



IN PARTNERSHIP WITH  
CC Solutions

**2024 Locations:**

Athens | 13 & 14 June

Singapore | October 2024

**2024 Online Training:**

Watch each module online in your own time as part of a TXF Subscription. Find out more about how to unlock subscriber benefits [here](#).

**ECA  
FINANCE  
TRAINING**

Conducted in english





# ECA FINANCE TRAINING

JOIN A TRAINING SESSION **IN-PERSON** OR **ONLINE** AS PART OF A TXF SUBSCRIPTION

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. TXF and CC solutions are pleased to bring back the physical version of our prestigious ECA Finance Training course alongside. Now in its sixth year and having helped over 300 attendees, the course provides an incredibly thorough knowledge of ECA Financing plus an in-depth examination of the entire process of completing a successful export finance transaction.

## 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

### 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



### LENDERS/ECAS/ FINANCIAL INSTITUTIONS/ FINANCIAL ADVISORS

To gain a greater knowledge of rules & requirements, how to avoid common pitfalls and misunderstandings that can strain relationships with customers.

### EXPORTERS/ SUPPLIERS/ OEMS/EPCS

To understand how ECA 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.

### CORPORATES/ SPONSORS/ BORROWERS/ SOVEREIGNS

Understand the approval process, compare eligibility requirements among ECAs, study how to maximise ECA financing value, and grasp the myriad tasks necessary to effectively disburse and administer these transactions.

### LEGAL TEAMS

To understand the impacts of ECA financing on credit agreements and be able to better advise clients on compliance as well as understand potential problems commonly found in ECA transactions.

### DOES YOUR ECA HAVE SPECIFIC NEEDS?

Our content and format can be tailored to meet the needs of your institution, with extended training provided on supplier credits, buyer credits, project finance and credit insurance. Courses can be one day workshops or designed to be in-depth over a few days or a week; catering for both focused and larger scale groups. For more information, please contact [lucy.morris@exilegroup.com](mailto:lucy.morris@exilegroup.com).



## What is covered in each module?

Please note this is an example programme and minor changes are at the course leaders' discretion

### Module 1 | Introduction to ECAs

#### Overview

Starting with the basics, this module covers the very fundamentals of what ECAs are, what they offer, why they do it and how they operate differently around the world. The OECD export credit arrangement is also introduced here including country risk classification, CIRR calculation and other general policies therein.

#### Topics Covered

- What are ECAs, what do they do and why?
- Which countries have ECAs?
- How does ECA finance differ from commercial lending?
- OECD export credit arrangement policies
- OECD country risk classifications
- Country limitation schedules
- Down payment, repayment and CIRRs

### Module 2 | The ECA Market and Supplier Credits

#### Overview

Review of ECAs by activity and offerings, as well as an examination of how ECAs compete and interact globally, by product and by region, using exclusive TXF market data. Included is co-financing, supplier credits, multi-buyer policies. Also included is a detailed run-through of various products and small business support.

#### Topics Covered

- Detailed data describing ECA lending by sector in each region
- Supplier credits
- Discussion of the Berne Union
- How ECAs evaluate co-financing structures
- Multi-buyer policies
- Working capital guarantees
- Bondage (surety, bid, performance, advance payment)
- Berne Union small business classification and coverage for them

### Module 3 | Unstructured Buyer Credits

#### Overview

In this module we cover the different structures, term sheets, benefits and drawbacks of unstructured buyer credits over a series of examples of unstructured buyer credits and the different roles ECAs play within them.

#### Topics Covered

- The fundamentals of unstructured buyer credits
- Corporate, sovereign and bank to bank financing routes
- ECA-backed bonds and their typical structure

### Module 4 | The Buyer Credit Term Sheet

#### Overview

Running through all of the variables considered on the corporate financing term sheet via a multitude of examples, we arrive at the method to calculate the all-in cost of an ECA financing.

#### Topics Covered

- Fixed vs variable fee scenarios
- When to pay the risk premium
- How the roles of ECAs and exporters/suppliers can differ
- Different tenor lengths
- Currency considerations
- Other costs (legal, advisors etc)
- Calculating the all-in cost of ECA financing







## Module 5 | Structured and Project Finance

### Overview

The basics of structured finance including who is involved, how risk is managed and the overall process for project financing, its costs and how it differs to unstructured methods where ECAs are concerned.

### Topics Covered

- Risk categorisation, characterisation and allocation
- Different parties involved in project finance
- The project finance process
- Global market trends
- Terms, pricing and other costs

## Module 6 | Content Eligibility

### Overview

Assessing content eligible for backing by an ECA within an export. Running through the varying methods and rules used by the world's largest ECAs to calculate content eligibility with a detailed look at the approaches of a couple of major ECAs

### Topics Covered

- What is content?
- Roles and definitions used in eligibility
- Applying methods, percentages and other rules for calculating content eligibility
- ECAs with flexible rules
- Content consolidation
- National interest criteria
- Reachback

## Module 7 | ECA Policies

### Overview

A tour of the world's leading ECAs and the policies particular to them including environmental assessment standards, typical credit standards, performance criteria and shipping requirements.

