

2015 Commercial Credit Analysis Competition
Official Judge Scoring Sheet

MORNING SESSION

Judge: _____

Team: _____

*****NOTE 1 IS THE LOWEST SCORE, 10 IS THE HIGHEST SCORE*****

Presentation (30% weight)

- Is the Powerpoint organized, clear, free of errors?
- Was the Executive Summary well crafted?
- Is the Executive Summary free of obvious errors?
- Does team use charts/graphs to explain information?
- Was verbal presentation delivered well?
- How well did the team answer questions?
- Did all team members demonstrate the ability to answer questions?
- Is the team dressed professionally?
- Did the team address the judges as if they were a loan committee?
- What was level of focus on meeting needs of the Bank rather than handing over everything to customer?
- Did everybody in the team participate in the presentation?

Enter Score (1 - 10):

5.0

Technical/Analysis (70% weight)

- How well was the CF Analysis developed?
- How well was the Collateral Analysis developed?
- Did the Loan Structure make sense from the Bank's perspective?
- Did the team take into account rising interest rates?
- Was a SWOT analysis of the company developed?
- Did the team factor in the character of the owners?
- Strength/depth of financial statement analysis?
- Did they construct a sources/uses approach to understanding the transaction?
- Did the team build in information regarding the economy/industry built into case?

Enter Score (1 - 10):

6.2

‘*Please review Judge's Guidance Document for additional insight into the levels of proficiency.*’

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AFTERNOON SESSION

Judge: _____

Team: _____

*****NOTE 1 IS THE LOWEST SCORE, 10 IS THE HIGHEST SCORE*****

Presentation (70% weight)

- Is the Powerpoint organized, clear, free of errors?
- Was the Executive Summary well crafted?
- Is the Executive Summary free of obvious errors?
- Does team use charts/graphs to explain information?
- Was verbal presentation delivered well?
- How well did the team answer questions?
- Did all team members demonstrate the ability to answer questions?
- Is the team dressed professionally?
- Did the team address the judges as if they were the borrower?
- Did the team manage the needs/wants of customer within context of the Bank's needs/wants?
- Did everybody in the team participate in the presentation?
- Did the team focus too much on analytical aspects not important to borrower?

Enter Score (1 - 10):

7.0

Technical/Analysis (30% weight)

- Did the team have a well reasoned loan structure?
- Was team able to share high level CF & Collateral relevant to customer?
- Did team share some of their perceived risks with borrower in tactful manner?
- Did the team provide options to the borrower?
- Did the team ask outstanding questions to borrower in relation to fin. Stmt's?
- Analysis of needs/wants vs what is being delivered?
- Analysis of payments, interest savings, benefits of fixed vs floating rate?

Enter Score (1 - 10):

8.5

‘*Please review Judge’s Guidance Document for additional insight into the levels of proficiency.*’