



## INTRODUCTION

### OBJECTIVE

The objective of the Port PPP Masterclass – taking place in Lagos on the 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> of September 2020 – is to provide participants with a thorough understanding of how Port and Terminal Projects are developed from Concept to Financial Close.

Participants will follow a 3-day masterclass, where participants will receive hands-on training on the industries' valuation dynamics.

The Masterclass is focused on the following 4 main topics:

1. Port Strategy and PPP
2. Business Case
3. Financing
4. Transactions

The Masterclass 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.

### TARGET AUDIENCE

The Port PPP Masterclass is developed as a training course for a range of attendees:

- Executives (private) and policy makers (public) of ports in transition (Ports which are planning on involvement in port institutional reforms, including concessioning and privatization)
- Managers and staff, members of public involved in port and terminal developments (both entry level and mid-management)

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

***Masterclass sizes are limited to a maximum of 40 participants.***

# PORT PPP MASTERCLASS 2020





# INTRODUCTION

## MASTERCLASS OUTLINE

The masterclass 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. 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.

- Masterclass planning • Case studies • Handouts for all modules • Additional reading

Each masterclass day will run from 9AM - 5PM – and all materials, refreshments and lunch are included in the masterclass fee. Plenty of time will be set aside throughout the training programme to review the things you have learnt and reflect within the group.

## MASTERCLASS MODULES

DAY ONE	09:00 – 12:30	<b>Introduction &amp; West African Port Sector Assessment</b> <ul style="list-style-type: none"> <li>• General Introduction to the Masterclass</li> <li>• Key trends and Developments in the Port Sector</li> <li>• Presentation of West African and Nigerian Port Sector Assessment</li> <li>• Nigerian Port Government Regulations and New Port Developments</li> </ul>
	13:30 – 17:00	<b>Module 1: Port Strategy &amp; PPP</b> <ul style="list-style-type: none"> <li>• Unlocking Value in Marine and Transport Industry</li> <li>• Industry Performance</li> <li>• Management Models</li> <li>• Case Studies</li> </ul>
DAY TWO	09:00 – 12:30	<b>Module 2: Business Case</b> <ul style="list-style-type: none"> <li>• Traffic Forecasting</li> <li>• Financial Modelling</li> <li>• Economic Cost-Benefit Analyses</li> </ul>
	13:30 – 17:00	<b>Module 3: Financing</b> <ul style="list-style-type: none"> <li>• Public &amp; Private Funding</li> <li>• On Balance &amp; Off Balance</li> <li>• Case Studies</li> </ul>
DAY THREE	09:00 – 12:30	<b>Module 4A: Transactions</b> <ul style="list-style-type: none"> <li>• Risk Analysis</li> <li>• Concession Contract</li> <li>• PPP Procurement</li> <li>• Case Studies</li> </ul>
	13:30 – 17:00	<b>Module 4B: Transactions</b> <ul style="list-style-type: none"> <li>• Tender Process</li> <li>• Wrap-Up / Q&amp;A</li> </ul>

# PORT PPP MASTERCLASS 2020



## ABOUT US

### TRAINERS



**Dr. Patrick Uyttendaele** was Director at MTBS until 2015 and presently acts as Senior Partner of MTBS. He holds an MBA and Ph.D applied economics at the Free University Brussels where he has taught Multinational Corporate Investment, International Finance and Project Management. Before, Dr. Uyttendaele worked for PLI, PwC and IBM Business Consulting for 33 years and has built up a substantial and global network of contacts in the port and maritime industry. He also developed major expertise, scientific and technical skills in the ports and maritime industry related to Port Feasibility Studies, PPP, Port Strategy, Restructuring, Privatization, Project and Corporate finance. In January 2007 he joined MTBS where he offers worldwide his services as an expert in the field of feasibility studies, transactions, financial and project advice with regard to PPP investments in infrastructure and suprastructures, including financing structures, logistics aspects and macro-economic analysis.



**Mr. Schot** is Senior Manager for MTBS and is specialized in the fields of port transactions, financial modelling, economic impact analysis, business case analysis, project finance and PPP structuring. He has gained experience through numerous port and shipping related projects executed in the Netherlands and worldwide, including Canada, Croatia, Ukraine, Bulgaria, Estonia, Georgia, Egypt, Madagascar, Liberia, Niger, Nigeria, Somalia, United Arab Emirates, Maldives and South Pacific islands. For public authorities, he has been involved in the preparation and implementation of various large port privatisation deals. Main services provided are related to the structuring of the transaction and procurement strategy, preparation of tender documents, bid evaluations and advising clients in their negotiations with private bidders. Also on behalf of private companies, he assisted clients in the preparation of their bids, with a focus on financial modelling and financial engineering services. Besides transaction/financial advisory skills, specific experience was acquired in the field of structuring and developing port concession contracts, defining optimal risk allocation schemes, project bankability assessments and commercial/financial due diligences. Mr Schot is also an experienced Port PPP trainer and has provided various training courses to port specialist both in the Netherlands as well as abroad. Mr Schot has obtained a university degree in Business Administration (MSc.) at the Erasmus University Rotterdam, the Netherlands. He also passed Level 1 of the CFA (Chartered Financial Analyst) Exam.



**Mr. de Gruijter** is a Senior Consultant at MTBS and has extensive experience with port advisory projects. His main expertise is focused on financial and economic valuation of port (PPP) projects. Mr. de Gruijter is a financial modeler, trained in accordance with the FAST Standard. He also passed Level 1 of the AFM (Advanced Financial Modeller) Exam. Mr. de Gruijter is a trained financial modeller and has been involved in multiple major Port Transaction Projects. Mr. de Gruijter is currently involved in MTBS' transaction mandates in Angola (Luanda), Seychelles (Port Victoria) and Bermuda (Hamilton). Previously he has been involved in transaction mandates in Ghana (Takoradi), Spain (Valencia), Belgium (Antwerp) and Egypt (Abu Tartour). Mr. de Gruijter has performed multiple assignments in Nigeria for private and public parties of which one of the most recent was: "Nigerian Ports Authority Port Concession Methodology Assistance".





## ABOUT US

### COMPANY



**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

“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**

“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**

“Really enjoyed the course & will recommend. Great presentations by the course leaders which drew upon real examples of positive and negative examples. The relaxed atmosphere encouraged diverse discussions between all of the participants on their own experiences in the subject matter”.

**Joseph Collins, Moffat & Nichol**

“The course has been extremely beneficial to my career progression and gave a very clear and concise journey through a potentially complex topic led by the true industry leaders”.

**James Luther, Nectar Group**



## BOOKING INFORMATION

### DATES

The Port PPP Certification Masterclass is scheduled as a 3-day masterclass.

**Dates:** 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> of September 2020

**Times:** 9:00 AM – 5:00 PM

### VENUE

The masterclass will be held during the West African Transfuture and Technology Summit 2020.

**Venue:** EKO Convention Center

**Address:** Plot 1415 Adetokunbo Ademola Street, PMB 12724, Victoria Island, Lagos, Nigeria

### MASTERCLASS FEE

The masterclass fee includes all materials, refreshments and lunches.

**Early bird:** \$1800,- (*until 1<sup>st</sup> of July 2020*)

**Standard:** \$2000,-

### REGISTRATION

**Website:** [www.wa-tts.com](http://www.wa-tts.com)

**Email:** [info@wa-tts.com](mailto:info@wa-tts.com)

### CONTACT

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# PORT PPP MASTERCLASS 2020



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