

# Corporate Credit Risk Analysis



**SAN FRANCISCO**  
November 28-30, 2007

**Course offers participants:**

- ◆ A thorough understanding of Standard & Poor's ratings criteria and methodology
- ◆ Direct access to Standard & Poor's leading analysts and industry professionals
- ◆ The ability to acquire the necessary skill sets to develop their own framework of analysis
- ◆ Valuable insight into key current credit-related issues

**Who Should Attend:**

This course is designed for intermediate-level analysts, credit risk managers and other financial professionals who want to enhance their knowledge of credit risk analysis.

The Corporate Credit Risk Analysis course is an instructor-led offering that explains the credit criteria and debt rating methodology that is applied to commercial and industrial companies. This course employs a combination of lectures, exercises, and team-driven cases to convey the terminology, analytics, and procedures employed at Standard & Poor's to provide ratings for corporate debt issuers globally.

## COURSE AGENDA

### DAY 1

**Understanding and Assessing Ratings and Risk Factors**

**Ratings Performance 2005**

**Business Risk Profile Analysis**

**Business Risk Profile Exercise**

**Financial Risk Profile Analysis**

**Financial Risk Profile Exercise**

### DAY 2

**Parent / Subsidiary Links**

**Distinctions Between Issuer and Issue Ratings**

**Country Risk: The Impact on Corporate Ratings**

**Ultimate Recovery Risk and Bank Loan Ratings**

**Workshop on Valuing a Secured Positions**

### DAY 3

**Case Study Workshops & Presentations**

- Business Risk Analysis
- Financial Risk Analysis
- Issuer Rating
- Issue Rating

**Standard & Poor's Analyst Wrap-Up and Q&A**

Standard & Poor's has one of the most highly experienced team of analysts and industry professionals worldwide.

## PRINCIPAL FACULTY

The company's senior analysts offer course participants a mix of academic excellence, real-world experience, and practical applications.

The faculty conducts courses using a variety of methods including lecture, case study, small group discussion and stimulations in a multimedia environment to enhance the learning experience.

### **John Newcomb**

Director, Standard & Poor's

John Newcomb is a Director within the Credit & Risk Training group of Standard & Poor's. He is a seasoned practitioner of corporate finance and credit, who has held professional and management positions principally with major financial institutions in New York and Boston. Prior to joining Standard & Poor's in 2001, Mr. Newcomb was Director of Credit & Capital Markets Training for BankBoston, responsible for supporting corporate banking operations worldwide. For most of his career, he has been engaged in commercial and investment banking functions involving debt syndication, lending, and corporate financial consulting while at Irving Trust Company in New York and at BankBoston.

Mr. Newcomb holds a BA from Loyola University, New Orleans, and has completed executive curricula at Columbia University (the Arden House Bank Management Program) and at the University of Southwestern Louisiana (the Oil Drilling & Exploration Industry Survey Program). He has also served as an adjunct instructor in finance & economics at the School of Management of Boston University.

### **Jack Harcourt**

Director, Standard & Poor's

Jack Harcourt is a Director within Credit and Risk Training group of Standard & Poor's. Prior to joining Standard & Poor's, Jack was the Principal of Harcourt & Associates, a consulting firm specializing in professional education for financial institutions. Prior to establishing his firm, Jack was a Managing Director at Fleet Bank, where his 24-year career at the bank originated with one of Fleet's antecedent institutions, The First National Bank of Boston.

During his career, he had leadership roles in a wide variety of domestic and international corporate banking units, including the following: Automotive & Industrial Machinery, U.S. Multinational, Foreign Multinational, High Technology and the bank's branch in Hong Kong. His staff positions included serving as an instructor and manager in the bank's Loan Officer Development Program. Prior to joining the bank, Jack served as a U.S. Peace Corps Volunteer in Malaysia, attached to the Agricultural Bank of Malaysia. Jack earned his B.S. and M.B.A. degrees at Indiana University.

