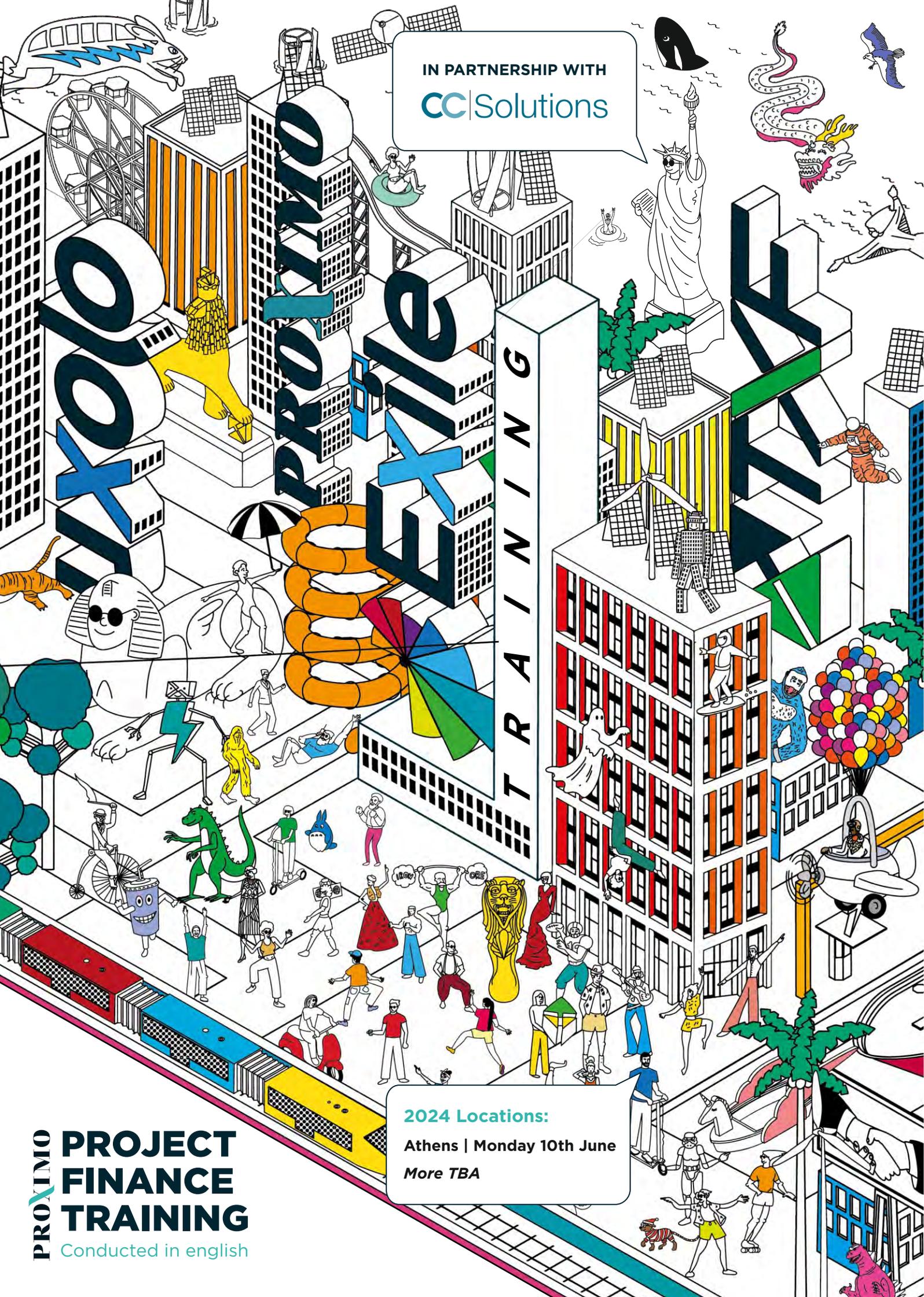


IN PARTNERSHIP WITH  
CC Solutions



2024 Locations:

Athens | Monday 10th June

More TBA

**PROXIMO**  
**PROJECT**  
**FINANCE**  
**TRAINING**  
Conducted in english



# PROXIMO PROJECT FINANCE TRAINING

Conducted in english

## JOIN IN PERSON IN ATHENS

Delivering a core understanding of the fundamentals of project finance, along with more advanced modules, complete with real life case studies, practical workshops and vital market updates. Our course provides an incredibly thorough knowledge of project financing, plus an in-depth understanding of financial evaluation of limited recourse finance transactions from inception to financial close, to monitoring and repayment. In partnership with CC Solutions, the 2-day course introduces the practical and theoretical elements of different products, policies and applications with real-life examples from senior professionals. So you get focused information which you can apply directly in your role.

