



THE GLOBAL STANDARD IN CREDIT ANALYSIS

Managing and Modelling Credit Risk Training Workshop

SANDTON LODGE HOTEL
Corner 12th Avenue and River Road
RIVONIA (Edenburg on GPS)
Johannesburg,
South Africa

**10-14
MARCH
2025**

FROM
8:30
TILL **4PM**

**REGISTRATIONS FEES
USD2,500**

FEE INCLUDES
TRAINING MATERIALS
MEALS & REFRESHMENTS DURING THE DAY
AIRPORT PICKUP AND DROP OFF
HOTEL PICKUP AND DROP OFF
DELEGATE LAPTOP
½ DAY TOUR TO TOURIST ATTRACTION SITES

FEE EXCLUDES
DINNER AND ACCOMMODATION

CONTACT

training@palgnet.com

Tel: MW: +265 999 295 659

RSA: +27 76 585 7742

www.palgnet.com



INTRODUCTION

The world financial crisis clearly highlights the need for greater awareness of credit risk and improved credit risk evaluation techniques. Not only can poor credit analysis lead to the downfall of banks but more alarmingly to the downfall of the economy. In addition, the impact of events such as Coronavirus demonstrates just how volatile markets can be and what important role banks play in financing the economy.

The Global Standard in Credit Analysis will help the delegates to enhance their skills and knowledge to analyse company performance via an examination of financial statements, business plans and market/economic indicators in order to manage credit risk and develop credit risk models based on sound international risk management policies. Hence minimising risk to ensure sustained profitability and maximise returns.

COURSE HIGHLIGHTS:

- The Credit Risk Environment
- Methods of Finance and Associated Risks
- How to Evaluate Credit Risk?
- How to Develop or Use Financial Models to Evaluate Risk?
- How to manage and Control a Credit Portfolio?

OBJECTIVES

- Analyse Credit Risk to meet Stress Tests and International Standards
- How to Evaluate Financial Statements and Business Plans?
- Develop Computer Based Models to Evaluate and Price for Credit Risk
- How to Mitigate Risk using Collateral and a Risk-Based Approach?
- How to effectively manage your Credit Portfolio?

TRAINING METHODOLOGY

Participants to this training course will receive a thorough training on the subjects covered by the course outline with the tutor utilising a variety of proven adult learning teaching and facilitation techniques. Training methodology includes Credit Risk Case Studies, Role Play and Group Discussions analysing and evaluating the key issues facing Bank's today. The course is highly participatory ensuring that delegates leave with new skills to benefit their personal and organizational development.



ORGANISATIONAL IMPACT

- Reduce Credit Risk and Market Risk – via a better understanding of forecasting and financial analysis techniques and the development of credit risk models
- Increase income
 - Developing credit risk models able to assess risk quicker and thereby increase customer response leading to an improved service attracting more customers
 - The identification and sale of derivative products aimed at reduced the customers exposure to risk which will therefore also reduce the bank's exposure to risk
- Reduce costs and bad debts via the use of credit and valuation models
- Increase in profit
- Ensure legal compliance
- Gain knowledge and skills for the benefit of the entire organization

PERSONAL IMPACT

- Skills and knowledge to further your professional career
- The latest tools and techniques to assist you in your role
- An ability to make more informed decisions aimed at reducing risk, increasing income and reducing costs
- Increased skills and improved decision making to increase your importance to your organization.
- An ability to liaise effectively with other departments and colleagues regarding current practices and issues affecting the banking sector
- A greater understanding of your role and the major issues affecting it

WHO SHOULD ATTEND?

- Commercial Banking
- Business Banking
- Corporate Banking
- Rating Agencies
- Corporate Credit Analysis
- Real Estate Lending
- Risk Management
- Treasury

COURSE OUTLINE

Modelling Credit Analysis and Price

- Internal Credit Rating Systems
- Credit Risk Modelling - Credit Scoring; Distress Models and Value at Risk Models
- Risk-Based Pricing - rates and fees
- Computer-Based Models to Evaluate and Price for Credit Risk
- Bond Rating and Credit Risk/ Value at Risk Modelling
- Pricing for Risk and Basle/Regulations

The Credit Risk Environment

- Sources of Credit Risk
- The Risk-Return Trade-Off
- External Factors – Coronavirus, Interest Rates, Inflation, Recession, Exchange Rates, Oil Prices Etc
- Establishing a Credit Risk Strategy and Implementing Credit Limits
- Operating under a sound Credit Policies
- Concentration Risk and Exposure Limits - Establishing a Diverse Credit Portfolio and Aggregate Group Position

Evaluating Credit Risk

- Business and Industry Analysis - Evaluating Business Plans and Businesses
- Evaluating Financial Statements
- Financial Ratio Analysis to evaluate Profitability, Liquidity, Operations, and Leverage
- Distress Models - identifying companies in danger of liquidation
- The use of RAROC (Risk-Adjusted Return on Capital) in Credit Decisions
- Stress Testing Credit - assessing the impact of changing market and economic conditions

Methods of Finance and Associated Risk

- Evaluating the Need for Finance
- Methods of Finance
- Asset Finance
- Working Capital Finance
- Improving and Evaluating the Cash Flow Cycle
- International Trade Finance: Letters of Credit, Bonds and Country Risk

Managing Credit Risk - from Credit Agreements to Debt Recovery

- Facility Structuring; Credit Agreements and Covenants
- Monitoring and Controlling Credit - the Early Warning Signs and Dealing with Potential Bad Debts
- Credit Insurance
- Collateral - from taking to realizing
- Credit Derivatives - CDS and CDO's - learning lessons from the past
- Refinancing, Funding Recovery and Restructuring of Debt



Certificates

On successful completion of this training course, PALGNET Certificate will be awarded to the delegates

Registration Fees

\$2,500

Fee Includes

- Training Materials
- Meals & refreshments during the day
- Airport pickup and drop off
- Hotel Pickup and drop off
- Delegate Laptop
- ½ day tour to tourist attraction sites

Fee Excludes

- Dinner and Accommodation



SANDTON LODGE HOTEL
Corner 12th Avenue and River Road
RIVONIA [Edenburg on GPS]
Johannesburg,
South Africa

Welcome to the Sandton Lodge Rivonia, we extend a very warm welcome and trust your upcoming stay or conference with us will be both enjoyable and comfortable.



The Simama Hotels Sandton Lodge Rivonia offers business services and facilities. Our 34 Suites are all strictly non-smoking and have; Air-conditioning and Heating, Tea and Coffee Facilities, DSTV Decoder, a Mini-Bar Fridge (Stocked on request) and complimentary Broadband WIFI Internet Access with Secure on-site Parking available. As part of our continued guest-safety measures and growing international trend, the Sandton Lodge Hotel is a cashless establishment, for your convenience all major Credit and Debit cards are accepted in addition to Snap-Scan and Apple-Pay facilities.