**DATE:**  
November 28-30, 2007

**LOCATION:**  
San Francisco

## COURSE DETAILS

**PRICE:**  
US\$2,800

**VENUE:**  
Mandarin Oriental San  
Francisco  
222 Sansome Street  
San Francisco, CA 94104  
415.276.9888

**Registration/Questions/  
Inquiries may be sent to:**  
John Newcomb  
212.438.2060

Daphne Pena  
212.438.2774

**MAIL:**  
55 Water Street  
46 Floor  
New York, NY 10041; USA

**FAX:**  
1.212.438.6515

**E-MAIL:**  
credit\_training@  
standardandpoors.com

### To Register:

Please complete and fax the registration form included to 1.212.438.6515 or if you prefer to register online visit [www.standardandpoors.com](http://www.standardandpoors.com), under Research & Knowledge, select Training.

### Course Schedule:

Registration on Day 1 will begin at 8:00 a.m. and instruction will commence at 8:30 a.m. On Day 2 and Day 3 instruction will commence at 8:30 a.m. Class will end at 5:00 p.m. daily. A light continental breakfast, lunch, and morning and afternoon refreshments are provided daily.

### Course Materials:

Course materials will be distributed on the first day of the program. Participants should bring a calculator to class daily. Participants will also be assigned homework – mainly involving the review of materials for case studies – which is expected to be completed outside of class hours.

### Attire:

Participants are encouraged to wear business casual attire.

### Accommodations:

A limited number of guest rooms will be available for participants at a preferred rate starting at US\$325/night. These rooms will be available until November 6, 2007. To reserve a guest room at the special group rate please call the Mandarin Oriental San Francisco directly at 1.800.622.0404 and tell the reservationist that you are attending the “Standard & Poor’s” event. Please ask the hotel personnel about their reservation policies. Participants are responsible for making their own hotel reservations and other accommodation arrangements.

### Discounts:

Participants may qualify for a 10% discount if they meet any of the following (discounts can not be combined with any other offer):

- Three or more attendees from the same organization will receive the discount off the listed course fees, provided registration for all individuals is done at one time and for the same course on the same date.
- Individuals registering for two or more different topics will also receive the discount, provided registration for all courses are done at the same time.
- Credit & Risk Training alumni will receive the discount for any future course attended within one year from the 1st course completion date.

### Cancellations:

Fees will be fully refunded (less a \$350 administration fee) for cancellations received at least 30 days prior to the course start date. A refund of 50% will be given for cancellations received 16-29 days prior to the course start date. We regret no refunds will be given for cancellations received after that time, and all cancellations must be made in writing. Participants unable to attend a course for which they are registered are welcome to send a substitute in their place. Standard & Poor’s reserves the right without further liability to cancel a program at any time, in which case all course fees will be refunded.



# Credit & Risk Training

## COURSE REGISTRATION FORM

**STANDARD  
& POOR'S**

TO REGISTER PLEASE COMPLETE THIS REGISTRATION FORM AND FAX TO NEW YORK: 1.212.438.6515

**I wish to attend the following course** (Please check the appropriate box).

### CORPORATE CREDIT RISK ANALYSIS

**November 28-30, 2007**      **San Francisco**      **\$2,800**

**How did you hear about the course?**     Advertisement     Colleague     Manager     Email     S&P Website  
 3<sup>rd</sup> Party Website     CreditWeek     RatingsDirect     S&P event     Other – please specify \_\_\_\_\_

### Delegate Details (Please print)

First name (Mr/Ms/Mrs/Miss): \_\_\_\_\_ Surname: \_\_\_\_\_  
Job title: \_\_\_\_\_ Department: \_\_\_\_\_  
Company name: \_\_\_\_\_  
Company address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Post/zipcode: \_\_\_\_\_ Country: \_\_\_\_\_  
E-mail: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Payment Details (Please print)

Please invoice my company     Please charge my credit card     American Express     MasterCard     Visa

