

JCR-VIS SKILLS PROGRAM

JCR-VIS Credit Rating Company Limited

COURSE OUTLINE

2 DAYS

CORPORATE CREDIT RISK ANALYSIS

OVERVIEW

Credit risk analysis (financial risk analysis, loan default risk analysis) and credit risk management is important to financial institutions engaged in lending and investment activities. Furthermore, employing a systematic and consistent process to assess risks is paramount to arriving at a sound investment decision.

JCR-VIS has designed a course for credit risk analysis for professionals having responsibility for investments. The course will take the participants through the whole cycle of analysis conducted by JCR-VIS analysts.

The course has been designed in a way to not only expose the participants to the theory of credit risk analysis but also to help and guide them to the practical application of analytical tools on real-life cases and to test the validity of their approach. This exercise will enable the participants to use the lessons learned in their workplaces.

OBJECTIVE

At the end of the course the participants will have:

- gained an insight into dynamic factors that influence performance of a firm;
- improved their capacity to understand & analyze risks in investments;
- a better understanding of inter play of financial ratios in determining the level of risk;
- learnt to apply standardized approach to credit risk analysis ensuring consistency;

The course will be highly beneficial for risk managers, portfolio managers, credit evaluators and all such executives who are charged with the task of taking decisions for investment in loans and advances, debt instruments and equity.

JCR-VIS Credit Rating Co Ltd. has been involved in the business of data collection, analysis and credit rating for about two decades. Its highly professional and trained staff has been analyzing all the sectors of Pakistan and has developed vital benchmarks for assessing risk in different sectors and firms within these sectors.

WHO SHOULD ATTEND

- Credit analysts
- Commercial bankers
- Investment Bankers
- Fixed income professionals
- Portfolio/ fund managers
- Banking supervisors
- Credit risk professionals
- Basel II project managers

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COURSE PROGRAM

SESSION I

DAY ONE

- 09:00 AM **Registration**
Welcome by JCR-VIS Credit Rating Company Ltd.
Introduction to Credit Ratings
Framework for Corporate Credit Risk Analysis
- External Factors
 - o Macroeconomic Environment
 - o Industry Risk
 - Group Exercise
 - o Quantifying Industry Risk Factors
 - o Cross-sector Comparison

SESSION II

DAY ONE

- 01:00 PM **Lunch Break**
- Interpreting Business Risk Factors**
- Management & Governance Environment
 - Operational Risk Factors
 - Group Exercise
 - o Quantifying Business Risk Factors
 - o Cross-company Comparison

SESSION III

DAY ONE

- 02:00 PM **Elements of Financial Risk**
- Understanding the Capital Structure
 - Cash flow & Liquidity Analysis
 - Constructing Cash flows & Ratios Analysis
 - Profitability Analysis
 - Interpreting Ratios & Benchmarking
 - Asset Conversion Cycle
 - Issuer vs. Issue Risks/ Credit Enhancement
 - Frequently used Financial Structures
- 04:30 PM **End of Day One**

SESSION IV

DAY TWO

- 09:30 AM **Case Study**
- Calculation of Key Ratios
 - Scoring a Company on Financial Risk Parameters
 - Interactive Session for Group Exercise, Discussion & Conclusion
- 01:00 PM **Lunch Break**
- 02:15 AM **Case Study**
- Calculation of Key Ratios
 - Scoring a Company on Financial Risk Parameters
 - Interactive Session for Group Exercise, Discussion & Conclusion
- 04:00 PM **Presentation of Certificates**
- 04:15 PM **Close of Session**

INSTRUCTORS' PROFILES

Jamal Abbas Zaidi - Advisor

Jamal Abbas Zaidi has more than three decades of rich experience in finance and general management at local and international level. He is currently advisor of JCR-VIS. Prior to that he was CEO of Islamic International Rating Agency in Bahrain (2005-2009), EVP and Rating Committee member of JCR-VIS (2000-2005). Earlier, he was CEO of a leasing modaraba and before that SEVP of the largest leasing company having ADB and IFC equity. His other international engagements were with the World Bank (6 years) on a multi-million dollar project in Nigeria and with the largest Government-owned corporation in Tanzania. Mr. Zaidi has contributed a number of papers on different topics in international conferences and seminars. He is a fellow member of Institute of Cost and Management Accountants of Pakistan.

Sobia Maqbool, CFA - Senior Manager

Sobia Maqbool, CFA is in charge of rating assignments across a diverse range of sectors, including corporates, sub-sovereigns and financial institutions, including commercial banks, insurance companies, investment banks, leasing and modaraba companies (Islamic finance), microfinance institutions, brokerage houses & mutual funds. In addition to this, she is also involved in research activities, development of methodologies & staff training. She has spoken at both local and international forums. She has a Master's degree in Business Administration from the Institute of Business Administration, Karachi and is also a CFA charter holder.

Hina Saleem Mesiya - Manager

Hina Saleem Mesiya has been associated with JCR-VIS since 2008. She has been primarily involved in the credit analysis of various industrial corporates and financial institutions. Ms. Saleem was awarded a Masters Degree in Business Administration from Institute of Business Administration, Karachi in 2008.

COURSE DATE

May 11 & 12, 2011

COURSE FEE

PKR 17,000 (for 1 Person)
PKR 31,000 (for 2 Persons)

VENUE: Hotel One, 40A/2, Gulberg III, Near Hussain Chowk, Mian Mehmood Ali Kasoori Road - Lahore; Contact Mr. Maimoon Rasheed, Tel: (92-42) 36610681-83, Fax: (92-42), 36610684; E-mail: maimoon@jcrvis.com.pk, Mr. Jamal Abbas Zaidi - jamal@jcrvis.com.pk