

**Port Finance
International**

an MTBS company

PORT INVESTMENTS & PPP COURSE

ISTANBUL

29-30 January 2019



INTRODUCTION

The objective of the Port Investments & PPP Course – taking place in London on the 29th and 30th January 2019 – is to provide participants with a thorough understanding of how Port and Terminal Projects are developed from Concept to Financial Close. The course is organised by Port Finance International, the leading online news portal and community for the latest developments in port investment and operations, and hosted by Maritime & Transport Business Solutions, the leading port and terminal strategy and transaction advisory.

- Port PPP Development
- Business Case Analysis
- Transactions, Concessions, Contracts and Competitive Contract Awarding
- Project Financing

Participants are provided with a step-by-step approach to prepare the most suitable Public Private Partnership structure, a Business Case, Concession Contract and a Financing Scheme.

The course will provide participants with an overview of a full-cycle port investment assessment. Steps in this assessment are connected to the relevant stages of port investments: Strategy Formulation, Project Valuation, Transaction Documents/Procedures and Investment Financing.

All course materials have been fully updated and recent and relevant industry case studies have been included.

WHO IS IT FOR

The Port Investments & PPP Training is developed as a tool for capacity building on three levels:

Corporate Level

Managers and staff, members of public and private bodies involved in port and terminal developments (both entry level and mid-management)

Executive Level

Executives (private) and policy makers (public) of ports in transition*

* Ports which are planning on involvement in port institutional reforms, including concessioning and privatisation

Academic Level

University students, academic researches

Prerequisites

For optimal results, a certain level of experience is expected. The participants are required to:

- Speak English
- Be familiar with accounting basics, such as Profit & Loss accounts and Balance Sheets

Class sizes are limited to a maximum of 25 participants.

**Book your place now at www.portfinanceinternational.com
or contact sacha@portfinanceinternational.com**

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Knowledge partner:





COURSE OUTLINE

The course will provide participants with an overview of a full-cycle port investment assessment. Steps in this assessment are connected to the relevant stages of port investments: Strategy Formulation, Project Valuation, Transaction Documents/ Procedures and Investment Financing. The positions of the relevant stakeholders in port- and terminal development are covered thoroughly, including Governments, Port Authorities, Terminal Operators, Shipping Lines, Equity Investors and Banks.

MODULES

The training course provides participants with a complete overview of the overall cycle of port investment analyses.

MATERIALS

Participants are provided with a step-by-step approach to prepare the most suitable Public Private Partnership structure, a Business Case, Concession Contract and a Financing Scheme.

• **Course planning** • **Case studies** • **Handouts for all modules** • **Additional reading**

Each training day will run from 9am-5pm – and all materials, refreshments and lunch are included in the course fee. There will be an (optional) course drinks on the second night. Plenty of time will be set aside throughout the training programme to review the things you have learnt and reflect within the group. There are follow-through actions to continue your development and encourage post-course contact between delegates and course leaders.

29 January

DAY ONE

09:00 - 13:00

INTRODUCTION

Course Organisation, Basic Concepts, Industry Facts and Trends

14:00 - 16:00

MODULE 1: PORT STRATEGY & PPP

Industry Performance, Management Models and Case Studies

16:00 - 18.00

MODULE 2: BUSINESS CASE

Traffic Forecasting, Financial Modelling, Economic Cost-Benefit Analyses

18:00 - 20.00

NETWORKING DRINKS

Location will be announced at the beginning of the course

30 January

DAY TWO

09:00 - 11:00

MODULE 3: FINANCING

Public & Private Funding; On-Balance & Off Balance and Case Studies

11:00 - 13:00

MODULE 4A: TRANSACTIONS

Risk Analyses, Concession Contract, PPP Procurement and Case Studies

14:00 - 16:00

MODULE 4B: TRANSACTIONS

Tender Process

16:00 - 17:00

WRAP-UP / Q&A

Program ends

TESTIMONIALS FROM PARTICIPANTS

Excellent practical summary of key PPP concepts and processes. Taught by experienced practitioners. If you are involved in developing PPP projects then the Port Investments & PPP Course has immediate relevance back in the workplace.

