

# **SPECIALIZATION MINI- MBA IN PROJECT FINANCE**

## **ONLINE**



**COORDINATOR – DR. RAÚL DIAS**

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## **Plan of Specialization Mini-MBA in PROJECT FINANCE - Online**

### **Total Length**

50 Hours

### **Audience**

The Specialization Mini-MBA is designed for professional investment firms, builders, operators, heavy equipment manufacturers, financing, insurance companies, large law firms and consulting.

### **Outcome Profile**

All students receive a certificate at the end of participation in MINI-MBA.

Additionally participants can also on voluntary basis and without any additional cost, to undergo an evaluation exam at the end of the Specialization Mini-MBA, receiving in case of approval, a certificate of "approved the Evaluation Exam." This certificate provides access to academic equivalence of disciplines the top level of a Bachelor or Master according to the university chosen by the student.

The High Skills cannot ensure the level of credits earned as these are only the responsibility of the university and Specialization Mini-MBA chosen by the participant.

### **Prerequisites**

The necessary prerequisites to attend this course are:

- Have access to a computer or tablet with an Internet connection and browser (program to browse the web) such as Chrome, Safari, Firefox or Internet Explorer;
- You can access the course from any computer (for example, at home and at the office), tablet or smartphone.

### **General objectives**

This Specialization Mini-MBA will focus on the main issues included in the Project Finance presenting some features that make it a unique form of financing and issues will be addressed as the development of the financial model, the optimization of the financing structure, identifying and managing the various risks of the project the establishment of agreements and partnerships, among others.

### Specific objectives

At the end of this Specialization Mini-MBA participants will:

- Knowing that consist of and what are the main functions in an organization;
- To know what is the Financial Management and its main objectives;
- Able to evaluate companies;
- Knowing how analysis of investment projects;
- Knowing how the Investment financing options;
- Be aware of the most important aspects involved in the planning and management control;
- Be aware of the specifics of a budgetary procedure;
- How to manage short-term corporate finance.

### Modular structure and workload

Module	Duration
<i>Module 0 – Opening</i>	
<i>Module I – Legal Perspective</i>	12h
<i>Module II – Look At The Granting</i>	8h
<i>Module III – Supervisory Perspective</i>	4h
<i>Module IV – Public Auditor's Perspective</i>	4h
<i>Module V – Financial Perspective</i>	20h
<i>Module VI – Proof of knowledge</i>	2h
<i>Module VII – Closing</i>	
<b>Total</b>	<b>50h</b>

### Program Content

#### **Module 0 – Opening**

- Presentation of trainers and trainees;
- Presentation of goals and training Saturday Action operating methodologies.

#### **Module I – Legal Perspective**

- What is the Project Finance?:
  - When and why use this form of financing?;
  - What differentiates PF other forms of funding?;
  - Examples of Project Finance.

- Development of contractual framework: how to define responsibilities and spread risk among partners:
  - Typical contractual structure;
  - Key issues to ensure contractually;
  - Creation of a vehicle company and division of responsibilities of the partners / funders;
  - Identification and distribution of risks and responsibilities between the parties involved;
  - Common guarantees in project finance;
  - How can the contractual framework to ensure the control of risks.
- Contracts typology;
- Project contracts:
  - Concession contract;
  - Agreements between shareholders, consortia / joint venture;
  - Contract Construction / Operation and Maintenance;
  - Insurance;
  - Contracts with suppliers;
  - Authorizations / Licensing.
- Financial contracts :
  - Financing Agreement;
  - Guarantees;
  - Direct Agreements.
- Some typical clauses:
  - Conditions precedent;
  - Representations and Warranties;
  - Defaults;
  - Force majeure.
- Refinancing a project:
  - Purpose of a financing transaction;
  - The legal structure of a refinancing ;
  - Practical issues in the negotiation of a refinancing.
- Methodology for structuring securitization transactions:
  - Analysis of asset securitization process and determination of the legal viability compared to other refinancing mechanisms;
  - How to carry out the structuring of the transaction;
  - Legal Aspects (in taxation and audit) in a securitization;
  - The use of securitization under the Project Finance.
- Link Project Finance with Public- Private Partnerships.

## **Module II – Look at the granting**

- Public-private partnerships from the perspective of the grantor:
  - The options for public service;
  - The affordability of charge to the user pays and the taxpayer;
  - The risk analysis for the granting and transfer of risk to the private partner;
  - The optimization of the relationship between the benefit of the public service and the costs to the State Budget (Value for Money) in the award and throughout the duration of the contract;
  - The phases of a project and the practice of granting function.

## **Module III – Supervisory perspective**

- Monitoring the grantor function:
  - Approach the supervision of the budgetary expenditure;
  - Inspection procedures;
  - Supervision of public services.

## **Module IV – Public auditors perspective**

- Audit Value for Money to public-private partnerships:
  - Guide-lines for the INTOSAI auditing PPP;
  - Audit Approach of the Court of PPPs;
  - Assessment Value of Money of PPP projects;
  - Results of TC 's audit processes.

