

Project Finance Submission Guide - Mining

Strategic Requirements for Mining & Infrastructure Debt

To facilitate a successful engagement with global capital partners and Export Credit Agencies (ECAs), a project must demonstrate technical certainty, a robust execution team, and a transparent procurement strategy.

We offer an initial assessment at no cost to determine if your project meets the lending criteria for international debt providers. Please use the following guide to prepare your documentation.

I. The Three Technical Pillars

Lenders require these standardized studies to mitigate geological and economic risk.

- **Mineral Resource Estimation (MRE):** Quantifies the "inventory" in the ground. Must be compliant with international codes (JORC, NI 43-101).
- **Pre-Feasibility Study (PFS):** The initial assessment of economic viability and the conversion of "Resources" into "Reserves."
- **Bankable Feasibility Study (BFS):** The definitive execution blueprint. Lenders require this to have a cost accuracy of 10–15%.

II. Corporate & Financial Disclosure

Use this list to ensure your project meets the baseline requirements for an initial assessment.

- **Three Years of Audited Accounts (Financial Statements):** Demonstrating historical financial performance.
- **Corporate Organization Structure:** A clear chart of ownership, subsidiaries, and parent companies.
- **Leadership & Management Track Record:** Professional CVs of the leadership team, emphasizing experience in similar commodities and jurisdictions.

- **Strong Corporate Guarantor:** As most ECAs do not support standalone startups, a guarantor or partner with a **robust balance sheet** is essential to support the financing facility.

Note on Interest Rates: It is important to note that without an Export Credit Agency (ECA) guarantee, commercial interest rates are typically significantly higher. Meeting the "20% Rule" and providing a strong corporate guarantee are the primary methods for unlocking the most competitive, long-term financing rates available in the global market.

III. Execution, Equipment & Procurement

For Export Credit support, lenders require a granular breakdown of the "Export Content." This transparency allows for the coordination of "**Multi-ECA**" structures (e.g., co-financing between different national agencies).

- **The 20% Content Rule**

To act as a Lead Arranger, an ECA typically requires at least **20% of the total contract value** to be sourced from goods or services within the **Host ECA Nation**. This includes "Soft Costs" like engineering design and consultancy.

- **Life-Cycle Services**

Lenders fund "solutions," not just machinery. Your capital request must include:

- **Installation & Commissioning:** On-site setup by authorized technicians.
- **Technical Training:** Ensuring the local workforce can operate equipment safely.
- **Maintenance & Spares:** A 2-year supply of critical spare parts and a defined Maintenance Service Agreement (MSA).
- **Engineering Partner Profile:** Details of the appointed Engineering/EPC firm and their history of delivering projects of this scale.

- Itemized Procurement Table

Please use this format for your equipment and services registry:

Item Category	Description	Qty	Unit Cost (Est)	Verified Source (Country of Origin)	Associated Services
Extraction	e.g., Primary Crushers, Drills				Installation & Commissioning
Processing	e.g., Grinding Mills, Float Cells				Operator Training
Logistics	e.g., Haul Trucks, Conveyors				Maintenance Contract (3yr)
Power	e.g., Substations, Generators				Grid Integration
Engineering	e.g., Design & Oversight				Lead Design & Technical Oversight

IV. Legal & Regulatory Standing

- **Legal Ownership:** Documented title to the mineral asset or project site.
- **Permits & Licenses:** Current status of mining licenses and Environmental & Social Impact Assessment (**ESIA**)

Strategic Comparison: ECA vs. Commercial Debt

We help you navigate the trade-off between the ease of application and the cost of capital.

Feature	ECA-Backed Financing	Standard Commercial Debt
Interest Rates	Significantly Lower (Subsidized/Benchmark-linked)	Higher (Risk-adjusted market rates)
Loan Tenor	Long-term (8–15+ years)	Typically Shorter (3–7 years)
Documentation	Strict (Requires BFS, MRE, 20% Rule)	Moderate (Standard due diligence)
Structure	Requires Corporate Guarantor	Often Project-Asset Backed

Usually, Export Finance does not support startups. We look for a Guarantor or a partner company that has a strong balance sheet to support the financing. While the documentation requirements for this path are more intensive, the resulting reduction in interest expenses often saves the project millions of dollars over the life of the loan.

Ready to Begin Your Assessment?

Once we are in receipt of the information above, we will carry out our initial assessment and advise if the project meets international lending criteria.

The **Initial Assessment** is at **NO COST** to determine if your project meets the lending criteria for capital funds from Export Credit Agencies and other institutional debt providers.