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Training Seminars & Conferences
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An Intensive 5 - Day Seminar On

Corporate Credit Analysis: Forecasting, Formulation and Analysis

LONDON

10 - 14 April 2017
18 - 22 September 2017

EuroMaTech is proud to be associated with the following accreditation bodies:



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INTRODUCTION

This highly participative programme hones financial expertise in interpreting and evaluating company performance and credit quality through examination of key financial and qualitative information. There is a great need today for financial professionals to be equipped with cutting-edge skills to scrutinize and “get behind” the numbers in order to determine company direction and debt capacity. Through astute financial analysis, analysts should be well-positioned to judge management performance and strategy, and make sound financial and credit decisions to support one’s own organization and career.

This programme provides vital skills such as financial forecasting, formulation and analysis of different scenarios, and reinforces the confidence to speak persuasively and with assurance about financial credit analysis with colleagues and clients, thereby leading to reputation enhancement as a credit expert. Through application of these skills to the tasks and challenges faced in work, breakthroughs never thought possible can be achieved.

This programme seeks to help delegates:

- Read and understand financial information to evaluate performance and trends accurately
- Embed and apply present value concepts to expected future cash flows to make the best financial and credit decisions
- Use comparative ratio analysis to pinpoint areas of concern
- Identify key success factors, warning signals, negative and positive trends
- Become familiar with key financial credit metrics used by leading global companies
- Project with confidence the future performance of the firm and its investments through accurate, real-world analysis.

WHO SHOULD ATTEND?

- Finance and credit professionals from all sectors, who are keen to boost their performance and knowledge, skills and reputation in their firms and in the industry
- Personnel related to, moving into or aspiring to roles in credit and finance that require deeper understanding and intelligent interpretation of financial information.

PROGRAMME OBJECTIVES

- Understanding the content of, and relationships between, primary financial statements (income statement, balance sheet, cash flow statement), with emphasis on cash flow
- Utilizing financial statements to evaluate the financial and strategic performance and creditworthiness of an organization
- Appreciation of statistical techniques and their application to financial decision making and credit analysis
- Identifying key success factors, early warning signs, and financial momentum signals in your own industry sector
- Understanding of PD (Probability of Default), LGD (Loss Given Default) and other indicators, as credit metrics
- Building a realistic forecast, under a base case, upside and downside scenarios
- Identification and utilization of financial and business data sources that give insights into business and financial strategies and credit decisions
- Constructing and using rigorous excel spreadsheets for financial analysis, from the basics to more complex models
- Enhancing professional and personal networks among colleagues of similar background, talent and potential

TRAINING METHODOLOGY

The programme combines presentations with interactive practical exercises, supported by visual materials, activities, discussions and examples. Delegates are encouraged to participate actively in relating the principles of financial analysis to the particular needs of their workplace. Relevant case studies are provided to illustrate the application of each concept in an operating environment. Each learning point is reinforced with practical exercises.

Advanced mathematical concepts are minimized wherever possible and presented in a visual way that is easy to understand with examples demonstrated..

PROGRAMME SUMMARY

This programme covers essential financial skills such as understanding and interpreting numbers to build the bigger picture, utilizing tools to make rational financial decisions, and communicating analytical conclusions persuasively and with impact.

PROGRAMME OUTLINE

DAY 01

GETTING STARTED WITH CREDIT ANALYSIS

- Types of borrowers and their need for financing
- Concepts of interest and principal, how calculated and charged
- Types of financing
- Cycles, bubbles, 5 Cs of credit
- Purpose, amount payback, risks
- Character, capability, capital
- The credit formula and its drivers over time
- Case study: basic analysis example

DAY 02

QUALITATIVE ELEMENTS

- Intro to qualitative analysis and frameworks (PESTER)
- Understanding strategy, competitive advantage and key success factors
- Porter's 5 Forces, BCG model
- SWOT analysis
- Industry risk and operating environment
- Management quality and company standing, including ownership and governance
- Case study: practical example

DAY 03

QUANTITATIVE ELEMENTS

- Financial statements, with focus on cash flow
- Ratio analysis: profitability, liquidity, efficiency, leverage, market ratios
- Evaluating debt capacity, WACC approach
- Assessing stability of revenues, EBITDA, cash flow
- Credit ratings – fundamental and market-derived
- Case study: on a rated corporate

DAY 04

FINANCIAL FORECASTING, CREDIT STRUCTURING & SAFEGUARDS

- Preparing a financial forecast in excel
- Scenario analysis and stress testing
- Identifying funding needs
- Appropriate capital structure and financial instruments
- Credit pricing
- Terms and conditions
- Case study: pricing a corporate facility

DAY 05

PROBLEM CREDITS

- Spotting early warning signs
- Leading indicators
- Lagging indicators
- Developing action plans
- Restructuring
- Case study: distressed asset

In-House Training

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on inhouse@euromatech.ae for further information and/or to receive a comprehensive proposal.

Seminar Registration Details

Complete & Mail or fax to EuroMaTech at the address given below

Please register me on the

Corporate Credit Analysis: Forecasting, Formulation and Analysis

- 10 - 14 April 2017, **London**
 18 - 22 September 2017, **London**

YOUR DETAILS

Name (Mr/Ms):
Position: Organisation:
Address:
.....
City / Country:
Telephone / Fax:

METHOD OF PAYMENT

- Please find enclosed a cheque made payable to EuroMaTech
 Please invoice me
 Please invoice my company as follows:

Contact name:
Company name:
Address:

SEMINAR DETAILS

Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition a special note pad to facilitate note taking will be provided.

Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

Schedule

07:30 – 08:30	Welcome
08:30 – 10:15	First Session
10:15 – 10:30	Coffee Break
10:30 – 12:15	Second Session
12:15 – 12:30	Coffee Break
12:30 – 14:00	Third Session
14:00 – 15:00	Lunch
15:00 – 16:00	Open Session

Fees

The Fee for the seminar, including instruction materials, documentation, lunch, coffee/tea breaks & snack is:

US\$: 5,500/ per delegate

Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

Registration & Payment

Please complete the registration form on this page & return it to us together with your cheque made payable to EuroMaTech.

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EASY WAYS TO REGISTER



Telephone: +971 4 4571800 to provisionally reserve your place.



Fax your completed registration form to: +971 4 4571801



E-mail to us : info@euromatech.com or helpdesk@euromatech.ae



Complete & return the booking form with cheque to: **EuroMaTech** P.O.Box 74693, Dubai - U.A.E.

Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.