## **Module V – Financial perspective**

- The characteristics of PF compared to other forms of financing;
- Why finance a project from PF?;
- Main financing characteristics of PF:
  - Description;
  - Applicable Sectors;
  - Analysis and allocation of major risks;
  - Main advantages and disadvantages.
- Project Feasibility Analysis:
  - Project finance analysis process;
  - Structure of the financial model;
  - Macroeconomic assumptions, accounting and tax;
  - Estimation of demand;
  - Investment Estimate;
  - Estimated revenues;
  - Cost Estimating (fixed and variable);
  - Financial projections.

- Review of the Project Cashflow:
  - CADS Calculation (Cash Available for Debt Service);
  - Debt service calculation;
  - Calculating the Debt Service Coverage Ratio;
  - Coverage Ratio Calculation of Loan Life;
  - Free cash flow calculation;
  - IRR calculation of the project and shareholder IRR.
- The due diligence process:
  - Market / demand;
  - Technical;
  - Insurance;
  - Nice;
  - Audit of the financial model.
- Financing:
  - Shareholders' Funds;
  - MLP financing;
  - Liquidity facilities;
  - Leases;
  - Other instruments.
- Definition of the financing structure.

## **Module VI – Proof of knowledge**

- Assess and evaluate the knowledge acquired.

## **Module VII – Closing**

- Evaluation of the Specialization Mini-MBA: trainers and trainees.

### Methodology

This Specialization Mini-MBA aims to promote an interactive environment between the trainer and the group as well as among all trainees. Like this refers to an approach of the contents through the use of diverse methods and teaching techniques.

<b>Moment / Objective</b>	<b>Method / Technique</b>
The modules I to VII	Expository Demonstrative Active
The modules I to VII	Analysis of Real Cases
In every models	Interrogative

### Students Assesment

The assessment techniques indicated are framed by the three time points as follows, expressed by the following table:

<b>Moment</b>	<b>Technique</b>	<b>Instrument</b>	<b>Objective</b>
Initial	Oral questions formulation	Script of questions	Prerequisites verification
Formative	Observation	Grid Observation	Performance assessment throughout the sessions
Summative	Assessment	Test	

### Didactic Resources

- ✓ Theoretical documentation.



## Training Team

### Coordinator

#### **Dr. Raúl Dias**

Over the last 16 years, he has worked in various companies and businesses as Business Director, Operational Manager and Financial Manager (Grupo Rio, Tropizoo, Levelsoft), and as a consultant in various sectors of activity such as industry, construction, facilities, trade , distribution and distribution, technologies, consultancy and services.



Since 2015 he has been a Consultant and Trainer in Business Management, with intervention and projects in the areas of organizational and operational security, financial analysis and management control, management and development of operations, implementation and project development, logistics and distribution, lean management, marketing and crm.

Since 2019 he is a Consultant / Trainer at High Skills Lda-Formação e Consultoria Lda. Currently as a Senior Consultant at High Skills, he develops and manages several Consulting and Training Projects in the aforementioned areas for national and international clients and institutions.

At the same time, he worked as a trainer at AIMinho (2006/2008), and in various courses and training actions for business management (since 2007), he was a University Lecturer at FUP-UNTL (2006).

#### **Academic Education**

- MBA/Executive Master in Business Management from the Portuguese Institute of International Tax Studies.
- Postgraduate in Financial Management and Accounting from ENEB/ U. Isabel I.
- Postgraduate in Project Management from ENEB/ U. Isabel I.
- Degree in Management from Uab.
- Pedagogical Skills Certificate No. EDF 52329/2004 DN.
- Certificate of E-trainer ID 68/2021.

## Conditions

If you have more than two participants contact us to know our business benefits!

**High Skills – Formação e Consultoria, LDA.**

Avenida de Berna, nº 8 1050-040 Lisboa, Portugal

Nº fiscal: 513 084 568

**Registration is confirmed only after issuance of the pro-forma invoice / final invoice and payment thereof.**

## Cancellations and Miss of Presence

Trainee/s may cancel their subscription up to 6 business days prior to the Specialization Mini-MBA start date.

The (s) trainee (s) may be substituted by other (s) participant (s) and must report the change within 5 working days before the Specialization Mini-MBA starts.

If Trainee (s) don't show up at the beginning of the training day will not lead to a refund of the registration fee and will be charged in full.

## Application form

1. CLIENT (Fill in when the Forming is not final customer)			
Entity:		Telephone:	
Responsible:		E-mail:	
Address:			
Postal Code:		Fax:	
VAT Number:			
2. GRADUATES DATA			
Name:			
E-mail:			
Nationality:			
Mini-MBA:	Specialization Mini-MBA in Project Finance - Online		
Birth Date:		Nacionality:	
Passaport:		Expiration date:	

## Possible contacts for more information:

E-mail: [geral@highskills.pt](mailto:geral@highskills.pt) Phone: +351 217 931 365