



Investment Banking: A Guide to Underwriting and Advisory Services

By Giuliano Iannotta

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From a historical point of view, the main activity of investment banks is what today we call security underwriting. Investment banks buy securities, such as bonds and stocks, from an issuer and then sell them to the final investors. In the eighteenth century, the main securities were bonds issued by governments. The way these bonds were priced and placed is extraordinarily similar to the system that investment banks still use nowadays. When a government wanted to issue new bonds, it negotiated with a few prominent “middlemen” (today we would call them investment bankers). The middlemen agreed to take a fraction of the bonds: they accepted to do so only after having canvassed a list of people they could rely upon. The people on the list were the final investors. The middlemen negotiated with the government even after the issuance. Indeed, in those days governments often changed unilaterally the bond conditions and being on the list of an important middleman could make the difference. On the other hand, middlemen with larger lists were considered to be in a better bargaining position. This game was repeated over time, and hence, reputation mattered. For the middlemen, being trusted by both the investors on the list and by the issuing governments was crucial.

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Editorial Review

From the Back Cover

The recent financial turmoil has raised suspects on investment banks and will certainly reshape the industry. However, the transactions traditionally managed by investment banks will still require the intervention of financial institutions, as always in the past. This book aims at providing an overview of these traditional investment banking activities. It covers the main areas of investment banking: security underwriting (equity and debt), syndicated loans, market for corporate control (M&As, LBOs, etc.), restructuring. There is an impressive amount of research papers on the different areas of investment banking. While this growing literature provides a conceptual framework, it has little to say on "how to do things". The aim of the book is to blend the scholars' and practitioners' views: every transaction is examined from both perspectives. Even when deeper attention is given to research, it is done with the simple and effective language of business.

Users Review

From reader reviews:

Dennis Fleenor:

Here thing why this kind of Investment Banking: A Guide to Underwriting and Advisory Services are different and reliable to be yours. First of all looking at a book is good but it depends in the content than it which is the content is as yummy as food or not. Investment Banking: A Guide to Underwriting and Advisory Services giving you information deeper as different ways, you can find any guide out there but there is no publication that similar with Investment Banking: A Guide to Underwriting and Advisory Services. It gives you thrill reading journey, its open up your current eyes about the thing that will happened in the world which is probably can be happened around you. You can actually bring everywhere like in playground, café, or even in your technique home by train. If you are having difficulties in bringing the published book maybe the form of Investment Banking: A Guide to Underwriting and Advisory Services in e-book can be your option.

Jeffrey Evans:

Is it you actually who having spare time subsequently spend it whole day simply by watching television programs or just laying on the bed? Do you need something totally new? This Investment Banking: A Guide to Underwriting and Advisory Services can be the response, oh how comes? It's a book you know. You are thus out of date, spending your spare time by reading in this brand-new era is common not a geek activity. So what these books have than the others?

Kenneth Flowers:

As a university student exactly feel bored to be able to reading. If their teacher asked them to go to the

library in order to make summary for some publication, they are complained. Just very little students that has reading's heart and soul or real their passion. They just do what the instructor want, like asked to the library. They go to presently there but nothing reading really. Any students feel that reading is not important, boring along with can't see colorful photos on there. Yeah, it is for being complicated. Book is very important to suit your needs. As we know that on this time, many ways to get whatever we wish. Likewise word says, ways to reach Chinese's country. So , this Investment Banking: A Guide to Underwriting and Advisory Services can make you really feel more interested to read.

Larry Tatro:

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