NOTE: It is your responsibility to read, understand and abide by all the course information and policies listed below. Failure to do so could result in you failing this course or being withdrawn from this course by your instructor or by the Finance Department. The course syllabus provides a general plan for the course; deviations may be necessary.

IMPORTANT RULES, GUIDELINES AND OTHER INFORMATION

NOTE:
I apologize in advance for the official/legal tone of the rules and guidelines that follow. I do not wish to be impersonal, demeaning or harsh. These policies have evolved over many years and hopefully cover all questions that may arise concerning the administration of the class.

Prerequisites:
Junior standing; ACCT 203, ACCT 204, FINC 303, ECON 200, ECON 201, MATH 104 or MATH 250.

Course Overview
Commercial Banking is a comprehensive study of commercial banks and their role in the economy. The course emphasizes the practical application of business and economic principles as they relate to bank management and regulatory policy. Topics covered include banking history and regulation, consumer and commercial credit analysis, asset and liability management, risk management, loan policy, and money management services. Trends such as consolidation, on-line banking, internationalization, and project-line expansion are also addressed.

The financial crisis that appeared in 2007 has dramatically altered global financial institutions and markets. It continues to create macroeconomic problems despite the regulatory reforms that have been implemented. Economic growth is slow and unemployment is high. While the largest institutions have survived and are regaining profitability, many smaller institutions are struggling, in part, because they haven’t had the same access to government guarantees. What does the future hold?

This course is structured around the theme of credit analysis and risk management in banking. The premise is that commercial credit underwriting supports lending activity drives economic growth. You will examine how banking institutions generate earnings and assess the risks assumed in their operations. Topics to be covered include performance analysis, capital management, interest rate risk management, credit analysis and resolving asset quality problems, liquidity planning, investment portfolio analysis, the use of off-balance sheet instruments and activities, and industry consolidation associated with failures and acquisitions. Content and discussion will cover both domestic and international banking activities.
The objective of this course is to also provide the student with the conceptual framework necessary to analyze and comprehend the current problems confronting managers of commercial banks and other depository institutions. The course materials do not dwell on the development of financial theories. It is assumed that the student comprehends the basic theoretical concepts of corporation finance, monetary theory, and financial accounting. Each class session will be structured to include lecture, discussion, and problem/case analysis. Text reading assignments are described in the attached materials. Specific dates at which assignments are due will be indicated in class.

Course Objectives
1. To provide an understanding of how a loan is graded from a credit perspective based upon financial statements and other information
2. To provide an in-depth review of credit analysis and loan documentation
3. To provide an understanding of the evaluation of collateral risk
4. Evaluate the legal and ethical issues surrounding the financial industry and the crisis that affect decision-making in banking organizations
5. The course provides a framework within which key financial decisions and risks relating to banking within the international environment are analyzed.
6. Analytical techniques such as financial analysis of banking data, duration, gap management, securitization, key elements relating to bank capital management, and analysis of various risks faced by the banking organization are considered.

Course Learning Outcomes
1. Demonstrate a practical understanding of loan underwriting by completing a credit analysis for a financial institution and a non-financial firm
2. Understand the eligibility criteria for loans
3. Understand the role of covenants
4. Apply basic quantitative skills to banking issues
5. Develop the ability to read and analyze bank financial statements

School of Business Learning Goals
1. Communication Skills: students will demonstrate the ability to communicate, via both written and spoken word, to effectively present, critique, and defend ideas in a cogent, persuasive manner
2. Quantitative Fluency: Students will demonstrate competency in logical reasoning and data analysis skills.
3. Global and Civic Responsibility: Students will be able to identify and define social, ethical, and economic challenges at local, national and international bank organizations.
4. Intellectual Innovation and Creativity: Students will be able to demonstrate their resourcefulness and originality in addressing extemporaneous problems such as the role of credit underwriting in the recent financial crisis.
5. Synthesis: Students will demonstrate the ability to integrate knowledge from multiple disciplines incorporating learning from both classroom and non-classroom settings in the completion of complex and comprehensive risk management tasks.

Required Course Materials
2. Selected articles and cases
3. The Wall Street Journal
4. Business Calculator

Additional Recommended Materials

1. Bloomberg Business Week
2. Fortune
3. Economist
4. American Banker
5. Financial Times
6. ABA Banking Journal
7. The RMA Journal
8. Forbes

The Wall Street Journal, Business Week, and Fortune can be obtained at reduced student rates by completing the subscription forms circulated in class. The current banking periodicals listed are available in the Addlestone library.

