

PPP Masterclass

Essentials of PPP
Project Preparation

Date: 12 - 14 June 2024
Venue: CBN International Conference
Centre, Abuja



Private-Public Partnerships (PPPs) have increasingly been proposed as a powerful tool for governments to bridge the gap between public needs and limited public resources with mixed success.



Programme Overview

In recent years African economies have demonstrated resilience to a sequence of negative shocks. Many nonetheless remain important and attractive markets and investment destinations. Historic underinvestment in infrastructure, however, reflected in poor transport services, blackouts, and inadequate health, water, sanitation and education services, continue to serve as a constraint on the competitiveness and productivity of African industry, the social well-being of its people, and its overall inclusive and sustainable economic development.

The issues and implications arising out of the historic underinvestment in infrastructure in Africa are clearly understood. New estimates by the African Development Bank suggest that the continent's infrastructure needs amount to \$130 – 170 billion a year, with a financing gap in the range \$68 – \$108 billion. The issue remains one of successfully navigating the complex web of challenges faced in mobilizing private sector capital for the efficient and effective delivery of climate-compatible sustainable infrastructure projects. This calls for new capabilities and adjustment in orientation for public agencies tasked with responsibility for planning, developing and delivering public infrastructure.

Private-Public Partnerships (PPPs) have increasingly been proposed as a powerful tool for governments to bridge the gap between public needs and limited public resources with mixed success.

Through AP3's work supporting a range of DFI, government and private sector clients in Africa and beyond, we have established that successful PPP implementation requires a strong understanding of the process, best practice lessons learned from both successful and failed projects, and the specific considerations for each project type.

Where successful, PPPs can mobilize private sector investment and expertise to provide much-needed infrastructure and public services. It can transform government departments and contracting authorities from being owners and operators of assets into highly competent purchasers of services from the private sector. However, with more than 110 countries competing for PPP funding and expertise, success depends on the development of public and private sector capacity and understanding of PPP.



The AP3 PPP Masterclass is an expert-led capacity-building programme designed specifically for public and private sector practitioners in Africa tasked with mobilizing private sector funding for public infrastructure.



Training Objectives

The 3-day Essentials of PPP Project Preparation Course has been designed by AP3 subject matter experts to provide public and private sector practitioners tasked with mobilizing private sector funding for public infrastructure with the knowledge, skills and tools to understand:

- 01 The core principles and benefits of PPPs.
- 02 The critical success factors and competences for successful PPPs.
- 03 How to screen, prioritise and structure projects to ensure bankability.
- 04 How to integrate people-centered approaches into PPP development.
- 05 The key considerations for developing climate-smart PPPs that are sustainable and NDC aligned.
- 06 Funding sources for project preparation.

Who should attend?



Government Officials & Senior Officers from National Line Ministries, State Infrastructure Agencies, or Municipal Governments.



Officials & Senior Officers from PPP, Privatization Units or Investment Agencies responsible for infrastructure development and private sector investment in public infrastructure.



Project Developers involved in PPP project development/financing.



PPP Transaction Advisors, Bankers & Legal Consultants.



The Staff of Bilateral and International Development Organizations.

Training Outcomes

By participating in this program, attendees will be equipped to:

1. Understand the core principles and benefits of Public-Private Partnerships (PPPs).
2. Identify critical success factors and competences for successful PPP implementation.
3. Employ strategies for screening, prioritizing, and structuring projects to ensure bankability.
4. Integrate people-centered approaches into the development of PPPs.
5. Develop climate-smart PPPs that are sustainable and aligned with Nationally Determined Contributions (NDCs).
6. Identify funding sources for project preparation.

Course Outline



Introduction to PPPs

Rationale, aim and motivation for engaging PPP

Distinguishing between Public Private Cooperation and PPPs

PPP Project Lifecycle

PPP Models and Structures

What makes a "bankable" PPP?

