



International Centre  
for Hydropower

# Financial Modelling, PPA Structuring and Negotiations – Part II

## AFRICA

Johannesburg, South Africa  
13 – 17 June 2022



Application deadline; 11 April 2022

Course fee – USD\$ 1000

Fee includes course materials, accommodation, and some meals

**A well formulated financial model is a clear reflection of key business assumptions that can be applied to test scenarios and predict potential financial outcomes. These outcomes are then used to perform investment appraisals and make informed business decisions.**

**Applying Discounted Cash Flow (DCF) methodology with outputs like Internal Rate of Return (IRR), Net Present Value (NPV) and other ratios and parameters provides basis for decision-making with respect to investment, structuring of Power Purchase Agreements (PPAs), and ranking of individual projects or project alternatives.**

**Financial modelling is a proven essential for project finance transactions as it plays an important role in project evaluation.**

### **COURSE OBJECTIVES**

Participants will be provided with the skills to efficiently develop, modify, and analyse financial models for projects in the power generation sector.

The course presents an opportunity to also learn about PPA essentials including risks, how to structure PPAs, negotiating win-win solutions that will make projects bankable and facilitate obtaining financing.

### **COURSE OUTLINE**

This course is a continuance of the 2020/2021 programme (Part I) that were hosted online. With easing of the pandemic situation, Part II is intended as a follow-up physical hands-on training to be hosted at a venue in South Africa. It is therefore recommended that participants from the 2020/2021 online sessions enrol to complete the practical training offered by this course.

For new participants the course will start with a brief recap of the previous content covered online and continue with hands-on modelling.



### **MAIN TOPICS**

The course will cover essential topics including funding mechanics, operational analysis, and investment metrics. It will give a robust platform for analysis of the planning process of a project, with emphasis on the financial considerations as well as legal and institutional framework.

Participants will learn the financial modelling techniques needed to build a best practice financial model suitable for PPA structuring, investment analysis and operational scenario evaluation.

Risk assessment and the main terms and strategy for negotiation of PPAs will be discussed.

### **TARGET GROUP**

The course is designed for energy investors, Executives, Economists, Financial Analysts, Legal Advisors, and those who are who involved financial forecasting of the power sector and PPAs.

Prior Knowledge of Excel is mandatory! The course assumes participants work regularly with Excel and have a basic competency in accounting (i.e. basic knowledge of interaction of P&L, CFS and BS).



Women are encouraged to apply.

## SPECIFICS FOR THE COURSE

### GENERAL

All lecturers and resource persons are well-known specialists within their field, and they have extensive international and regional experience.

Attending the courses is an opportunity to discuss and learn about current energy sector issues related to Hydropower and other renewables together with professionals from the continent and abroad.

Participants are encouraged to bring along information that can be shared about pending energy and hydropower issues of your interest.

### ADMISSION REQUIREMENTS

- A minimum of about 5 years of working experience is required.
- Applicants should hold an applicable degree or possess relevant background knowledge.
- Proficiency in English is compulsory for all the courses. Notice of admission will be given shortly after the application closing date.

ICH reserves the right to accept or reject any applicant based on their qualifications and experience.

### SPECIFICS FOR THE COURSE

Information on travel, detailed course programme and other relevant information will be sent to all participants in due course. Participants are expected to arrive at the venue of the course the day prior to the course start and leave no earlier than the day after end of the course.

### COURSE FEE

The course fee includes lectures, materials, accommodation and some meals.

International travel expenses are not included. There is a reduced fee for ICH members.

A limited number of sponsored seats are available for participants from countries prioritized by NORAD (Norwegian Agency for Development Cooperation). Those who would like a guaranteed seat on the course should secure their own funding.

### MORE INFORMATION

Information on other courses can also be found on our website: [www.ich.no](http://www.ich.no) or by contacting [carole@ich.no](mailto:carole@ich.no)



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