



The 60 Second Interview with Richard Tinsley

With the 2-week Academy on [Project Finance](#) fast approaching, we took the opportunity to ask our expert Course Director Richard Tinsley a few questions on the current market challenges and how he became involved in this exciting industry. This is what he had to say.

EM: What was your route into the Project Finance Industry?

RT: My initial interest was always the project 'feasibility' decision. So I elected to work in seven areas of direct relevance to this:

- Fieldwork 'in the bush' looking for projects/project preparation
- Site development/optimisation
- Research and development/Head Office
- Physically running research in a plant
- Price forecasting/econometrics
- Staff economic analyst (looking at project proposals)
- Project-finance and banking selection from an economist's viewpoint

My university degrees are a combination of engineering, economics; and an MBA which all targeted the 'feasibility' decision/due-diligence skills.

I then landed some project-finance deals and never looked back!

EM: What do you consider to be the biggest challenge in the industry at the moment and why?

RT: The biggest threat is the lack of syndication capacity still evident for long-term project finance. Basel III (bank liquidity) is causing everyone to be cautious when lending long term.

EM: What do you consider to be the biggest threat in the industry at the moment and why?

RT: There is always money for a well-packaged project. However, many banks and bond investors are staying too short term; teams are changing; expertise and deal-making skills are being lost.

EM: What do you think is the future direction of the market?

RT: The Project Finance market is, in many ways, counter-cyclical; so we expect deal volume to grow, albeit not to 'boom'. A knowledge of which sectors attract the most Project Financing is also very valuable. This is why I cover sector knowledge at the Project Finance Academy.

EM: What do you expect your delegates to take away with them at the end of your course? How will they help the attendees with these upcoming challenges and threats?

RT: Delegates will use a system to identify risks and select the parameters of the correct structures (180 or so in total), every delegate will take away not just a risk 'system' but also sector skills which are all-important given the sector preferences that are very evident in the business. Delegates will also take-away 'deal confidence' and will leave the course with the knowledge of how to apply the correct due diligence and structure.

The 10-day duration means that we can really get into the nitty-gritty of each deal and sector. The Project Finance Academy - 10 days straight - is very intensive and the final flourish is a bidding competition using the course 'model' in full Excel hands-on mode.

For Further information on the APAC Project Finance Academy:

- [Visit the course homepage](#)
- [View the full agenda](#)

4 Easy ways to register:

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