

ONLINE CAPACITY-BUILDING COURSE FOR THE GOVERNMENT OF ZAMBIA

Introduction to Financial Modelling of PPP Projects

10 - 11, 13 - 14, 17 March 2025 | 15:00–17:00 (Lusaka Time)

Objectives

The main objective of this capacity-building activity is to build on previous activities and enhance the institutional capacity of the Government of Zambia on how to structure and implement well-prepared and sustainable PPPs projects.

The activity will focus on how to develop and use financial models of PPPs projects considering the roles and responsibilities of the PPP Unit and contracting authorities of the Government of Zambia. An additional session will discuss how the Government of Zambia could benefit from creating a project preparation facility to support the development of sound PPPs projects.

Methodology

The course will blend theory with practical/hands-on exercises and will be delivered in 5 online sessions (2h each). For sessions 3 and 4 (Thu and Fri) it is expected that each participant will have access to Microsoft Excel, which will be used to build an example of financial model of a PPP transport project.

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SESSION 1 (10th, Monday)

Review of key concepts

PPPs concepts

Financial analysis concepts

SESSION 2 (11th, Tuesday)

The financial model – theory

Functions of the financial model

Model inputs, model outputs and sensitivity analysis

Incorporating risk management and impacts on legal structuring

SESSION 3 (13th, Thursday)

The financial model – hands-on exercise (part 1)

Building a financial model for a PPP project using Excel

Inserting inputs, calculating outputs and evaluating results of sensitivity analysis

SESSION 4 (14th, Friday)

The financial model – hands-on exercise (part 2)

Using the financial model developed on session 3 on a PPP road project (group exercise)

SESSION 5 (17th, Monday)

Wrap-up session

Discussion of results from hands-on exercises

Developing sound PPP projects: the role of Project Preparation Facilities

Next steps in capacity-building

Feedback on the course

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Target Audience

Government officials of Zambia involved in preparing and implementing PPP projects, particularly staff from the PPP Unit of the Ministry of Finance and Planning, as well as representatives from contracting authorities.

Prerequisites

Participation in the previous capacity-building workshop “[Foundations of PPPs with a Focus on Transport and Logistics Infrastructure](#)” organized by UNCTAD in February 2024, or prior knowledge of public-private partnerships.

Instructor

Hugo L. Gosmann

Independent consultant and PPP expert with 20+ years of experience working with infrastructure projects. He is a specialist in public policies and government management from the National School of Public Administration (ENAP) of Brazil and also a CP3P Certified Professional by APMG International (with all 3 levels of certification: Foundation, Preparation and Execution).

He was a permanent staff member of the Brazilian Ministry of Planning, Budget and Management and worked for many years as Director of Programs and Deputy-Chief of the economic advisory office of the Brazilian Minister of Mines and Energy. As a senior consultant to UNCTAD, he has worked building capacities and providing technical assistance to public institutions on PPPs in different countries such as Angola, Zambia and Cote d'Ivoire.

Programme coordination

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