



## DATES

July 18 & 25, 2020  
Saturdays  
9:00 am - 5:00 pm

## PROGRAM FEE

Php 11,800.00 (Early Eagle Rate  
until July 4)  
Php 12,800.00 (Regular Rate)

## HOW TO REGISTER Online

[www.cce.ateneo.edu](http://www.cce.ateneo.edu)

## Email

[sales.cce@ateneo.edu](mailto:sales.cce@ateneo.edu)

## Call

(+632) 88302043

Schedules and prices may  
change without prior notice.

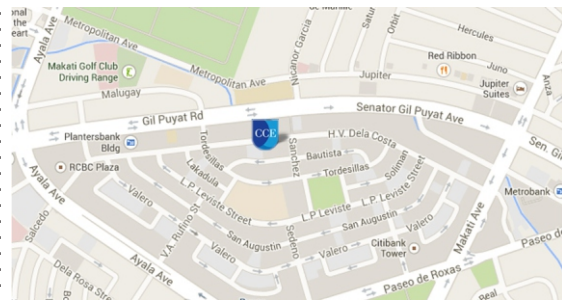
## Fundamentals of Public-Private Partnerships

### Package inclusions:

- Program fee
- Training Materials
- PM snacks
- Certificate of course completion

### Venue:

Ateneo de Manila University - Salcedo Campus  
3/F Ateneo Professional Schools Bldg.,  
130 H.V. Dela Costa St., Salcedo Village,  
Makati City, Philippines



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December 9, 2019



ATENEO DE MANILA UNIVERSITY  
GRADUATE SCHOOL OF BUSINESS



## financial management

# Fundamentals of Public-Private Partnerships

July 18 & 25, 2020



CENTER FOR CONTINUING EDUCATION

Delivery of key infrastructure services is essential for the growth and development of a country. One avenue for delivering this is through entering into public-private partnerships (“PPP”). However, structuring PPPs is complex and not all projects may be a candidate for a PPP.

This course provides an understanding of the key principles of PPPs, including how projects are identified as potential PPP projects, how these are evaluated, and eventually, how these may be financed. Issues and challenges of entering a PPP will also be discussed.

## Fundamentals of Public-Private Partnerships

### objectives

At the end of the course, the participants will be able to:

1. Understand the main features of a PPP;
2. Understand the differences of a PPP and other modes of procurement of infrastructure;
3. Discuss different PPP models;
4. Know some of the key Philippine laws, regulations, and policies in relation to PPPs;
5. Know some of the key considerations in structuring a PPP, including appropriate risk allocation;
6. Have some basic knowledge in project finance structuring specific to a PPP;
7. Have some basic knowledge in financial modeling for a PPP; and
8. Appreciate the complexity of a PPP including key contractual relationships.

### who should attend

This module is recommended for those working in financial institutions, private institutions, and government agencies involved, one way or another, in structuring, analyzing, or financing a potential PPP project. Those familiar with or have adequate working knowledge of project finance or lending will find this module most meaningful and beneficial.

### resource person



Mr. Francis “Nic” Chua is currently the First Vice-President and Head - Corporate Finance Group of the Development Bank of the Philippines where he oversees the Corporate Finance Group of the Development Bank of the Philippines Through the Investment Banking Department, the team provides financial and transaction advisory services to Government and private sector clients in relation to public-private partnerships, joint-ventures, privatizations, mergers and acquisitions, and other similar transactions; as well as structuring and syndicating project finance transactions.

Prior to heading the Corporate Finance Group, he led the Investment Banking Department where he served as the team leader of the transaction advisory team for several key infrastructure projects of the Government including the successful tenders of the NAIA Expressway Project and the LRT1 Cavite Extension, Operations and Maintenance Project. He was also part of the transaction team for the syndicated financing of the Tarlac-Pangasinan-La Union Expressway (TPLEX) and the syndicated financing in relation to the privatization of Petron Corporation. FVP Chua has been with DBP since 2007 and is a product of the DBP's multi-awarded Management Associates Program.

Mr. Chua holds an MSc in International Development: Development Finance from the University of Manchester, United Kingdom and dual Bachelor's Degrees in Development Studies and Economics with Minors in Development Management and Chinese Studies from the Ateneo de Manila University. He also undertook executive courses from the Renewables Academy AG on Green Banking: Renewable Energy Financing; from the Kennedy School of Government, Harvard University, USA on Public-Private Partnerships in Infrastructure; and from the Asian Institute of Management on Project Planning, Management, and Development, and on Practical Project Management in Public Investment from the same institute.

### program content

- I. What is a PPP?
- II. PPPs vs. Other Procurement Modes
- III. The Different PPP Models
- IV. Legal Considerations
- V. Structuring a PPP
- VI. Risk Allocation in PPPs
- VII. Financial Evaluation and Project Finance Contracts and Negotiations

### complementary course

**12th Diploma Program in Corporate Finance**  
March 02 - August 08, 2020

This intensive 25-day program is designed as a career-empowerment vehicle toward the most senior and rewarding careers in finance. It offers the participant the opportunity to acquire and develop the skills and competencies required of an investment banker, the strategic approaches and techniques of a consultant, and the analytical and methodical decision-making abilities of a corporate finance director.

### about CCE

AGSB's Center for Continuing Education (CCE) supplements the degree programs by addressing issue-specific industry concerns that require immediate, purposeful, and focused response. AteneoCCE is an industry resource and partner, doing advocacy on emerging critical issues and convening interested entities so that together, they can tackle a common concern. Conscious of its vital role in society, the Center continuously improves its products and services in a creative, innovative and trend-setting way to address the changing needs of clients. Successful Ateneo CCE participants may earn elective units in AGBS MBA Programs.