

# INFRASTRUCTURE PROJECT FINANCING

**DATE:** August 08-09, 2017  
**FEE:** PKR 28,000/- per participant  
**VENUE:** IBP, M.T. Khan Road, Karachi  
**TIMINGS:** 9:00 am to 5:00 pm

**5%**  
**DISCOUNT**  
on 3-5 nominations

**10%**  
**DISCOUNT**  
on 6+ nominations

**LAST DATE OF REGISTRATION**  
August 07, 2017

**COURSE FACILITATORS**  
Mr. Asif Haider Mirza  
Mr. Sarmad Pretu

## COURSE OVERVIEW

The Institute of Bankers Pakistan, in collaboration with JCR-VIS Credit Rating Company Limited, has been offering a series of specialized training seminars to build knowledge-based capacity and to improve skill-set of professionals from financial services industry/corporate sector. The seminar on Infrastructure Project Financing is one of these trainings.

Infrastructure is the backbone for economic growth and development in a country. Financing of such projects has evolved through the centuries; it is primarily a vehicle for assembling a consortium of investors, lenders and other stakeholders to undertake industrial and infrastructure projects that would be too large for individual investors to underwrite. Infrastructure project financing tends to capitalize large-scale projects that require a great deal of debt and equity capital, from hundreds of millions to billions of dollars.

# INFRASTRUCTURE PROJECT FINANCING

The Institute  
of Bankers  
Pakistan



## LEARNING OBJECTIVES

This two-day program would enable the participants to understand the dynamics of Infrastructure Projects and the associated pattern of financing. The program will also enhance their understanding of the SBP's regulations for Infrastructure Project Financing, thereby facilitating them in complying with the regulatory requirements. It will facilitate the participants in identifying the right customers and align their financing strategy accordingly; it would ultimately help them to play an active role in the ongoing series of CPEC and non-CPEC projects, by creating an environment that would bring in larger business benefits for their organizations.

## COURSE CONTENTS

- Similarities Between IPF and Project Finance (Green and Brown Field)
- Evaluation of an IPF Project (SPV Versus Non-SPV Projects)
- How to Understand the Financial Model (Sensitivity Analysis & Other Tools, NPV, IRR, Payback Methods etc.)
- Understanding Various Parties involved in the IPF Project
- Understanding Various Project Contracts and their Implications
- Interlinking the Links from Project Concept Inception to Commercial Operations
- Real Examples of Successful and Unsuccessful IPF Projects
- Detailed Comprehension of IPF Prudential Regulations
- How to Create an IPF Credit Proposal of International Standard (Creating the Due Diligence)?
- Capital Implications of IPF Projects for Banks in Light of Basel III and the Role of Rating Agencies

## WHO SHOULD ATTEND?

- Investment Banking and Corporate Banking Heads, Team Leaders, Relationship Managers
- Senior Bankers & Policy makers
- Chief Risk Officers, Credit Risk Heads, Unit Heads, Analysts
- Fund Managers
- Private equity and venture capital firms

## FACILITATORS

### Asif Haider Mirza

Mr. Mirza is a high-profile banking and finance professional, a Projects Advisor, having expertise in Project Management & Financing, Public Private Partnerships, Portfolio Management and Corporate Finance. He has more than 20 years of rich experience of working with renowned organizations including IQ Capital Plus, LMKR Holdings Private Limited, Safeway Fund Limited, Crescent Leasing Corporation Limited, Ernst & Young, etc. where he held senior positions including Partner, Group CFO, CEO, SEVP, etc. At present he is partner at IQ Capital Plus. He has to his credit the hardcore exposure of more than 35 projects of varying nature, including those of Roads and Infrastructure, Hospitality and Tourism, Power and Utilities, Agriculture etc. He has worked on various projects with team of Asian Development Bank (ADB); he has also participated in various financing transactions with international multilateral agencies including the International Finance Corporation (IFC), Deutsche Investitions-und Entwicklungsgesellschaft mbH (DEG) and the Netherlands Development Finance Company (FMO). Recently, he has successfully concluded his role as Advisor to a Foreign Private Partnership in first Public Private Partnership of the Government of Sindh. He has also served as director on board of various listed Companies. He is a Fellow Chartered Accountant (FCA), & a Water and Sanitation Expert from USA. In addition, he holds Corporate Finance Qualification (CF) from England and Wales.

### Sarmad Pretu

Mr. Pretu is a seasoned banker, with career spanning over 16 years. He held pivotal position in client coverage, rating agencies and risk management. He holds the achievement of being the first risk head under whom his bank spearheaded the projects in solar, wind, hydel, road network, gas ports etc. in the category of Infrastructure Project Financing. Pretu holds command over all facets of banking and finance, especially Corporate/SME/Agri/Consumer Lending, Basel II & III, Carbon Trading & Green Banking, Stress Testing, Portfolio Management & other important aspects of corporate finance. He holds an MBA from Bahria University and Masters of Applied Finance from Sydney Graduate School of Management (University of Western Sydney). He carries rich industry knowledge and excellent presentation and team engagement skills. Mr. Pretu is heading Training and Business Development function at JCR-VIS Credit Rating Co. Ltd .

## CONTACT DETAILS:

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**NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN". Please send nominations/requests for participation at least two days before the training date.**