Training Course:
Workshop: Financial & Commercial Management of PPP Toll Road Concessions

7 - 11 September 2026
London (UK)

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Training Course code: PC236583 From: 7 - 11 September 2026 Venue: London (UK) - Training Course Fees: 5775 € Euro

Introduction

This professional workshop is designed to provide participants with a comprehensive understanding of Public-Private Partnerships PPP with a specialized focus on the financial and commercial management of Toll Road Concession Agreements.

The workshop addresses the growing importance of PPP models in developing, financing, and managing large-scale transportation infrastructure projects, particularly toll road concessions. It explores how governments and private sector partners structure, finance, negotiate, and manage concession agreements to achieve sustainable infrastructure delivery.

The program covers the complete financial and commercial lifecycle of toll road PPP projects, including PPP frameworks, concession structures, financial structuring, project finance mechanisms, revenue models, tolling systems, commercial provisions, risk allocation, financial rebalancing, payment mechanisms, revenue sharing arrangements, project bankability, and financial modelling techniques.

Through practical international case studies, group discussions, and applied exercises, participants will gain practical insights into global PPP practices and develop the ability to evaluate, structure, negotiate, and manage toll road concession agreements effectively.

Workshop Objectives

By the end of this workshop, participants will be able to:

- Understand the principles, structures, and applications of Public-Private Partnerships PPP.
- Analyze the role of PPP models in developing and financing transportation infrastructure.
- Understand different Toll Road Concession Agreement structures and delivery models.
- Evaluate the financial and commercial aspects of toll road PPP transactions.
- Understand project finance structures and investment mechanisms.
- Assess project bankability and financing requirements.
- Identify strategies for attracting private investors, lenders, and financial institutions.
- Analyze toll road revenue models and tolling mechanisms.
- Understand commercial provisions and contractual obligations within concession agreements.
- Apply risk identification, allocation, and mitigation methodologies.
- Understand financial rebalancing mechanisms and concession renegotiation processes.
- Evaluate payment mechanisms and revenue-sharing structures.
- Develop and assess financial models for toll road PPP projects.
- Apply financial evaluation techniques including IRR, NPV, DSCR, and sensitivity analysis.
- Develop effective commercial negotiation strategies for concession agreements.

Target Audience

- Government officials involved in infrastructure development.
- PPP unit professionals and public sector development agencies.
- Transport and highway authority professionals.
- Toll road concession managers and operators.
- Infrastructure project managers and engineers.
- Project finance professionals and investment analysts.
- Financial advisors and transaction advisors.
- Commercial and contract management professionals.
- Legal professionals involved in PPP and concession agreements.
- Investment bankers and development finance professionals.
- Private sector investors and infrastructure developers.
- Consultants involved in PPP, infrastructure financing, and transportation projects.

Workshop Outline 5 Days

Day 1: Public-Private Partnerships PPP and Toll Road Concession Frameworks

- Understanding Public-Private Partnerships PPP: Concepts and Principles.
- The role of PPP in delivering sustainable infrastructure projects.
- Evolution of PPP models in transportation infrastructure.
- Challenges of traditional public infrastructure financing.
- Global and regional PPP experiences and lessons learned.
- PPP project lifecycle:
  - Project identification.
  - Feasibility assessment.
  - Procurement.
  - Financial close.
  - Operation and concession management.
- Toll Road PPP structures and delivery models:
  - Build-Operate-Transfer BOT.
  - Design-Build-Finance-Operate DBFO.
  - Design-Build-Finance-Operate-Maintain DBFOM.
  - Availability Payment Models.
  - Revenue Risk Concession Models.
- Roles and responsibilities of:
  - Public authorities.
  - Concessionaires.
  - Investors.
  - Lenders.
- Factors influencing PPP project success and failure.
- Practical Case Study: International Toll Road PPP Projects.

Day 2: Financial Structuring, Revenue Models, and Project Bankability

- Financial structuring of toll road concession projects.
- Infrastructure project finance principles.
- Debt and equity financing mechanisms.

- Capital structure optimization.
- Role of commercial banks and development finance institutions.
- Financial close requirements.
- Evaluating project bankability.
- Investment attractiveness assessment.
- Toll road revenue models:
    - User-pay toll systems.
    - Shadow toll mechanisms.
    - Availability payment models.
    - Hybrid revenue structures.
- Toll pricing strategies.
- Tariff adjustment mechanisms.
- Traffic forecasting and revenue projections.
- Revenue collection systems and efficiency management.
- Case Study: Financial Structure of a Successful Toll Road Concession.

Day 3: Commercial Provisions, Risk Allocation, and Financial Rebalancing

- Understanding commercial provisions in PPP concession agreements.
- Key elements of concession contracts:
    - Contract obligations.
    - Performance requirements.
    - Service standards.
    - Payment provisions.
    - Termination clauses.
    - Dispute resolution mechanisms.
- Revenue rights and concession periods.
- Risk allocation principles in PPP projects.
- Major risks in toll road concessions:
    - Construction risk.
    - Traffic demand risk.
    - Revenue risk.
    - Operational risk.
    - Regulatory risk.
    - Inflation and interest rate risks.
    - Political and force majeure risks.
- Risk mitigation strategies.
- Financial rebalancing mechanisms:
    - Compensation events.
    - Change in law.
    - Revenue adjustment mechanisms.
    - Contract renegotiation.
- Case Study: Risk Allocation and Financial Rebalancing in Toll Road PPP Agreements.

Day 4: Payment Mechanisms, Revenue Sharing, and Commercial Negotiation

- Payment mechanisms in PPP toll road concessions.
- Availability payments and performance-based payments.
- Minimum revenue guarantees.
- Government support mechanisms.
- Revenue-sharing arrangements between public and private partners.
- Monitoring financial and operational performance.

- Commercial management throughout the concession lifecycle.
- Contract administration and compliance monitoring.
- Managing variations and contract amendments.
- Commercial negotiation of concession agreements:
  - Negotiating financial terms.
  - Negotiating revenue mechanisms.
  - Negotiating risk allocation.
  - Balancing public and private interests.
- Claims management and dispute resolution.
- Practical Negotiation Exercise: Toll Road Concession Agreement.

Day 5: PPP Financial Modelling and Practical Toll Road Case Study

- Introduction to PPP financial modelling.
- Developing toll road concession financial models.
- Identifying project assumptions and financial drivers.
- Traffic demand modelling.
- Revenue forecasting.
- Operating and maintenance cost forecasting.
- Capital expenditure planning.
- Cash flow projections.
- Debt repayment analysis.
- Financial performance evaluation:
  - Internal Rate of Return IRR.
  - Net Present Value NPV.
  - Debt Service Coverage Ratio DSCR.
  - Loan Life Coverage Ratio LLCR.
- Sensitivity and scenario analysis.
- Evaluating project sustainability and investment returns.
- Practical development of a toll road PPP financial model.
- Presentation and discussion of completed models.
- International best practices and lessons learned.

Registration form on the Training Course: Workshop: Financial & Commercial Management of PPP Toll Road Concessions

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