



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.*

### Objective:

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

# Course Outline

<p>Day 1</p> <p>7th August, 2015 (Friday)</p> <p>2:30pm to 4:00pm (Session 1)</p> <p>4:00pm to 4:20pm- (Hi-Tea)</p> <p>4:20pm to 5:50 (Session 2)</p> <p>5:50pm to 6:00pm (Tea Break)</p> <p>6:00pm to 7:30pm (Session 3)</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>• Stock Slowdown</li> <li>• Increase in working investment</li> </ul> </li> <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>Day 2</p> <p>8th August, 2015 (Saturday)</p> <p>7:45am to 8:00am (Registration &amp; Tea/ Coffee)</p> <p>8:00am to 9:30am (Session 4)</p> <p>9:30am to 10:15am- Lunch Break</p> <p>10:15am to 11:45 (Session 5)</p> <p>11:45am to 12:00am (Tea/ Coffee/ Cookies Break)</p> <p>12:00am to 1:30pm (Session 6)</p>	<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>• Cyclical</li> <li>• Profitability</li> <li>• Dependence</li> <li>• Vulnerability to Substitutes</li> <li>• Regulatory Environment</li> </ul> </li> </ul> <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>Day 3</p> <p>9th August, 2015 (Sunday)</p> <p>7:45am to 8:00am (Registration &amp; Tea/ Coffee)</p> <p>8:00am to 9:30am (Session 7)</p> <p>9:30am to 10:15am- Lunch Break</p> <p>10:15am to 11:45 (Session 8)</p> <p>11:45am to 12:00am (Tea/ Coffee/ Cookies Break)</p> <p>12:00am to 1:30pm (Session 9)</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> <p><u>VI) Cash Flow Analysis</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Cash Flow Summary             <ul style="list-style-type: none"> <li>• Principles of Cash Flow Analysis</li> <li>• Performing Cash Flow Analysis</li> </ul> </li> </ul>

<p>Day 4 (4 sessions)</p> <p>10th August, 2015 (Monday)</p> <p>7:45am to 8:00am (Registration &amp; Tea/ Coffee)</p> <p>8:00am to 9:30am (Session 10)</p> <p>9:30am to 10:15am—Lunch Break</p> <p>10:15am to 11:45am (Session 11)</p> <p>11:45am to 12:00am (Tea/ Coffee/ Cookies Break)</p> <p>12:00am to 1:30pm (Session 12)</p> <p>Examination (1 Hour) Session 13</p>	<ul style="list-style-type: none"> <li>• Performing Cash Flow Analysis (cont...)</li> <li>• More Cash Flow <ul style="list-style-type: none"> <li>• Interim Cash Flow Analysis</li> <li>• Cash Flow Statement</li> <li>• Quick Cash Flow</li> </ul> </li> </ul> <hr/> <p><u>VII) Projection</u></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• The Logic and Purpose of Projections</li> <li>• Sensitivity Analysis</li> <li>• Projecting the Cash Flow Summary</li> <li>• Projecting the Balance Sheet</li> </ul>
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Duration: 4 Days

Date & Time: 7<sup>th</sup> (2:30pm to 7:30pm), 8<sup>th</sup> to 10<sup>th</sup> (7:45am to 1:30pm) August, 2015

Location: Hotel Rubus, Dhangadhi.

Nature: Course

Target Group: 6 months in Credit Department or having aspiration to work in Credit Department

Method: Presentations, Group Discussion, Case Studies



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



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