

COURSE OUTLINE:

# Understanding Credit Analysis

3 days  
24 CPE Credits

## Overview

This seminar provides participants with a solid foundation of skills that helps them reach sound, reliable judgments of company creditworthiness. Applying a structured framework, delegates will be able to identify and assess key qualitative and quantitative factors in determining credit risk.

## Learning Objectives

Upon completion of this seminar, delegates will be able to:

- » apply a structured framework to the credit analysis process
- » assess the role of management in the financial performance of a company
- » understand financial statements, their structure and composition, and basic accounting concepts and principles
- » calculate and interpret key ratios used to evaluate the repayment prospects of a company
- » determine cash movement dynamics and ascertain their importance in the analysis process
- » summarize the key risks associated with a borrower and communicate them effectively

## Who Should Attend

The seminar is aimed at all those who would like to acquire a solid foundation of credit risk analysis skills, and/or those who simply need a "refresher" of their existing skills. Delegates could come from a broad range of back-grounds, such as:

- » Commercial credit analysts
- » Commercial lenders, loan officers, relationship managers
- » Fixed income professionals
- » Investors
- » Other financial professionals

## Program Level

Program Level: Basic

Prerequisites: No pre-requisites

Advanced Preparation: None

Delivery Method: Group-Live

## Accreditation

Moody's Analytics is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website:

[www.nasbaregistry.org](http://www.nasbaregistry.org).

## WHY MOODY'S ANALYTICS?

### Current and Consultative

Our seminars are created and updated utilizing the extensive experience, skills and research of Moody's Analytics. For in-house training, we work with you to understand the distinct needs of your organization and design, implement, and track the performance of your learning programs from end-to-end, including skills assessment, program design, implementation, evaluation, and enhancement.

### Comprehensive Coverage

We offer a broad set of technical and soft skills programs that can be combined and adapted to the needs of your staff. Our areas of expertise include banking, finance, sales negotiation and leadership development:

### Unparalleled Expertise

Our training solutions leverage over a century of experience in risk assessment and the comprehensive tools, data, and analysis of Moody's Analytics to deliver timely, in-depth, and comprehensive knowledge. In delivery, our people make the difference – they combine deep experiences as financial practitioners, intellectual passion for the content, and superior academic credentials with a commitment to delivering outstanding quality.

# Understanding Credit Analysis – Agenda

## DAY ONE

### Session 1: Introduction

- » The pyramid of corporate credit analysis
- » Forms and types of businesses
- » Group exercise

### Session 2: The Qualitative Analysis

- » Business Risk factors and drivers
- » Sovereign/Macro Economic Environment
- » Structured approach to industry risk analysis
- » Assessing management quality
- » Group exercise

### Session 3: Understanding Financial Statements

- » The annual report and accounting essentials
- » Statement structure and composition
- » Accounting concepts and principles
- » Audit report
- » Group exercise

### Session 4: Operating & Financial Position

- » Ratio analysis
- » Role of ratio analysis
- » Structured approach to ratio analysis
- » Asset conversion cycle
- » Group exercise

## DAY TWO

### Session 5: Cash Flow Analysis

- » The difference between cash and accrual accounting
- » Different formats of cash flow statements
- » Constructing a cash flow statement
- » Group exercise
- » Interpreting movements in cash with different cash flow formats
- » Group exercise

### Session 6: Projections and the Credit Decision

- » Introduction to the mechanics of projections
- » Group exercise

### Session 7: Putting it all together - Preparing an analysis of a corporate in response to a loan request

Case Study - Using the published data of a major company, delegates prepare and present a loan proposal to a 'credit committee'

## RELATED COURSES

### Corporate Credit

- » Credit Masterclass
- » Concepts of Credit
- » Corporate Credit Rating Analysis
- » Corporate Credit & Cash Flow
- » RiskAnalyst for Credit Analysis

### Troubled Credits

- » Problem Credits
- » Covenants & Documentation
- » Liquidity Analysis & Refinancing Risk for Corporates
- » Corporate Debt Restructuring

## Tailor Any Seminar for Your Organization

Moody's Analytics offers customized training and eLearning solutions to help you maximize your training investment. Our hands-on approach benefits companies of all sizes and requirements – from those with just a few local employees to those with staff dispersed around the globe. Contact us to learn more and to work with one of our training consultants to design the right program for your organization.

## Multiple Bookings

Special rates may be available for multiple seminar or group bookings. Please contact us for details.

## Fees & Cancellations

The fee listed is per participant and includes refreshments, lunches and seminar materials. Seminar fees do not include tax, transportation or hotel accommodations. Payment must be received in full prior to the start of the seminar. Registrations may be cancelled in writing via letter or email at least 30 days before the first date of the training for a full refund. Cancellations received less than 30 days in advance are eligible for substitution with another seminar, but fees will not be refunded. We reserve the right to cancel or reschedule seminars at any time. For further information on our refund and complaint policy, please contact us.

## CONTACT US

### AMERICAS

TrainingAmericas@moodys.com

+1.212.553.4387

### EMEA

TrainingEMEA@moodys.com

+44.207.772.1569

### ASIA

TrainingAsiaPac@moodys.com

+852.3551.3131

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