Modeling - Loan Life Cover Ratio
- Project Life Cover Ratio
- PF Modeling - Debt Sculpting and Debt Sizing
- Blended Equity Rate of Return
- Debt Service Reserve Account
- PF Modeling - Shareholders Loan
- Revolving Credit Facilities
- PF Modeling - Model optimization
- PF Modeling - Major Maintenance
- Reserve Account
- PF Modeling - Quality Control and Model Finalization



# LEARNING OUTCOMES & OBJECTIVES

## FINANCE FUNDAMENTALS OF PROJECT FINANCE

Here are some of the learning outcomes for Finance Fundamentals of Project Finance:

- - Understanding of the basics of project finance and its role in funding infrastructure and other large-scale projects.
- - Knowledge of the key players involved in project finance, such as sponsors, lenders, and investors.
- - Understanding of the key financial concepts and metrics used in project finance, such as discount rate, internal rate of return (IRR), and net present value (NPV).
- - Familiarize with the role of syndication in project finance.
- - Ability to evaluate the financial viability of a project, including revenue and cost projections, cash flow analysis, and risk assessment.
- - Understanding of the various types of projects financing structures, including debt, equity, and hybrid financing.
- - Ability to develop and implement effective project financing strategies, including negotiation of financing terms and risk management techniques.
- - Understanding of the role of project finance in sustainable development, including renewable energy projects and other socially responsible investments.
- - Familiarity with current trends and developments in project finance .

## LEGAL FUNDAMENTALS OF PROJECT FINANCE

- - Understanding the legal framework for project finance: Participants will gain an understanding of the laws, regulations, and contracts that govern project finance transactions and how they impact the financing of infrastructure and other large-scale projects.
- - Contract negotiation and dispute resolution: Participants will learn how to negotiate and draft project finance contracts that minimize risk and provide effective dispute resolution mechanisms.
- - Regulatory compliance: Participants will gain an understanding of the regulatory requirements for project finance transactions and how to ensure compliance with these requirements.
- - Legal Risk management: Participants will learn how to identify, assess, and manage the legal risks associated with project finance transactions. Practical application of legal principles: Participants will have the opportunity to apply the legal principles they have learned through practical exercises, and



# LEARNING OUTCOMES & OBJECTIVES

## PROJECT FINANCE MODELING

Here are some of the learning outcomes for Project Finance Modeling course

- Understanding key financial metrics: Participants will learn how to analyze financial statements and understand the key metrics used in project finance modeling.
- Project Cash Flow Analysis: Participants will learn how to create and analyze cash flow projections for a project, including how to identify and assess the key drivers of cash flows.
- Debt Sizing and Structuring: Participants will learn how to size debt for a project and understand the different debt structures used in project finance.
- Modeling Risk: Participants will learn how to model different types of risks associated with a project, including credit risk, market risk, and project risk.
- Sensitivity and Scenario Analysis: Participants will learn how to perform sensitivity and scenario analysis to assess the impact of different variables on a project's financial performance.
- Financial Feasibility Analysis: Participants will learn how to perform a financial feasibility analysis to assess the viability of a project and determine whether it meets the financial criteria for project financing.
- Integration of Project Financing Strategies: Participants will learn how to integrate project financing strategies into the financial model and understand the trade-offs between different financing options.
- Modeling for Debt Repayment: Participants will learn how to model debt repayment, including how to assess the impact of different debt repayment schedules on a project's cash flows.

## INFRASTRUCTURE PROJECT FINANCING CASE-STUDIES-LED SESSION

- This session is designed to be interactive and hands-on, and participants will be given the opportunity to work on real-world case studies and to participate in group discussions and workshops.

