A practitioner's guide to:

Bank Financing and Loan Negotiations

An approach to optimizing debt structure

Who is it for?

Financial and business partners, CEOs, CFOs, treasurers, auditors, consultants, risk managers.
People who wish to gain an insight into **how the banking markets operate,** and into the available opportunities for **achieving optimum loan terms,** by **minimizing risks** and **capitalizing on opportunities.**

Specifically:

- Any firm's middle or line management in **treasury, financial reporting and finance** departments with an interest in banking, loan negotiation and drafting
- **Staff that perform consulting** or audit engagements of leveraged firms
- **Bank's staff with limited experience** in contract drafting and financial reporting issues.

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What are the benefits of participating?

Participants gain an insight into the structure of the banking industry, improve their loan negotiation skills, understand risks and opportunities in the selection of their funding contracts and the legal aspects of contract drafting and interpretation as treated in English law (the most widely used governing law in international financing transactions), and visualize the financial reporting treatment of relevant contracts.

Main topics:

- The banking industry: a trip through the different types of banking institutions, shadow banking, the role of European and global regulation, key players and recent developments
- A comprehensive reference to the recent global financial crisis, its origins and main financial and regulatory pitfalls
- Mainstream financial products, as for example, relationship lending contracts, syndicated loans, plain vanilla and convertible bonds. Advantages and disadvantages, risks and opportunities
- Loan covenants, undertakings, representations, events of default, taking security: risks and opportunities
- Contract drafting and interpretation
- Derivatives: mainstream products
- Financial reporting treatment of debt and derivative contracts.

Lecturer: Christos ("Chris") Ragkavas

Chris is a financial reporting expert and consultant, practicing in the areas of IFRSs, corporate finance and performance management. He improves organisational effectiveness and delivers quantifiable results through leadership and strategic advice. He introduces robust financial processes, develops financial reporting systems and governs performance management systems.

He has accumulated more than 7,000 hours of teaching and public speaking. He is a chartered accountant (FCCA, CIMA) by profession.

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