



IM020: Strategic Investment in Utility Infrastructure: Water & Electricity

Training Description:

This intensive training course is designed to **equip participants** with **strategic insights** and **practical tools** for **evaluating, planning, and managing investments** in **water** and **electricity infrastructure**. With global utility demands increasing, effective investment planning and execution in these sectors is essential for sustainable development. The training course explores investment frameworks, risk management, financing strategies, regulatory considerations, and the integration of sustainability in infrastructure development.

Training Objectives:

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

- ✓ Understand the structure and dynamics of water and electricity utility sectors
- ✓ Analyze strategic investment opportunities in utility infrastructure
- ✓ Evaluate project viability through financial modeling and risk analysis
- ✓ Understand public-private partnership (PPP) models and regulatory framework
- ✓ Integrate sustainability and innovation in utility infrastructure investments

Training Designed for:

This training course is intended for Investment analysts and financial advisors, Utility sector executives and planners, Government officials in energy and water sectors, Infrastructure project managers, Public-Private Partnership (PPP) coordinators, Engineers and consultants involved in utility projects and Development finance professionals.

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:

- ❖ **Understanding Utility Infrastructure Investment**
 - Global trends in utility infrastructure (water and electricity)
 - Infrastructure as a strategic asset class
 - Key characteristics of utility investment (long-term, capital intensive, regulated)
 - Overview of electricity and water sectors: value chains, stakeholders, and investment needs
 - Case studies: Successful utility infrastructure investments around the world
- ❖ **Exercises:**
 - Group discussion on local/regional utility investment challenges

DAY TWO:

- ❖ **Strategic Planning and Project Identification**

- Strategic infrastructure planning: National and sectoral perspectives
- Demand forecasting and investment needs assessment
- Identifying and prioritizing viable water and electricity projects
- Project preparation cycle: Feasibility, pre-feasibility, and master planning
- Environmental and social impact assessments (ESIA)

❖ **Exercises:**

- Workshop on identifying investment opportunities in a given case scenario

DAY THREE:

❖ **Financial Modeling and Risk Assessment**

- Fundamentals of financial modeling for infrastructure
- Capital structuring and cost of capital in utilities
- Revenue models in water and electricity sectors
- Risk assessment: Construction, operational, financial, and political risks
- Mitigation tools: Guarantees, insurance, and credit enhancements

❖ **Exercises:**

- Hands-on session: Simple investment cash flow model development and risk matrix design

DAY FOUR:

❖ **Financing Structures and PPP Frameworks**

- Financing sources: Public, private, multilateral, and blended finance
- Public-Private Partnerships (PPP): Models and contracts (BOT, BOO, lease, concession)
- Tariff setting and revenue guarantees
- Legal and regulatory environment for utility investments
- Role of MDBs, DFIs, and green finance instruments

❖ **Exercises:**

- Group exercise on structuring a PPP model for a sample water/electricity project

DAY FIVE:

❖ **Innovation, Sustainability, and Investment Strategy**

- Sustainable infrastructure investment principles
- Climate resilience and adaptation in utility infrastructure
- Digital innovation and smart utilities (smart grids, metering, AI use)
- ESG (Environmental, Social, and Governance) considerations
- Developing a strategic roadmap for utility investment

❖ **Exercises:**

- Strategic investment planning exercise for a utility portfolio

❖ **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:

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