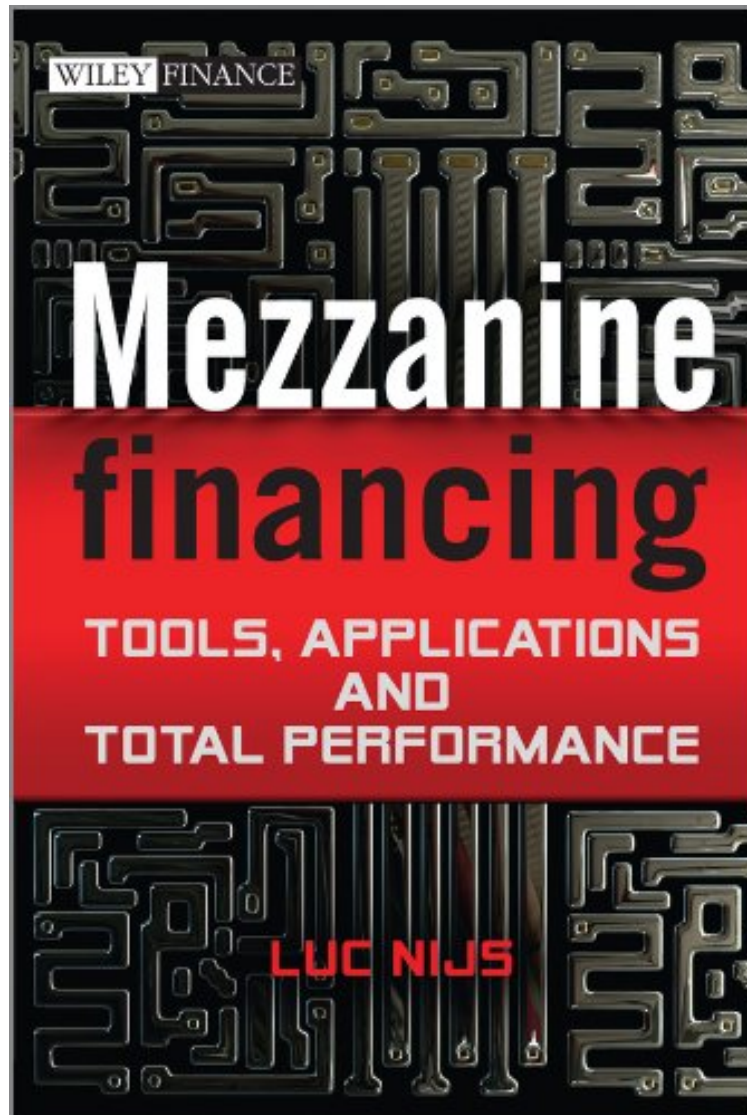


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## Mezzanine Financing: Tools, Applications and Total Performance (The Wiley Finance Series)

*Luc Nijs*

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**Luc Nijs : Mezzanine Financing: Tools, Applications and Total Performance (The Wiley Finance Series)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Mezzanine Financing: Tools, Applications and Total Performance (The Wiley Finance Series):

4 of 4 people found the following review helpful. Great overview of a space that is not otherwise well covered By michael roberts Outside of this book, little is written to directly address the mezzanine subset, and this is the first book I have seen that provides a fairly comprehensive look into the structural flexibility that makes mezzanine so interesting

( and perhaps what makes it hard to cover neatly). This may not be the end of your research depending on the depth you are seeking, but it should absolutely be the beginning. 0 of 1 people found the following review helpful. Five Stars  
By Bychkov Oleg Vyacheslavovitch  
Not much of legal, but no competitors as well.

An in-depth explanation of mezzanine finance Mezzanine finance products, which have grown increasingly popular in recent years, involve a unique and complex form of analysis because of their hybrid nature. Because mezzanine finance involves no collateral, it accentuates legal terms, term sheets, and contracts, in addition to depicting dynamics of both debt and equity. Experienced chairman, lecturer, and professor of investment banking Luc Nijs presents readers with a thorough description of product groups, structuring and pricing, and cultural discrepancies in terms of regulation and application in Mezzanine Financing: Tools, Applications and Total Performance. Nijs analyzes common triumphs and failures encountered in mezzanine financing, and he discusses techniques for risk analysis and risk mitigation. A final study of international capital markets, their products' relevance, attractiveness, and liquidity, and the effects on pure equity/fixed-income risk concludes the book. Conveys a professional's advice through case studies of various regions, industries and contexts Provides the only complete analysis of mezzanine finance as no other books take on the topic as their only subject Details an increasingly popular and globally relevant subject in finance Those seeking a detailed explanation of the complexities within mezzanine financing will encounter a professional account in Nijs's book.