*By the end of the Bootcamp, participants will have a solid understanding of project finance and will be equipped with the know edge and skills necessary to participate in project finance transactions and to advise clients on project finance matters.*

## FACULTY



**OKORO OKECHUKWU**

LLB, BL, LLM. - Deputy Managing Partner, G-Elias & Co



**VICTORIA ENOC-AHIAMADU**

CFA. - Associate, African Finance Corporation (AFC)



**PROMISE GODBOLD**

ACA. - Lead Project Finance Consultant, BFI Insights Ltd



**PROF. BONGO ADI**

Lagos Business School



# TESTIMONIALS



**Folawiyo Agboke**  
Project Accountant  
Dayspring Property Development  
Company (Subsidiary of Famfa Oil)

My experience in the project finance bootcamp has been a wonderful one, because I have had this training before, even in the U.K, but what I got in the bootcamp was something huge. The faculty are at the top of their game, and no parallel line exists from where I was before and where I am after the bootcamp. I have been enriched and my knowledge of project finance has been brought to another level.



**Oluwatobi Olasoji**  
Commercial Manager  
First Hydrocarbon Nigeria Ltd.

My experience at the bootcamp has been amazing. I came in with the expectation to learn how to model, but I love the fact that the rationale of project finance and how it translates into the models were clearly explained. The bootcamp makes you to really think of what you are doing, before really pressing in the keys. I will recommend this bootcamp to anyone who wish to learn the financial, legal and the practical.



**Olamide Fanimokun**  
Team Member, Strategy & Principal  
Investment Leadway Assurance

The bootcamp was extremely illuminating as I am transitioning from human resources to principal investment, and the last one year has been me learning finance as much as possible. The bootcamp was super important to me as I wanted to get a deeper understanding into project financing. With the bootcamp, I have understood how the project finance model works and know what to look out for in a project finance deal and give my team the very best advice.

**Blessing Benjamin-Ifejiofor**  
Senior Analyst  
FBNQuest Merchant Bank Limited



This is by far the best training I have attended. It was extremely engaging and interactive. The facilitators were exceptionally helpful and readily provided clarification whenever needed. The timing of this bootcamp aligns perfectly with the work I am currently involved in, and I am grateful for the opportunity to participate. I particularly enjoyed the breakout sessions and the valuable interactions among the participants. The curriculum was comprehensive, covering almost every aspect of Project Finance. It introduced me to new concepts and provided alternative methods of computation. One highlight for me was learning about the FAST method of modeling, which opened new possibilities. I will recommend this training to my colleagues. It has been an enriching experience that will undoubtedly benefit anyone involved in similar work.

# WHO SHOULD ENROLL?

Some of the individuals and groups that may find learning about project finance beneficial include:

**1. Investment bankers:** Investment bankers involved in project finance transactions will benefit from learning about the various financial structures and techniques used in these transactions.

**2. Corporate finance professionals:** Corporate finance professionals in industries such as energy infrastructure, and real estate can benefit from learning about project finance as a way to structure and finance large-scale projects.

**3. Financial analysts and consultants:** Financial analysts and consultants who work on projects related to infrastructure, energy, and other industries will benefit from learning about project finance as a way to assess the financial viability of these projects.

**4. Project managers and engineers:** Project managers and engineers who are involved in the development, construction, and operation of large-scale projects will benefit from understanding how project finance can be used to structure and finance these projects.

**5. Lawyers and other legal professionals:** Lawyers and other legal professionals who are involved in the negotiation and drafting of project agreements will benefit from learning about the legal and regulatory requirements of project finance.

**6. MBA students and other graduate students in finance and business:** MBA students and other graduate students in finance and business will benefit from learning about project finance to understand the financing and investment aspects of large-scale projects.

**7. Government officials and policymakers:** chairpersons, directors at MDAs, commissioners and managers of parastatals currently involved or intending to engage in PPPs through project financing; chairmen, directors and managers of private companies who are intending or are currently engaged in PPPs.

Overall, anyone who is interested in the financing and investment aspects of large-scale projects, such as infrastructure, energy, real estate, etc., would benefit from learning about project finance.



***For further information on admission to the  
Infrastructure Project Finance Bootcamp,***

Contact

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