



Advanced Programme on Corporate Lending and Financial Services

October 24 – 28, 2017

Coordinators
Dr S V Kuvalekar
Dr Dipali Krishnakumar



National Institute of
Bank Management
Pune, India

Advanced Programme on Corporate Lending and Financial Services

Background

The financial sector in India is in a process of rapid transformation. Reforms in financial markets have brought innovations in money, capital and derivative markets which has brought a significant change in the financial management of large & medium size companies. They have been given access to raise funds from various segments of domestic markets as well as from international markets. Driven by these reasons, the wholesale or corporate banking market is undergoing an unprecedented level of change. This is further driven by increase in the cross border transactions and the liberalization of banking regimes. Banking is now a truly global business and banks are grappling with the opportunities and complexities, against the backdrop of lower margins, and more expectations from corporate customers. It is essential for credit analysts and others who are involved in delivery of financial services, to understand developments in financial markets and emerging trends in corporate lending and financial services industry so as to assess its impact on corporate banking business and corporate financing pattern. This will help them to optimize yields from their corporate lending business and cross selling of various financial services to them. Keeping this in view, an advanced programme highlighting synergies of corporate lending and financial services is being announced for the banking industry.

Participation

- (a) Executives working with Industrial Finance branches, Corporate Banking Branches and Overseas Branches, etc. of commercial banks.
- (b) Executives in the zonal/regional offices of banks who are involved in monitoring of loans of companies as well as in offering financial services.
- (c) Executives who are involved in monitoring performance of specialized corporate finance and banking branches and in planning of financial services at corporate office of commercial banks.
- (d) Executives in financial institutions and non-banking financial companies who are involved in corporate lending and delivery of financial services.

Objectives

- To improve understanding of participants about changes in corporate banking business and financial services industry.
- To improve skill and knowledge of participants on fund and non-fund requirements of corporate and maximize yield from each type of business.
- To identify business opportunities keeping in view the changes in financial markets, market conditions and financial management of companies.
- To understand international practices and visualize future developments.

Course Content

- IFRS and its Impact on Corporate Financial Reporting
- Developments in Financial Markets and its Impact on Corporate Banking Business
- Emerging Trends in Financing Pattern of Medium and Large Companies
- Advanced Techniques for Assessment of Fund and Non-fund Based Limits
- Innovations in Financing of Receivables, Export and Import Finance
- Advanced Techniques for Project/Infrastructure Financing
- Corporate Restructuring and Business Valuation
- Financing of Mergers and Acquisitions
- International Financial Management Including ADRs, GDRs and ECBs
- Structured Finance Products and Loan Syndication
- Distribution Finance, Private Equity and Venture Capital
- Leveraging Technology for Corporate Banking Business

Methodology

In addition to classroom lectures, a few case studies and exercises will be used in the programme in order to get insight into the corporate banking business and operational aspects of lending functions. Besides this, group discussion and presentations will be an integral part of the programme methodology so as to ensure active participation of the participants.

Faculty

In addition to NIBM faculty, experts from the banking industry and professionals will be invited as guest faculty

Dates

October 24 – 28, 2017

The programme will begin at 9.00 am on Tuesday, October 24, 2017 and will conclude by 5.00 pm on Saturday, October 28, 2017.

Venue

NIBM Campus, Kondhwe 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 S V Kuvalekar

Associate Professor &
Associate Dean-Training

Dr Dipali Krishnakumar

Assistant Professor

(Finance Area Group)

Last Date for Receiving Nominations:

October 14, 2017

Last Date for

Availing Early Bird Incentive of 5%:

October 9, 2017

(See fee structure on
home page of the website)

Nominations and Enquiries

Please address your enquiries and
nominations to:

Dr S V Kuvalekar

Dr Dipali Krishnakumar

Programme Coordinators

National Institute of Bank Management

NIBM Post Office, Kondhwe Khurd

Pune 411 048 India

Tel. : 0091-20-26716000 (EPABX
26716305/26716337(Direct))

Fax : 0091-20-26834478

E-mail : svk@nibmindia.org
k.dipali@nibmindia.org

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 | CGST | SGST | Fee+ CGST+SGST | TDS |
|------------------|-------|------|------|-------------------|------|
| Mem. Banks : | 42000 | 3780 | 3780 | 49560 | 4200 |
| Non-Mem. Banks : | 49200 | 4428 | 4428 | 58056 | 4920 |

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Central Goods and Services Tax (CGST) @ 9%, State Goods and Services Tax (SGST) @ 9% 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 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 giving details of the remitter and participant, name and dates of programme, etc.

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