

A comprehensive and practical live online workshop covering the indispensable aspects of loan structuring, with special focus on key considerations during high risk periods, such as the current COVID-19 environment.

# LOAN STRUCTURING IN UNCERTAIN TIMES



**Caribbean Information &  
Credit Rating Services Limited**

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## **Background**

With working from home now the new normal, CariCRIS has introduced virtual learning so that we can continue to facilitate the high-quality credit risk workshops that Caribbean risk professionals have grown accustomed to from us over the past 15 years. Our live online workshops are being provided to you at reduced prices cognisant of the difficult economic times, but with no sacrifice to the quality and comprehensiveness of the workshop content and classroom experience. Further enhancing your value for money is that you are now able to benefit from this positive learning experience from the comfort of your own home or office, and without the added burden of travel and accommodation costs and the time involved.

## **Our Live Online Workshops – How it works**

The structure of our virtual learning programmes is designed to keep the same levels of engagement and networking as our in-person workshops. The workshops will be facilitated by highly knowledgeable and experienced instructors, who have successfully delivered their respective workshops both online and in-person over several years. Registered participants will join the workshops using standard virtual conferencing software (Microsoft Teams) and the workshop material will be presented live by the facilitator. Participants will be allowed to ask questions real time, there will be practical case studies to be completed in groups, and the number of participants will be capped to allow for an interactive, discursive style of training, just as in the classroom-based workshops. One-day courses will be split over two half-days and two-day courses over four half-days, to ensure a high level of engagement throughout the sessions and to give participants the flexibility to get other things done during the course of a workday.

## **About CariCRIS**

CariCRIS is the Caribbean's first regional credit rating agency. Our mission is to contribute to the development of a vibrant, integrated Caribbean capital market by setting the highest standards of credible independent analysis and opinion to enable informed financial decisions. Our technical consultant, CRISIL Limited, is the world's fourth largest rating agency and an associate company of Standard & Poor's (S&P), the world's leading index provider and the foremost source of independent credit ratings across the globe. CariCRIS has successfully delivered first-class training to over 1,000 credit and risk professionals across the Caribbean over the past 15 years.



## About the Course

This 1.5 days online workshop (conducted over 3 morning sessions) on **‘Loan Structuring in Uncertain Times’** is designed to enable participants to appropriately structure commercial credit exposures in these very uncertain times by matching loan type, terms and conditions to the borrower’s needs while establishing primary and secondary sources of repayment for the bank as well as addressing underlying credit risks.

Upon completion of the workshop participants will be able to:

- Identify the four key principles to proper loan structuring
- Apply credit underwriting standards and processes
- Evaluate business, industry and management risks
- Analyze the company's historical financial performance, including ratio analysis, cash flow analysis and linkage to management actions and decisions.
- Identify and evaluate repayment sources
- Identify the four major loan types
- Evaluate sources of repayment for each loan type
- Identify the basic characteristics and features that make each loan type unique
- Recall the purpose and objectives of loan covenants
- Identify the proper loan covenants used for each loan type
- Evaluate seasonal working capital and sources of funding
- Identify the basic features (peak use, peak risk, clean-up etc.) of seasonal loans
- Evaluate the basic features (term, debt service, loan to value, conditions etc.) of term loans
- Identify the typical collateral, if needed, supporting each type of commercial loan
- Identify the key elements influencing eligible collateral and the advance rates thereon
- Identify permanent working capital
- Analyze a company's operating cycle to determine its borrowing needs
- Distinguish between seasonal needs and permanent working capital needs and funding

## **Who should attend?**

This workshop should be of particular interest to:

- Commercial lenders, credit analysts and small business lenders, loan review specialists, special assets officers, lending managers and credit officers.
- Relationship managers from commercial banks, credit unions and other lending institutions
- Risk analysts in banks, credit unions and other financial institutions
- Board members and Credit Committee members of financial institutions
- Banking and financial sector regulators

## **Profile of the Facilitator**



### **Thomas P. Carlin**

An authority on credit risk, Mr. Thomas P. Carlin is Managing Partner at Eensight. Tom has worked with major banks over the last twenty years, designing and teaching credit related topics including: business lending for branch bankers, commercial lending skills, problem loan identification and workouts, consumer lending skills, accounting for bankers, financial statement analysis, cash flow analysis and loan structuring. His audiences include business bankers, branch lenders, recent graduates going through the organizations basic credit training program and middle market lenders with many years of experience. Tom has designed programs in credit analysis for Citibank, Wells Fargo, Capital One, Chase Manhattan Bank, First Tennessee, Flushing Savings Bank, Union Bank, and The Bank of China. He has designed e-learning programs for banks such as US Bancorp and the Bank of Colorado.

Prior to Eensight, Mr. Carlin was a Regional Director for Omega Performance Corporation. He was also a Vice President with Bankers Trust in New York where he was responsible for marketing credit and trade finance products to corporate clients and correspondent banks worldwide. Mr. Carlin has a Masters of International Management degree from The Thunderbird School of Global Management and a Bachelor of Arts Degree from Villanova University.