



**asci**  
Leadership through Learning

**ADMINISTRATIVE STAFF COLLEGE OF INDIA**

Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

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**Prof. Mubeen Rafat, MMS (JBIMS)**  
Director – Centre for Economics & Finance  
Programme Director

August 17, 2018

**Programme on**  
**Financing Infrastructure Projects**

**(November 19-23, 2018)**

Dear Sir/Madam,

ASCI is glad to announce its programme on **Financing Infrastructure Projects** to be held on a residential basis at Hyderabad from **November 19-23, 2018**.

Financing of Infrastructure Projects has gained tremendous relevance due to the huge gap between the demand for infrastructure investment and the supply of infrastructure finance. It is imperative that innovative structures of financing these projects are developed so that the country is able to meet its infrastructure requirements. This programme has been designed to address this need and is focused on developing the expertise to evaluate infrastructure projects and evolve innovative financing structures. The programme is designed to go beyond theoretical concepts into the practical issues in designing project structures that are can attract private capital and are commercially viable. The participants will learn to leverage their subject knowledge to gain insights into real life case studies of projects that have successfully raised funds. The teaching methods used will be multimedia presentations, case studies and group exercises, which would stimulate and maintain a high level of intellectual involvement.

The brochure and nomination form are enclosed. Photocopies of the nomination form can also be used. Early nominations are advised to ensure that your nomination is included for consideration on first come first served basis. The nomination form, duly filled in, together with the programme fee, should reach us by November 13, 2018. Please contact the Programmes Officer or me in case you need any further information. My email address is: [mubeen@asci.org.in](mailto:mubeen@asci.org.in)

Looking forward to your response.

Thanking you,

Yours sincerely,

*Mubeen Rafat*

**Mubeen Rafat**

Encl : Brochure & Nomination form

Programme on  
**Financing Infrastructure Projects**

November 19-23, 2018



## INTRODUCTION

Infrastructure development is necessary if India has to achieve its target for GDP growth. According to the Economic Survey, India will need about USD 4.5 trillion in the next 25 years for infrastructure development, of which it will be able to raise about USD 3.9 trillion. A McKinsey study estimates that the share of total infrastructure financing in GDP will need to increase from around 3.8% to 5.6% in 2020 worldwide. Thus, the demand for infrastructure investments is likely to grow faster than output, and therefore tax revenues, leaving a huge gap. Even if the Government funding for new infrastructure comes from privatisation of existing infrastructure assets, there is likely to be a mismatch between infrastructure investment demand and the supply of infrastructure finance. Thus, infrastructure financing will need to come increasingly from the private sector and innovative approaches to funding such projects will need to be developed. Further, there is also a need to create a pipeline of well structured projects that can ensure a reasonable return on investment. Since structuring infrastructure projects involve multiple stakeholders, these projects require complex legal structures. In this context, developing the necessary expertise to develop commercially viable projects and innovative financing structures is essential to ensure that infrastructure investment needs are met.

This programme has been designed to provide the skills necessary to develop commercially viable infrastructure projects with appropriate risk allocation structures. The different methods that have been used to attract private capital and risk sharing through private public partnership will also be discussed. The issues in design, execution and implementation of these projects will be demonstrated through real life case presentations. The tools and techniques for analyzing project financing structures and evaluating the implications of the legal contracts on the viability of these projects will also be discussed in detail.

## PROGRAMME OBJECTIVES

This course is designed to provide an overview of infrastructure project finance practices with particular emphasis on raising private capital. The programme objectives are:

- ▶ To develop skills in appraisal and evaluation of infrastructure projects.
- ▶ To gain insights into risk assessment and allocation techniques
- ▶ To understand the current practices in financing infrastructure projects
- ▶ To appreciate the practical issues in implementing long gestation infrastructure projects

## PROGRAMME CONTENT

- ▶ Overview of Infrastructure Development in India
- ▶ Sources of Capital Finance & Cost of Funds
- ▶ Special Issues in Infrastructure Financing
- ▶ Project Feasibility Analysis
- ▶ Risk Assessment & Allocation
- ▶ Analysis of Public Private Partnerships
- ▶ Legal Issues in structuring financing arrangements
- ▶ Case Studies to demonstrate innovative financing structures and best practice in infrastructure projects in India and abroad

## PROGRAMME PEDAGOGY

The course will be delivered through presentations, case studies, and interactions with leading academic, financial, legal, and institutional experts. In addition to classroom discussion, Indian and International cases will be used.

## KEY TAKEAWAYS

After the completion of the programme, the participants would be able to carry out financial analysis of projects and evaluate financing options for infrastructure projects. In addition they would gain insights into the issues in structuring of projects. The participants would also have gained an appreciation of the identification of project risks, risk allocation mechanisms and documentation involved.

## PARTICIPANT PROFILE

This programme has been designed for finance executives, bankers, Government officials, PPP experts and project managers who are involved in developing and evaluating infrastructure projects.

