

Subject: Report on seminar held on May 19-20, 2014 at SBP-BSC, Lahore

Prepared By: Mr. Zahir Sakhi, Assistant Director

Program:

IH&SME Finance Department organized two days seminar on “**Infrastructure Project Financing**” at State Bank of Pakistan – Banking Services Corporation (Bank), Lahore on **May 19-20, 2014**.

Target Audience:

The training program was meant to augment the knowledge and skill set of the individuals involved in project financing at middle level management.

Scope:

The program was designed for the professionals needing a thorough grounding in project financing applied to a range of capital-intensive infrastructure sectors and covered topics like Introduction to Project Finance-a Lenders’ Perspective, SBP Guidelines/Regulatory Framework, Credit Evaluation/Appraisal, Risk Allocation, Project Financing Documentation, Public Private Partnerships, Successful PPP Programs and Domestic Experiences in Project Financing etc.

No of Participants:

Total number of participants was **28** from banks and DFIs.

Welcome Speech:

Mr. Imran Ahmad, Additional Director IH&SMEFD opened the session and welcome the participants. Furthermore, he talked about various initiatives taken by SBP in promoting IPF in the country.

Program Schedule/Format:

Day 1

Mr. Richard Wong was the first speaker for day 1. He began with introduction of Project Finance (PF) and also talked about difference between PF and corporate finance, constraints and benefits of PF and 5 P’s of project financing. (See Annexure C for complete program schedule)

Mr. Tariq Mehmood talked about credit appraisal and valuation in PF. He further elaborated on concepts like technical and financial feasibility in PF.

Mr. Umer Khan started with the introduction of risk allocation and IPF, various stages in the project financing and most interesting part for majority audience were the case studies which he shared.

The last speaker for day 1, Mr. Ali Asghar Khan, talked about various documents required in project financing. Further he talked about the importance of these documents in legal matters and in mitigating different forms of risks.

Day 2

The first speaker for day 2 was Mr. Zahir Sakhi, Assistant Director SBP. He talked about various initiatives taken by SBP in promoting PF in the country and SBP guidelines on infrastructure project financing.

Mr. Imran Ashraf was unable to attend the seminar and share his knowledge for medical reasons. Hence the second session was taken by Mr. Waqar Uddin instead. Mr. Waqar touched upon the Public-Private

Partnership (PPP) model for IPF. He also talked about the PPP framework in Punjab province and his experience of working with different projects.

The last speaker for day 2 was Mr. Afzal Dar, senior infrastructure specialist at IPDF. He talked about different forms of PPP, their advantages and disadvantages, forms of concession.

Feed Back of Participants

At the end of the session, feedback forms were distributed among the participants. Their responses have been compiled and summarized as under:-

Program Contents:

75% of the participants believed that the program achieved its objectives, while 18% are of the view that it exceeded their expectations. (See Annexure-A for more details)

Overall Rating:

Excellent	Very Good	Good	Fair
13%	43%	35%	9%

The table above provides an overall rating of the program. 43% considered it as **very good**, 13% as **excellent** and 35% considered it as **good**.

Feedback on all three speakers is given in Annexure A. Annex B provides a summary of feedback/comments received on further improving the program.

Suggestions/Comments/Feedback:

Participants were also asked to comment on best part of the program, areas for improvements as well as any other comments they would like to make. Those who provided the same have been compiled as under. The things/suggestion which pertain to us are enhancing the time duration of the program as well as addition of some areas in our future programs. (See Annexure-B for more details)

Presentation of Souvenir and distribution of certificates

At the end of the each session Souvenirs were presented to the speakers of the workshop by Mr. Imran Ahmed for day 1, while certificates and souvenirs for day 2 were distributed by Mr. Zahir Sakhi.

Program concluded with a vote of thanks to participants and speakers.

Annexure A**Feedback of Participants:-****Program Contents:-**

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Achievement of program objectives	18%	75%	7%
Organization/Presentation of the Material*	21%	61%	18%
Relevance of material*/program to my job	21%	75%	4%

Day 1**Mr. Richard Wong**

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Instructor presentation style was effective	27%	73%	
Instructor was knowledgeable about the subject	46%	54%	
Instructor covered the topic/material clearly	26%	65%	9%
Instructor responded to questions well	31%	69%	

Mr. Tariq Mehmood

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Instructor presentation style was effective	4%	48%	48%
Instructor was knowledgeable about the subject	11%	85%	4%
Instructor covered the topic/material clearly	7%	41%	52%
Instructor responded to questions well	4%	81%	15%

Mr. Umer Khan

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Instructor presentation style was effective	52%	44%	4%
Instructor was knowledgeable about the subject	65%	35%	
Instructor covered the topic/material clearly	52%	33%	15%
Instructor responded to questions well	52%	44%	4%

Mr. Ali Khan

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Instructor presentation style was effective	85%	15%	
Instructor was knowledgeable about the subject	89%	11%	
Instructor covered the topic/material clearly	78%	22%	
Instructor responded to questions well	78%	22%	

Day 2**Mr. Afzal Dar**

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Instructor presentation style was effective	35%	50%	15%
Instructor was knowledgeable about the subject	35%	58%	8%
Instructor covered the topic/material clearly	31%	58%	12%
Instructor responded to questions well	31%	54%	15%

Mr. Waqar Uddin

Indicators	Exceeded Expectations	Met Expectations	Needs Improvement
Instructor presentation style was effective	23%	62%	15%
Instructor was knowledgeable about the subject	31%	62%	8%
Instructor covered the topic/material clearly	27%	65%	8%
Instructor responded to questions well	27%	65%	8%

Annexure B

Comments received from participants are summarized in the table below:

How could be the program be improved	The best part of the program was
By inviting decision making audience.	Legal documentation by Mr. Ali Khan
Increasing the duration of the seminar/program	Interaction with speakers from public and private sectors.
By providing print out of presentation before the sessions.	Presentation material should be emailed in advance
By including more case studies.	The program was well planned.
By avoiding repetition of contents.	Interaction with fellow bankers and experts.

Annexure C**Program Schedule/Format:**

Training Program on Infrastructure Project Finance		
	Day 1	Day 2
09:00 to 9:30	Registration (Day 1 Only)	<i>SBP Guidelines/Regulatory Framework on Infrastructure Project Financing</i>
09:30 to 11:00	<i>Introduction to Project Finance and Lender's Perspective</i> <i>Mr. Richard Wong, Asian Development Bank</i>	
		<i>Mr. Imran Ahmad, Additional Director, IH&SME Finance Department</i>
11:00 to 11:30	<i>Tea Break</i>	
11:30 to 13:00	<i>Credit appraisal/Evaluation</i>	<i>Public Private Partnership, Successful PPP Programs and Stakeholders' Consultations for Terms Sheet</i>
	<i>Mr. Tariq Mahmood, Head of Corporate Finance, Pak-China Investment Co.</i>	<i>Mr. Waqar Ud Din, Chief (PPP Projects), PELD Department, Punjab</i>
13:00 to 14:00	<i>Lunch Break</i>	
14:00 to 15:15	<i>Risk Assessment in IPF (with Case Studies)</i>	<i>Project Development under PPP Models</i>
	<i>Mr. Umer Khan, SVP and Head, Project and Structured Finance, UBL</i>	<i>Mr. Afzal Dar, Senior Specialist, IPDF</i>
15:15 to 15:30	<i>Tea Break</i>	
15:30 to 17:00	<i>Risk Allocation and PF Documentation</i>	
	<i>Mr. Ali Khan, Partner, Haidermota and Company</i>	