Isquo;A comprehensive, focused and immediately useful read that extends the knowledge base with regard to mezzanine funding. The book provides concepts and frameworks that can be used when structuring debt. The case studies assist in explaining complex structures. This should be recommended reading for all debt financiers.rsquo; mdash;Leonette Reynolds-Venter, KZN Growth Fund, South Africa Isquo;A well-structured and comprehensive look at mezzanine finance, both from an academic and professional perspective.rsquo; mdash;Elin Ersdal, Investment Director and Head of Department, Industrial Partnerships and SME Funds, Norfund, Norway Isquo;Thanks to his expertise in the field of finance, as well as in education, Luc Nijs presents the practices of Mezzanine Finance in a didactical and very operational manner. We particularly appreciate the case studies used in this book, which clearly illustrate the reality of Mezzanine Finance today.rsquo; mdash;Eric Chardoillet, CEO FIRST FINANCE, leading company in financial training and certification nbsp;From the Back CoverMezzanine finance is an increasingly important part of the financing spectrum for lenders, corporations and project finance. It has many unique characteristics and categories and includes products and features which are meaningful in a diverse set of situations. Most mezzanine products are designed legally as debt instruments, but they are often exposed to equity-like risk. Proper pricing is therefore required. However, since most of the products are considered debt products, term sheets and covenants are essential to model the risk in an appropriate way. The flexibility afforded by mezzanine products is appreciated as it allows firms to structure their balance sheet in a way that acknowledges the financial sensitivities in the firm's, or project's, business model. That flexibility has triggered countless innovations during the last 15 years, taking into account different and evolving risk appreciation and industry specifics. Most of that innovation has occurred through contractual arrangements and adjustments. Mezzanine finance has become an area where finance, legal, accounting and credit assessment come together and are blended with industry specifics. Mezzanine Financing: Tools, Applications and Total Performance therefore takes a multidisciplinary approach, combining those factors to provide a holistic overview of the mezzanine product group and its applications. The book is divided into four sections covering: nbsp; The mezzanine market and the demarcation of the product group. A detailed examination of the individual products, with dorsquo;s and donrsquo;ts, analysis of technical features and their impact on the risk--return trade-off, valuation dynamics, pricing grid of the instruments and structuring considerations. The implications of regulation and the peculiarities of the product group when applied within specific industries, including banking, insurance, project finance, real estate and private equity. Structuring the products, legal, accounting and credit rating intricacies. Concluding with an analysis of innovations in the field in recent years, and an examination of the outlook for mezzanine products, this book is completed with appendices containing case studies and sample legal and contractual support documents to illustrate the more complex positions. References and footnotes throughout provide ideas for extensive further reading, making Mezzanine Financing: Tools, Applications and Total Performance the complete guide to mezzanine financing, and a valuable resource book for academics and professionals alike.About the AuthorLuc Nijs is the founder, chairman and group CEO of The Talitha Group, a global merchant banking group and global investment holding. Before that he was with Arthur Andersen and Deloitte. In addition, Luc provides extensive advisory, executive coaching and financial training for corporations, investment funds and financial institutions, and is active in over 160 countries worldwide on a wide array of strategy, investment and capital allocation issues.nbsp; He has held academic positions in international taxation, finance and capital markets at UAMS/IPO (Belgium), Instituto de Empresa (Spain) and most recently the Aizkraukles Banka Chair in investment banking, private equity and entrepreneurial finance at the Riga Graduate School of Law (Latvia). Luc is fluent in Dutch, English, French, German, Portuguese and Spanish and is competent in Russian and Chinese. He authored Shaping Tomorrow's

Marketplace: Investment Philosophies for Emerging Markets and a Semi-Globalized World which was published by Euromoney in 2011, as well as the upcoming Global Agricultural Markets: Financial Dynamics and Industry Challenges, Palgrave Macmillan, (2014). nbsp;