Overview of the PPP Policy, Legal, Institutional, and Regulatory Framework

PPP - Parties, roles and responsibilities

PPP Project Identification and Screening

The four levels of preparation and implementation

Critical Success Factors for the delivery of PPPs

Case Studies: Best Practice lessons from successful and failed projects



Introduction to Financial Modelling & Analysis for PPPs

The Hows and Whys of PPP Financial Modelling & Analysis for PPPs

Understanding and Structuring Projects to Achieve Bankability

Understanding Value for Money and Benefit Cost Analysis Evaluation Methods of PPPs

Modelling Basics

Building Complex Financial Models (Road Projects) Inputs and Calculations

Building Financial Models II: Complex Power Project.

Interpreting and Using the Model and Reserved Testing



Introduction to People-first PPPs

Introduction to People-first PPPs

Guiding principles for implementing People-first PPPs

Case Studies and Best Practices



Introduction to Climate-smart PPPs

Introduction to Climate-Smart PPPs

Guiding Principles for Transitioning Towards the Planning, Prioritisation and Delivery of Climate-smart PPPs

Overview of the Emerging Climate-Finance Landscape



Accessing Funding for Project Preparation

Introduction to Project Preparation Funding

Sources of Finance for Project Preparation

Guiding Principles for Accessing Funding for Project Preparation

Understanding the Criteria for Securing Early-Stage and Downstreaming Financing

Developing a Compelling Pitch Deck

Market Sounding and Engagement

Case Studies and Best Practice

Training Methodology

The AP3 PPP Masterclass is delivered by expert facilitators who draw on their extensive experience of designing and delivering projects across Africa, Asia, the Middle East and beyond. The Essentials of PPP Project Preparation Course has been designed to include expert-led presentations with practical case studies and interactive exercises to ensure participants are able to benefit from reflection on lessons learned from successful as well as failed projects; as well as ample time to raise issues pertinent to their particular context, and to discuss, challenge and understand the critical success factors for successfully mobilizing private sector finance for infrastructure projects.

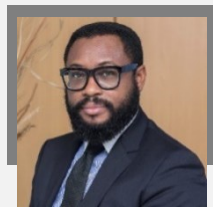
The proposed training will be delivered through highly participatory face-to-face sessions. The modes of delivery will include lectures, group discussions, case studies analysis and hands-on application of key concepts.



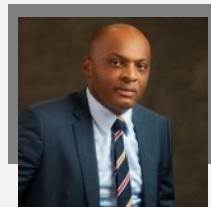
Facilitation Team



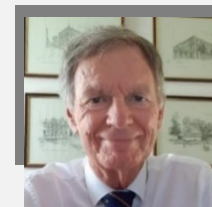
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PPP Transaction Advisor



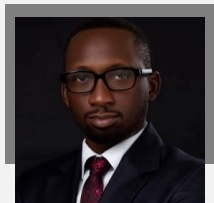
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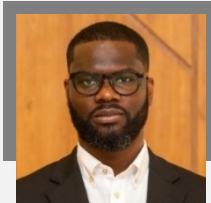
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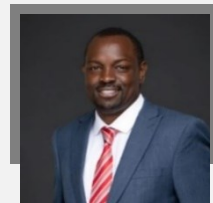
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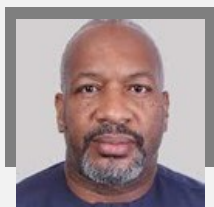
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Transaction Specialist



Tich Mudede
Transaction Specialist



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ESG Specialist



Osman Syed
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Cost



Private sector/MDB

\$1950/N2.5m



Public sector

\$995/N1.25m

Contact information

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Africa PPP Advisory Services is a specialist PPP/Project Finance Consultancy focussed on improving the delivery of infrastructure projects in Emerging Economies. As an AP3 Capital member firm, we leverage the knowledge and skills of our multi-disciplinary experts, network of associates and partners to develop and delivery practical solutions designed to help our government, DFI and private sector clients achieve their objectives.

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