# Advanced Loan and Financing Transaction Structuring Course

27 September – 1 October 2027
Berlin

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**Ref:** 1152_185122 **Date:** 27 September – 1 October 2027 **Location:** Berlin **Fees:** 5700 Euro

## Overview

Advanced Loan and Financing Transaction Structuring Course is a one-week course for finance, banking, treasury, investment, advisory, and deal teams who leave with a Financing Transaction Structuring Pack. Participants connect borrower objectives, cash-flow lending analysis, debt capacity assessment, facility and tranche design, loan covenant design, security, pricing, documentation, negotiation, closing, and post-close monitoring. The course resolves fragmented deal decisions through a traceable structuring sequence. Agile Leaders Training Center develops disciplined loan and financing transaction structuring.

## Who Should Attend

- Teams responsible for originating, assessing, and approving corporate credit
- Functions responsible for funding strategy, liquidity, and borrower negotiations
- Teams responsible for transaction advice, due diligence, and deal execution
- Functions responsible for investment analysis and financing decisions
- Teams responsible for credit documentation, monitoring, and problem escalation

The course assumes participants can interpret financial statements and cash-flow forecasts, and it leaves out introductory accounting and jurisdiction-specific legal advice.

## Departments and Industries

The course supports departments and industries that originate, arrange, obtain, document, or monitor debt financing.

- Corporate finance, treasury, and financial planning
- Commercial banking, private credit, and investment banking
- Infrastructure, energy, manufacturing, and logistics
- Real estate, hospitality, retail, and telecommunications
- Transaction advisory, risk management, and legal operations

## Learning Objectives

By the end of this course, participants will be able to:

- Analyze borrower objectives, repayment sources, and transaction constraints
- Build cash-flow lending analysis and debt capacity assessment cases
- Design facilities, tranches, amortization, pricing, and security packages
- Evaluate loan covenant design, documentation, and risk allocation
- Compare bilateral, club, and syndicated execution structures
- Build a negotiation, closing, and post-close monitoring plan

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## Course Agenda

## Day 1: Transaction Objectives and Repayment Logic

- Borrower and Lender Objective Map
- Sources and Uses Reconciliation Table
- Primary and Secondary Repayment Source Test
- Cash-Flow Lending Analysis Framework
- Transaction Constraint and Risk Register

## Day 2: Debt Capacity and Facility Architecture

- Base, Downside, and Stress Scenario Model
- Debt Service Capacity Assessment
- Revolver, Term Loan, and Bridge Facility Matrix
- Amortization, Bullet, and Cash Sweep Design
- Facility and Tranche Structure Map

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## Day 3: Pricing, Security, and Covenant Package

- Risk-Based Loan Pricing Bridge
- Collateral, Guarantee, and Priority Schedule
- Financial Covenant Headroom Model
- Affirmative and Negative Covenant Matrix
- Credit Enhancement and Risk Allocation Grid

## Day 4: Documentation, Syndication, and Execution

- Term Sheet Drafting Framework
- Due Diligence Workstream Checklist
- Bilateral, Club, and Syndicated Structure Comparison
- Conditions Precedent and Closing Tracker
- Negotiation Issue and Concession Log

## Day 5: Transaction Structuring Practice

- Exercise: Diagnose a Borrower Cash-Flow Case
- Exercise: Build a Facility and Tranche Structure
- Exercise: Test Pricing, Security, and Covenant Choices
- Exercise: Negotiate a Term Sheet and Closing Plan
- Capstone Exercise: Financing Transaction Structuring Pack

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## Practical Exercises

The course uses suggested activities to turn financial evidence and deal objectives into documented financing choices.

- Suggested activity: reconcile sources and uses, debt capacity, and repayment sources for an industrial expansion
- Suggested activity: compare facility structures and covenant headroom for a logistics borrower
- Suggested activity: draft a term sheet and allocate negotiation positions among transaction parties
- Suggested activity: build closing conditions and post-close monitoring controls for a multi-tranche financing

## FAQs

### Who suits advanced loan and financing transaction structuring training?

Finance, banking, treasury, investment, advisory, and deal teams suit the training. Participants should already interpret financial statements, forecasts, and core credit measures.

### How does loan and financing transaction structuring differ from general credit analysis?

Loan and financing transaction structuring converts credit findings into facility terms, repayment profiles, pricing, security, covenants, documentation, negotiation positions, and execution controls.

### How is debt capacity assessment used in loan structuring?

Debt capacity assessment tests forecast cash flows under base and stress cases, compares repayment obligations with available resources, and informs facility size, tenor, amortization, and covenant headroom.

### What makes a loan covenant design effective?

Effective loan covenant design links measurable triggers to identified risks, preserves operating flexibility, defines reporting clearly, and establishes escalation before repayment capacity materially weakens.

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## How are syndicated financing transactions coordinated?

Syndicated financing transactions use defined arranger, agent, lender, adviser, and borrower roles; common terms; coordinated due diligence; shared documentation; allocation processes; and agreed monitoring and decision rules.

## Conclusion

Participants take back a Financing Transaction Structuring Pack containing analysis, facility, pricing, security, covenant, term-sheet, negotiation, closing, and monitoring artifacts. The pack changes disconnected deal judgments into a documented transaction case. It supports clearer credit decisions, negotiations, execution handoffs, and post-close oversight.