Public Private Partnership (PPP)

10 – 14 May 2027
Düsseldorf (Germany)



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Introduction

Africa needs new infrastructure, and the Gulf is facing unique and growing financial challenges. With a growing population, there is a clear need for enhanced infrastructure such as roads, airports, schools, hospitals, and housing. However, governments at all levels continue to face severely limited budgets and deficits, making the delivery of essential structural changes more difficult. In the Middle East, some countries have developed relatively successful Public-Private Partnership PPP programs, though each with unique national characteristics.

This advanced master class is designed to explore the depth of Public-Private Partnerships, covering financial, commercial, project management, and legal aspects. Through real-life case studies, group discussions, and technical evaluations, participants will be encouraged to think innovatively and practically, equipping them with the skills necessary for the future of infrastructure development.

Course Objectives

By the end of this course, participants will:

- Understand the comprehensive workings of Public-Private Partnerships PPP, including financial, commercial, and legal perspectives.
- Gain insights into various types of Public-Private Partnerships and their application in critical infrastructure projects.
- Analyze the advantages and disadvantages of PPPs, and understand the key success factors for successful Public-Private Partnerships.
- Build a real PPP model using Excel for practical application.
- Examine international best practices in PPP and analyze case studies from Africa and the Gulf.
- Learn PPP contract management, the procurement process, and the legal framework required for effective partnership implementation.



Course Outlines

Day 1: What Should the State Provide?

- Case Study: The privatization agenda.
- Case Study: PPP experiences in Africa and the Gulf - the good, bad, and ugly.
- Case Study: Why has the UK rejected the PPP model?
- Case Study: Taxation structures for private investment in infrastructure.
- What Really Matters: Deep dive into Public-Private Partnerships concepts.
- Case Study: Lease-Develop-Operate LDO and Wrap-Around Addition WAA.
- Group Discussion: Technical skills and the public sector - what needs fixing?
- Case Study: Corruption and inefficiency in PPP delivery - causes, course, and consequences.
- Sector Analysis: Toll roads, railways, schools and hospitals, housing, etc.

Day 2: Project Evaluation

- Case Study: International comparison of best practices in PPP.
- PPP Procedures: How to implement them effectively.
- Case Study: National PPP procedures compared to PF2 and other international practices.
- Case Study: What happens when projects fail?
- Financing the Project: How to attract investors and structure financials.
- Case Study: Role of the African Development Bank and the Islamic Development Bank in PPP financing.
- Case Study: Review of a PPP funding structure.
- Specific Contract Issues: How to evaluate a PPP transaction.
- Case Study: Project finance structures suitable for infrastructure financing.

Day 3: Risk Overview and Risk Allocation

- Case Study: Comparative risk evaluation in water and sanitation treatment plants.
- Legal Agreements: How to organize and structure them.
- Case Study: The standard PPP contract including guidance and contracts in Africa/Middle East.
- Case Study: The UK Local Government contract - applicability in other contexts.
- Case Study: Indian concession contract for a toll road - evaluation.
- The Future of Private Finance for Infrastructure: What lies ahead in Public-Private Partnerships.
- Case Study: Global comparison of best practices in PPP.



Day 4: PPP Modeling

- Project Cash Flow: How to model and manage cash flow in a PPP project.
- PPP Models: Understanding financial structures and valuation.
- Case Study: Cash Flow and Valuation models.
- Case Study: Revenue and cost models.
- Project Finance in Practice: Real-world application of PPP models.
- PPP Model Issues: Exploring the challenges in modeling cash flow.
- Case Study: Review of various project finance models and their inputs for decision-making.

Day 5: Building a PPP Model

- Project Review: Analyze project inputs and priorities.
- Dealing with Input Priorities: How to ensure data accuracy.
- Cash Flow Projections: Modeling future financial returns.
- Loan Assessment: How to evaluate loans in PPP projects.
- IRR, NPV, and Valuation Analysis: Key metrics in PPP evaluations.

Why Attend This Course: Wins & Losses!

- In-Depth Understanding of PPP: This course offers an in-depth exploration of Public-Private Partnerships PPP, covering the financial, legal, and project management aspects that are crucial for the successful implementation of such projects.
- Real-World Case Studies: You will learn from successful Public-Private Partnerships in Africa and the Gulf, gaining insights into what has worked, and what has not.
- PPP Modeling Skills: Learn how to build real PPP models using Excel, a skill that can be applied directly to your projects.
- Access to Global Best Practices: The course offers comparative analysis of global Public-Private Partnership PPP standards, helping you understand international PPP procedures.
- PPP Contract Management: You will gain insights into the PPP procurement process, legal frameworks, and how to successfully manage contracts within this model.

Conclusion

This advanced training course in Public-Private Partnerships PPP provides essential skills and knowledge for professionals involved in infrastructure projects. By understanding the core principles of PPP, the legal frameworks, and contract management, participants will be well-positioned to influence and lead Public-Private Partnerships that drive infrastructure and economic development. Whether you're involved in government, finance, or private sector partnerships, this course is an invaluable resource for building effective, sustainable infrastructure solutions.