STUDENT RESPONSIBILITY:
Textbook chapters to read before the day that topic is covered in class, are listed in the course outline. Be sure to refer to the outline that corresponds to the class days for the course you attend. The Textbook has been designed as a self-directed learning guide. It is the responsibility of each student to know and understand the subject matter covered in each Textbook chapter whether or not the specific material is covered in class. Additionally, each student is responsible to know how to solve, before each scheduled exam, all of the assignments and problems listed in the course outline for all of the chapters covered in that exam.

ATTENDANCE:
Attendance is in accordance with the College’s attendance policy. Each student is expected to attend ALL scheduled classes for the entire duration of the class meeting. (See the note on academic honesty below.) An absence from class for any reason (job conflict, illness, appearance in court, transportation problems, travel, athletic event, etc.), even if permitted and/or excused by your instructor, will count as a class absence. If a student is withdrawn for excessive absences, a final grade of WF will be assigned. There will be no exceptions to this policy!!!

ACADEMIC HONESTY:
The School of Business adheres strictly to the University’s policy on academic honesty as contained in the Academic Regulations section of the College of Charleston Honor Code in the Student Handbook. Any student found copying during exams or quizzes, signing someone else’s name to the attendance list, using stored formulas in programmable calculators, using non-authorized formula sheets or other notes during exams, collaborating on and/or copying the course project (including from students in prior classes), or the like will receive an F for the course and possibly be subject to additional University disciplinary action. http://deanofstudents.cofc.edu/honor-system/studenthandbook/

STUDENTS ELIGIBLE FOR SNAP ACCOMMODATION:
The College will make reasonable accommodations for persons with documented disabilities. Students should apply at the Center for Disability Services / SNAP, located on the first floor of the Lightsey Center, Suite 104. Students approved for accommodations are responsibility for notifying me as soon as possible and for contacting me one week before accommodation is needed.
Course Grading: Assessment
The course grade will be determined as follows throughout the semester. The grading weights are provided below. Make-up exams are not normally allowed, but, where appropriate, its weight will be added to the final at the end of the semester. You must notify me before a test begins to qualify for consideration regarding a make-up. Contact me directly via my email. All exams will be problem-oriented and/or short-answer (key concept) in form. If you do not take a test, a score of 0 will be assigned.

The course is also designed to provide an introduction to loan underwriting based upon the five C’s of credit. Profitability and various risk criteria will be reviewed in addition to collateral quality.

<table>
<thead>
<tr>
<th>Grading</th>
<th>Total points possible</th>
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<tbody>
<tr>
<td>Questions and Problems</td>
<td>10%</td>
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<tr>
<td>Exam 1</td>
<td>15%</td>
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<tr>
<td>Exam 2</td>
<td>15%</td>
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<tr>
<td>Exam 3</td>
<td>25%</td>
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<tr>
<td>Participation</td>
<td>5%</td>
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<tr>
<td>Legislation paper</td>
<td>5%</td>
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<tr>
<td>Bank Credit Analysis</td>
<td>25%</td>
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<tr>
<td>Total Points</td>
<td>100%</td>
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Paper (see handout)
I. Executive Summary (Evaluate the organizational chart for the number and range of bank and non-bank subsidiaries.)
II. Banks Mission and Focus (Size and Scope)
III. Industry Performance and Analysis over the last 10 years
IV. Regulatory Changes over the last 10 years
V. CAMEL
VI. SWOT and Balanced Score Card
   Profitability Ratios and Market Value Ratios
VII. Liquidity Ratios, Default Ratios, Interest Rate Risk Ratios, TARP
VIII. Summary and Investment Decision Conclusion

Grading Scheme:

A = 93-100%
B+ = 87-89.9%
B = 83-86.9%
B- = 80-82.9%
C+ = 77-79.9%
C = 73-76.9%
C- = 70-72.9%
D+ = 67-69.9%
D = 63-66.9%
D- = 61-62.9%
F = < 60.9%

Assignments & Class Participation

Daily assignments will be made at the end of each class. Typical assignments include background readings and selected problems or a case. Regular participation is an integral part of this class. Each student is expected to contribute by answering questions and presenting data analysis in class. During each session students will be selected to respond to questions. It is expected that each student come to class prepared to participate in class discussion and present his or her analysis. Questions at the end of each chapter will be used as a basis for discussion.
* Be diligent in your preparation, class participation, and performance on the exams and quizzes. Bring a calculator and blue book with you to all tests.

