

PROXIMO

ONLINE PROJECT  
FINANCE TRAINING  
COURSE WORK THROUGH  
12 MODULES AT YOUR OWN PACE

IN PARTNERSHIP WITH  
CC Solutions





Our Proximo project finance training course offers a thorough understanding of project finance's fundamentals and advanced aspects. This course is enriched with real-life case studies and vital market updates, providing an in-depth grasp of financial evaluation in limited recourse finance transactions from inception to financial close, monitoring, and repayment. In collaboration with CC Solutions, this course combines practical and theoretical elements of various products, policies, and applications, with real-life examples from senior professionals. Throughout this course, you will gain focused information directly applicable to your role.

## WHAT IT'S ALL ABOUT?

This online course covers all aspects of international project finance through detailed modules on financial analysis and its principles and methodologies, risk assessment, and the roles of stakeholders. It integrates theoretical knowledge with practical exercises, ensuring participants can apply what they learn to real-world situations.

Designed for flexibility and interactivity, this course caters to professionals eager to enhance their skills in project finance. By taking the online course, you will gain a comprehensive understanding of project financing plans, sources of funds, and financial modelling. You will also explore crucial topics such as project security, agreements, and the role of advisors through practical case studies.

## WHO SHOULD ATTEND THESE COURSES?

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

Gain in-depth knowledge of rules, requirements, project evaluation, and risk assessment. Learn to avoid common pitfalls and enhance customer relationships.

### SUPPLIERS/EPCS

Understand the impact of project finance on the EPC process, assess eligible content accurately, and avoid costly issues during procurement.

### DEVELOPERS/PROJECT SPONSORS

Master the approval process, compare eligibility requirements, maximize project financing value, and grasp risk identification and financial modeling.

### LEGAL TEAMS

Comprehend risk identification impacts in project financing, advise clients on compliance, and navigate potential issues in project completion and debt service obligations.

## WHY TAKE THE COURSE?

**ENHANCED KNOWLEDGE:** Deepen your understanding of project finance principles and methodologies.

**PRACTICAL SKILLS:** Learn to analyse financial forecasts and build financial models.

**NETWORKING:** Connect with industry professionals and experts.

**CONTINUOUS LEARNING:** Unlimited access to course resources allows for learning at your own pace and revisiting content as needed.

**CERTIFICATION:** Earn a CV-ready certificate to build next-level career skills.





## WHAT IS COVERED IN EACH MODULE?

### Module 1: Introduction to International Project Finance

- Corporate finance background
- Definition and origins of project finance
- History and process of project finance

### Module 2: Principles and Methodology of Financial Analysis (Part 1)

- Overview of project finance parties
- Roles of SPV and EPC contractor
- Project ownership and contractual structure

### Module 3: Principles and Methodology of Financial Analysis (Part 2)

- Roles of O&M contractor, offtakers, suppliers, and other counterparts
- Review of project agreements, risk identification, and mitigation

### Module 4: Project Evaluation and Risk Assessment

- Risk assessment framework using real project examples
- Analysis of project information memorandum (PIM)
- Scope and risk exercises around real project examples

### Module 5: Project Economics and Cash Flow Modeling

- Financial plan overview
- Sources and uses of funds
- Maximizing debt in the project and debt-to-equity ratio
- Understanding the project financial model

### Module 6: Workshop 1: Analysis of Financial Forecasts

- Structure and review of the financial model
- Detailed analysis of financial forecasts

### Module 7: Sources of Equity and Debt

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

### Module 8: ECAs and Credit Insurance

- Introduction to ECAs and credit insurance
- Role of ECAs as credit enhancements
- Overview of global ECAs and the OECD Arrangement

### Module 9: Project Security

- Perfection of security
- Insurance and reserve accounts
- Direct security agreements

### Module 10: Project Agreements and Finance Documents

- Review of key project agreements: EPC contract, O&M contract, offtake and feedstock supply contracts
- Examination of finance documents: project finance loan and intercreditor agreements

### Module 11: Advisors and Service Providers in Project Finance

- Roles of project finance advisors
- Scope of work for advisors
- Why select advisors?

### Module 12: Workshop 2: Project Finance Case

- Introduction to a project finance case study
- Review of project participants, risk analysis and mitigation, and the financing plan.



# 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.