### Organisational sponsorship is essential

## VENUE

The Programme is fully residential and the participants will be accommodated in air-conditioned single occupancy rooms. However, the College does not provide accommodation for the family, transport between Airport /Railway Station and venue will be arranged by the College. The College is Wi-Fi enabled in a comprehensive way.

## DURATION

The Programme duration is from **November 19 - 23, 2018**. The participants are expected to arrive a day before the commencement and may leave after the conclusion of the programme.

## PROGRAMME FEE

**Residential Fee:** Rs. 54,000/- (US \$1100 for foreigners) plus GST as applicable, presently 18% per participant. The fee covers tuition, board and lodging, courseware (in electronic form) and other facilities of the College including internet usage.

**Non-Residential Fee:** Rs.46,500/- plus GST as applicable, presently 18% per participant. The fee covers tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

A discount of 10% on the programme fee for three or more participants from the same organisation will be given, provided the payment is made in to our Bank account before November 16, 2018.

Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code (Prg./2018-19/1/51) to e-mail: [income@asci.org.in](mailto:income@asci.org.in) for confirmation.

### Bank details are given below :

#### For Indian Participants :

Bank Account Number 62090698675  
Beneficiary Name Administrative Staff College of India  
IFSC Code SBIN0020063  
Bank Name State Bank of India  
Branch Address Bellavista Branch, Raj Bhavan Road, Somajiguda, Hyderabad - 500 082

#### For Foreign Participants:

Bank Account Number 62090698960  
Beneficiary Name Administrative Staff College of India  
Swift Code SBININBBH04  
Bank Name State Bank of India  
Branch Address Bellavista Branch, Rajbhavan Road, Somajiguda, Hyderabad - 500 082.  
Nostro Account (Optional) 6550992180

## MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

## LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date for receiving nomination form is **November 13, 2018**. Kindly contact Programmes Officer for further information (contact details are given at the end of the nomination form).

## LAST DATE FOR WITHDRAWAL

**November 14, 2018**. Any withdrawals after this date will entail forfeiture of fee paid, if any.

## ASCI ALUMNI ASSOCIATION

Participants of College Programmes will automatically become members of ASCI Alumni Association.

## CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme.

Programme Director

**Prof. Mubeen Rafat**

E-mail: [mubeen@asci.org.in](mailto:mubeen@asci.org.in)

# ASCI Management Development Programmes for 2018-19

## MANAGEMENT DEVELOPMENT PROGRAMMES

General Management Programme for Senior Executives – SEC - 131	1-Oct-2018	26-Oct-2018
Building Competencies for Leading Strategic Change (Study Tour to EU)	09-Sep-2018	23-Sep-2018
Programme for Young Managers	26-Nov-2018	30-Nov-2018
MDP for Women Executives	03-Dec-2018	07-Dec-2018
General Management Programme for Senior Executives – SEC - 132	07-Jan-2019	01-Feb-2019

## BUSINESS COMMUNICATION

Leadership through Self-Discovery	24-Oct-18	26-Oct-18
Individual Excellence for Organizational Effectiveness	26-Nov-18	30-Nov-18
Leadership Skills Development	17-Dec-18	21-Dec-18
Communication Skills for Managers	21-Jan-19	25-Jan-19
Managing Creativity & Innovation	04-Mar-19	06-Mar-19

## ECONOMICS

Creating Development Roadmap for India through Sustainable Development Goals: Vision 2030	05-Sep-18	07-Sep-18
Financial Systems, Management and Accountability in Government	26-Nov-2018	30-Nov-2018

## ENERGY

Regulating Electricity Tariffs and Related Issues	17-Sep-18	21-Sep-18
Smart Grid Technology and its Application in Power Sector	10-Dec-18	12-Dec-18
Renewable Energy Regulation	21-Jan-19	23-Jan-19

## ENVIRONMENT

Regulations & EMP for Common Environmental Infrastructure	12-Nov-18	15-Nov-18
SDGs and Climate Change: Opportunities and Challenges of Adaptation and Mitigation	03-Dec-18	05-Dec-18
Climate Change Adaptation and Disaster Risk Reduction	04-Feb-19	06-Feb-19

## FINANCE

Infrastructure Financing	19-Nov-18	23-Nov-18
Finance for Non-Finance Executives	10-Dec-18	12-Dec-18
Strategies for Cost Leadership	23-Jan-19	25-Jan-19
Enterprise Risk Management	04-Feb-19	08-Feb-19
Advanced Financial Management	11-Feb-19	13-Feb-19

