



# IM022: Strategic Investment in Water and Power Utilities

## Training Description:

This five-day masterclass equips participants with the knowledge and tools needed to plan, evaluate, and manage strategic investments in water and power utility sectors. With a focus on both public and private sector perspectives, the course covers investment frameworks, regulatory and policy environments, risk analysis, financial modeling, and sustainable infrastructure development. The training program draws on global best practices and case studies to provide participants with a hands-on understanding of the intricacies of utility sector investment in emerging and developed markets.

## Training Objectives:

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

- ✓ Understand the structure and dynamics of water and power utility sectors
- ✓ Identify and evaluate strategic investment opportunities
- ✓ Analyze risk-return profiles of utility infrastructure projects
- ✓ Apply financial tools for project evaluation and decision-making
- ✓ Navigate regulatory and policy environments effectively
- ✓ Structure bankable investment proposals and partnerships
- ✓ Integrate sustainability and resilience into investment planning

## Training Designed for:

This training course is intended for Government officials and policymakers in infrastructure and energy sectors, Investment and financial analysts in utilities and infrastructure, Project developers and private sector investors, Utility company executives and engineers, Consultants and advisors in public-private partnerships, Development finance institution (DFI) professionals, Legal and regulatory advisors in infrastructure sectors and Donor agency 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:

- ❖ **Utility Sector Investment Landscape**
  - Introduction to water and power utility sectors: global and regional perspectives
  - Key stakeholders, market structures, and investment models
  - Strategic importance of utility infrastructure in national development
  - Public vs private sector roles and the investment cycle
  - Case studies of successful and failed investments
- ❖ **Workshop: Mapping your country/region's utility investment environment**

### DAY TWO:

- ❖ **Legal, Regulatory, and Institutional Frameworks**
  - Legal and regulatory structures in water and power utilities
  - Tariff regulation and cost recovery mechanisms
  - Institutional frameworks and governance of utilities
  - Environmental and social safeguards and licensing
  - Role of multilateral agencies and development banks
- ❖ **Activity: Stakeholder and regulatory risk mapping**

### DAY THREE:

- ❖ **Investment Planning, Risk Management & Project Structuring**
  - Identifying investment opportunities and value drivers
  - Risk identification: technical, financial, political, environmental
  - Project structuring options: public, private, PPP, hybrid models
  - Procurement and competitive bidding processes
  - Mitigation strategies and risk allocation mechanisms
- ❖ **Exercise: Structuring a water/power investment project**

### DAY FOUR:

- ❖ **Financial Analysis and Modeling of Utility Projects**
  - Revenue models in water and power utilities
  - CAPEX, OPEX, and lifecycle cost estimation
  - Project finance principles: IRR, NPV, DSCR
  - Financial modeling basics and scenario analysis
  - Funding sources: equity, debt, blended finance
- ❖ **Hands-on: Simple financial model building for a sample project**

### DAY FIVE:

- ❖ **Sustainability, Innovation, and Investment Strategy Execution**
  - Integrating climate resilience and sustainability into projects
  - Role of innovation: smart grids, water reuse, renewable integration
  - Monitoring and evaluation of investment performance
  - Investment strategy development for organizations and governments
- ❖ **Capstone: Group project presentations on a strategic utility investment plan**
- ❖ **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 location** - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

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

### 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

## 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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