



PRESENTS

CREDIT UNDERWRITING & MANAGEMENT

Program Overview

A structured training path through the credit life cycle from identifying and screening the prospective loan customers, importance of know your customer (KYC) assessment, Credit Underwriting, Financial Statement Analysis, Projections & Sensitizations, risk assessments, loan structuring, loan documentation up to learning how to identify and analyze the Early Warning Signals of financial distress and to formulate timely a viable debt recovery plan, etc.

CUM is designed specifically for banking professionals who are already exposed to areas of Credit, Business Banking, Credit Operations or Risk Management. This course is for anyone who wants or needs a deeper understanding of credit risk topics in order to advance current work tasks or support future professional development. The course balances between theory and practice, through case studies, interactive sessions, sharing experiences of the participants, etc., to make it both challenging and valuable for your work.

In line with the Regulator's high focus on "business with compliance" and given the enormous challenges banks face with the incremental capital, this course is expected to also assist the required process of building a prudent credit culture; one of the greatest need of the hour for our banking & financial sector.

The program provides a unique opportunity to take the next step in credit risk management and helps individuals in contributing to the stability and economic sustainability of their Bank.

NATIONAL BANKING INSTITUTE LTD.

Central Plaza, 6th Floor, Narayanchour, Naxal, Kathmandu, Nepal.
Telephone : 977-1-4415903/905, 4436001 • F: 977-1-4441351
info@nbi.com.np • www.nbi.com.np

Program Objectives

This training enables participants to:

- Scan business environment and identify lending opportunities
- Use financial and non-financial appraisal techniques for Underwriting Process
- Detailed credit assessment.
- Manage loan relationship in mutual interest.

Brief Introduction Session including:

Objective of Training
Credit Management
Credit Risks
Principle of Lending

Detailed Credit Underwriting process

Requisites of Credit Underwriting Process
Contents of a Credit Application
Know Your Customer (KYC) Assessment
Understanding & identifying reasons for Borrowing Cause
Various methods of borrowing cause assessment

Financial Statement Analysis

Components of financial statements
Understanding Balance Sheet, P&L, Ratios & trends
Asset conversion Cycles
Estimating & interpreting the operating cycle financing need
Profitability & Asset Structure, Indicators
Common size Analysis
Interpreting financial ratios
Stock valuations / methods
Reviewing Balance Sheet items

Cash flow Analysis

Steps in cash flow analysis
Performing cash flow statements
Methods of cash flow calculations
Principles of cash flow analysis
Interim cash flow analysis
Quick cash flows

Projections & Sensitization

- Purpose
- Projections-types of companies
- Use of projections
- Sensitivity analysis
- Interpreting projections / sensitivity analysis

Risk Assessment

- Business & management risk assessment
- Risk assessment worksheet
- Impact assessments

Industry Risk Assessment

- Industry risk Characteristics
- Industry cyclicality

Structuring Credit Limits & Documentation

- Developing loan structure proposal
- Components of pricing
- Types of loan covenants
- Types of loan documents and security arrangements

Loan Monitoring & Risk Minimization

- Tools for effective credit risk management
- Financial & non-financial early warning signals
- Recovery procedures
- Major NRB provisions

Trainer Profile

Mr. Bimal Daga

Graduated from Shri Ram College of Commerce, Delhi University and later Kathmandu University School of Management (KUSOM), Mr. Bimal Daga is a vastly experienced banker with over 25 years of core banking experience in two leading commercial banks of the country.

He has been in the executive management of a leading commercial bank for more than a decade and has developed various credit and risk management systems and policies, ensuring a prudent risk culture.

Whilst his vast experience has been in different areas of the bank, he however is considered an expert in the areas of Credit Management, Risk Management.

Program Details

The program has been revised on the basis of the market practice and the industry requirement to make the program more effective and more comprehensive. The schedule is designed in such a way that it does not conflict with working hours as well as ensures skill retention and acquisition.

Target	: 6 months in credit or aspiring to work in credit department.
Duration	: 16 sessions
Date	: 6th to 12th November 2017
Time	: for weekdays (7:00am to 10:15am) & Saturday (9:30am to 5:00pm)
Location	: NBI HALL Naxal Kathmandu
Methods	: Presentations, Group Discussion, Case Studies

NATIONAL BANKING INSTITUTE LTD.

Central Plaza, 6th Floor, Narayanchour, Naxal, Kathmandu, Nepal.
T : 977-1-4415903/905, 4436001 • F: 977-1-4441351
info@nbi.com.np • www.nbi.com.np