## HUMAN RESOURCE DEVELOPMENT

HR Audit and Analytics	03-Sep-18	05-Sep-18
Personal Effectiveness	17-Sep-18	19-Sep-18
Enhancing Skills of Young Women Professionals	01-Oct-18	05-Oct-18
Leading with Emotional Intelligence	22-Oct-18	26-Oct-18
Effective Trade Union Management	05-Nov-18	09-Nov-18
Best Practices and Innovation in Health Care Delivery	14-Nov-18	16-Nov-18
Improving Work Culture	19-Nov-18	21-Nov-18
Conflict Management and Negotiation Skills	10-Dec-18	12-Dec-18
Leadership Engagement and Development	10-Dec-18	14-Dec-18
Team Dynamics: Activity Based Approach	17-Dec-18	21-Dec-18
Ensuring Health Care Quality: Risk Management and Innovation	16-Jan-19	18-Jan-19

Building and Leading Effective Teams	04-Feb-19	08-Feb-19
Positive Organizational Behaviour	04-Feb-19	06-Feb-19
Decision Making for Effective Leadership	18-Feb-19	20-Feb-19
Enhancing Interpersonal Effectiveness through Transactional Analysis	18-Feb-19	20-Feb-19
Strategic Human Resource Management with International Study Tour	11-Mar-19	23-Mar-19

## INFORMATION TECHNOLOGY

e-Learning and Digital Education	24-Sep-18	26-Sep-18
Leveraging Big Data and Analytics	19-Dec-18	21-Dec-18

## INFRASTRUCTURE DEVELOPMENT

Urban Infrastructure Project Preparation and Management	27-Sep-18	29-Sep-18
Urban Infrastructure Project Preparation and Management	07-Feb-19	09-Feb-19

## INNOVATION AND TECHNOLOGY

Strategic R & D Management	10-Dec-18	12-Dec-18
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## LAND ACQUISITION, RESETTLEMENT AND REHABILITATION

Effective Land Acquisition, Resettlement and Rehabilitation	24-Sep-18	28-Sep-18
Index-based Crop Insurance-Concepts, Design and Implementation	17-Dec-18	19-Dec-18

## MARKETING

Customer Centric Brand Management	04-Oct-18	06-Oct-18
High Impact Sales Management	10-Dec-18	14-Dec-18
Creating Social Value Through Corporate Social Responsibility	21-Jan-19	23-Jan-19

## OPERATIONS

Project and Contract Management	24-Sep-18	28-Sep-18
Procurement Procedures for The World Bank Aided Projects	19-Nov-18	30-Nov-18
Materials and Supply Chain Management	03-Dec-18	07-Dec-18
Project and Contract Management	07-Jan-19	11-Jan-19
Procurement Procedures for The World Bank Aided Projects	11-Feb-19	22-Feb-19

## PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Sustainable Development Goals and Good Governance	25-Mar-19	29-Mar-19
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## POVERTY STUDIES AND RURAL DEVELOPMENT

Capacity Building Programme on Rural Industrial Development and Entrepreneurship	07-Jan-19	11-Jan-19
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## STRATEGIC MANAGEMENT

Creating Progressive Boards	17-Sep-18	19-Sep-18
Driving Performance through Transformational Leadership	18-Feb-19	22-Feb-19

## URBAN GOVERNANCE

Infrastructure Planning and Implementation for Smart Cities	19-Sep-18	21-Sep-18
Creating and Managing Digital Presence	4-Oct-18	6-Oct-18
Change Management for Achieving Continuous Water Supply (24/7) For All In Urban Areas	29-Nov-18	01-Dec-18
Faecal Sludge Septage Management	21-Jan-19	23-Jan-19
Towards Universal Sanitation in Urban Areas	04-Feb-19	06-Feb-19



## Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,  
Hyderabad - 500 082, India.

Phone : 0091-40-66533000, 66534247

Fax : 0091-40-66534356

## Delhi Campus

C-24, Institutional Area  
South of IIT, Behind Qutub Hotel  
New Delhi-110 016.

Tel: 011-26962204, 26961750, 26961850



## Nomination Form

Programme on

# Financing Infrastructure Projects

(November 19-23, 2018)

### Nominee's Contact Information :

Name (Mr/Ms) :	_____	Date of Birth :	_____
Designation :	_____	Qualification :	_____
Organisation :	_____		
Address :	_____		
Phone(s) :	(Off) : _____	(Mobile) :	_____
		Home :	_____
e-mail :	_____	Fax :	_____

### Sponsor's Details

Name of the Sponsoring Authority _____	Designation _____
Organisation :	_____
GSTIN :	_____
Address :	_____
	Pincode : _____
Phone(s) :	(Off) : _____
	(Mobile) : _____
e-mail :	_____
	Fax : _____

### Fee Particulars

Amount Payable :	_____	Mode of Payment (DD/Chq/NEFT) :	_____
Name of the Bank :	_____	Date of Instrument/Transfer :	_____
Instrument Number :	_____	UTR Number for NEFT :	_____

### Medical Insurance

Name of the Insurance Agency	Policy Number	Validity upto
<b>Note : Coverage should be available in Hyderabad, India</b>		

Signature and Official Seal of the Sponsoring Authority :

NOTE : Forward nomination form to : **Mr. G. Srinivas Yadav, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in