



*Training Course:
Mastering Corporate Credit: Strategies for
Success*

*3 - 7 March 2025
Vienna (Austria)*

Training Course: Mastering Corporate Credit: Strategies for Success

Training Course code: FI235366 From: 3 - 7 March 2025 Venue: Vienna (Austria) - Training Course Fees: 5750 € Euro

Introduction

In today's dynamic business environment, making sound credit decisions is crucial for financial institutions and corporations alike. This comprehensive 5-day training program, "Mastering Corporate Credit: Strategies for Success," equips participants with the knowledge and skills necessary to navigate the complexities of corporate credit analysis and risk management.

Objectives

- Analyze financial statements to assess a company's financial health and creditworthiness.
- Apply financial ratios and industry benchmarks to evaluate credit risk.
- Utilize credit scoring models and financial modeling techniques for credit analysis.
- Structure and document loan agreements to mitigate credit risk.
- Implement effective credit monitoring and early warning systems.
- Develop and implement a successful credit management strategy.
- Communicate credit analysis findings and recommendations effectively.
- Stay up-to-date on emerging trends and technologies impacting corporate credit.

Target Audience

- Financial analysts
- Credit analysts
- Risk managers
- Loan officers
- Investment bankers
- Corporate treasurers
- Anyone seeking to enhance their understanding of corporate credit analysis and risk management

Outline

Day 1: Foundations & Analysis Tools

- Corporate Credit Fundamentals: Role in the financial system, credit risk types, credit rating agencies, financial statements balance sheet, income statement, cash flow statement for credit analysis.
- Financial Ratios for Creditworthiness: Liquidity, solvency, profitability, efficiency ratios, and interpretation.
- Industry Analysis: Understanding industry-specific risks and benchmarks.
- Credit Scoring Models: Introduction to quantitative credit risk assessment methods.
- Credit Agreement Analysis: Key clauses, covenants, and financial triggers.
- Credit Collateral and Guarantees: Different types and effectiveness in risk mitigation.
- Credit Spread Analysis: Understanding spreads and their role in credit risk pricing.

Day 2: Deep Dive & Advanced Strategies

- Financial Modeling for Credit Analysis: Building a simple credit risk model using a spreadsheet Hands-on session.
- Credit Stress Testing: Assessing the impact of potential economic or financial shocks on a company's creditworthiness.
- Loan Structuring and Documentation: Key considerations for mitigating credit risk.
- Credit Monitoring and Early Warning Systems: Techniques for identifying signs of financial distress in borrowers.
- Workouts and Restructurings: Strategies for managing troubled credit situations and negotiating loan workouts.
- Case Studies: Analyze real-world corporate credit scenarios and apply learned strategies Group discussion and presentation.
- Legal & Regulatory Considerations: Understanding the legal framework and relevant regulations impacting corporate credit and risk management.

Day 3: The Credit Analyst Toolbox & Professional Development

- Financial Databases and Credit Information Sources: Utilizing resources for gathering information for credit analysis.
- Credit Analysis Software: Introduction to software tools used for analysis and portfolio management Demonstration.
- Effective Communication Skills for Credit Analysts: Presenting findings and recommendations to

stakeholders Interactive session.

- Ethical Considerations in Credit Analysis: Maintaining objectivity and avoiding conflicts of interest.
- Continuous Learning and Professional Development for Credit Analysts: Identifying resources and strategies for staying up-to-date on industry trends and best practices.

Day 4: Building a Successful Credit Management Strategy

- Credit Policy Development: Setting credit risk tolerance levels and guidelines for credit approval.
- Credit Portfolio Management: Techniques for managing a diversified credit portfolio for optimal returns and risk minimization.
- Benchmarking and Performance Measurement: Evaluating the effectiveness of credit risk management practices.

Day 5: The Future of Corporate Credit

- Emerging Trends and Technologies: Impacting corporate credit analysis and risk management.
- Course Wrap-up: Recap of key takeaways, action plan development, and course evaluation.

Registration form on the Training Course: Mastering Corporate Credit: Strategies for Success

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