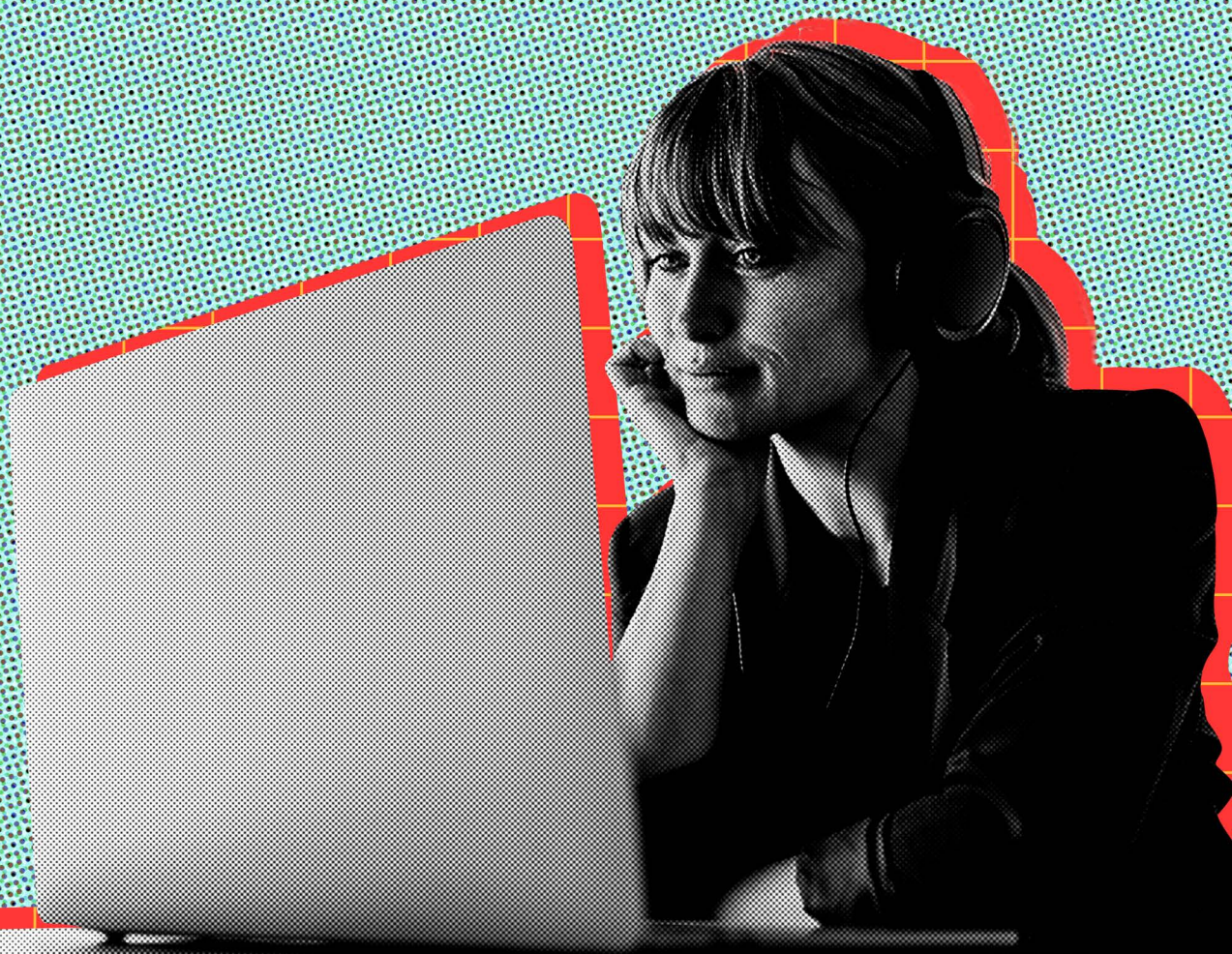


# PROXIMO

## INTERNATIONAL PROJECT FINANCE ONLINE TRAINING COURSE

IN PARTNERSHIP WITH  
**CC**Solutions





## 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 online 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

# AGENDA

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## **Introduction to international project finance**

Basics of international project finance, the project finance market today, and international considerations.

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## **Identifying and quantifying risk**

Detailed review of financial risks, legal and regulatory risks, construction and operations risks, market risks, political risks, and force majeure.

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## **Mitigating risk**

Allocation of risks to appropriate counterparties. Contracts and agreements, and insurance.

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## **Workshop 1: Risk identification and mitigation**

Review and practical application of concepts introduced in part 3.

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## **Workshop 2: Contract summaries**

Analysis of different examples of project agreements and identification of deficiencies.

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## **Political risk insurance**

Political risk insurance products and providers.

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## **Cash flow modeling**

The financial model and ratio analysis.

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## **Workshop 3: Analysis of financial forecasts**

Review and practical application of concepts introduced in part 7.

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## **Legal considerations**

Legal documents in project finance, SPVs, agreements, covenants, events of default, cash waterfall, lender requirements, governing law, security, intercreditor issues, and more.

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## **Sources of equity**

Forms of equity in international project finance, alternatives to hard equity, and additional considerations.

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## **Sources of debt**

Commercial lenders, development finance institutions, Islamic financing, export credit agencies, and capital markets.

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# AGENDA

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## **Advisors and service providers in project finance**

Financial advisor, financial model reviewer, international legal counsel, local legal counsel, market advisor, independent engineer, environmental advisor, the ESIA, and more.

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## **Special cases**

Public-private partnerships, concessions, renewables, leasing, and securitization.

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## **Workshop 4: Refinery project case study**

Financing and utilization issues of a complex project finance transaction based on recent real-life scenarios.

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## **Conclusion**

Analysis of current trends and conclusion.

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# 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

# ONLINE COURSE RATES



1 TICKET  
**\$1,999**

2 TICKETS  
**\$2,999**

## BOOK ONLINE

OR CONTACT US AT [MARKETING@PROXIMOINFRA.COM](mailto:MARKETING@PROXIMOINFRA.COM)

**WANT PRIVATE BESPOKE IN-HOUSE TRAINING FOR YOU AND YOUR TEAM?  
GET IN TOUCH WITH: [MARKETING@PROXIMOINFRA.COM](mailto:MARKETING@PROXIMOINFRA.COM) FOR MORE INFO.**

### \ Meet our instructor:



**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 Cochapè, 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.