

# [Physical] - Pre AGM TALK

## The Role Of Project Management in Project Financing

Organised by:  
Project Management Technical Division, IEM



**25 October 2025, Saturday**



**9.00am - 11.00am**



**Auditorium Tan Sri Prof Chin Fung Kee  
Wisma IEM, PJ**

### REGISTRATION FEE:

**IEM STUDENTS: FOC**

**IEM MEMBERS: RM15**

**NON IEM MEMBERS: RM70**

### SPEAKERS:



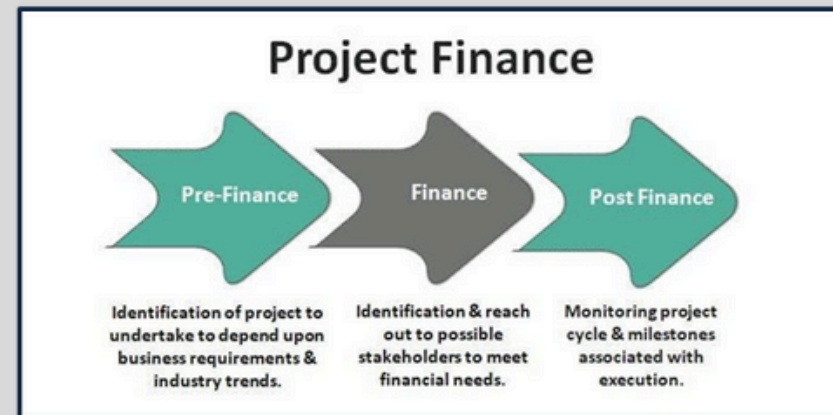
**Speaker**  
**Ir. Faizal A. Sanusi**



# Synopsis

## The Role Of Project Management In Project Financing

Project Owners, Developers and Contractors frequently seek external funding or financing to execute their projects in addition to their own internal resources. In the process of applying such funds from financial lending institutions, such as Commercial Banks or proper Development Funding Institutions, the assessment for such funding will consider primarily commercial feasibility and technical viability.



Commercial feasibility relates to the marketability and asset life cashflow which ultimately leads to the profitability of the venture. Whereas the technical viability relates to 2 main components ; i.e. the Technological (or Built Asset) Performance and the Project Delivery Success (or the Project Management constraint of Cost and Time).

The Role of Project Management also extends beyond the financing application process as usually during the financing there will be a condition for the project to maintain a healthy state in terms of cost and schedule in order for loan disbursement to be continued during the project execution as this is usually a contractual condition in the project financing agreement with the lending institution.

For both stages of the project financing process above – loan application and loan disbursement – project management plays a significant role to ensure that only projects with merit that have a good likelihood to successfully complete will be considered by such financing institutions.

This talk will briefly touch on the project management elements when assessing the merits of such ventures to ensure that the critical resource of funding is optimally and efficiently utilized for the both private and more importantly public development projects.



**Ir. Faizal A. Sanusi** has served the Project Management Technical Division in IEM since 2005, including as its Chairman in 2012.

He has a BSc in Civil Engineering from the George Washington University, USA in 1988 and an MBA from Open University, Malaysia in 2005.

His engineering and project management experience spans across the oil & gas and building industry since he began his career 30 years ago. In his career, he has performed various roles ranging from design engineer, resident engineer, project engineer, project manager and project advisor for a myriad of engineering projects – civil Infrastructure works, commercial buildings including an intelligent office institutional building, gas processing plants, offshore gas pipeline installations and offshore gas producing platforms. He also challenged himself as an entrepreneur in the business of facilities management for oil and gas on-shore installations and has provided trainings in various project management topics to the Royal Malaysian Navy and private commercial property developers.

Some of his notable career highlights as follows:

1. Senior Vice President/ Head of Technical Advisory, Bank Pembangunan Malaysia Bhd
2. Project Advisor and Project Services Manager for Oil & Gas Exploration & Production MNCs
3. Project Services Division Head for a local Offshore Oil & Gas Service Provider
4. Project Manager for the Malaysian Securities Commission 4 star intelligent building project
5. Director of a local Facilities Management company overseeing Oil & Gas O&M projects

Ir. Faizal is currently employed as the Technical Advisory Head of Bank Pembangunan Malaysia Bhd (BPMB) providing in-house technical advisory services on Malaysian development projects funded/facilitated by BPMB.