PPP Transaction Design 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 Partnership transaction design is a critical discipline for developing bankable, commercially viable, legally robust, and financially sustainable infrastructure projects. Public-Private Partnership Transaction Design Training Course provides practical knowledge and advanced techniques for structuring transactions across infrastructure, transport, energy, water, healthcare, social infrastructure, and other strategic sectors. The course covers project structuring, risk allocation, financial modelling, feasibility analysis, value for money, procurement strategy, contractual frameworks, revenue mechanisms, affordability, bankability, and private-sector investment requirements.

Participants will develop the ability to transform infrastructure concepts into well-structured Public-Private Partnership transactions that attract investors and lenders while protecting public-sector interests. Through international case studies, transaction simulations, financial analysis, and practical structuring exercises, the course explores innovative financing, risk mitigation, stakeholder management, project finance, contract design, market sounding, and transaction close strategies. The programme is designed to strengthen institutional capacity and support successful Public-Private Partnership project development and delivery.

Programme Curriculum

Public-Private Partnership Transaction Design Training Course

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Course Objectives

1. Develop advanced Public-Private Partnership transaction structuring capabilities.
2. Apply bankability and investment-readiness principles to infrastructure projects.
3. Design effective risk allocation and mitigation frameworks.
4. Evaluate financial, commercial, legal, and technical feasibility.
5. Apply value-for-money and affordability assessment techniques.
6. Develop robust Public-Private Partnership financial models.
7. Design commercially attractive revenue and payment mechanisms.
8. Strengthen procurement and transaction advisory strategies.
9. Apply market sounding and investor engagement techniques.
10. Develop effective contractual and performance frameworks.
11. Assess financing structures, lender requirements, and credit enhancement.
12. Manage transaction risks and stakeholder expectations.
13. Improve Public-Private Partnership transaction close and implementation readiness.

Organizational Benefits

- Improved quality and bankability of Public-Private Partnership transactions.
- Stronger risk allocation and financial sustainability.
- Better investment and lender confidence.
- Enhanced value for money and affordability decisions.
- Improved procurement and negotiation outcomes.
- Stronger contractual and performance management.
- Reduced transaction and implementation risks.
- Improved institutional Public-Private Partnership capacity.

Target Audiences

1. Public-Private Partnership unit professionals and government officials.
2. Infrastructure and investment project managers.
3. Finance, treasury, and investment professionals.
4. Legal and regulatory specialists.
5. Procurement and contract management professionals.
6. Development finance and banking professionals.
7. Consultants, transaction advisors, and financial analysts.
8. Private-sector investors, developers, and infrastructure sponsors.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnership Transaction Design Fundamentals

- Transaction lifecycle, principles, and structuring objectives.
- Project identification, screening, and strategic alignment.
- Public-sector requirements versus private-sector expectations.
- Transaction structure selection and preliminary feasibility.
- Bankability, investment readiness, and commercial viability.
- Global case study: United Kingdom Public-Private Partnership infrastructure programme.

Module 2: Project Structuring and Risk Allocation

- Identification and categorisation of transaction risks.
- Optimal allocation of construction, demand, operational, and financial risks.
- Risk matrices and mitigation strategies.
- Government support, guarantees, and contingent liabilities.
- Interface risks and responsibility allocation.
- Global case study: Gautrain Rapid Rail Link, South Africa.

Module 3: Financial and Commercial Transaction Design

- Public-Private Partnership financial modelling principles.
- Capital expenditure, operating costs, revenues, and lifecycle costs.
- Tariff, availability-payment, and user-pay structures.
- Debt, equity, and blended-finance structures.
- Investment returns, sensitivity, and scenario analysis.
- Global case study: Lekki Toll Road Concession, Nigeria.

Module 4: Value for Money, Affordability and Bankability

- Value-for-money assessment and Public Sector Comparator concepts.
- Affordability testing and fiscal impact assessment.
- Bankability requirements of lenders and investors.
- Credit enhancement and financial risk mitigation.
- Stress testing and financial resilience.
- Global case study: Sydney Light Rail, Australia.

Module 5: Procurement and Market Engagement

- Procurement strategy and transaction packaging.
- Prequalification and competitive bidding structures.
- Market sounding and investor engagement.
- Request for Proposal design and evaluation criteria.
- Negotiation strategy and competitive tension management.
- Global case study: Metro Line 4, Brazil.

Module 6: Legal, Contractual and Performance Design

- Core Public-Private Partnership contractual provisions.
- Performance standards, service levels, and key performance indicators.
- Change mechanisms, termination, and compensation.
- Dispute resolution and contractual enforcement.
- Regulatory compliance and government obligations.
- Global case study: Manila Water Concession, Philippines.

Module 7: Transaction Negotiation and Financial Close

- Negotiation of commercial, financial, and contractual terms.
- Lender due diligence and financing documentation.
- Conditions precedent and transaction readiness.
- Stakeholder coordination and approval processes.
- Financial close planning and transaction documentation.
- Global case study: Gautrain financing and financial close, South Africa.

Module 8: Transaction Implementation and Post-Close Management

- Transition from transaction design to project implementation.
- Contract management and performance monitoring.
- Revenue protection and lifecycle management.
- Refinancing, restructuring, and change management.
- Lessons learned and transaction improvement strategies.
- Global case study: Queen Alia International Airport, Jordan.

Training Methodology

- Instructor-led presentations and expert-led technical discussions.
- Interactive workshops and Public-Private Partnership transaction simulations.
- Financial modelling, risk allocation, and feasibility exercises.
- International case studies and comparative benchmarking.
- Group activities, negotiation exercises, and scenario analysis.
- Practical transaction design assignments and peer review.
- Question-and-answer sessions and knowledge-sharing activities.

- End-of-course assessment and action-planning exercises.

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

Start Date	End Date	Location	Price
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

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com