

**Port Finance
International**

an MTBS company

PORT FEASIBILITY AND VALUATION COURSE

ROTTERDAM

13-15 November 2018



INTRODUCTION

The objective of the Port Feasibility & Valuation course – taking place in Rotterdam on 13th-15th of November 2018 – is to enable participants to conduct a detailed Port Feasibility and Valuation Study. Valuation, feasibility and PPP are the key topics and the course offers an executive insight in the financial models behind that.

Participants will follow a 3-day training course, where participants will receive hands-on training on the industries' valuation dynamics. The course is organized by Port Financial International and in association with MTBS, the leading port and terminal valuation & transaction advisory company.

The course is focused on the following 4 main topics:

1. **Project & PPP Feasibility**
2. **Port Valuation and Modelling**
3. **Equity Valuation**
4. **Bankability Assessment**

The course makes use of a Project Case, which will follow the logical steps in the Project Implementation Process: from Feasibility to PPP Implementation and Bankability.

Participants will have to take an active role in the 3-day course and be able to interpret the financial results.

TARGET AUDIENCE

The Port Feasibility and Valuation Course is developed as a training course for a range of professions:

- Middle/Senior management level officials that are active in the port, maritime and infrastructure sector or direct stakeholders active in the industry.
- Managers and staff, members of public and private bodies involved in port and terminal developments (both entry level and mid-management).

Prerequisites

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

- To speak English;
- To have a basic knowledge of finance;
- To have a working knowledge of MS Excel.

Participants are not required to have in-depth financial modelling experience

Class sizes are limited to a maximum of 20 participants.

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



COURSE OUTLINE

The course will provide participants an overview of the logical steps of a Port Feasibility and Valuation Study. Valuation, feasibility and PPP are the key topics and the course offers an executive insight in the financial models behind that. The Course is structured along the phases of Port Valuation: determining Project Feasibility, determining PPP Feasibility & the optimal PPP Structure and assessment of Equity Return & Bankability. The course provides an overview of the most recent developments in Port Valuation, as well as the perspectives of different stakeholders: Public Authorities, Terminal Operators, Shipping Lines, etc.

Modules

The training course consists of three modules spread over three days.

Materials

Participants will be provided with the following curriculum materials:

- Course Plan & Agenda
- Case Study
- Handouts for all the modules
- Additional reading

The participants will be provided with a basic financial model, developed by MTBS. This basic financial model will first be used for the Project Feasibility assessment, then for the PPP Feasibility Assessment and as a last step for the Bankability Assessment & Equity Valuation. **Participants are required to bring a laptop with MS Excel.**

Each training day will run from 9am to 5pm and all materials, refreshments and lunch are included in the course fee. Plenty of time will be set aside throughout the training program to review the specific course aspects and reflect within the group. Participants are invited to elaborate on specific Port Feasibility and Valuation exercises from within their own experience/companies. Interaction between the participants on real-life issues is encouraged and is regarded as a valuable addition to the course program.

DAY ONE	09:00 - 13:00	MODULE 1A: INTRODUCTION TO PORT PROJECT FEASIBILITY AND VALUATION <ul style="list-style-type: none"> • Course Introduction & Organization • Financial Model Basics • Port Valuation Basics • Setting up a Port Financial Model
	14:00 - 17:00	MODULE 1B: INTRODUCTION TO PORT PROJECT FEASIBILITY AND VALUATION <ul style="list-style-type: none"> • Modelling the Main Building Blocks of a Feasibility Model • Interpreting the Results of a Feasibility Model • Drafting a user-friendly cockpit/dashboard for non-modellers • Limits of Financial Models: do's and don'ts
DAY TWO	09:00 - 13:00	MODULE 2A: PPP VALUATION AND MODELLING <ul style="list-style-type: none"> • Background: PPP structures in the Port Sector • Transforming a Feasibility Model into a PPP Model • Ensuring PPP model flexibility in the Financial Model
	14:00 - 17:00	MODULE 2B: PPP VALUATION AND MODELLING <ul style="list-style-type: none"> • Drafting the Output of a PPP Model • Effect of PPP Assumptions on Valuation • Specific PPP Valuation Assessments: e.g. Value for Money, Public Sector Comparator
DAY THREE	09:00 - 13:00	MODULE 3A: ASSESSMENT OF EQUITY RETURN AND BANKABILITY <ul style="list-style-type: none"> • Background: Funding structures in the Port Sector • Including the Funding/Term Sheet • Ensuring Funding Flexibility in the Financial Model
	14:00 - 17:00	MODULE 3B: ASSESSMENT OF EQUITY RETURN AND BANKABILITY <ul style="list-style-type: none"> • Interaction between PPP structures and Bankability & Equity Return • Specific Bankability Checks • Producing & interpreting equity returns

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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).



Victor van Leengoed is director projects at MTBS. Mr. van Leengoed has obtained a Master degrees in economy (MSc Erasmus University Rotterdam), as well as in civil engineering (MSc Delft University of Technology). Mr. van Leengoed global experience includes port development projects of various sizes in Abu Dhabi, Australia, Belgium, Canada, Kenya, Tanzania, Maldives, Mozambique, The Netherlands, Nigeria, Poland, Seychelles, Slovenia, and South Africa. Clients include public and private port developers as well as International Financial Institutions and commercial banks. Mr. van Leengoed is a frequent lecturer and speaker for Master students and at conferences on topics related to Port Finance and Port PPP.

Port Finance International – PFI

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Port Finance International - PFI is the leading online journal for the latest developments in port investment and operations. Featuring editorial content targeted to industry leaders and experts the journal includes daily news, features and insight related to port financing around the globe. Besides online news, PFI also provides a platform and a community for senior industry experts and players to review, analyze and discuss the current market via focused conferences and training programmed worldwide. PFI's news coverage is supported by these events, which feature key industry figures and address current market challenges and trends as well as providing industry players with essential networking opportunities.

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". MTBS has a broad and active global portfolio of strategy and transaction advisory mandates for leading Port Authorities and Terminal Operators.

PARTICIPANTS TESTIMONIALS OF OUR PAST PFI COURSES

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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BOOKING INFORMATION

DATES: 13-15 November 2018

VENUE: MTBS

ADDRESS: Wijnhaven 3E, 3011WG Rotterdam, The Netherlands

EARLY BIRD PRICE

€1995

Book before 13 October 2018

STANDARD PRICE


€2495



BOOK YOUR PLACE NOW

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