PPP Project Finance & Contracts: Structuring Successful Deals

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Istanbul (Turkey)

UK Traininig
PARTNER



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Why This Course

Public-Private Partnerships play a major role in delivering major infrastructure, public services, and long-term development projects. They bring together government entities, private investors, lenders, contractors, operators, and advisors to create projects that require strong financial structuring, clear contractual arrangements, and effective risk allocation.

Successful PPP projects depend on more than funding. They require bankable project structures, realistic financial models, balanced contracts, transparent governance, strong stakeholder engagement, and disciplined project implementation. When risks are poorly allocated or contracts are unclear, PPP projects can face delays, disputes, cost overruns, and weak performance.

This intensive 1-week course provides participants with a comprehensive understanding of PPP project finance and contracts. Through practical case studies, financial analysis exercises, risk allocation workshops, and contract structuring discussions, participants will learn how to structure successful PPP deals, evaluate project viability, negotiate robust contracts, and manage complex PPP relationships from development to handover.

What You'll Learn and Practice

By joining this program, you will:

- Understand the key principles and structures of PPP project finance.
- Explore different PPP models, structures, and contractual arrangements.
- Identify the key players in PPP projects and understand their roles.
- Evaluate financial instruments, funding sources, and financing structures.
- Develop practical skills in PPP financial modeling and analysis.
- Use key financial indicators and ratios to assess project viability.
- Apply sensitivity analysis and scenario planning to test project assumptions.
- Evaluate project bankability from investor and lender perspectives.
- Identify, categorize, allocate, and mitigate PPP project risks.
- Understand contractual mechanisms for risk sharing and protection.
- Draft, review, and negotiate key PPP contract provisions.
- Manage performance metrics, payment mechanisms, disputes, and contract administration.
- Strengthen project governance, stakeholder engagement, and implementation oversight.



The Program Flow

Day 1: Introduction to PPP Project Finance

- Overview of PPP models and structures.
- Understanding the purpose and value of PPPs in public infrastructure and service delivery.
- Key players and their roles in PPP projects.
- Government entities, sponsors, lenders, contractors, operators, advisors, and regulators.
- Financial instruments and funding sources.
- Project finance principles and limited-recourse financing.
- Case studies of successful PPP projects.

Day 2: Financial Modeling and Analysis

- Building financial models for PPP projects.
- Understanding revenue assumptions, operating costs, capital expenditure, debt service, and returns.
- Key financial indicators and ratios.
- Debt service coverage ratio, internal rate of return, net present value, and payback analysis.
- Sensitivity analysis and scenario planning.
- Evaluating project viability and bankability.
- Practical exercise: Reviewing a PPP financial model and testing key assumptions.

Day 3: Risk Management in PPP Projects

- Identifying and categorizing project risks.
- Construction, demand, revenue, operational, legal, political, financial, environmental, and force majeure risks.
- Risk allocation principles and strategies.
- Allocating risks to the party best able to manage them.
- Contractual mechanisms for risk mitigation.
- Insurance, guarantees, performance bonds, step-in rights, and government support mechanisms.
- Workshop: Developing a PPP risk allocation matrix.

Day 4: PPP Contract Structuring and Negotiation

- Key components of PPP contracts.
- Concession agreements, service obligations, performance requirements, payment mechanisms, and termination provisions.
- Drafting and negotiating concession agreements.
- Managing commercial, legal, operational, and financial contract terms.
- Performance metrics and payment mechanisms.
- Dispute resolution and contract management.
- Practical exercise: Negotiating selected PPP contract clauses and risk provisions.



Day 5: PPP Project Implementation and Management

- Project governance and stakeholder management.
- Establishing roles, committees, reporting lines, and decision-making processes.
- Monitoring and evaluating project performance.
- Managing changes, variations, claims, and contract adjustments.
- Ensuring compliance with contractual obligations and service standards.
- Strategies for successful project completion, transfer, and handover.
- Final activity: Creating a PPP project implementation and contract management roadmap.

Individual Impact

- Strengthen your understanding of PPP project finance structures and contract models.
- Improve your ability to assess PPP project viability and bankability.
- Build practical skills in risk allocation, financial analysis, and contract negotiation.
- Enhance confidence in reviewing PPP agreements and project documentation.
- Improve your ability to manage stakeholder expectations in complex PPP environments.
- Gain practical tools for supporting PPP project implementation and performance monitoring.

Work Impact

- Improve the quality of PPP project structuring and financial evaluation.
- Strengthen risk allocation and mitigation across PPP contracts.
- Support better negotiation outcomes and more balanced contractual relationships.
- Improve project governance, monitoring, and stakeholder coordination.
- Reduce delays, disputes, and implementation risks in PPP projects.
- Enhance organizational capacity to develop, manage, and evaluate PPP initiatives successfully.

Training Methodology

This program uses a practical and case-based approach to help participants apply PPP finance and contract principles to real project situations. Learning methods include:

- Interactive discussions and guided facilitation.
- PPP project finance case studies.
- Financial modeling and viability assessment exercises.
- Risk identification and allocation workshops.
- Contract structuring and negotiation simulations.
- Performance monitoring and payment mechanism analysis.
- Stakeholder management and governance scenarios.
- Group work, peer feedback, and practical roadmap development.



Beyond the Course

Upon completion, participants will be prepared to structure, evaluate, and manage PPP projects with greater confidence and technical understanding. They will return ready to:

- Structure and evaluate PPP project finance deals.
- Assess project viability, bankability, and financial risk.
- Draft and negotiate stronger PPP contracts.
- Apply effective risk allocation and mitigation strategies.
- Manage PPP stakeholder relationships and project governance.
- Support successful PPP project implementation, performance monitoring, and handover.

