

TXF TRAINING 2018

ECA FINANCE



In Partnership With

CC Solutions



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 workshops and vital updates on different agencies. With a variety of locations around the world to choose from, you're sure to find a training course that suits you.



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 analysis and calculation 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 intricacies 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.
- Learn how to maximise financing value

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 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

| 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 |
| | ECA disbursements: Advanced topics |
| | Around the world in ECAs |
| | Multi-sourcing analysis and recent ECA trends |
| | Conclusions |

WHERE AND WHEN?

Two day training courses



25 & 26 January



4 & 5 June



9 & 10 October

Meet our instructors:



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.

ECA Guest Speaker: At each of our training courses we invite a senior representative from the host country ECA to speak. More details will be released closer to the event!

“A very enlightening, useful and mind-opening course on ECA Financing, delivered by seasoned experts”

Alex Area, ECA Finance & Partnerships Officer, Trade & Development Bank

“Very organised course with very important content for my field. Instructors went all the way to ensure we benefited from all the subjects presented”

Mohamed Al Rasheed, Consultant Debt Management Office, Government of Sharjah

“A perfect overview on the ECA market. Friendly and dynamic exchanges through learning materials”

Pedro Novo, Head of Export Finance, Bpifrance

“It is exhaustive, covering the entire literature of ECA Financing. Hands-on with general and recent live case studies”

R. Durai Raj, Group Finance Manager, Dutco

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”

All 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 decades of combined practical experience our instructors live and breathe their every aspect of their industry, so you are always in safe hands. | We will provide you with extensive course materials and reference information and you may reach out to the instructors after the course has ended for any queries or 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 means better personal time and attention |

“After this course my boss should be worried because I know more than him now!”

Anonymous

“Very informative, good pace, skilled instructors, relevant content”

George Mutua, MD & Chief Representative Officer- Kenya & East Africa, Société Générale

JOIN A COURSE NEAR YOU!

TXF Training: ECA Finance

| Paris 25 & 26 January | Prague 4 & 5 June | Hong Kong 9 & 10 October |
|---|---|--|
| Super Early Bird €2099 (expires 16/11/17) | Super Early Bird €2099 (expires 20/04/18) | Super Early Bird \$2399 (expires 17/08/18) |
| Early Bird €2399 (expires 30/11/17) | Early Bird €2399 (expires 04/05/18) | Early Bird \$2699 (expires 07/09/18) |
| Full €2599 | Full €2599 | Full \$2999 |

Email marketing@txfmedia.com to find out more.

To register

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| Visit: www.txfnews.com/events | Email: marketing@txfmedia.com | Call: UK +44 (0) 20 3735 5180 |
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First Name

Company VAT No

Country

Surname

Invoice address

Tel

Email

Job title

Post code

Course 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 registration.

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**