Card number: \_\_\_\_\_ Expiration date (MM/YY) : \_\_\_\_\_  
Name as on card: \_\_\_\_\_ \*Per transaction limit: \_\_\_\_\_  
Billing address: \_\_\_\_\_ City/state: \_\_\_\_\_ Postcode/zipcode: \_\_\_\_\_ Country: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Cardholder signature: \_\_\_\_\_ Date: \_\_\_\_\_

*\*Please check that the course fee and applicable tax does not exceed your credit card per transaction limit.*

#### Check and Wire Transfers

- ◆ Payment required in US\$ bank check for all courses; made payable to Standard & Poor's.
- ◆ Please indicate attendee's name and course date on the back of the check.
- ◆ Please contact Standard & Poor's for wire transfer details

#### Cancellation Policy

Course fees will be fully refunded (less a US\$350 administration fee for cancellations received at least 30 days prior to the course start date. A refund of 50% will be given for cancellations received 16-29 days prior to the course start date. We regret no refunds can be given for cancellations received after that time, and all cancellations must be made in writing (see e-mail and fax details). Participants unable to attend a course for which they are registered are welcome to send a substitute in their place. Standard & Poor's does not accept responsibility for covering airfare, hotel or other expenses incurred by the registrants. Standard & Poor's reserves the right without further liability to cancel a program at any time, in which case all course fees will be refunded.

#### Discount Policy

Attendees may qualify for a 10% discount if they meet any of the following (*discounts can not be combined with any other offer*):

- ◆ Three or more attendees from the same organization will receive 10% discount off the listed course fees, provided registration for all individuals are done at one time and for the same course on the same date.
- ◆ Individuals registering for two or more different topics will receive a 10% discount, provided registration for all courses are done at the same time.
- ◆ Credit & Risk Training alumni will receive a 10% discount for any future course attended within one year from the 1st course completion date.

#### Transfer Policy

Attendees who wish to change their originally registered course to another course date or topic area will be allowed to do so, room permitting. Every course change will incur a US\$350 fee. Excluded from this fee are attendee substitutions, from the same company for the same course and date.

A list of course participants' contact information will be distributed to all attendees at each course.

- Please check this box if you don't want to be included on this class contact list and would like to limit access to your contact data to the McGraw-Hill companies.

#### Privacy Notice

We use billing and contact data collected from you for billing and order fulfillment purposes, for product development and/or enhancement purposes, and to inform you about products or services from Standard & Poor's and other reputable companies within The McGraw-Hill Companies, that may be of interest to you. All information is processed and stored in a secure database within the U.S. If you would prefer not to have your information shared as outlined in this notice, or if you wish to review your information for accuracy, or for more information on our privacy practices, please contact us at [credit\\_training@standardandpoors.com](mailto:credit_training@standardandpoors.com)

If you do not wish to receive further solicitations of this type from Standard & Poor's, send an e-mail to [credit\\_training@standardandpoors.com](mailto:credit_training@standardandpoors.com), write: Standard & Poor's Credit & Risk Training, 55 Water Street, 39th Floor, New York, NY 10041, or call 1-212-438-6512. View our Corporate Privacy Policy at [www.mcgraw-hill.com/privacy.html](http://www.mcgraw-hill.com/privacy.html). To learn more about how Standard & Poor's applies this policy, you can contact Deirdre Gregg at [credit\\_training@standardandpoors.com](mailto:credit_training@standardandpoors.com).

**For more information regarding administrative policies such as registration, complaint and refund, please contact John Newcomb at [credit\\_training@standardandpoors.com](mailto:credit_training@standardandpoors.com).**

**Early course registration is strongly encouraged, as interest in these classes is extremely high and class size is limited. We will continually post new course schedule information as details become available.**



**To view our schedule of course and curriculum log on to [www.standardandpoors.com](http://www.standardandpoors.com)**

Standard & Poor's Credit & Risk Training is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: [www.nasba.org](http://www.nasba.org)

Prerequisite: Knowledge of business and financial analysis, **CPE Credit Awarded: 21**