



ONLINE TRAINING

ECA Finance

IN PARTNERSHIP WITH

CC Solutions



LIVE



ECA FINANCE TRAINING

Delivering a core understanding of the fundamentals of ECA Finance, along with more advanced modules, complete with real life case studies, practical workshops and vital updates on different agencies. In these unprecedented times it vital to keep in touch with the industry and use this time to expand our knowledge. That's why we're pleased to bring you an online version of our prestigious ECA Finance Training course. Now in its fifth year and having helped over 250 attendees, the course provides an incredibly thorough knowledge of ECA Financing.



What it's all about

Access all of the online resources you need including training videos, course materials and training community and live support. The course which will introduce the practical and theoretical elements of different products, policies and applications with real-life examples from senior professionals, all via our interactive training portal.

Complete modules at your leisure, due to the virtual nature of the course. Take part in a short test end of each module so you can get focused information which you can apply directly in your role, plus an in-depth examination of the entire process of completing a successful export finance transaction.

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

Training videos

Module 1 Introduction to ECAs:

Basics of ECA financing, including products and institutional frameworks. Detailed review of OECD framework.

Module 2 The ECA market and supplier credits:

Review of worldwide ECA activity per sector, geography, products, etc. Discussion of co-financing. Overview of different types of supplier credit and bonding products offered by ECAs and special programs offered to stimulate SME exports.

Module 3 Unstructured buyer credits:

Fundamentals of unstructured buyer credits, with special emphasis on corporate, sovereign, and bank-to-bank financings.

Module 4 The buyer credit term sheet:

Buyer credit terms are reviewed in detail, and numerous real-case scenarios are discussed.

Module 5: Structured and project finance

Introduction to ECA structured and project finance, including topics such as review of parties in a project financing, identifying, quantifying, and mitigating risk, the role of outside advisors, and structured and project finance terms.

Module 6: Content eligibility

How much financing can be covered based on the amount of exports and local content, including relevant exercises, and discussion of how different ECAs look at this subject.

Module 7 ECA policies:

Underwriting principles for unstructured MLT buyer credits as well as environmental and other policies. Introduction to workshop 1: Three export finance cases.

Module 8 - Workshop 1: Three export finance cases (part 1)

Detailed review of terms, underwriting, and structuring issues of three different export finance cases based on real life scenarios.

Workshop 1: Three export finance cases (part 2), ECA application process, and review of eligibility

Review of the application and underwriting process for ECA financings. Detailed review of eligibility calculations for different ECAs

Module 10 Disbursing ECA loans:

A guide to utilization procedures of ECAs, highlighting potential pitfalls and dangers, and outlining best practices.

Module 11 Around the world in ECAs (part 1)

Review of products, policies, and special initiatives of ECAs around the world.

Module 12 Around the world in ECAs (part 2)

Review of products, policies, and special initiatives of ECAs around the world.

Module 13 Legal aspects of export and project finance

Detailed discussion the ECA loan agreement, intercreditor agreements, and security.

Module 14 ECA disbursements: Advanced topics

Review of real-life advanced techniques that borrowers and EPC contractors can use to maximize financing amounts and accelerate utilization in order to maximize cash flow and minimize financing costs. Introduction to workshop 2: Financing an industrial project.

Module 15 - Workshop 2: Financing an industrial project and conclusions

Financing and utilization issues of a complex project finance transaction, based on recent real-life scenarios. Analysis of current trends in the ECA world.

MEET OUR INSTRUCTOR



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.



A very enlightening, useful and mindopening 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*



Eye opening to the world of ECAs - great instructor.

Minerva Khidr, Abu Dhabi Fund for Development

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

Our courses comprise of case-studies, group projects and plenty of Q + A sessions that let you put your learning into action.



EXPERT INSTRUCTORS

With decades of combined practical experience our instructors live and breathe their every aspect of their industry, so you are always in safe hands.



ONGOING SUPPORT

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 questions that may arise.



INTERACTIVE

Training is designed to be collaborative with our online training community, linkedin group to share questions and ideas with your peers and live support from your course instructor via our online chat bot.



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 OUR VIRTUAL COURSE NOW

TXF Online Training: ECA Finance

Our online training course includes access for 1 delegate to access the online training portal with 15 x 1-hour training videos, support from course instructor, end of module tests and in-depth course examination

Email marketing@txfmedia.com to find out more.

To register

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