### Topics Covered

- Credit standards
- Performance criteria
- Additional requirements
- Equator principles
- Environmental impact inc. OECD environmental standards & Poseidon principles
- Anti bribery measures
- IMF restrictions
- UKEF environmental framework
- EXIM shipping requirements
- MARD Waivers

## Module 8 | Workshop 1: Three Export Finance Cases

### Overview

A series of worked through export financing scenarios featuring parties based in Canada, Germany, Ukraine, Korea, Portugal and France.

### Topics Covered

- Setting out pre-export financing
- Examining financial statements
- Calculating financial terms
- Possible environmental categorisation
- Case study exploration

## Module 9 | ECA Application Process and Review of Eligibility

### Overview

A look at the variable and not always transparent processes employed by ECAs to assess eligibility for export finance.

### Topics Covered

- General application flow
- Case studies from around the world

## Module 10 | Disbursing ECA Loans

### Overview

A discussion of the disbursement process and the three methods of disbursement - direct, letter of credit and reimbursement - as well as the various certifications and criteria required.

### Topics Covered

- Direct disbursement
- Letter of credit
- Reimbursement route
- Acquisition list
- Certification of national origin
- Invoicing
- Compliance certification
- Proofs of payment
- Bills of lading
- Troubleshooting disbursement





## Module 11 | Around the World in ECAs (Part 1)

### Overview

This module details some of the characteristics of the world's different ECAs and how their offerings are tailored to their region. This material also serves as a highly useful reference document. Moreover, it is updated routinely to take into account new products, policies and programmes.

### Topics Covered

- North American ECAs by country
- African ECAs by country
- European ECAs by country

## Module 12 | Around the World in ECAs (Part 2)

### Overview

This module details some of the characteristics of the world's different ECAs and how their offerings are tailored to their region. This material also serves as a highly useful reference document. Moreover, it is updated routinely to take into account new products, policies and programmes.

### Topics Covered

- Nordics ECAs by country
- BRICS ECAs by country
- APAC ECAs by country

## Module 13 | Legal Aspects of Project Finance

### Overview

Good legal underpinnings are essential to a successful ECA financing and even more so project financing. This module goes through the documents required to achieve proper risk allocation and financial closure.

### Topics Covered

- SPVs
- Sponsor documents
- Loan, security and project documents
- Examples of project covenants
- Loan agreements
- Events of default
- EPC and turnkeys
- Off take agreements
- Local regimes

## Module 14 | ECA Disbursements: Advanced Topics

### Overview

A more detailed look into the considerations and ideal processes for successful ECA financing and more advanced and larger scale versions of it.

### Topics Covered

- Cashflow forecasting
- Pre-financing costs
- Progress payments
- Multiple tranches
- Eligibility at different procurement levels
- When EPC meets ECA
- RFP
- Progress milestones

## Module 15 | Workshop 2: Financing an Industrial Project - And Conclusions

### Overview

A final worked through example for financing an industrial project including choosing the right ECA, considerations about the parties and products involved as well as some twists in the timeline! Finally, some concluding considerations are offered for the course as a whole.

### Topics Covered

- Choosing an ECA
- Evaluating eligibility
- Mitigating interruptions, delays and bankruptcies



# 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 mixture of practical workshops, real life case studies and we encourage our community to join dedicated linkedin group to share questions and ideas with your peers after the training has finished.



**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*





# 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.



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**A very enlightening, useful and mindopening course on ECA Financing, delivered by seasoned experts.**

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

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**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*



# JOIN A COURSE IN 2024

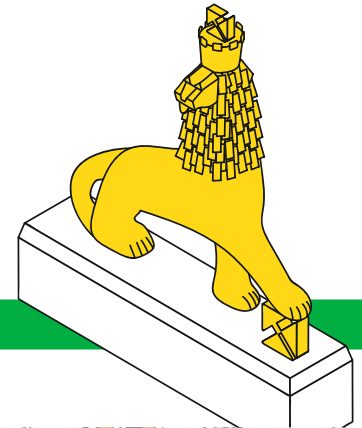
For the latest sessions taking place, please visit our training page [here](#).

## TRAINING SESSIONS IN 2024:

- Athens - 13 & 14 June
- Singapore - October 2024

Your ticket includes a two day training course including practical workshops, real-life case studies, 15 modules introducing practical and theoretical tools to take your ECA finance knowledge up to expert level.

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



## TO REGISTER

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## Early Bird Rate

IN-PERSON DELEGATE

# £2799

plus VAT

(expires 19th April)

