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prospects should it become insolvent Part III: Measuring Credit Risk presents a scoring system to assess the capacity and willingness of a firm to repay its debt in a timely fashion and to evaluate recovery prospects in the event of financial distress In addition, a fourth component--Cases in Credit Analysis--examines seven real-life studies to provide examples of the book's theory and procedures in practice. Senior Standard & Poor's analysts explore diverse cases ranging from North and South America to Europe and the Pacific Rim, on topics covering mergers (AT&T-Comcast, MGM-Mirage, Kellogg-Keebler), foreign ownership in a merger (Air New Zealand-Ansett-Singapore Airlines), sovereign issues (Repsol-YPF), peer comparisons (U.S. forestry), and recovery analysis (Yell LBO). Industry Keys to Success are identified and analyzed in each case, along with an explanation on how to interpret performance and come to a credit decision. While it is still true that ultimate credit decisions are highly subjective in nature, methodologies and thought processes can be repeatable from case to case. Fundamentals of Corporate Credit Analysis provides analysts with the knowledge and tools they need to systematically analyze a company, identify and analyze the most important factors in determining its creditworthiness, and ensure that more science than art is used in making the final credit decision.

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efforts in evaluating loan proposals from businesses before approving or denying credit. The authors argue persuasively and with examples that lending is a two-step process: the analysis of the company in the context of its industry and its competitors; and then a loan agreement that identifies the credit risks. The book demonstrates through the use of case studies how to limit those risks to the lenders and just as importantly, to the company. Sagner and Jacobs, former senior bankers and consultants and educators to the banking industry, systematically review the process of corporate credit decision-making. Too few banks are now providing adequate formal credit-training. This leaves bankers without the proper guidance to review credit requests and create precautions for corporate borrowers and lenders. Sagner and Jacobs show readers how such factors influence credit, funding, pricing decisions and proper structuring of loans. The book covers such topics as trends in commercial loan activity, the credit loan agreement, the banker's responsibilities, risk management measurement and the credit process. Eight cases in the book highlight a variety of credit issues. The book is written from the perspective of the banker or other lender who makes these important decisions, said Sagner. But business people, particularly global financial managers who must secure credit and maintain excellent relations with their lenders, need to understand this important information. Sagner and Jacobs help readers navigate the issues confronting financial and banking managers. The book aims to explain the financial processes lenders use to make decisions, and to analyze the strengths and weaknesses of credit measurements so that business and financial managers are better prepared to arrange credit facilities.

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