

Advanced Business Lending

21 Hours of Structured Learning

Venue: ifs Malta, 60, G'Mangia Hill, Pieta PTA 1316

ADVANCED LENDING

**15th, 16th, 22nd, 29th November &
6th December**

(3.5 hrs each) from 4.00pm —7.30pm

LEGAL

23rd November

(3.5 hrs) from 4.00pm—7.30pm

The objective is to help participants develop those skills in order to be able to evaluate the risks involved in the granting of credit lines to the SME sector.

At the end of the course participants will be able to:

1. Have a clear understanding of the limitations of financial statements
2. Perform an in-depth analysis of financial statements
3. Adopt a structured approach on how to make an assessment of a credit application
4. Monitor more systematically the underlying risks of the bank's portfolio
5. Have a clearer picture on the legal impact of the various collateral items which are normally included as part of the loan agreement
6. Understand the recovery options that may be available in the case of a non-performing advance.

The course programme will include a number of practical exercises and case studies focusing on:

- Determination of working capital funding requirements
- Use of cash flow forecasting in a credit application
- Making best use of regular management information (e.g. quarterly accounts)
- Use of the sources and applications of funds as an effective tool in the risk assessment process
- Monitoring customer's performance

Methodology

Various models will be discussed and analysed in order to help the participant acquire and develop the necessary lending skills in analysing the level of risks involved by the institution providing finance and on how such risks can be monitored and mitigated during the term of the facility. The course will assist the participants to understand the mix of the soft and hard facts involved in any lending decision and as such it will not be limited to analysing Trading accounts and Balance Sheets, but will also challenge the trainee to look beyond the financial figures.

Another area to be covered includes the approach taken by a lending institution in the analysis of regular information, such as quarterly management figures. Special focus will also be given to the concept of reliance on the Funds Flow Statement as a source of repayment.

An additional session will be entirely dedicated to the legal implications of a number of collateral items and will also discuss the possible ways applied by a credit institution in the recovery process of a non performing loan.

The main areas of focus will include:

- ◆ Limitations of financial statements
- ◆ Discussion of the soft facts involved in a credit analysis process
- ◆ The concept of Working Capital Funding Requirement
- ◆ A structured approach on how financial statements are to be analysed
- ◆ The use of Quarterly Management Information as a monitoring tool
- ◆ The importance of Funds Flow Statement as a source of payment
- ◆ Forecasting future performance
- ◆ The process of perfecting security
- ◆ The process of realisation of security

Target Audience

The contents of this programme is aimed at staff engaged in the credit department involved at various stages in the credit analysis process; providing the supporting function in a bank's credit department; assisting their managers in the decision making process of sanctioning credit facilities.

The programme will assist participants to understand the legal implications involved in the various collateral transactions which are normally attached to a credit facility.

Trainers on behalf of ifs Malta

Victor Rizzo Giusti

VRG Consult, Consultant

Mr. Rizzo Giusti's connection in the financial sector spreads over 37 years with work experience with both local and international institutions. His last post was that of General Manager of a local credit institution responsible for Treasury operations and development and managing of the credit portfolio. His experience in financial education goes back to the late 1980s when he was appointed as an ifs Malta lecturer for the lending module of the ACIB course programme.

Dr. Ivan Sammut

Legal Consultant

Dr. Sammut pursued his studies at the University of Malta reading law and graduated in 1993. He was thereafter seconded to a Bank offshore subsidiary company during its initial operations and later to its long-term lending subsidiary before joining its Legal Department where he worked for 9 years. Dr. Sammut furthered his studies obtaining a Master of Arts in Financial Services from the University of Malta in 2001. He later started his private practice and has been the legal consultant of another Maltese Bank since January 2004. He also worked as a Mortgages lawyer for another local bank.

Registrant Details

Registrant: _____

Designation: _____

Organisation: _____

Tel: _____

E-mail: _____

Address: _____

Registration Fee

€ 285

Methods of Payment

By Cheque: in euro denomination made payable to the "Institute of Financial Services—Malta" and mailed to the attention of the Secretary on 60, G'Mangia Hill, Pieta PTA

By Bank Transfer: A/C Holder: ifs Malta Bank Details: Bank of Valletta Branch Account: 10207225018 IBAN: MT39VALL22013000000010207225018 BIC (Swift): VALLMTMT

Membership: Registration entitles you to become a full registered member of the ifs Malta. This membership is free of charge and is valid for a maximum period of 12 months, after which the Committee will evaluate and consider whether to extend such membership for another fixed period of for an indefinite period of time. Renewal of membership is valid for an additional period of twelve months. The local membership is subject to review by the Committee at any time.

Data Protection Notice: The ifs Malta holds and processes your personal data in order to give you full benefits of being a student, for administrative purposes and to inform you of any future events, services and other related information. In the eventuality that ifs Malta would need to give any personal data to a third party, you will on a case-by-case basis be duly informed of this and you will also be given the opportunity to refuse that such data is given. You have the right to request access to and rectification of, the personal data concerning you that is held by the ifs Malta.