

# Programme on Project Finance and Loan Syndication

January 29 – February 2, 2018



*Coordinators*  
Prof Tasneem Chherawala  
Prof N Ramani



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

# Programme on Project Finance and Loan Syndication

## Introduction

Project Finance techniques and their application to fund core and infrastructure sectors are a high growth opportunity area for banks and financial institutions. In India, government effort has focused on refining policies and designing appropriate structures to sustain public funding and attract private and foreign funding for accelerated capacity growth in sectors like roads, renewable energy, ports, airports and urban infrastructure and other core sectors.

Recent sectoral initiatives of the Government include the Bharatmala Pariyojana for the transportation sector with INR 2.4 lakh crores allocated in the Budget 2017-18; UDAY scheme for the DISCOMs; a target of 175 GW of renewable energy capacity to meet the more than 50 percent expected increase of power consumption in India by 2022; and a target of five times more airport capacity in the next 10 years as set by the National Civil Aviation Policy 2016.

Commercial banks in India have traditionally been key financing sources for large projects. The share of outstanding bank credit to the infrastructure sector stood at 34 percent in March 2017. However, the stressed advance ratio in this sector remained high at 18.3 percent as of March 2017, and the stressed advances ratio for the overall industry exposures, was higher still at 23.0 percent, mainly on account of subsectors such as steel, cement, textiles mining and construction. To tackle the mounting bad loan problems, various initiatives have been undertaken by the Government and RBI, including creation of an empowered Joint Lenders' Forum, Strategic Debt Restructuring (SDR) scheme, enabling flexible refinancing under the 5/25 scheme, easing norms around sustainable structuring of stressed assets (S4A) and revising guidelines for their sale. Furthermore, RBI has actively referred a number of top NPAs for resolution under the Insolvency and Bankruptcy Code (IBC), 2016.

Thus, in order to continue participation in the financing of industry and infrastructure projects, banks and financial institutions will have to adopt a two-fold strategy. First, banks will need focussed efforts to clean up their balance sheet of existing stressed accounts in this sector. Second, they will need to enhance project appraisal and structuring skills for a thorough assessment of the project risks in different sectors and understand how these risks can be mitigated. This will enable them to not only identify the strong and viable projects for investment and syndication but also give them the necessary tools to monitor the projects post completion.

## Content

- ❖ Project Finance: Structure and Documentation
  - ❖ Risk Assessment, Allocation and Mitigation Strategies
  - ❖ Cash Flow Modelling and Financial Viability Assessment
- ❖ Infrastructure and Core Industry Projects
  - ❖ Prospects and Challenges in Emerging Markets
  - ❖ Changing Landscape of Public Private Partnerships in Infra Projects
  - ❖ Case Studies on Risk Identification and Mitigation large Infrastructure and Commercial Projects in different sectors
- ❖ External and Internal Credit Rating Process for Project Finance exposures
- ❖ Syndication and Pricing Strategies
- ❖ Debt Restructuring Issues and Challenges for Project Loan Exposures
- ❖ Recovery and Resolution of NPAs under IBC

## Pedagogy

- Case studies on different types of infrastructure projects
- Group discussions and presentations
- Practical experience sharing by Industry Experts

## Who Should Attend?

The programme is designed to sharpen the skills of:

- ☞ Executives of Project Appraisal and Financing and Debt Syndication Desks of Commercial Banks, Investment Banks, NBFCs and Financial Institutions
- ☞ Credit Officers of Banks and Financial Institutions
- ☞ Executives of Banks / Companies involved in Appraising Infrastructure Projects
- ☞ Executives handling the Recovery of Project Assets under IBC etc.

## Dates

January 29 – February 2, 2018

The programme will begin at 9:00 am on January 29 and will conclude by 5:00 pm on February 2, 2018.

## 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

### Prof Tasneem Chherawala

Assistant Professor  
(Finance Area Group)

### Prof N Ramani

Visiting Faculty as an Industry Expert  
(Finance Area Group)

## 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).

**Last Date for  
Receiving Nominations:**  
January 19, 2018

**Last Date for  
Availing Early Bird Incentive of 5%:**  
January 13, 2018  
(See fee structure on  
home page of the website)

## Nominations and Enquiries

Please address your enquiries and nominations to:

### Prof Tasneem Chherawala

### Prof N Ramani

Programme Coordinators  
National Institute of Bank Management  
NIBM Post Office, Kondhwe Khurd  
Pune 411 048, India.

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Website : [www.nibmindia.org](http://www.nibmindia.org)

## 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\*

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