



PRESENTS

# SME LENDING

- AN APPROACH TO ESTABLISHING PROFITABLE BANKING RELATIONSHIP.

Level (Low/Mid/Senior/High)	Relationship Manager, Relationship Officer, Assistant Relationship Manager working in credit department.
Duration (in Days)	One and half days.
Target Audience	Officials working in credit department and responsible to be involved in credit marketing, processing and monitoring in Banks.
Program delivery Date, Venue & Time	Presentation, Discussion, Case studies, interaction with illustration 30th (9:30 am to 5:00 pm) & 31st (9:30 am to 1:00 pm) December 2016 at NBI Hall, Kathmandu
Course outline	<p>Banks were much concentrated on large ticket corporate loans in the past for the maximum profitability by managing very limited resources. It was considered that the SME Loan requires high operating cost in comparison to return. Now the time has changed and banks have been focusing on high volume small ticket SME loans and also focusing with new approaches and strategy to capture this business. SME customers presents one of the greatest opportunities for banks to pursue growth and profitability; at the same time it represents substantial credit risk also.</p> <p>Needless to mention that the skilled people having awareness in benefit from the relationship can create lead, maximize sales, expedite the process and convert the lead into profitable customer.</p> <p>This course will provide the overview of SME business, credit analysis process, identification of risk, and relationship management, which will be instrumental for the bank to increase remunerative SME loan.</p>
Program takeaway:	<p>Upon completion of seminars, delegates will :</p> <ul style="list-style-type: none"> <li>Be able to conceptualize the SME sector.</li> <li>Be able to gather information of customer to analyze the credit case.</li> <li>Be able to establish profitable relationship for the bank.</li> <li>Be able to assess creditworthiness from historical and projected financials.</li> <li>Be able to identify risks and mitigating factors.</li> <li>Be able to identify suitable collateral to support SME loans- its not just about landed collateral.</li> <li>Be able to identify Early Warning Indicators and approaches to problem loan and default management.</li> </ul>
Facilitator/s	<p>Details of Facilitator/s</p> <p>Mr. Ganesh Awasthi is seasoned banker with experience of nearly one and half decade in different functional area specially in credit and branch management in different commercial banks. Mr. Awasthi has further been involved in training banking professional and teaching as part time and guest lecturer at various management colleges. He has been currently associated with Global IME Bank Ltd.</p>

## Course Outline

Time	Day 1
Session 1	Brief introduction of SME Banking , Definition of SME– provision in Nepal Industrial Enterprises Act 1992 Challenges of growing and managing SME loan
	Hi- Tea
Session II	Lending products suitable for smooth business operation of SME Fund based products Non fund based products Relationship Strategy  Round table discussion– Suitable Products and Strategy formulation

Time	Day 2
Session 1	Borrowing case assessment Borrowing in business growth– sales growth, capacity enhancement etc Borrowing requirement in business slowdown Fixed assets creation/replacement Leveraging existing business
	Tea Break
Session II	<b>Business operating Cycle</b> – Calculation of WC/Fixed Term Loan requirement and interpretation WC loan– Purpose; WC cycle (Net Trading Assets) & interpretation LC Limit Calculation Calculation of major ratio and interpretation
	Lunch Break
Session III	<b>Monitoring the account</b> Purpose of Periodic monitoring of account Quantitative and qualitative verification MPBF calculation <b>Credit Risk</b> Business Risk Borrower Risk
	Tea Break
Session IV	Case study in limit assessment, risk identification, creditworthiness assessment Conclusion

### 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.

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