

The Institute
of Bankers
Pakistan



CAPACITY BUILDING

OF CREDIT OFFICERS IN MICROFINANCE BANKS

DATE: May 09, 2017

FEE: PKR 8,500/- per participant

VENUE: Hotel Shalimar, Rawalpindi

TIMINGS: 9:00 am to 5:00 pm

5%
DISCOUNT
on 3-5 nominations

10%
DISCOUNT
on 6+ nominations

LAST DATE OF REGISTRATION:
May 08, 2017

Course Facilitator:
Mr. Adnan Sattar

COURSE OVERVIEW:

Microfinance has recently emerged as an integral tool for poverty alleviation. Keeping in view the significance of the Micro Finance Training, IBP has announced this one-day program with an aim to train the Credit Staff of Microfinance Banks to enable them work in a more systematic and integrated manner. The training will discuss Products and Services offered by Microfinance Banks, Cashflow, Portfolio Quality Management etc.

CAPACITY BUILDING

OF CREDIT OFFICERS IN MICROFINANCE BANKS

The Institute
of Bankers
Pakistan



COURSE OBJECTIVES:

The course will enable participants to;

- Explain what credit risk is and its elements.
- Understand the industry dynamics.
- Use techniques to analyze risk.
- Analyze the financial statements.

COURSE CONTENT:

- Overview of Common Microfinance Terminologies
- Importance and explanations of common MF Terminologies
- MFB Products & Services - Introduction & Features
- Liability Products
- Asset Products
- Other Services
- Cash flows
 - > Credit files preparation
 - > Loan Cycle & Site Visit
 - > Financial Statements Analysis
 - > Information gathering for Financial Statements
- Portfolio Quality Management
- Loan Monitoring
- Collection, Recovery & Default Management
- Loan Recovery procedures
- Loan Loss Provisioning
- Advantages of Portfolio Diversification

WHO SHOULD ATTEND?

Credit Officers/Executives of microfinance banks.

FACILITATOR:

Mr. Adnan Sattar

Manager Distribution at Khushhali Bank Ltd.

Mr. Adnan Sattar has more than 13 years of experience in various fields at Khushhali Bank. He is currently working as Manager Distribution at Khushhali Bank Limited. He is responsible for managing overall distribution setup of bank & resource induction as per branch requirement, annual business plan, developing annual budget plan of branches and its monitoring through monthly variance analysis. He also manages internal and external compliance reporting including SBP and PMN reporting. Previously he has served as Area Manager, Relationship Manager and Business Development Officer. He is a certified trainer from 'Business Edge', the brand name for International Finance Corporation (IFC) World Bank Group). He has qualified MBA and Msc from University of Agriculture.

CONTACT DETAILS

Mr. Shahid Hamed Qureshi T (042)-99210471 E shahid.hamed@ibp.org.pk
Mr. Imran Hameed T (042)-99210471 F (051) 9270758 E imran.hameed@ibp.org.pk

NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN".

Please send nominations/requests for participation at least two days before the training date.