



Credit Notes

Objectives

Credit notes are all about understanding the bank credit application associated with granting a commercial loan. It is essential for people and/or businesses, which are in need of funds to be familiar with the bank credit application use for facility approval. Participants will explore what elements are important to the lenders or banks before granting a commercial loan.

Course Contents

In credit notes, the assessment of the business and its management are highlighted and called 3 Cs of Lending – Character, Capacity, and Capital. This course will also include Porter's 5 Forces Model to analyze an industry in the context of a Company's business attributes, debt capacity, cash flow and liquidity, as well as security and documentation. In addition, risk triggers and covenants will be reviewed, including types of covenants and purposes as well as setting financial and non financial covenants.

Course Outlines

1. Loan purpose and Source of Repayment. The sources are classified as performance, cash profits, and assets quality.
2. Key Client Information and Competitor Analysis.
3. Risks Analysis and Mitigation Checklist including industry risk, business risk, management risk, account performance risk, financial risk, facility structure risk, security risk, and social, environment, and ethical risks.
4. Types of Covenants and how risk triggers differ from covenants.
5. Financial Projections Do and Don't.
6. Legal Due Diligent Checklist.
7. Negotiation Issues and Trade Offs.



Designed For

Managers, supervisors, team leaders, directors, executives, and finance professionals involved in the preparation, use, and interpretation of credit process and approval.

Training Delivery

This instructor led course will require a lot of hands-on exercises and interactive discussions in a team-work oriented environment. The training is presented verbally in Indonesian with the course materials written in English.

Duration

This duration is 2 days.