## WHAT IT'S ALL ABOUT

In partnership with CC Solutions this course has been designed to provide a flexible, detailed and highly interactive solution to your training needs. The course will introduce the practical and theoretical elements of different products, policies and applications with real-life examples from senior professionals to ensure you get focused information which you can apply directly in your role. *Please note the training takes place in English.*

## WHO SHOULD ATTEND THESE COURSES AND WHY

### LENDERS/FINANCIAL INSTITUTIONS/FINANCIAL ADVISORS/INSTITUTIONAL INVESTORS

To gain a greater knowledge of rules, requirements and project evaluation and risk assessment how to avoid common pitfalls and misunderstandings that can strain relationships with customers

### SUPPLIERS/EPCS

To understand how project finance impacts the EPC process from RPFs through to procurement cycle, learn how to accurately assess eligible content for your buyers, and avoid costly problems during the spend cycle that relate to misunderstanding eligibility.

### DEVELOPERS/PROJECT SPONSORS

Understand the approval process, compare eligibility requirements among lenders, study how to maximise project financing value, and grasp the risk identification and mitigation process and financial modeling process

### LEGAL TEAMS

To understand the impacts of risk identification in project financing and address any specific questions and concerns to be able to better advise clients on compliance as well as understand potential problems commonly found in meeting project completion and its debt service obligations





# PROXIMO PROJECT FINANCE TRAINING

Conducted in english

IN PARTNERSHIP WITH  
**CC|Solutions**

## What is covered in each module?

### Module 1 | Introduction to international project finance

- Background: Corporate finance
- What is project finance?
- Origins of project finance
- Project finance history
- The project finance process

### Module 2 | Principles and methodology of financial analysis (Part 1)

- Overview of project finance parties
- The role of the SPV and the EPC contractor in a project finance deal
- Project ownership and contractual structure

### Module 3 | Principles and methodology of financial analysis (Part 2)

- A detailed explanation of the O&M contractor, offtakers & suppliers role in a project finance deal
- Plus other counterparts including government agreements
- A focus review of project agreements evaluation
- Risk identification and mitigation
- Risk allocation

### Module 4 | Project evaluation and risk assessment

- Conceptually assess the risk of a project financing to meet completion and its debt service obligations
- LNG project example as a basis for the analysis
- An explanation of the project information memorandum (PIM) and when it is issued
- Understanding the scope of a project
- Risk exercises around real project examples

### Module 5 | Project economics and cash flow modeling

- Understanding the financial plan for a project
- An overview of sources and uses of funds
- How to maximise the amount of debt in the project and debt-to-equity ratio
- Understanding the project financial model





## Module 6 | Workshop 1: Analysis of financial forecasts

- The structure of the model
- Review of the financial model
- Analysis of financial forecasts

## Module 7 | Sources of equity and debt

- Understanding the sources of equity and debt
- Understanding Subordinated debt and contingent equity
- Overview of a DFI loan structure

## Module 8 | ECAs and credit insurance

- Introduction to ECAs and credit insurance
- What is an ECA?
- ECA finance is a tremendous credit enhancement
- ECAs around the world
- General provisions of the arrangement

## Module 9 | Project Security

- Perfection of security
- Insurances
- Direct security agreements
- Reserve accounts

## Module 10 | Project agreements and finance documents

- Project documents
- The EPC contract
- The O&M contract
- The offtake agreement
- Funding agreements
- Legal documents in project finance

## Module 11 | Advisors and service providers in project finance

- Project finance advisors
- Advisor scope of work
- Why select advisors?

