



# BASIC CREDIT SKILLS (COMMERCIAL CREDIT)

## Introduction

Lending or advancing credit facilities is one of the core functions of banks and financial institutions. All employees engaged in credit related jobs should possess basic knowledge about the function before or at the time of assuming such role. Basic knowledge on commercial credit activities would typically include understanding credit facilities and need for advancing it, types of funds and non-funds based loans/credit facilities and associated risks, structured (product-based) and standalone credit facilities, terms of credit facilities, pricing of credit facilities, financial and non-financial risk assessment, security and security documents, terms / conditions / covenants, etc. It would be highly risky for an institution to expose someone in any credit function without fundamental knowledge on these aspects.

## Course Content

### Principles of Advancing Credit Facilities

#### Types of Credit Facilities and Risks

- Funds based - overdraft and loans.
- Non-funds based - letter of credit, guarantee etc.
- Other facility - foreign exchange dealing.

#### Security

- Tangible Security - Nature and Types of Charge.
- Guarantee: Personal guarantee, corporate guarantee and cross guarantee.

#### Compliance

- Classification of credit and provision for loan loss.

### Credit Analysis

- Borrowing cause and possibility of diversion o funds.
- Assessment of limits for credit facility.
- Risk assessment - non-financial risks, financial and cash flow risks, facility structure risk, account performance risk etc.
- Terms, conditions and covenants.

## Trainer Profile



Mr. Ajay Shrestha  
Former CEO  
Bank of Kathmandu Ltd.

Mr. Shrestha , a Senior Banker carries 3 decades of professional banking experience having started career journey from Standard Chartered Bank Nepal Ltd. (the then Nepal Grindlays Bank Ltd.) and moving to NMB in a senior position subsequently to Bank of Kathmandu Ltd. in the post of CEO. He has an expertise in Credit & Corporate Banking.

## PROGRAM DETIALS

DATE : 6TH TO 11TH SEPTEMBER 2020 ( 6 DAYS )  
TIME : 4:00PM TO 6:00PM  
FEE: 7,800+VAT (5% ADDITIONAL DISCOUNT FOR INDIVIDUALS)

PROGRAM DELIVERY- VIRTUAL LEARNING CLASS VIA MICROSOFT TEAM