



PRESENTS  
**CREDIT APPRAISAL COURSE**

*Testimonial from the previous course:*

- 1. The program was directly linked to my current job. This definitely helped me a lot to understand the subject matter.*
- 2. The program was very useful to the beginners in credit department. It was able to pin point even the small data and was able to interpret the meaning of the data so this is very fruitful to all the learners.*
- 3. Overall the training was very much relevant and useful to the responsibility assigned at workplace.*
- 4. Highly knowledgeable and experienced resource person. Highly beneficial training.*
- 5. It is grateful & useful training program.*
- 6. Outstanding Excellent.*

**Program Objectives:**

1. Create a solid base for a better future in Credit Department.
2. Understand Credit Appraisal comprehensively.
3. Be able to use the knowledge and skills immediately.

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# Course Outline

<p><b>Day 1</b></p> <p><b>7:00am to 8:30am</b> <b>Session 1</b></p> <p><b>8:30am to 9:00am</b> <b>(Breakfast)</b></p> <p><b>9:00am to 10:30am</b> <b>Session 2</b></p>	<p><u>I) Asset Conversion Cycle</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Components of the Asset Conversion Cycle</li> <li>• Timing Differences and Financing Needs</li> <li>• Estimating Operating Cycle Financing Needs</li> </ul> <p><u>II) Borrowing Cause Analysis</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Borrowing Caused by             <ul style="list-style-type: none"> <li>• Short Term Sales Growth</li> <li>• Long Term Sales Growth</li> </ul> </li> <li>• Borrowing Caused by             <ul style="list-style-type: none"> <li>• Increase in working investment</li> <li>• Stock Slowdown</li> </ul> </li> </ul>
<p><b>Day 2</b></p> <p><b>7:00am to 8:30am</b> <b>Session 3</b></p> <p><b>8:30am to 9:00am</b> <b>(Breakfast)</b></p> <p><b>9:00am to 10:30am</b> <b>Session 4</b></p>	<p><u>II) Borrowing Cause Analysis (Contd...)</u></p> <ul style="list-style-type: none"> <li>• Debtors Collection Slowdown</li> <li>• Borrowing Caused by             <ul style="list-style-type: none"> <li>• Fixed Asset Replacement</li> <li>• Expansion of Fixed Assets</li> <li>• Restructuring Liabilities</li> <li>• Assets Growth</li> <li>• Unprofitable or Marginally Profitable Operations</li> <li>• Outlays for Dividend Payments or Owners Drawings</li> </ul> </li> </ul> <p><u>III) Industry Risk Analysis</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Industry Risk Characteristics             <ul style="list-style-type: none"> <li>• Cost Structure</li> <li>• Maturity</li> <li>• Cyclicalities</li> <li>• Profitability</li> <li>• Dependence</li> <li>• Vulnerability to Substitutes</li> <li>• Regulatory Environment</li> </ul> </li> </ul>
<p><b>Day 3</b></p> <p><b>7:00am to 8:30am</b> <b>Session 5</b></p> <p><b>8:30am to 9:00am</b> <b>(Breakfast)</b></p> <p><b>9:00am to 10:30am</b> <b>Session 6</b></p>	<p><u>IV) Business Risk Analysis</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Business Analysis Perspectives</li> <li>• General Characteristics and Goals</li> <li>• Product Market Match</li> <li>• Supply and Production Analysis</li> <li>• Distribution and Sales</li> <li>• Management Analysis</li> <li>• Drawing Conclusion</li> </ul>
<p><b>Day 4</b></p> <p><b>7:00am to 8:30am</b> <b>Session 7</b></p> <p><b>8:30am to 9:00am</b> <b>(Breakfast)</b></p> <p><b>9:00am to 10:30am</b> <b>Session 8</b></p>	<p><u>V) Financial Statement Analysis</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Financial Ratio Categories</li> <li>• Developing Financial Statement Expectations</li> <li>• Assessing Operations Management</li> <li>• Key Financial Ratios</li> <li>• Examining the Balance sheet for Accounting Risk</li> </ul>



**Day 5**  
**7:00am to 8:30am**  
**Session 9**

**8:30am to 9:00am**  
**(Breakfast)**

**9:00am to 10:30am**  
**Session 10**

VI) Cash Flow Analysis

- Introduction
- Cash Flow Summary
  - Principles of Cash Flow Analysis
  - Performing Cash Flow Analysis
- More Cash Flow
  - Interim Cash Flow Analysis
  - Cash Flow Statement
  - Quick Cash Flow

**Day 6**  
**7:00am to 8:30am**  
**Session 11**

**8:30am to 9:00am**  
**(Breakfast)**

**9:00am to 10:30am**  
**Session 12**

**10:30am to 11:30am**  
**(Exam Session 13)**  
**Closing**

VII) Projection

- Introduction
- The Logic and Purpose of Projections
- Sensitivity Analysis
- Projecting the Cash Flow Summary
- Projecting the Balance Sheet

## Program Details

Duration : 6 days  
Date : 2nd to 7th October 2016  
Time : 7:00am to 10:30am  
Nature : Course  
Target Group : 6 months in credit or aspiring to work in credit Department  
Methods : Presentations, Group Discussion, Case Studies,  
Venue : NBI Hall, Kathmandu.

**Resource Person : Mr. Parshuram K. Chhetri, Ex-CEO, Grand Bank Nepal**



## Terms and Conditions

**Fee/ Charges :**

1. Cancellation/ withdrawal of participants must be done 24 hours prior to start of the program. If participant does not attend the program without cancellation, full charge shall be levied to the client.