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Analysis

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*Since bank
credit lines
are a major
source of
corporate
funding, we
examine the
determinants of*

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*credit line
usage with a
comprehensive
database of
Spanish
corporate
credit lines. A
line's default
status is a key
factor driving
its usage,
which increases
as a firm's*

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financial condition worsens. Line usage decreases by roughly 10% for each year of its life. Lender characteristics, such as the number and length of a firm's banking relationships,

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are found to affect a firm's usage decisions, and credit line usage is found to be inversely related to macroeconomic conditions.

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a readable and
accessible
style. Merging
traditional
principles of
corporate
finance and
accepted
reporting
practices with
current models
enable the*

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*reader to
develop
essential
interpretation
and analysis
skills, while
the emphasis on
real-world
practicality
and methodology
provides
seamless
coverage of*

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*both GAAP and
IFRS
requirements
for enhanced
global
relevance. Two
decades of
classroom
testing among
INSEAD MBA
students has
honed this text
to provide the*

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*clearest, most
comprehensive
model for
financial
statement
interpretation
and analysis; a
concise,
logically
organized
pedagogical
framework
includes*

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*problems,
discussion
questions, and
real-world case
studies that
illustrate
applications
and current
practices, and
in-depth
examination of
key topics
clarifies*

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complex

concepts and

builds

professional

intuition. With

insightful

coverage of

revenue

recognition,

inventory

accounting,

receivables,

long-term

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*assets, M&A,
income taxes,
and other
principle
topics, this
book provides
both education
and ongoing
reference for
MBA students.
Credit Analysis
and Lending
Management is a*

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new

*Australasian
text that
focuses on the
core lending
functions of
financial
institutions,
covering asset
management,
credit risk
assessment and
analysis,*

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*lending policy
formulation and
management, and
the rise of new
product
development and
marketing in
the financial
services
sector. The
value of any
financial
institution is*

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measured by its ability to effectively manage and reduce its credit risk. This text details the structure of the credit organisation, including loan markets.

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*Relevant
financial
statements are
presented to
develop
students'
interpretative
and analytical
understanding
of financial
statements.*

*Features: **

Developments in

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*loan marketing and new loan products are profiled and assessed (see chapter 17.) **
*Problem loan management is discussed as a growing professional issue (see chapter 16). **

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*Detailed case studies at the end of the text present a diverse set of professional scenarios that can be used for assignment, assessment and group work activities. **

*'Industry
Page 18/247*

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*insight' boxes
profile current
professional
issues and
identify
industry
developments. **
*'A day in the
life
of... 'boxes
highlight the
diversity of
professional*

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*roles in the
banking
industry.*

*Fundamentals of
Credit and*

Credit Analysis

Credit Analysis

A Guide to

Credit Analysis

and Credit Risk

Advanced Credit

Risk Analysis

and Management

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*A Complete
Guide*

Why do many businesses have a lot of sales but end up losing money and closing? How do some failing businesses turn things around and become profitable

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again? How do banks and mortgage lenders know which companies to lend and not lend to? How do legendary investors like Warren Buffet know which companies to invest in for long

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term and massive gains? These and other corporate finance questions can be summed up in three important words: corporate financial analysis. With corporate financial analysis, you can see

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beyond the surface and tell whether or not a company's really doing well, is in great financial shape, and is in a position to manage its risks well. Without it, it's like trying to marry a physically

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stunning person
you just met an
hour ago.

Corporate
financial analysis,
however, is one
topic that
intimidates a lot
of people. Truth
be told, corporate
financial analysis
at the highest

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level requires something akin to rocket science. But, there's good news. You can learn to do simple corporate financial analysis and in most cases, that's all you'll ever need to learn. And that's

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teaching you the
basic principles of
corporate
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it'll also give you
ample
opportunities to
practice what you
learned, together

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right. Knowledge
+ Application =
True Learning So
if you want to
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savvier investor,
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a legit corporate
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Banking experts
review, simplify
corporate lending
process. James S.
Sagner and
Herbert Jacobs
advise on
corporate lending
to help bankers,

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lenders and
corporate finance
managers avoid
future credit
problems in
Handbook of
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Managers. The
authors argue for

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a fresh approach to improving bank lending to corporations.

Historically, most banks spend their efforts in evaluating loan proposals from businesses before approving or denying credit.

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The authors argue persuasively and with examples that lending is a two-step process: the analysis of the company in the context of its industry and its competitors; and then a loan agreement that

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identifies the credit risks. The book demonstrates through the use of case studies how to limit those risks to the lenders and just as importantly, to the company. Sagner and

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Jacobs, former senior bankers and consultants and educators to the banking industry, systematically review the process of corporate credit decision-making. Too few banks are

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now providing
adequate formal
credit-training.

This leaves
bankers without
the proper
guidance to
review credit
requests and
create
precautions for
corporate

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borrowers and lenders. Sagner and Jacobs show readers how such factors influence credit, funding, pricing decisions and proper structuring of loans. The book covers such topics as trends in

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commercial loan activity, the credit loan agreement, the banker's responsibilities, risk management measurement and the credit process. Eight cases in the book highlight a variety of credit issues.