Ranjith Powell, P&O Ports

The course is well structured and covers topic basics. The group is the right size to be interactive which is very important, as well as professional and pleasant speakers. Found it very useful and enjoyed it.

Hrvoje Kulusic, Dubrovnik Port Authority

Well structured, easy and dynamic to follow. I do recommend.

Lorena Medeiros, Brandao Filhos Fortship Agencia Maritima Ltda

I took away a few important learn points from the course...interesting and useful was the group diversity that enriched my knowledge of ports in many other countries and the contacts established.

NorthPort, Malaysia

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ABOUT US

ABOUT THE TRAINERS



Reinout Polders is a senior consultant at MTBS. He has extensive experience with port advisory projects. His main expertise is focused on financial and economic valuation of port (PPP) projects. Mr. Polders passed Level III of the CFA exam. Mr. Polders is a trained financial modeller and has been involved in multiple major Port Transaction Projects. Mr. Polders is currently involved in MTBS' transaction mandates in Canada (Vancouver), Georgia (Anaklia Port) and Tanzania (Dar es Salaam). Mr. Polders has working experience in Africa (South Africa, Nigeria, Kenya, Ethiopia, Tanzania and Somaliland), the Middle East (Saudi Arabia, Oman and Egypt) and Europe (Georgia, the Netherlands, Slovenia, UK and Ireland).



Wim De Rycke is a Senior Consultant for MTBS and active in the ports and shipping business for over 20 years. During this period, he has taken on different roles and responsibilities in various areas of the maritime business: project management, strategy advice, technical and operational management, equipment procurement, business development, masterplanning, financial modelling and investment analysis. Mr. De Rycke was manager projects & acquisition at Terminal Investment Limited (TIL). Mr. De Rycke was Member of the Board of Directors on eight terminals (including 4 with a throughput of in excess of 2,000,000 TEU) to represent the shareholder.

ABOUT THE ORGANISER AND PARTNER

Port Finance International – PFI



Since its inception in 2009, PFI (Port Finance international) has identified and explored the latest trends in the global port investments sector. Through interviews, industry updates, detailed training courses and executive level forums, PFI provides an impartial platform for the rigorous exchange of ideas and business opportunities in the port development and port finance industry. With outings in locations such as Amsterdam, Antwerp, Casablanca, Copenhagen, Dubai, Hong Kong, Istanbul, Kiev, London, Mexico City, Mumbai, Rio de Janeiro, Rotterdam, Sao Paulo and Singapore, PFI has a global alumnus of leading investors and owners. Having catered to over 4000 alumni, PFI is in a unique place to act as an independent meeting ground for those at both investor and owner level.

Maritime & Transport Business Solutions – MTBS



Maritime & Transport Business Solutions – MTBS is an international finance and strategy advisory firm, offering entrepreneurial business solutions to clients in the maritime and transport sector. MTBS specializes in ports and terminals, and provides leading expertise in the areas of strategy, valuations, transactions and finance. The firm combines its market sector knowledge and state-of-the-art financial competences into one value proposition: "4P: innovative solutions for Port Public Private Partnerships". Its specialization has made MTBS a global market leader in ports and terminals, including logistic centres, inland ports, free zones, export processing zones, inland waterways and related transport industry players. MTBS has a broad and active global portfolio of strategy and transaction advisory mandates for leading Port Authorities and Terminal Operators.

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BOOKING INFORMATION

DATES: 29-30 January 2019

VENUE: Dutch Consulate
Istanbul - Turkey

EARLY BIRD PRICE

€1995

Book before 24 December 2018

STANDARD PRICE

€2495



BOOK YOUR PLACE NOW



Online: www.portfinanceinternational.com



Email: sacha@portfinanceinternational.com



Telephone: +31 (0) 6 82551103



TAILORED PORT FINANCE TRAINING SOLUTIONS

We can also tailored in-house training where you define the training needs and requirements and we provide the trainers and the structure required to deliver a unique training experience and address your staff and business challenges. If you have a specific training requirement or have more than 5 people wishing to attend one of our courses please contact sacha@portfinanceinternational.com about our tailored training solutions

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