PPP Project Bankability Assessment Training Course

Professional Development Training Course Outline

Category	General Training	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Public-Private Partnerships Project Bankability Assessment Training Course provides a comprehensive and practical framework for evaluating the financial, commercial, technical, legal, institutional, and economic viability of Public-Private Partnerships projects. The course focuses on project bankability, financial feasibility, risk allocation, revenue models, demand forecasting, investment analysis, financial modelling, affordability assessment, value for money, project finance, creditworthiness, due diligence, and investor requirements. Participants will learn how to determine whether a Public-Private Partnerships project is sufficiently structured to attract private capital, lenders, institutional investors, development finance institutions, and other strategic stakeholders.

The course integrates international Public-Private Partnerships standards, project preparation methodologies, financial due diligence techniques, risk assessment frameworks, procurement considerations, and investment decision-making tools. Through practical exercises and global case studies, participants will assess project readiness, identify bankability gaps, strengthen project structures, evaluate financing options, and develop actionable bankability improvement strategies. The training is designed to support governments, Public-Private Partnerships units, infrastructure agencies, developers, lenders, consultants, and investors in transforming infrastructure concepts into commercially viable and financeable projects.

Programme Curriculum

Public-Private Partnerships Project Bankability Assessment Training Course

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Course Objectives

By the end of the course, participants will be able to:

1. Assess Public-Private Partnerships project bankability using internationally recognized frameworks.
2. Conduct comprehensive financial feasibility and investment analysis.
3. Evaluate project risks, risk allocation, and risk mitigation strategies.
4. Develop and interpret Public-Private Partnerships financial models.
5. Assess revenue structures, tariffs, demand forecasts, and cash-flow sustainability.
6. Evaluate debt capacity, equity requirements, and financing structures.
7. Apply value-for-money and affordability assessment techniques.
8. Identify legal, regulatory, technical, and institutional bankability constraints.
9. Conduct lender-focused and investor-focused project due diligence.
10. Evaluate creditworthiness, financing readiness, and investment attractiveness.
11. Strengthen project risk allocation and contractual bankability.
12. Develop bankability improvement and project de-risking strategies.
13. Prepare professional bankability assessment reports and investment recommendations.

Organizational Benefits

- Improved quality of Public-Private Partnerships project preparation and appraisal.
- Stronger project structures capable of attracting private investment.
- Better identification and mitigation of infrastructure project risks.
- Improved financial modelling and investment decision-making.
- Enhanced lender and investor confidence.
- Stronger value-for-money and affordability outcomes.
- Reduced project preparation and financing risks.
- Improved allocation of government and private-sector responsibilities.
- Stronger institutional capacity for infrastructure investment.
- Increased readiness for procurement, financing, and financial close.

Target Audiences

1. Public-Private Partnerships unit professionals and government officials.
2. Infrastructure project developers and sponsors.
3. Project finance professionals and investment analysts.
4. Commercial and development finance institution professionals.
5. Financial, legal, and technical consultants.
6. Infrastructure investors and institutional investors.
7. Procurement, contract, and project management professionals.
8. Regulators, policymakers, and infrastructure agency executives.

Course Duration: 5 days

Course Modules

Module 1: Foundations of Project Bankability

- Principles and dimensions of Public-Private Partnerships project bankability.
- Bankability versus feasibility, viability, affordability, and value for money.
- Project readiness, investment readiness, and financing readiness.
- Key requirements of lenders, investors, sponsors, and development finance institutions.
- Bankability assessment frameworks and diagnostic tools.
- Global case study: Crossrail, United Kingdom.

Module 2: Financial and Economic Feasibility Assessment

- Capital expenditure, operating expenditure, lifecycle costs, and financial projections.
- Net present value, internal rate of return, payback period, and profitability analysis.
- Economic cost-benefit analysis and socioeconomic impact assessment.
- Affordability, fiscal commitments, and government support requirements.
- Sensitivity analysis and financial feasibility testing.
- Global case study: Gautrain Rapid Rail Link, South Africa.

Module 3: Revenue Models and Demand Assessment

- Revenue forecasting, tariff structures, and payment mechanisms.
- Demand forecasting and traffic, usage, and market-risk assessment.
- Availability payments, user-pay models, and hybrid revenue structures.
- Revenue protection, minimum revenue guarantees, and demand-risk allocation.
- Stress testing revenue assumptions and cash-flow sustainability.
- Global case study: Delhi Metro Airport Express, India.

Module 4: Risk Allocation and Project De-Risking

- Identification and categorization of construction, operational, market, political, and financial risks.
- Risk allocation principles and optimal risk transfer.
- Risk matrices, probability-impact assessment, and quantitative risk analysis.
- Guarantees, insurance, hedging, and other risk mitigation instruments.
- Contingent liabilities and government support mechanisms.
- Global case study: Queen Alia International Airport, Jordan.

Module 5: Project Finance and Capital Structuring

- Project finance principles and special purpose vehicle structures.
- Debt, equity, mezzanine finance, and blended financing.
- Debt service coverage, leverage, coverage ratios, and financing capacity.
- Financial close requirements and lender due diligence.
- Development finance institutions, institutional investors, and commercial lenders.
- Global case study: Lekki-Epe Expressway, Nigeria.

Module 6: Legal, Regulatory, Technical and Institutional Bankability

- Legal and regulatory frameworks affecting project bankability.
- Concession agreements, payment mechanisms, termination provisions, and step-in rights.
- Technical feasibility, construction readiness, and operational performance requirements.
- Institutional capacity, governance, procurement, and decision-making structures.
- Contractual risks, regulatory risks, and dispute-resolution mechanisms.
- Global case study: Gautrain PPP institutional framework, South Africa.

Module 7: Lender and Investor Due Diligence

- Commercial, financial, technical, legal, environmental, and social due diligence.
- Lender information requirements and investment committee considerations.
- Credit assessment, sponsor strength, and counterparty evaluation.
- Environmental, social, and governance considerations in infrastructure investment.
- Identification of bankability gaps and corrective measures.
- Global case study: Sydney Airport infrastructure financing, Australia.

Module 8: Bankability Assessment Report and Investment Readiness

- Bankability scoring, project readiness assessment, and investment decision criteria.
- Identification of critical constraints and bankability improvement measures.
- Development of financial, contractual, and risk-mitigation recommendations.
- Preparation of executive-level bankability assessment reports.
- Investment readiness, financing strategy, and financial close preparation.
- Global case study: Panama Canal expansion financing, Panama.

Training Methodology

- Instructor-led presentations using practical Public-Private Partnerships frameworks.
- Interactive workshops on bankability assessment and project structuring.
- Financial modelling and investment appraisal exercises.
- Group-based risk allocation and due diligence simulations.
- Analysis of international infrastructure project case studies.
- Practical project bankability scoring and diagnostic exercises.
- Lender and investor perspective simulations.
- Facilitated discussions on emerging infrastructure financing trends.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price

23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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