

DON CLARKE SEMINARS

ABL FOR UNDERWRITERS SEMINAR COURSE OUTLINE



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ABL FOR UNDERWRITERS SEMINAR

Length: 2 day Seminar

- Day 1: 9:00am – 4:00pm | Day 2: 9:00am – 12:00pm

Seminar Schedule:

- Class Begins: 9:00am | Class Ends: 4:00pm
- Day 1 Breaks: (15 min) - 10:30am & 2:30pm | Lunch: (1 hr.) -12:00pm
- Day 2 Break: (15 min) - 10:30am

Course Overview:

Underwriting of ABL facilities is fully discussed to properly identify and manage risks inherent with Asset Based Lending.

Course Objective:

The participants will learn the proper way to credit underwrite Asset Based Lending facilities inclusive of asset advances and balance sheet and other performance ratios.

COURSE OUTLINE:

1) Introduction

- a. Definition of Asset Based Lending (ABL)

2) Accounts Receivable

- a. Aging Analysis
- b. Turnover Analysis
- c. What Should be Ineligible
- d. Advance Rate Structuring Considerations

3) Inventory

- a. Preliminary Lending Consideration Questions
- b. Classification of Inventory
- c. Assessing Inventory Performance
- d. What Should Be Ineligible
- e. Calculation of the Inventory Advance Rate

4) Other Topics

- a. Collateral Reporting Proposals

5) Fixed Assets

- a. Lending Methodology
- b. Types of Appraisals
- c. How to Read an Appraisal

6) Equity & Financial Review

- a. Projections
- b. Availability Forecasting
- c. Financial Statements Spread and Review
- d. Balance Sheet – Ratios/Analysis
- e. Income Statement – Ratios/Analysis
- f. The Proposed Borrowing Base Certificate