

Insights – PPP Advisory Services:

- ✓ Insights Advisory have an experienced advisory services team with expertise in PPP advisory who assist the client in Financial Modelling, Financial Feasibility Study, Benefit Cost Analysis, Option Analysis based on Public Private Partnership (PPP) modalities i.e. (BOT) (BOO) (BOOT) (BTO) (DBM) (DBO) (DBFM) (DBFOM) (DBFO) (DCMF).
- ✓ We help the government and private sector to work hand in hand with effective project scheduling and implementation strategies for betterment of community by improving the bankability of government-initiated projects.



Advising On PPP Projects



How can we help clients in PPP Projects:

Considerations for Determination of Financial capacity to implement the Project.

- Applicability of PPP modality as per the investor and government interest.
- Financing modelling with Pricing sheets and cost details, the underlying assumptions, sensitivity of investment appraisal results, Net present value /IRR and Payback.
- Feasibility of the financing plan/cash flow and debt service coverage ratio analysis.
- Financing term sheets.
- Scheduling for Contract signing and financial closure.
- Financial risk management plan.
- Adequacy of guarantees and related information. Details of the proposal and sufficiency of the performance bond.
- Details of insurance and its variables.
- Bank support details including a commitment letter, structure and hedging strategy.



Contract Enforcement

Contracts concluded in accordance with the PPP modes are the basis for determining the rights and obligations of the Contracting parties

- Applicability of clauses of PPP contract
- KSA legislations regarding PPP in kingdom
- Standard terms and conditions impacting the project scheduling and funding



Planning

PPP Projects initiated and implemented based on plans and studies prepared in advance to enable the public and Private Sectors to be prepared before tendering and implementing these projects.

- Standard terms and conditions impacting the project scheduling and funding



Feasibility

PPP Projects help achieve feasible outcomes for the government, and result in economic benefits to the public and Private Sectors.

- Project Finance
- PPP Modality in Financial Models
- Option Analysis
- Feasibility studies
- Information Memorandum
- Teasers
- Investor Roadshow



Milestones for Feasibility of PPP Projects



- *Affordability of Project without credit support from government and by end users without a need to state subsidy.*
- *Economic feasibility for the Private Sector to attract investors.*
- *Market capacity of Operators or investors to implement project*
- *Bankability of project as its funded by local or international sources*
- *Risk associated with the project implementation are low, and effectively managed and/or mitigated by the Private Sector.*