

## International project finance training course

Our one of a kind international project finance training course will utilise real-life case studies from a variety of sectors and a wide range of project finance structures. Plus, we supplement standard classroom learning with a variety of interactive sessions aimed at reinforcing the knowledge gained and to allow attendees to put into practice what they have learned.

### KEY COURSE OBJECTIVES:

The two-day intensive training programme will give you a solid understanding of the theory and practice of modern project finance by helping you:

- Understand, quantify, and mitigate project finance risk using a comprehensive, structured risk framework
- Determine the key parameters of financeable project contracts
- Define the role of insurance and derivatives in different project structures
- Examine the value and cost of a wide range of security arrangements for project finance transactions
- Draft a project finance term sheet
- Interpret and develop finance documents
- Assess feasibility of project financings
- Develop and review financial models
- Understand and access different sources of debt, including commercial banks, DFIs, ECAs, Islamic financing, and capital markets
- Structure different sources of equity
- Understand the role and specify the responsibilities of advisors
- Review project finance structures employed by projects across different sectors and geographies in today's market
- Review special cases, such as PPPs, renewables, leasing, and many more

### WHO SHOULD ATTEND THIS COURSE?

- Project finance lenders
- Project sponsors and developers
- Investors
- Credit analysts
- EPC contractors
- Offtakers
- Government and multilateral agencies

# FIRST DAY

## \ April 14

8:45  
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9:00 | Continental breakfast

9:00  
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10:15 | **Introduction to project finance**

- What is project finance?
- International considerations
- Risk identification and mitigation

10:15  
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11:00 | **Group workshop 1: Risk identification and mitigation**

11:00  
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11:15 | **Break**

11:15  
-  
12:45 | **Mitigating risk**

- EPC contracts
- Supply and offtake contracts
- Operations and maintenance contracts
- Country and political risks
- Insurance
- Derivatives
- Reserve accounts
- Covenants and cash waterfalls

12:45  
-  
13:30 | **Lunch**

13:30  
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14:30 | **Group workshop 2: Review and comments on contract summaries**

14:30  
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15:15 | **Insurance products**

15:15  
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15:30 | **Break**

15:30  
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16:15 | **Cashflow modeling**

- The financial model
- Ratio analysis

16:15  
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17:00 | **Group workshop 3: Review and analysis of financial forecasts**

# SECOND DAY

## \ April 15

8:45  
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9:00 | Continental breakfast

9:00  
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10:00 | Guest speaker: Law firm

10:00  
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11:00 | Guest speaker: U.S. International Development Finance Corporation (DFC)

11:00  
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11:15 | Break

11:15  
-  
12:45 | **Sources of debt**

- Commercial lenders
- Development finance institutions
- Islamic financing
- Export credit agencies
- Capital markets

12:45  
-  
13:30 | Lunch

13:30  
-  
14:15 | **Sources of equity**

14:15  
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14:45 | **Advisors in project finance**

- Financial advisor
- Financial model reviewer
- International legal counsel
- Local legal counsel
- Market advisor
- Independent engineer
- Environmental advisor and the environmental impact assessment

14:45  
-  
15:15 | **Special cases**

- Public-private partnerships
- Renewables
- Leasing
- Securitization

15:15  
-  
15:30 | Break

15:30  
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17:00 | **Group workshop 4: Refinery project case study**

# WHAT MAKES US DIFFERENT?

If you have ever been to a Proximo event, then you will know that we like to do things a little differently.

Our training is the same. We make our courses interactive, collaborative and engaging. Which is why our clients think we offer some of the best training in the business.

