



Training course on project finance

Global Solutions



Project finance

OVERVIEW

This practical and interactive training has been designed for professionals seeking to improve their knowledge of Project Finance. Instructors will focus on the legal structures and technical aspects of project finance deals, highlighting risks to be considered and relevant mitigation tools. Participants will be introduced to SACE's approach and methodology to risk analysis, business plan assessments and documentation requirements. Rather than a theoretical approach, the course makes extensive use of real-life examples and practical case studies of Project Finance transactions in which SACE has been involved, making the training highly interactive and pragmatic.

COURSE OBJECTIVES

To provide participants with a greater understanding of the framework and methodology when looking at project financing with ECAs as a viable financing option, instructors will focus on the role played by an ECA and its requirements both in terms of legal documentation and risk mitigation.

Participants will learn to:

- see how SACE identifies and effectively mitigates risks arising from projects
- learn SACE's approach in evaluating the various financing structures
- gain a deeper understanding of how ECA backed project financing is structured
- reinforce learning through case studies specifically designed to illustrate the issues

TUITION

Tuition will be provided by highly qualified professionals and executives, with know-how based on a proven track record and comprehensive working knowledge of core ECA issues. In addition to addressing the financial aspects, the course will be developed with the guidance and support of our internal legal counsel drawing on SACE's extensive experience across a wide spectrum of project financing practice.

LOCATION

Upon request, at client's premises or in SACE's Rome office.

TOPICS

Project finance essentials

- What project finance is for SACE
- Why do sponsors choose ECA backed project finance?
- Project finance structure
- Players involved
- OECD arrangements

Financial Feasibility Assessment

- Defining the ECA backed deal structure
 - Senior debt ECA/SACE facility
 - Cash available for debt service
- What cover ratios can tell us and what they don't say
 - Using the ADSCR
 - Using the LLCR
- Sensitivity analysis and scenario analysis
 - Running sensitivity analyses
 - Which variables should be tested in sensitivity analysis

Project Characteristics: Risk Analysis and Risk Mitigation from the ECA/SACE Perspective

- Country risks/country risk mitigation
- Pre and post-completion phase risks
- Construction risks: engineering procurement and construction agreements (EPC)
- Supply risk: put-or-pay agreements
- Sale risk: take-or-pay agreements
- Allocation of operational risks:
 - operations and maintenance agreements (O&M)
- Market risks
- Financial risks
- Political risks
- Force majeure
- Abandonment risks
- Environmental risk

Project finance legal and contractual documentation

- The documentation process
- Before financing: the due diligence report
- Term-sheet provisions
- Construction contracts
- Operation & maintenance agreements
- Supply/offtake agreements
- Mitigants and security package
- Insurance agreements

Case studies

Reinforce learning through case studies that illustrate issues often faced by ECAs and techniques covered in the course.

We are

SACE is a leading provider of financial solutions, supported by a range of trade finance, political and credit risk insurance as well as financial guarantees. With over € 87 billion of outstanding commitments, we serve more than 25,000 business customers, facilitating access to commercial & bank financing in 189 countries worldwide. Since 2004 we have been providing advisory services, consultancy and training on topics relevant to ECA's activities, financial and multilateral institutions and sharing best practices and know-how to enhance mutual understanding and cooperation.

Beyond traditional advisory services

We believe that sharing best practices and know-how enhances mutual understanding and facilitates cooperation amongst players active in trade finance. Our training services cover a variety of areas and topics and are provided by highly qualified professionals and executives at client premises or in SACE's Rome office. Advisory services are offered through various modalities in order to meet the respective needs of the counterparties, namely:



standardised formulas of workshops on specific topics



tailor-made advisory and assistance for new business/product/activity development















consultancy on the set-up of ECAs, including assistance to governments and supervisory authorities

Other training modules you could be interested in

- Corporate and Bank Risk Assessment
- Export Credit & Credit Insurance
- Risk Management and Monitoring
- Customer Relationship Management
- International Regulation for Export Credit
- Claims and Recovery
- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Country Risk Analysis

Among our customers

 <p>КазЭкспортГарант</p> <p>KECIC</p> <p>2006 Kazakhstan</p>	 <p>EXIM THAILAND</p> <p>THAIEXIM</p> <p>2006 Thailand</p>	 <p>Expert Guarantee Fund Of Iran</p> <p>EGFI</p> <p>2007, 2008, 2011 Iran</p>	 <p>HBOR</p> <p>HBOR</p> <p>2008, 2012 Croatia</p>
 <p>EXIAR EXPORT INSURANCE AGENCY OF RUSSIA</p> <p>EXIAR</p> <p>2011, 2013 Russia</p>	 <p>iciec</p> <p>ICIEC</p> <p>2009, 2013, 2014 Saudi Arabia</p>	 <p>المؤسسة العربية لضمان الاستثمار واتتمان الصادرات The Arab Investment & Export Credit Guarantee Corporation</p> <p>DHAMAN</p> <p>2014 Kuwait</p>	 <p>BANCOMEXT Banca de Desarrollo</p> <p>BANCOMEXT</p> <p>2015 Mexico</p>
 <p>белагпропбанк</p> <p>BELAGROPROMBANK</p> <p>2015 Belarus</p>	 <p>PARTNERSHIP FUND</p> <p>PARTNERSHIP FUND</p> <p>2015 Georgia</p>	 <p>ECIC</p> <p>2015-2016 South Africa</p>	 <p>TURK EXIMBANK</p> <p>EXIMBANK</p> <p>2016 Turkey</p>

CONTACT US

For further inquiries about our advisory services and a tailored offer please visit www.sace.it or contact us

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