

4 - 8 JULY 2011, Vienna

**Organized jointly by the Gulf Organization for Industrial Consulting (GOIC)
and
the United Nations Industrial Development Organization (UNIDO).**



1. INTRODUCTION

This workshop covers wide range of issues related to preparation and evaluation of investment project proposals, with a special focus on financial appraisal.

The objectives of the workshop are:

- ★ To enrich the knowledge of participants about investment project preparation and appraisal, introducing best international practices and UNIDO methodologies.
- ★ To up-grade knowledge and practical skills of participants in financial analysis of the projects in terms of financial accounting criteria and key issues of analysis e.g. financial liquidity, profitability and risk.
- ★ To improve quality of formulation and bankable presentation of investment project proposal to attract investors and secure project financing.

2. TENTATIVE PROGRAM (5 days, daily schedule to be decided)

Module 1 Project development cycle & pre-investment studies – 1 session

Introduction to project appraisal, micro/macro-economic context - financial versus economic cost benefit analysis, project cycle and types of pre-investment studies, types of projects new/expansion/ modernization, UNIDO methodologies and approach for project opportunity identification (sector and micro level).

Module 2 Feasibility study and project preparation – 2 sessions

Feasibility study contents, key issues of market and technical analysis as base for financial and economic evaluation, status of existing enterprise, formulation of investment project: UNIDO Company Project Profile - project sponsors and investors point of view, data requirements for financial analysis of the project.

Module 3 Financial analysis structure and key questions, financial accounting - 1 session

Financial structure and project finance alternatives, profitability, financial liquidity methods of analysis for new existing projects - expansion, rehabilitation, modernization etc., practical exercises and test questions.

Module 4 Projection of Financial statements, financial accounting standards – 3 sessions

Projected financial statements - cash flow, income and balance, investment and production costs, working capital, types of depreciation, project financing: equity versus debt financing, loan amortization schemes, practical exercises and test questions.

Module 5 Financial appraisal of investment projects and valuation of enterprise – 3 sessions

Time value of money, static versus dynamic measures of project 's financial viability, discounted cash flow approach and indicators NPV, IRR, MIRR, valuation of enterprises - advantages and limitations of different methods, ratio analysis, practical exercises and test questions.



Module 6 Risk and sensitivity analysis – 3 sessions

Break-even analysis, sensitivity of results, risk evaluation, financial criteria related to investor opportunity cost and to inflation, exchange rates and risk, practical exercises and test questions.

Module 7 Financial versus economic analysis of the project – 2 sessions

Macroeconomic aspects of the project, micro and macro-economic criteria, economic value added, shadow pricing of inputs and outputs, overview of various methods and parameters of economic-cost benefit analysis.

Module 8 Evaluation reports and project presentation – 1 session

Project performance versus investment decisions, results of analysis and presentation format, outline of the financial analysis report, tables and schedules, appraisal reporting.

3. TEACHING MATERIALS AND PUBLICATIONS

The program will be based on UNIDO methodologies and publications. Teaching materials (including Power Point and Excel presentations) as well practical exercises and self-assessment test will be prepared by the UNIDO trainer.

The program will include issues covered among others in the following UNIDO publications and software:

1. "Investment Project Preparation and Appraisal" Teaching materials . Module 1 - 7,
2. "Company Project Profile (CPP)" - Software V2.5 and short guide,
3. " Manual for the Preparation of Industrial Feasibility Studies"

In addition to teaching material used during the workshop participants will received a full series of UNIDO Manuals on feasibility studies, financial analysis and ECBA of the investment projects in electronic version (flash memory).

4. LECTURER:

Mr. Pigon Stanislaw, Commissioned by governmental, non-governmental, UN system and other international institutions from over 30 countries in Asia, Africa and Europe. Participated in design/implementation of UNIDO, UNDP and other UN system organizations' programs. Elaborated specific recommendations to host countries' governments related to economic development, industrial policies and changes in institutional framework to attract and retain foreign investors in targeted sectors; developed strategic plans and assisted in promotional activities. Participated in projects aimed at promotion of industrial development and improvement/upgrading of businesses' competitiveness and productivity.

5. FEES:

1,500 \$ including course material and coffee break.

6. DATE & VENUE:

4 - 8 JULY 2011, Vienna (UNIDO headquarters).

7. Course language:

English.

8. COURSE CERTIFICATE:

participants will be given a certificate at the end of the training course on condition that he/she attends at least 85% of the lectures.

