



भारतीय प्रबंध संस्थान बेंगलूर
INDIAN INSTITUTE OF MANAGEMENT
BANGALORE

EXECUTIVE
EDUCATION
PROGRAMMES

PROJECT AND INFRASTRUCTURE FINANCING



Programme Directors

MS Narasimhan & Pratap Giri S

Dates

13-15 November 2017

FINANCE & ACCOUNTING

Project and Infrastructure Financing

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OVERVIEW

Project finance is the nerve centre for big ticket business investments in large industrial and manufacturing sectors, creating infrastructure, generating large scale direct and indirect employment, growth of ancillary SME sector and fuelling economic growth. Project financing and in particular infrastructure project financing is a key engine in India's economic growth story.

This programme is designed to address the learning requirements for practitioners, bankers, finance professionals, academics and students engaged in or interested in the field of project finance as a specialised branch of corporate finance. It provides expert conceptual and practical insights on the nuances of project finance both from financing and borrowing perspectives. The subject will be covered in depth including recourse and non-recourse structures, setting up special purpose vehicles, Public-Private-Partnerships and essentials of infrastructure projects. The aspects of risk analysis, allocation and mitigation strategies will be covered with case studies.

Transactional aspects relating to formulating the financing mix, essentials of cost estimations and forecasting, preparation of DPRs, presentation of proposals to banks, lenders' appraisal, negotiation of term sheets, special conditions in term sheets such as escrows and TRA, developer's risk and return perspective and other intricacies will be discussed.

CONTENT

- Overview of the Capital Budgeting Decision
- Project financing Proposition – Sponsor's, Lender's and other Stakeholders' Perspective, Project Financing Structures – Full Recourse and Limited Recourse financing Models with case studies
- Infrastructure Projects – Essential characteristics, PPP projects, Concession framework under various models such as BO, BOO, BOT, DBFOT - Government and Developer's Perspectives.
- Key Developer's Perspectives in Bidding and Implementation of Infrastructure Projects.
- Pre-fund Raising Phase – Project Structuring, Preliminary Clearances, Key Project Contracts,



Feasibility, RFQ and pre-bid stage, Detailed Project Report

- Project Cost Determination and financing Options – fund and Non-fund options for financing the project
- Risk determination, allocation and mitigation in Project Structure, Key Project Contracts and Lenders' Due Diligence - Key considerations Appraisal criteria applied by Banks and Institutions Risk Analysis and Mitigation in Projects.
- Financial forecasting, financial viability analysis.
- Term Sheets in Project financing – Key features, special conditions and Negotiation
- Additional financing and sectoral issues in industrial and Infrastructure Projects
- Case Studies and Group work

Who should attend?

- Corporate executives dealing with corporate fund raising function in middle and senior Management levels with a finance background – i.e. CA, ICWA, ACS, BA(Finance), CFA.
- Consulting firms, investment banks, commercial banks, financial services firms and NBFCs dealing with project finance either playing an advisory or a financing role.
- Practicing chartered accountants, company secretaries and cost accountants dealing with project and infrastructure finance.
- Entrepreneurs, corporate directors, academics, newly qualified finance professionals and students pursuing research or professional finance courses who are looking out for advanced learning and expert insights in project and infrastructure finance.

PROGRAMME DIRECTORS



M S Narasimhan

Finance & Accounting

Professor Narasimhan's areas of interest include management accounting, corporate finance and capital markets. He holds a Master's Degree in commerce (Madras) and a Post-Graduate Diploma in financial Management (IFMR). He has obtained his Ph.D. from the University of Madras. He is also a member of Institute of cost and works Accountant of India. After serving in the industry for a brief period, he joined as a faculty member at the institute for financial Management and Research (IfMR), Chennai. Dr. Narasimhan has taught in several executive development programmes and published several articles and research studies in national and international journals and financial newspapers. His research paper also won the best Research paper award at the annual convention of AIMS held at Pune. He has also completed a study on Corporate Disclosure Practices in India sponsored under the FIRE project. He was also a member of a consulting team, which studied cash management in LIC, Organisational Structure of a state-level development bank, Costing systems of a transformer manufacturing company, Restructuring of state level small scale industries water supply project. His teaching and research interests are in the areas of capital markets, corporate finance and management accounting.