## Module 12 | Workshop 2: Project finance case

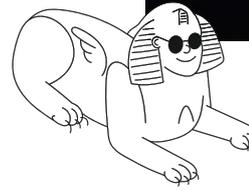
- Review and practical application of concepts in a real life example
- Contract summaries
- The chance to address specific questions and concerns with our expert instructors



# MEET OUR INSTRUCTORS

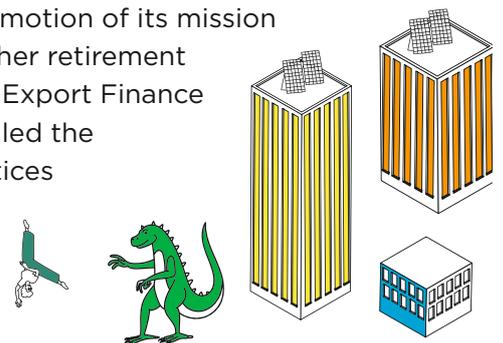
## FRANCISCO ANZOLA

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.



## HALA EL MOHANDES

has over 20 years' experience in highly complex international infrastructure projects on a limited recourse project financing basis. This covers business development, negotiations, financial analysis and documentation execution of projects in the oil and gas sector, power generation, petrochemicals and manufacturing. This is coupled with 16 years prior experience in commercial banking in the United States and Egypt. She headed the Project Finance Division of the Export-Import Bank of the United States (US EXIM) until May 2018. She specialized in leading project teams in the structuring, negotiations, financial analysis, processing and closing of complex infrastructure project finance transactions in the oil and gas, power, telecommunications, petrochemical and manufacturing sectors. She successfully closed 28 project finance transactions totaling over USD 16 billion in exposure and covering USD 90 billion in total project costs. As the manager and leader of a transaction team, her work included mobilizing and managing a team of internal and external financial, legal, technical and environmental advisors to conduct due diligence and financial and legal analysis of the complicated issues of a project to bring it to a successful financial close. I lead the extensive negotiations with the borrowers, project sponsors, and co-lenders. Work process includes presenting transactions to the Board of Directors of US EXIM for approval. At the agency she had responsibility for management, guidance and mentoring other senior and junior loan officers in the Structured & Project Finance Division. Work process also covers policy initiatives, advice and implementation of new financing structures, of several US Government and US EXIM mandates related to the promotion of its mission and increasing the global competitiveness of US exports. Following her retirement from US EXIM, Ms. El Mohandes served as Deputy CEO- Project and Export Finance for Carbon Holdings in Egypt and, as part of the CC Solutions team, led the development of a project finance manual, eligibility policy, and practices at Etihad Credit Insurance in the United Arab Emirates. Ms. El Mohandes is fluent in Arabic, English and French.



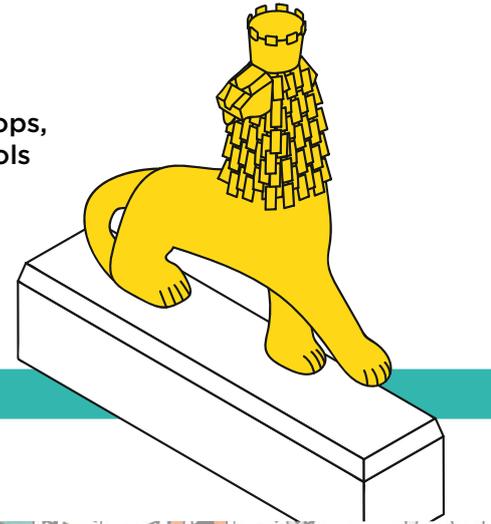
# JOIN A COURSE IN 2024

**Athens, 10th June 2024**

Your ticket includes a one day training course including practical workshops, real-life case studies, 12 modules introducing practical and theoretical tools to take your project finance knowledge up to expert level.

Choose to join in-person in Athens and save if you book with a spot at [Proximo Global 2024: Energy & Infrastructure Finance](#), 11th-12th June.

Get in touch with [marketing@exilegroup.com](mailto:marketing@exilegroup.com) to claim your package deal



## TO REGISTER

**CLICK HERE TO  
FIND OUT MORE**

Email:  
[marketing@exilegroup.com](mailto:marketing@exilegroup.com)

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

First Name

Company VAT No

Country

Surname

Invoice address

Tel

Email

Job title

Post code

**One person, one  
day training course**

IN-PERSON DELEGATE

**£1499**

plus VAT



**PROXIMO**

**CC Solutions**