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"The book is written from the perspective of the banker or other lender who makes these important decisions," said Sagner. "But business people, particularly global financial managers who

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must secure credit and maintain excellent relations with their lenders, need to understand this important information."

Sagner and Jacobs help readers navigate

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the issues
confronting
financial and
banking
managers. The
book aims to
explain the
financial
processes lenders
use to make
decisions, and to
analyze the

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strengths and
weaknesses of
credit

measurements so
that business and
financial
managers are
better prepared to
arrange credit
facilities.

This book is a
detailed account

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of the instruments that are used in the corporate bond markets, from conventional "plain vanilla" bonds to hybrid instruments and structured products. There is background information on

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bond pricing and yield, as well as a detailed look at the yield curve.

The book covers the full set of instruments used by companies to raise finance, and which are aimed at a wide range of investors. It also

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discusses the analysis of these instruments.

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- *Callable bonds
- *Convertible bonds
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the leading names
in the fixed
income markets
today, this book
should prove to be
an invaluable
reference guide
for all those with
an interest in
corporate bond
markets, whether
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Simple Methods
and Strategies to
Financial Analysis
Mastering

*Captures the
full range of
existentialism
For the quarter-
century*

*following World
Page 49/247*

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War II, existentialism was a pervasive current of thought worldwide, not only in philosophy, but also in literature and in much of psychological and social theory. Jean-

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Paul Sartre was the towering, controversial figure who gave impetus to the movement and with whom existentialism was identified. Sartre's philosophy, which evolved considerably over more than

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*three decades,
continues to
generate
attention today.
Scholarship on
all of Sartre's
writings The
collection
begins with
contemporary
articles that
recapture the
atmosphere in
which the idea*

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*of
existentialism
crystallized. It
presents
important
comparative and
background
studies that
establish
connections
between Sartre
and
existentialist
writers who*

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*preceded him,
and offers some
of the best
scholarship on
his writings,
including
posthumous
publications.
The articles
also connect
Sartre's
philosophy with
the work of his
best-known*

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French

*contemporaries
and associates,
notably Camus,
de Beauvoir, and
Merleau-Ponty,
and with major p
ost-
existentialist
intellectual
currents. Interd
isciplinary and
balanced
coverage While*

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presenting

*Sartre as a
philosopher, as
he saw himself,
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*collection of
articles*

*includes both
comprehensive
overviews of his
philosophy and
in-depth*

analyses of it,

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critical.*

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situations, as
well as
introducing new
techniques for
financial
analysis where
traditional
tools are
lacking.
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*there is need
for individual
investors or
firms who have
interest in
small business
and even large
ones to study
the evaluating
target
companies'
financial
information by
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past and current financial statements which includes balance sheet, income statements, cash flow statements. Potential investors would definitely want to form opinions about investment value and expectations for

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future

performance.

Furthermore,

there are needs

for financial

analysis

especially for

small-business

owners because

they need to

weight the

effect of

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giving out loans
and even
mergers.*

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in corporate finance and corporate credit risk, the book discusses the macroeconomic, industry and financial analysis for the study of credit risk. It covers credit risk grading and explains concepts including PD, EAD and LGD. It also highlights the distinction with equity

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risks and touches on credit risk pricing and the importance of credit risk in Basel Accords I, II and III. The two most common credit risks, project finance credit risk and working capital credit risk, are covered in detail with illustrations. The role of diversification and credit derivatives in

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credit portfolio management is considered. It also reflects on how the credit crisis develops in an economy by referring to the bubble formation. The book links with the 2008/2009 credit crisis and carries out an interesting discussion on how the credit crisis may have been avoided

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by following the fundamentals or principles of credit risk analysis and management. The book is essential for both lenders and borrowers. Containing case studies adapted from real life examples and exercises, this important text is practical, topical and challenging. It is

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his 15 years of*

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offers a rigorous,*

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*yet accessible,
treatment of
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practice. Examples
are drawn from a
broad range of
companies to
illustrate key
concepts. Particular
emphasis is given to
the latitude and*

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flexibility granted to managers in reporting financial performance, and the steps that financial statement readers can take to identify potential trouble areas in the accounts. Topics include the analysis and interpretation

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*of the three
principal financial
statements, revenue
recognition,
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accounting,
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debts, accounting
for long-term assets,
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*the accounting for
mergers and
acquisitions. A
unique feature of
this book is the
seamless way in
which it deals with
differences in U.S.
GAAP and IFRS.
Both regimes are
covered
simultaneously, i.e.*

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when a topic is discussed, including the relevant journal entries and disclosures, the discussion applies equally to GAAP companies and to IFRS companies. It doesn't matter whether the company used in a

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*given example is
from the U.S.,
Europe, or
elsewhere. Thanks
to the ongoing
GAAP/IFRS
convergence project,
the two regimes are
close enough to
allow for a
somewhat generic
approach that*