**"I can say this is the best course I have ever attended"**

All Al Aradi, Bahrain Petroleum Company

## \ Here are just some of the things that make our training so effective:

 <b>Practical Application</b>	 <b>Expert Instructors</b>	 <b>Ongoing Support</b>	 <b>Interactive</b>	 <b>Small Groups</b>
Our courses comprise of case-studies, group projects and plenty of Q + A sessions that let you put your learning into action.	With decades of combined practical experience our instructors live and breathe their every aspect of their industry, so you are always in safe hands.	We will provide you with extensive course materials and reference information and you may reach out to the instructors after the course has ended for any queries or questions that may arise.	Training is delivered via a variety of methods but all of them are designed to be collaborative. Workshops and discussion allow you to reap the benefit of your peers' and instructors' experience.	We have a limited number of places on each of our courses. Smaller groups means better personal time and attention

## \ Testimonials:

**"Very organised course with very important content for my field. Instructors went all the way to ensure we benefited from all the subjects presented"**

Mohamed Al Rasheed, Consultant Debt Management Office, Government of Sharjah

**"Eye opening to the world - great instructor."**

Minerva Khidr, Abu Dhabi Fund for Development

**"After this course my boss should be worried because I know more than him now!"**

Anonymous

**"Very informative, good pace, skilled instructors, relevant content"**

George Mutua, MD & Chief Representative Officer- Kenya & East Africa, Société Générale

# WHERE AND WHEN?

## \ Two day training course

14-15<sup>th</sup> of April 2020

Washington DC



### Super Early Bird:

expires on the 22<sup>th</sup> of February

\$2499

### Early Bird:

expires on the 20<sup>th</sup> of March

\$2799

### Full price:

\$2999

## \ Meet our instructors:



**Bruno Mejean** is the President and founder of BJM International, Inc. , a financial advisory firm comprising over 15 professionals specializing in arranging financing for energy and infrastructure projects, primarily in emerging markets. BJM International's current clients include a major financial holding company with activities in 20 African countries, renewable energy project developers, water desalination companies, hydro-electric dam rehabilitation companies, social housing construction companies pursuing projects in Morocco, Kenya, Ethiopia and Mozambique , to name a few countries. Previously, Mr. Mejean was Executive Vice President - Corporate Development at Renewable Energy Trust Capital, a financial investor in wind and solar energy assets in North America. Before that, Mr. Mejean was Managing Director for International Project Finance and Business Development at SunEdison.

He was responsible for raising debt and equity for SunEdison projects outside North America. Prior to that, Mr. Mejean was Managing Director and Deputy General Manager at Nord/LB NY Branch, responsible for Corporate, Project, Export and Trade Finance Origination activities in the Americas. Nord/LB specialized in the financing of renewable energy projects early on and ranked among the top 5 project finance lenders to the sector in the Americas. Prior to 1999, Mr. Mejean was Director - Project Finance & Development at Raytheon Engineers & Constructors, responsible for arranging debt and equity financings for Hydrocarbon, Power, and Infrastructure projects. Prior to joining Raytheon, Mr. Mejean spent over 20 years with various financial institutions, specializing in international finance. At SG, he was First VP and Manager of the US Export Finance Group. At Chase where he spent 10 years, Mr. Mejean was responsible for project financing in emerging markets with the support of US Eximbank and OPIC, now DFC. Earlier in his career, Mr. Mejean was based in Tunis, responsible for Chase's Trade finance activities in North Africa. Mr Mejean has been associated with Euromoney and other professional finance training organizations for over 25 years, teaching the subjects of project and export finance.

Mr. Mejean received his MBA in finance from George Washington University and a Bachelor of Science from Georgetown University's School of Business Administration. He is a board member of Cochepa, an industrial packaging company based in Morocco and the High Atlas Foundation helping rural communities in Morocco. He is fluent in French and conversant in Spanish.

### Sara R. Mareno, CFA

**Director, Structured Finance & Insurance Department**  
**Overseas Private Investment Corporation**

Sara Mareno serves as a project finance lender in the Structured Finance and Insurance department at the U.S. International Development Finance Corporation (DFC), the U.S. Government's development finance institution. Specializing in the emerging markets, Sara manages corporate and project finance transactions in partnership with other financial institutions, private equity firms, and additional stakeholders around the world. She has underwritten corporate finance and project finance transactions worldwide, with projects in excess of \$2 billion in sectors ranging from water, road, and energy, to financial institutions. She began with DFC in 2013 as part of its Credit Policy division and prior held various roles in investment banking, development finance, and public policy. Sara holds an advanced degree in International Economics from Johns Hopkins University and an MBA from Emory University.