

# TXF TRAINING 2017



CC Solutions

## ECA Finance



Dubai



Hong Kong



Frankfurt

**CPD**  
CERTIFIED  
The CPD Certification  
Service  
Collective Mark

# ECA Finance Training

## TXF is teaming up with CC Solutions once again

Our training courses deliver a core understanding of the fundamentals of ECA finance with real life case studies, practical sessions and vital updates on different agencies. This year we'll be putting on 5 training courses in cities all around the world.



## What it's all about

We make sure that our training courses are interactive and practical. That means you leave us with techniques and knowledge that make you more effective at what you do. Whether that's applying for ECA financing, managing relationships with agencies or advising your clients. We've got you covered.

## Who should attend these courses and why

Get ahead of your department:

Learn (or refresh your knowledge of) ECA rules, policies, and standards

Understand the complexities of eligibility across ECAs via practical exercises, case studies, and a team workshop

Discover how to maximize financing value while helping companies and projects manage cash flow

Disbursing ECA loans is different agency to agency: learn what information is needed in procurement documents and agency certifications in order to make disbursements successful, accurate, and timely

See how ECAs stack up against one another around the world

Uncover how to bring the best, most competitive ECA offering to your transaction by understanding the complexities of multi-sourced ECA finance

### FINANCIAL INSTITUTIONS AND ECAs

- Gain a greater knowledge of rules and requirements.
- Avoid common pitfalls and misunderstandings which can strain relationships.

### EXPORTERS AND EPC CONTRACTORS

- Learn how ECA finance impacts the EPC process from RPFs through to procurement cycle.
- Assess eligible content for your buyers.
- Avoid costly problems during the spend cycles.

### BORROWERS AND SPONSORS

- Understand the approval process and compare eligibility requirements among ECAs.
- Study how to maximize ECA financing value.
- Learn to effectively disburse and administer these transactions.

### LEGAL TEAMS

- Appreciate the impacts of ECA financing on credit agreements and learn to advise clients on compliance.
- Learn to identify potential problems commonly found in ECA transactions.

# Course Breakdown

## Course Breakdown

DAY	SUBJECT
1	<p>Introduction to ECAs</p> <p>Buyer credits - Unstructured</p> <p>Buyer credits - Project finance</p> <p>Supplier credits, political risk insurance, and other products</p> <p>Lunch</p> <p>Content eligibility</p> <p>ECA policies and standards</p> <p>The application process</p>
2	<p>Disbursing ECA loans</p> <p>Workshop: Financing an industrial project (group workshop in teams)</p> <p>Guest ECA speaker (a different ECA in each city will present approval process, products, initiatives, sample transactions)</p> <p>Lunch</p> <p>ECA disbursements: Advanced topics</p> <p>Around the world in ECAs</p> <p>Multi-sourcing analysis and recent ECA trends</p> <p>Conclusions</p> <p>Evening cocktail reception</p>

# Where and when?

## Two day training courses



### Frankfurt

(21st & 22nd September)



### Hong Kong

(9th & 10th October)



### Dubai

(5th & 6th November)

## Meet our instructors:



**Valerie Colville** has over 30 years of experience structuring and implementing export credit agency financing for international corporate, sovereign, and project finance transactions. Valerie is a co-founder of CC Solutions and is an export insurance broker. As a Vice President of Fluor Corporation's Project Development & Investments Group, Valerie was responsible for developing and leading multi-sourced complex financings in the oil, gas, power, renewable energy, and mining industries. She is an expert in export credit agency financing on a global basis.



**Francisco Anzola** is a finance and project management professional with over 25 years of experience in the banking and the engineering and construction sectors. Francisco is a co-founder of CC Solutions and has global knowledge of ECA rules and eligibility requirements. As a Vice President at Commerzbank AG, New York branch, Francisco originated and executed Export-Import Bank of the United States-guaranteed and limited recourse financing transactions for customers in five continents and across many industrial sectors, including agriculture, oil and gas, manufacturing, and power generation.

**"Very comprehensive course and definitely the best "solution" for beginners and experienced people."**

*Cristiane Medeiros Mendes,  
Structured & Export Finance,  
Construtora Queiroz Galvao*

**"A superb programme. A must attend for anyone keen to learn about the fundamentals of ECA finance in today's world."**

*Kutoane Kutoane, Chief Executive Officer,  
ECIC SA - Export Credit Insurance  
Corporation SOC LTD*

**"Practical ECA financing course, highly recommended for Project and Export finance practitioners."**

*Samuel Mugoyahead, Syndications  
& Specialised Finance, Afreximbank*

**"3 intense days to comprehend the export credit facilities once and for all!"**

*Nikola Bertucci, Acrow Bridge*

# What makes us different?

If you have ever been to a TXF event, then you will know that we like to do things a little differently.

Our training is the same. We make our courses interactive, collaborative and engaging. Which is why our clients think we offer some of the best training in the business.

**“I can say this is the best course I have ever attended”**  
*Ali Al Aradi, Bahrain Petroleum Company*

## Here are just some of the things that make our training so effective:

 <b>Practical Application</b>	 <b>Expert Instructors</b>	 <b>Ongoing Support</b>	 <b>Interactive</b>	 <b>Small Groups</b>
Our courses comprise of case-studies, group projects and plenty of Q + A sessions that let you put your learning into action.	With decades of combined practical experience our instructors live and breathe their specialisms so you are always in safe hands.	We will provide you with extensive course documentation and the opportunity to reach out to the instructors after the course has ended for any queries or questions that may arise.	Training is delivered via a variety of methods but all of them are designed to be collaborative. Workshops and discussion allow you to reap the benefit of your peers' and instructors' experience.	We have a limited number of places on each of our courses. Smaller groups = faster learning.

**“Intense two-day programme fuelled by a variety of experienced presenters offering a balanced shot of both technical (theory/concept) and real cases.”**  
*Roman Daeppen, EAME Finance*



Earn 16 CPD points at our training courses!

# Join a course near you!

## TXF Training: ECA Finance

### Frankfurt

2 Day ECA Finance Course

Super early bird price:  
**€1700 (expires 21/07/2017)**

Early bird price:  
**€2000 (expires 01/09/2017)**

Full price:  
**€2599**

### Hong Kong

2 Day ECA Finance Course

Super early bird price:  
**\$1900 (expires 28/07/2017)**

Early bird price:  
**\$2200 (expires 08/09/2017)**

Full price:  
**\$2500**

### Dubai

2 Day ECA Finance Course

Super early bird price:  
**\$1900 (expires 08/09/2017)**

Early bird price:  
**\$2200 (expires 29/09/2017)**

Full price:  
**\$2500**

### Refer a friend

If you know someone else who could benefit from attending, you could access a 15% discount if you refer them to one of our courses.

**Email [marketing@txfmedia.com](mailto:marketing@txfmedia.com) to find out more.**

### To register

Visit:  
**[www.txfnews.com/events](http://www.txfnews.com/events)**

Email:  
**[marketing@txfmedia.com](mailto:marketing@txfmedia.com)**

Call: UK  
**+44 (0) 20 3735 5180**

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### PAYMENTS DETAILS:

Payment can be made in one of two easy ways - please tick the appropriate box:

Payment by Bank Transfer. We will send you our bank details on receipt of your registration.

Payment by debit or credit card. To make payment, please register and pay via the online booking system at **[www.txfnews.com](http://www.txfnews.com)** or call UK **+44 (0) 20 3735 5180**