Cases/Projects: For Discussion Purposes and Written Assignment

See Corporate Credit Analysis text book

**Helpful tips for doing well in this class:**
- Read the material for the next day’s class prior to class. While you are reading take good notes and write down any questions you might have on the material.
- Do all the homework
- Use your in-class notes to amplify the notes you took while doing the reading. Does it all make sense? If it doesn’t, be sure to ask me.
- The exams are essay based, be prepared to give a complete answer. (Bring 5 sheets of paper, stapled, to each exam day)
- You will be required to perform some calculations on your examinations. Be prepared to discuss what you have just calculated.
- Use the tutor for this class. Tutoring hours will be posted at the beginning of the semester. Bring your textbook and notes.

<table>
<thead>
<tr>
<th>Part 1: Overview &amp; Asset Liability Management</th>
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<tbody>
<tr>
<td>1/9  Banking &amp; The Financial Services Industry (Chapter 1 Koch)</td>
</tr>
<tr>
<td>1/14 Government Policies and Regulation (Chapter 2 Koch) Questions Due for Chapter 1 (Koch)</td>
</tr>
<tr>
<td>1/16 Sovereign and Country Risks (Chapter 1 Ganguin) Questions Due for Chapter 2 (Koch)</td>
</tr>
<tr>
<td>1/21 <strong>Paper Due on a Specific Regulation</strong></td>
</tr>
<tr>
<td>1/21 Company-Specific Risks (Chapter 3 Ganguin)</td>
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<tr>
<td>1/23 Evaluating Noninterest Income/Expense Management (Chapter 4 Gauguin)</td>
</tr>
<tr>
<td>1/28 Analyzing Bank Performance (Chapter 3 Koch) 6 AM Study Session</td>
</tr>
<tr>
<td>1/30 Analyzing Bank Performance (Continued) Questions and Problems Due Chapter 3</td>
</tr>
<tr>
<td>2/4 <strong>EXAM 1 (Koch 1, 2, and Gauguin 1, 2, 3, 4)</strong></td>
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<tr>
<td>2/6 <strong>EXAM 1 AEF 6-8</strong></td>
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<thead>
<tr>
<th>Part 2: Profitability and Financial Analysis of Banks and Financial Institutions</th>
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<tbody>
<tr>
<td>2/11 Analyzing Bank Performance (ratios) Chapter 3 Koch</td>
</tr>
<tr>
<td>2/13 Managing Noninterest Income/Expense (Chapter 4 Koch) Questions and Problems Due Chapter 3</td>
</tr>
<tr>
<td>2/18 Effective Use of Bank Capital (Chapter 12 Koch) Questions and Problems Due for Chapter 4 (Koch)</td>
</tr>
<tr>
<td>2/20 Funding the Bank (Chapter 10) Questions and Problems Due for Chapter 12 (Koch)</td>
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<tr>
<td>2/25 The Importance of Liquidity (Chapter 10) Questions and Problems Due for Chapter 10 (Koch)</td>
</tr>
<tr>
<td>2/27 <strong>EXAM 2 (Ratios, Balance Sheet, Income Statement, Cash Flows, Koch 3, 4, 10, 12)</strong></td>
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<td>3/3 <strong>EXAM 2</strong></td>
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<tr>
<th>Part Three: Managing Interest Rate Risk</th>
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<tr>
<td>3/5 The Performance of Nontraditional Companies (Chapter 5 Koch)</td>
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### Part 4: Managing Liquidity & Bank Lending and Credit Analysis

<table>
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<tr>
<th>Date</th>
<th>Details</th>
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<tbody>
<tr>
<td>4/2</td>
<td>EXAM 3 (Bond Valuation, Interest Rate Risk, Derivative Hedging, Koch 5,6,7,8,9)</td>
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<tr>
<td>4/7</td>
<td>Exam 3</td>
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<tr>
<td>4/9</td>
<td>Contemporary Issues</td>
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<tr>
<td>4/12</td>
<td>Easter</td>
</tr>
<tr>
<td>4/13</td>
<td>My Birthday!!!</td>
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<tr>
<td>4/14</td>
<td>Contemporary Issues</td>
</tr>
<tr>
<td>4/16</td>
<td>Contemporary Issues</td>
</tr>
<tr>
<td>4/21</td>
<td>Final Paper Due-Commercial Bank Financial Analysis</td>
</tr>
</tbody>
</table>

### Helpful Reading for Paper in Ganguin and Bilardello

#### H. Loan Structuring

1. Matching loan purpose to loan structure: asset based lending, term loans, lines of credit and loan funding (sources and uses)
   - CCA Chapter 8: Insolvency and Debt Structures
   - CCA Chapter 9: Estimating Recovery Prospects
2. Evaluating collateral
3. Evaluating guarantors
4. The role of loan agreements
   - CCA Chapter 7: Debt Instruments and Documentation
5. Pricing-fixed versus variable
   - CCA Chapter 11: Measuring Credit Risk-Pricing and Credit Risk Management
   - CCA Chapter 10: Putting It All Together-Credit Ranking

#### I. Paper on New Legislation During the last 10 years

In addition, you are required to complete a written report. In this report, you are to do the following:

a. Write a brief introduction detailing the change in legislation you chose and, more the completed paper will be graded both on content and exposition.

b. Write a paper with the following components.

