

Equator Principles for Project Finance: Outline Agenda

Equator Principles for Project Finance is a 2-day in-house workshop. The objective is to equip senior project finance and other relevant staff with two practical skills: Assessing real, not perceived environmental and social risk, and managing it cost-effectively.



A. The Strategic Rationale

- **Introduction and Perspective** (Senior Bank Project Finance Executive)
- **Equator Principles: The End of Project Finance?**
Exercise: Finding the Bombs – Risks for key project finance sectors in the Region
- **The Strategic Response - Equator Principles: A Way to Handle Complex Deals**
Exercise: Deathwish Banker
- **When It All Goes Wrong**
- **Equator 101**
Identifying the Key Skills
- **Equator Masterclass (1): Policy Lab**
Exercise: Identifying the Key Do's and Don'ts
- **Equator Masterclass (2): Environmental and Social Risk Analysis**
Exercise: Case application of the Equator Policy Framework
- **Project Review Presentations**

B. Implementation of the “Equator Principles”

- **Implementation of the Equator Principles within the Bank**
(Bank Project Finance Team Member)
- **Equator in Action: Live Cases from within the Bank**
Presentation of Bank-based cases
- **Introductions: Transforming Risk into Opportunity**
Case study conclusion
- **Live Cases: Team-based Project Due Diligence**
Exercise 1: Gaining internal buy-in
- **Live Cases: Key Issues for Implementation within the Bank**
Exercise 2: Team-based analysis of Business, Credit and Client Relationship success factors in implementation
- **Live Cases: Team-based Project Preparation**
Exercise 3: Winning the mandate – convincing the client
- **Review**
- **Closing Remarks** (Senior Bank Project Finance Executive)