

# Programme on **Lending to Services Sector**

**September 9 – 13, 2019**

*Coordinators*  
**Dr Elizabeth James**  
**Dr Rakesh Gupta**



**National Institute of  
Bank Management  
Pune, India**

# Programme on Lending to Services Sector

India's dominant services sector is not called the economic engine without reason. The sector, which accounts for about 55.2 per cent of gross value added, is likely to lead growth in gross fixed capital formation – a measure of investment spending – that had remained subdued in the last couple of years. The seasonally adjusted Nikkei India Services Business Activity Index fell to 50.2 in May, from 51.0 in April. Signs that we may see a revival in the service sector in the near-term is, however, evidenced by a pick-up in hiring activity and improved sentiment. Also supportive of greater client spending and investment among businesses is the evident lack of inflationary pressures.

Due to the peculiar nature of many of the services sector projects, there is a need for a more proactive approach to tap the opportunities in the sector in a coordinated way. Some services like software and telecom are big-ticket items that give India a brand image in services. While the further focus on these services is needed to retain and further our lead, the time has come to focus on some other high potential big-ticket items (such as Tourism and hospitality sector, Ports services and Railways) that have high manufacturing-sector and employment linkages.

Hence a large number of businesses which require financial assistance can be profitably tapped by the banks if they understand the business model and subsequently the financing requirements. In this backdrop, the programme is designed to equip participants with necessary qualitative and quantitative skills to assess the potentialities and the risks involved in lending to the services sector. And also to facilitate taking the right credit decision through an objective and comprehensive assessment of credit needs, credit worthiness, economic and financial feasibility of the activities/projects proposed for bank finance.

## Content

- ☞ An overview of the Services sector and potentialities for lending under different segments.

- ☞ Issues and Challenges in lending to the Services sector: specific focus on lending to Hospitals, Educational Institutions, Hotels, Restaurants, Contractors and Film financing.
- ☞ Credit Appraisal and assessment of working capital and term loan requirements under various segments in the services sector: Corporates and SME.
- ☞ Project and Infrastructure Finance – various sub-sectors under the services sector which are now coming under Infrastructure.
- ☞ Business Environment and Strategy Analysis
- ☞ Economic Analysis: Identifying key economic variables for the future performance of the company.
- ☞ Industry Analysis
- ☞ Financial Statements Analysis
- ☞ Cash flow based lending to the services sector
- ☞ Lending to new businesses
- ☞ Financing Exports and Imports in the services sector.
- ☞ Non-Fund based lending.
- ☞ Channel Financing
- ☞ Review and Monitoring of accounts
- ☞ Recent Policy Measures/Reforms in the services sector.

## Target Audience

Branch incumbents and other officers involved in credit functionalities in branches and controlling offices from commercial banks, infrastructure finance companies, NBFCs, cooperative institutions and credit rating agencies would find the programme to be highly relevant to their profession.

## Faculty

The programme will largely be conducted by NIBM Faculty. In addition, experts from the industry will also be invited as Guest Speakers

## Methodology

The methodology for the programme has been designed to give experiential and participatory learning to the participants. Accordingly, lecture sessions, exercises, case analysis, group discussions and interfaces with practitioners and visit to manufacturing units in Pune will be facilitated.

## Dates

September 9 – 13, 2019

The programme will commence at 9.00 am on Monday, September 9, 2019, and will conclude by 5.00 pm on Friday, September 13, 2019. Participants are expected to reach NIBM campus by the evening of Sunday, September 8, 2019.

## Venue

NIBM Campus, Kondhwa Khurd  
Pune, India.

## Accommodation

The programme is fully residential. Participants will be provided well-furnished single room AC accommodation in the Institute's hostel complex on the campus. However, they will not be permitted to bring their family members to stay on the campus. In case any Officer/Executive with physical/medical disability is being nominated, kindly inform us in advance with particulars of disability to facilitate necessary arrangements.

The Institute has facilities for outdoor and indoor games and a large walking/jogging trail for physical fitness besides a yoga centre. Participants are therefore encouraged to bring appropriate clothes/gear.

## Programme Coordinators

**Dr Elizabeth James**

Assistant Professor

**Dr Rakesh Gupta**

Industry Expert as Assistant Professor

(Finance Area Group)

## Last Date for

### Receiving Nominations:

August 30, 2019

## Last Date for

### Availing Early Bird Incentive of 5%:

August 24, 2019

(See fee structure on home page of the website)

## Nominations and Enquiries

Please address your enquiries and nominations to:

**Dr Elizabeth James**

**Dr Rakesh Gupta**

Programme Coordinators

National Institute of Bank Management

NIBM Post Office, Kondhwe Khurd

Pune 411 048, India.

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Website : www.nibmindia.org

## Programme Fee (per participant)

US \$ 2000 for foreign participant

(See fee structure on home page of the website for incentive)

	Fee	GST	Fee+ GST	TDS
Member Banks :	42000	7560	49560	4200
Non-Member Banks :	49200	8856	58056	4920

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Goods and Services Tax (GST) @ 18%, and TDS @ 10%. Kindly send the TDS Certificate on priority to NIBM).

### Mode of Payment for Indian Participants

- The fee may preferably be transferred by RTGS/NEFT/ECS to our A/c No. 20002400021 with Bank of Maharashtra, NIBM Branch, Pune (IFSC Code MAHB0001124). NIBM PAN No. AAATN0040P and NIBM GSTIN No. 27AAATN0040P1ZJ.
- National Institute of Bank Management  
NIBM Post Office, Kondhwe Khurd, Pune 411 048, INDIA.

### Mode of Payment for Foreign Participants

#### Mode of Remittance: SWIFT\*

1. Name & Address of our Bankers : **Oriental Bank of Commerce  
C-2, Shop No. 4-5, Bramha Estate  
Kondhwe Khurd, Pune 411 048  
Maharashtra, India**
2. Name of the Account : **National Institute of Bank Management**
3. NIBM's Bank Account No. : **Current A/C 11281131004402**  
with Oriental Bank of Commerce
4. Bank's Swift Code : **ORBCINBBFCP**
5. Oriental Bank of Commerce A/c No. : **36152559**  
with Correspondent Bank
6. Preferred currency : **USD**
7. Correspondent Bank : **CITIBANK N.A.**
8. Swift code for Citi Bank : **CITIUS33**

**\* The Foreign Bank Charges/ SWIFT charges/Commission is to be borne by the remitter. The fees mentioned in the invoice/brochure is to be paid to NIBM, net of all bank charges.**

**\*Payments will be accepted only through electronic mode.  
Cheques/DDs/Pay Orders will not be accepted.**

- **For all electronic remittances, kindly send a confirmatory e-mail at: [accounts@nibmindia.org](mailto:accounts@nibmindia.org) giving details of the remitter and participant, name and dates of programme, etc.**

Please see programme fee structure on home page of the website for early bird incentive, incentives for SAARC and other developing countries, mode of remittance, Pune City route map and local conveyance.