1. Choose a recent legislation during the last 10 years if possible (choice must be given to Dr. Evans by the second week on Thursday)
2. Discuss the impetus for the change in legislation, regulation and supervision related to the legislation that you chose
3. Provide a detailed description of the legislation
4. How did it protect consumers and investors from financial abuse?
5. How did different aspects of the market affect different financial markets? (e.g., equity, credit, bonds, TARP, etc.)
6. How will the new laws change regulation by the Federal Reserve, FDIC, OCC and other agencies? Does it represent continuous improvement?
7. How did domestic and international standards change?
8. What financial institutions are affected by this legislation?
9. What is the ethical consideration from different stakeholders’ perspectives?
10. If you get hired as a technical consultant for the banking and financial industries, what are the major issues that you would work on based upon the change in legislation that you chose?

Bank Analysis Project

I. Much of your work, including virtually all of the calculations, need to be done in Excel. More specifically, they need to be done in a manner that facilitates flexibility. You should set up your model so that the inputs can be changed, and the calculations automatically adjust. You should turn in the completed Excel sheet by email. The completed sheet will be graded both on accuracy and ease of use/appearance.

II. Each student must submit a financial analysis report on a specific bank (must be approved by me in advance) including the following:
   a. Title Page with name, date, course, etc.
   b. A synthesis of financial statistics for your bank and four competitors
   c. A summary that consists of the following:
      Section 1: Strategy
         i. What part of the financial industry does your firm operate in?
         ii. What mixture of asset types does it specialize in?
         iii. What is its strategic advantage or problem?
      Section 2: Portfolio
         i. Characteristics of the individual investment choices.
         ii. Characteristics of the loan portfolio.
         iii. Does the financial performance coincide with the strategy in Section 1?
      Section 3: Performance
         i. Individual bank performance.
         ii. Competitor performance.
         iii. Trend analysis.
         iv. Industry comparative analysis.
      Section 4: What have you learned? What is the CAMEL rating?

Details of Paper

I. Executive Summary
II. Introduction and Overview {Strategic Analysis}
   A. Stated versus Actual Mission
   B. National, Regional, State or Local Bank
   C. Geographic Areas
   D. Management Team Critique-Company and CEO History
E. Innovations, Strengths, Weaknesses
F. Industry Analysis and Relevant Competition (at least 3)
G. Bank Organization and Firm Strategy
H. SWOT and Porter’s 5 Forces
I. Detailed Economic Outlook (past 5 years and future 5 years)
J. Current Events (mergers, law suits, etc.)
K. Fintech and Investment in Technology
L. Recent changes in regulations and restrictions or opportunities such as Basel III and the Choice Act
M. Balanced Score Card
N. CAMELS (Qualitative FDIC Examination)
O. Beta from at least 3 sources
P. Questions for management
Q. Citations

III. CAMELS-5 Years Historical Analysis {Quantitative FDIC Historical Examination}
A. Background and All Ratios from Lecture and Books
B. Cash Flow Measures
C. All Ratios
D. Capital Adequacy-Risk Based Equity
E. Asset Quality-Credit Risk
F. Management Quality
G. Earnings-Profitability
H. Liquidity
I. Interest Rate Sensitivity
J. Historical Market Valuation Ratios and Stock Price Trends
K. Beta from regression model
L. Required rate of return from Capital Asset Pricing Model

IV. Other Examples for Historical Examination
A. Income Statement and Balance Sheets
B. Cash Flow Measures for each year
C. Ratios for each year (e.g., ROE and ROCE)
D. Beta for each year
E. Required rate of return from CAPM and APT models
F. Estimate Market Value of Equity using multiple models (Gordon’s dividend growth model, several market comparable ratios, DCF, abnormal earnings growth model, residual earnings growth model)
G. Market Valuation Ratios and Stock Price Trends

V. Summary Analysis, Balanced Score Card, SWOT and final CAMELS