Pratap Giri S

Mr. Pratap Giri S., B.Com, FCA, FCS, MIOD is a rank holder in the Chartered Accountancy final Examination with post-qualification experience of 29 years. He has been a practitioner and consultant for the past 22 years in the area of corporate advisory and investment banking. He specialises in strategic financial advisory services. He has had extensive hands-on experience in Project Financing, Investment Banking and Corporate Advisory Services. He has handled several assignments in this space including raising project finance, private equity, restructuring, mergers and acquisitions in various capacities as appraiser, lead manager, advisor and consultant. He is presently engaged as a strategic corporate finance advisor and independent director. Pratap is presently Adjunct Faculty with IIM Bangalore and IIM Visakhapatnam. He has also been associated with several other institutions such as JNIBF Hyderabad, NISM Mumbai, SPJIMR Mumbai, ICSI and ICAI Centre of Excellence Hyderabad. He has also been a corporate trainer for several leading banks and financial institutions such as BOI, UBI, Canara Bank, PNB, IL&FS, NABARD,

LIC and GIC. He has trained more than 2000 PSU bankers in Project Finance and Credit Appraisal. He has written three books in the corporate finance area – (1) 'STRATEGIC CORPORATE FINANCE – The Definitive Approach to Structuring and Financing of Corporate Businesses' published by Snow White, Mumbai, (2) INVESTMENT BANKING – An Odyssey in High Finance, (3) 'INVESTMENT BANKING – Concepts, Analyses and Cases' both published by McGraw-Hill Education India Pvt. Ltd. He has also written several articles and spoken at seminars and training programmes conducted by the ICAI, CII and others.



VENUE:

Indian Institute of Management Bangalore



LAST DATE FOR REGISTRATION:

3 November 2017



PROGRAMME FEE AND PAYMENT

INR **76,000/-** Residential and INR **70,000/-** Non-Residential (+ Applicable GST) per person for participants from India and its equivalent in US Dollars for participants from other countries.

The programme fee should be received by the Executive Education Office before the programme commencement date. In case of cancellations, the fee will be refunded only if a request is received at least 15 days prior to the start of the programme.

If a nomination is not accepted, the fee will be refunded to the person / organisation concerned.



DISCOUNT

Early Bird Discount: Nominations received with payments on or before **23-Oct-17** will be entitled to an Early Bird Discount of 10%.

Early Bird Fee (Residential) INR **68,400/-** (+ Applicable GST)

Early Bird Fee (Non-Residential) INR **63,000/-** (+ Applicable GST)

Please Note: All enrolments are subject to review and approval by the programme director. Joining Instructions will be sent to the selected candidates 10 days prior to the start of the programme. **Kindly do not make your travel plans unless you receive the letter from IIMB.**

A certificate of participation will be awarded to the participants by IIMB.

The Indian Institute of Management Bangalore (IIMB) has been ranked for the eighth successive year as the No. 1 Business School in Central Asia by Eduniversal, a French Consultancy Group. IIMB has been ranked No. 2 in the India Rankings 2017 in the Management Education category under the National Institutional Ranking Framework (NIRF) by the MHRD. IIMB has also obtained the European Quality Improvement System (EQUIS) accreditation awarded by the European Foundation for Management Development (EFMD). Established in 1973, Indian Institute of Management Bangalore today offers a range of post-graduate and doctoral level courses as well as executive education programmes. With a faculty body from amongst the best universities worldwide, Indian Institute of Management Bangalore is fast emerging as a leader in the area of management research, education and consulting.

IIMB's distinctive feature is its strong focus on leadership and entrepreneurial skills that are necessary to succeed in today's dynamic business environment.

IIMB has been ranked among the Top-50 global schools by the Financial Times Executive Education Rankings 2016. Indian Institute of Management Bangalore is the only B-school from India to figure in this elite list.

Registration

Please logon to IIMB website www.iimb.ac.in/eep for registering online. Do feel free to get back to us if you should have any clarification.

Executive Education Programmes

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