



IM018: Financing Utilities: Water, Power and Distribution Projects

Training Description:

This intensive training program is designed to equip professionals with the **knowledge and tools required to successfully finance, structure, and manage investment in utility infrastructure**—specifically in the **water, power, and distribution sectors**. Participants will explore project finance principles, funding structures, risk mitigation strategies, public-private partnership models (PPP), and case studies from global infrastructure projects. Emphasis will be placed on both theoretical frameworks and real-world applications in developing and developed markets.

Training Objectives:

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

- ✓ Understand the fundamentals of utility infrastructure financing
- ✓ Evaluate financing options for water, power, and distribution projects
- ✓ Structure deals using project finance principles and PPP models
- ✓ Analyze project risks and apply effective mitigation strategies
- ✓ Conduct financial modeling and evaluate bankability
- ✓ Navigate legal, regulatory, and environmental frameworks affecting utility financing
- ✓ Review and learn from global case studies and best practices

Training Designed for:

This training course is intended for Investment Analysts and Financial Advisors, Utility Managers and Engineers, Government and Regulatory Officials, Project Developers and Sponsors, Infrastructure Consultants, PPP and Legal Advisors, Commercial and Development Bank Officers and Donor Agency and Multilateral Institution Representatives.

Training Requirement:

“Hand’s on practical sessions, equipment and software will be applied during the course if required and as per the client’s request.”

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ Introduction to Utility Financing and Sector Landscape
 - Overview of the Water, Power and Distribution Sectors
 - Demand, Supply, and Investment Trends
 - Understanding Utility Business Models (Public vs. Private)
 - Introduction to Project Finance in the Utility Sector
 - Capital Needs and Challenges in Financing Infrastructure
 - **Case Study:** Utility Reform and Investment in Emerging Markets

DAY TWO:

- ❖ Sources of Financing and Investment Structures

- Public Funding, Private Capital, and Blended Finance
- Multilateral and Development Finance Institutions (DFIs)
- Debt Instruments: Bonds, Loans, Green Bonds, and Sukuk
- Equity, Mezzanine, and Hybrid Financing Options
- Public-Private Partnership (PPP) Models in Utilities
- **Case Study:** Financing a Regional Water Distribution Network

DAY THREE:

❖ Project Finance, Risk Allocation & Mitigation

- Key Features of Project Finance in Utilities
- Risk Types: Construction, Operational, Market, Political, Environmental
- Risk Allocation: Role of Contracts, Insurance, and Guarantees
- Credit Enhancement Tools and Mechanisms
- Financial Close Process and Term Sheet Structuring
- **Case Study:** Power Plant Financing with Risk-Sharing Agreements

DAY FOUR:

❖ Legal, Regulatory & Environmental Considerations

- Legal Framework for Infrastructure Projects
- Licensing, Permits, and Compliance
- Tariff Regulation and Revenue Models
- Environmental and Social Impact Requirements
- Institutional Roles: Regulators, Ministries, Investors
- **Case Study:** Legal Structuring of a PPP Power Transmission Project

DAY FIVE:

❖ Financial Modeling, Evaluation & Case Studies

- Introduction to Financial Models for Utility Projects
- Inputs: CAPEX, OPEX, IRR, DSCR, NPV, Payback Period
- Bankability Assessment and Sensitivity Analysis
- Review of Successful Global Utility Projects
- **Group Exercise:** Build and Present a Project Finance Model

❖ Course Conclusion

❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA As per the course schedule - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Group and Corporate Discounts:

- We offer group and corporate discounts on many courses. These discounts are available for clients who want to maximize their return on investment.

Individual Discounts:

- We offer individual discounts on many courses for people who are self-sponsored and make their payment in full and upfront at the time of registration

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

Aisha Relativo - Training & Career Development Manager

aisha@cmc-me.com / training@cmc-me.com

Tel.: +971 2 665 3945 or +971 2 643 6653 | Mob.: +971 52 2954615