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allows for coverage of both regimes at the same time. In this way, the examples that are covered in the book are relevant to all readers, regardless of which regime dominates in their business environment. The

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*content of this book
has been classroom
tested over the past
20 years at INSEAD
with the MBA class
which has students
from 80 different
countries.*

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3 in 1- A

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treatment of credit risk assessment and credit risk rating that meets the Advanced Internal Risk-Based (AIRB) approach of Basel II. Credit risk analysis looks at many risks and this book covers all the critical areas that credit professionals

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approach, which is a hybrid of expert judgement and purely mathematical methodologies, and a mathematical approach using regression analysis to model default probability—the book covers a cross-section of industries

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including
passenger airline,
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estate, and
commercial
banking. In three
parts, the sections
focus on hybrid
models, statistical
models, and credit
management.
While the book
provides theory and

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principles, its emphasis is on practical applications, and will appeal to credit practitioners in the banking and investment community alongside college and university students who are preparing for a

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career in lending.
In a digital world
like this, there is
need for individual
investors or firms
who have interest
in small business
and even large ones
to study the
evaluating target
companies'
financial
information by

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examining the past and current financial statements which includes balance sheet, income statements, cash flow statements. Potential investors would definitely want to form opinions about investment value

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and expectations for future performance. Why do many businesses have a lot of sales but end up losing money and closing? How do some failing businesses turn things around and become profitable again? How do banks and

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mortgage lenders know which companies to lend and not lend to? How do legendary investors like Warren Buffet know which companies to invest in for long term and massive gains? You can learn to do simple corporate financial

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implications of
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crisis for
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and loan market
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is now valued at
\$3+ trillion in
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dollars put to work in the debt capital markets, corporate credit is still an unfamiliar concept to most investors compared to other asset classes, such as equities and commodities. Every red-top

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newspaper and 24-hour news service is happy to report the latest twitch in the Dow, FTSE or Stoxx indices but momentous moves in the iBoxx or iTraxx go unmentioned. And whereas many a talking head is happy to pose

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as an equity analyst, few feel comfortable venturing into the arcana of credit. Yet the corporate credit market, as the authors of this new book show, is both materially larger than its equity peer and

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has shown more attractive risk/reward characteristics over the last 90-odd years. In Opening Credit, career credit professionals, Justin McGowan and Duncan Sankey, aim to redress this by drawing on their

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*more than 50
years'
collective
experience in
the field to
elucidate a
practitioner's
approach to
corporate credit
investment.
Whilst
explaining the
basics of
traditional*

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*credit analysis
and affirming
its value,
McGowan and
Sankey also
caution against
its
shortcomings.
They demonstrate
the need both to
penetrate the
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and manage credit risks at bank, sovereign, corporate and structured finance level. It strongly advocates the importance of sound credit risk management and how this can be achieved with prudent origination, credit risk policies,

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analyze the most important factors in determining its creditworthiness, and ensure that more "science" than "art" is used in making the final credit decision.

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issues of
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book is that when an investor extends credit of any type, the goal is "to get your money back," and with a return that is commensurate with the risk. The goal of credit analysis

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is not to make "yes or no" decisions about the extension of credit, but to identify the degree of risk associated with a particular obligor or a particular credit instrument.

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This is consistent with modern banking industry portfolio management and the rating systems of credit agencies. Once the "riskiness" of an obligor or credit

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instrument is established, it can be priced or structured to match the risk demands or investment criteria of the entity that is extending the credit. A simple quote from Mr. J. P.

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Morgan is used often in this text - "Lending is not based primarily on money or property. No sir, the first thing is character."

This statement represents one of the

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conflicts in modern credit analysis - that of models for decision making versus traditional credit analysis. The 2008 financial crisis was rooted in the mortgage backed

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securities

business.

Sophisticated

models were

used by

investors,

banks, and

rating agencies

to judge the

credit

worthiness of

billions (and

maybe

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trillions) of dollars worth of residential mortgage loans that were packaged into securities and distributed to investors. The models indicated that these securities

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would have very low losses. Of course, huge losses were incurred. Mr. Morgan had a good point. In this case it was both property and character. The properties that were the

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collateral for many of the mortgages had much less value than was anticipated. The valuation of the collateral was naive and flawed. Many assumptions were made that

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the value of homes would rise without pause. Many mortgage loans were made that were at or even above the appraised value of a residence. But character was a huge, perhaps larger,

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factor behind these losses. Many of the residential mortgage loans were made to individuals who knew that they did not have the income to make the required payments on the

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mortgages. Many of the mortgage brokers and lenders who made these loans also knew that many of the borrowers were not properly qualified. And, many of the bankers who

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securitized
these loans
also may have
doubted the
credit quality
of some of the
underlying
mortgages. If
bankers and
rating agencies
understood the
extent of the
fraud and lax

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standards in the fundamental loans backing the mortgage securities, or were willing to acknowledge it, the fiasco would not have occurred."

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