

# Programme in Assessment of Working Capital Requirements

*Coordinators*  
Dr Elizabeth James  
Prof N Ramani

January 9 – 13, 2017



National Institute of Bank Management  
Pune, India

# Programme in Assessment of Working Capital Requirements

A proper independent assessment of working capital requirements should be made by any credit analyst so that sales are estimated on a realistic basis at the project appraisal stage itself, keeping in view the installed capacity, the demand for the product, the extent of competition in the market, etc. This can prevent over-financing, extra interest burden, and even diversion of funds which ultimately result in deterioration of the financial health of the company. The skill of the credit analyst also does not lie in just working out the permissible amount of finance against an acceptable level of holding of current assets but goes beyond it. This is a simple arithmetic process and very often the projections are made very close to the permissible level of bank finance. The real test of quantitative appraisal of bank credit lies in validating the propriety of the margin requirements and whether the available sources of finance and also the financial statements (both actuals and projected) indicate that the amount of margin required can actually be mobilised.

## Objectives

**This five-day programme is equipped with visits to industries to help the participants understand a business and its operating cycle and make a realistic assessment of working capital requirements to meet a borrower's requirement.**

## Pedagogy

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

## Content

- ❑ Working capital requirements for existing and new manufacturing and services enterprises.
- ❑ Operating cycle as part of assessment of working capital needs.
- ❑ Credit analysis: Industry analysis, business analysis, financial analysis and management.
- ❑ Credit appraisal: Basic principles.
- ❑ Financial statement analysis.
- ❑ Trends in working capital finance to corporates.
- ❑ CMA format for assessment of working capital.
- ❑ Assessment of working capital: MPBF, turnover and cash flow-based lending: Concept, process and exercise.
- ❑ Fixation of sub-limits of working capital facilities fund-based and non-fund-based.
- ❑ Financing of imports and exports.
- ❑ Use of buyers' credit for financing working capital.
- ❑ Stock audit, inspection and fraud management.
- ❑ Cash budgeting method.
- ❑ Concepts of chargeable current assets.
- ❑ Monitoring and control of end use of funds.
- ❑ Consortium lending and multiple banking issues, lending arrangements-role responsibilities, due diligence, sharing of information.

## Target Group

Credit analysts and credit officers in Scale I, II and III with a minimum of two years' experience in credit. Junior level credit analysts/credit officers from commercial banks, infrastructure finance companies, NBFCs, cooperative institutions and credit rating agencies would find the programme useful.

## Dates

January 9 – 13, 2017

The programme will commence at 9.00 am on Monday, January 9 and conclude by evening 5 pm on Friday, January 13, 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 Elizabeth James  
Assistant Professor

Prof N Ramani  
Visiting Professor as an Industry Expert  
(Finance Area Group)

**Last Date for  
Receiving Nominations:**  
December 30, 2016

**Last Date for  
Availing Early Bird Incentive:**  
December 24, 2016  
(See fee structure on  
home page of the website)

## Nominations and Enquiries

Please address your enquiries and  
nominations to:

Dr Elizabeth James  
Prof N Ramani  
Programme Coordinators  
National Institute of Bank Management  
NIBM Post Office, Kondhwe Khurd  
Pune 411 048, India

Tel. : 0091-20-26716000 (EPABX)  
26716219, 26716284 (Direct)  
Fax : 0091-20-26834478  
E-mail : elizabeth@nibmindia.org  
ramani@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	ST	SBAC	KKC	Fee+ST+ SBAC+KKC	TDS
<b>Mem. Banks</b>	<b>: 35000</b>	<b>4900</b>	<b>175</b>	<b>175</b>	<b>40250</b>	<b>3500</b>
<b>Non-Mem. Banks</b>	<b>: 41000</b>	<b>5740</b>	<b>205</b>	<b>205</b>	<b>47150</b>	<b>4100</b>

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Service Tax (ST) @ 14%, Swachh Bharat Abhiyan Cess (SBAC) @ 0.5%, Krishi Kalyan Cess (KKC) @ 0.5% 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 ST No. AAATN0040PST001.
- 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.