

TXF TRAINING 2017



CC Solutions

ECA Finance and ECA Finance Masterclass



Nairobi



Dubai



Venice



Hong Kong



Frankfurt

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.



New for 2017

This year we are changing the way that we structure our courses. We are offering our popular, 2-day ECA Finance course alongside a new addition.

From 12pm on the second day our courses will focus on advanced methods of ECA financing and cover specific updates on individual ECAs.

This is our ECA Masterclass. It is included in all of our regular course bookings, but it can also be booked separately.

So you can choose which of the two offerings is most appropriate to your level of experience.

- The Masterclass will cover:**
- Advanced practices in eligibility analysis
 - Methods for managing cash flow within the ECA disbursement cycle
 - ECAs around the world
 - Different products
 - Approaches to eligibility and national interests
 - Regional trends
 - Case studies

Who should attend these courses and why

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

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

Where and when?

Two day training courses and ECA masterclasses



Nairobi
(27th & 28th March)



Venice
(5th & 6th June)



Frankfurt
(September)



Dubai
(September/October)



Hong Kong
(November)

Meet our instructors:



Valerie Colville has over 30 years of extensive 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.

"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

"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

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

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

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:

 Practical Application	 Expert Instructors	 Ongoing Support	 Interactive	 Small Groups
Our courses comprise of case-studies, group projects and plenty of Q + A sessions that let you put your learning into action.	With over 60 years of combined 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 Daeppe, EAME Finance

Join a course near you!

TXF Training: ECA Finance

Standard rate
2 Day course

\$2559

Masterclass
1 Day Course

\$999

Team Rate

Send your team across multiple locations at a discounted rate.
Please email marketing@txfmedia.com for more details.

To register

Visit:
www.txfnews.com/events

Email:
marketing@txfmedia.com

Call: UK
+44 (0) 20 3735 5180

Or you can fill out the form below and email it to marketing@txfmedia.com

TXF Training: ECA Finance
(2 Day course)

Masterclass
(1 day school)

First Name

Company VAT No (EU only?)

Country

Surname

Invoice adress

Tel

Job title

Post code

Email

School Location

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 registratnion.

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

