INDIAN INSTITUTE OF BANKING & FINANCE

(An ISO 21001:2018 Certified)

TRAINING PROGRAMME

ON

CREDIT APPRAISAL, MONITORING & RECOVERY MANAGEMENT FOR BANKS /NBFC's/FI's/SFB's

(Physical Classroom Session)

08.12.2025 to 10.12.2025 (Monday, Tuesday & Wednesday)

Venue:

Indian Institute of Banking & Finance,
Professional Development Centre, South Zone,
94, Jawaharlal Nehru Road
Vadapalani, Chennai - 600 026
Website: www.iibf.org.in

For Details & Nomination, please contact:

Mr. G . Padmanaban **Head – PDC, South Zone, Chennai** **Phone: +91- 44 – 23721429** **Mobile: 7397240035** **Email:** head-pdcsz@iibf.org.in	**Ms. Priya Maria A** **Senior Executive, PDC-South Zone** **Phone: +91- 44 -24722990** **Mobile: +91 9566274128** **Email:** se.pdcsz1@iibf.org.in	**Mr Harinadh Nethinti** **Junior Executive, PDC-South Zone, Chennai** **Phone: +91- 44 -24722990** **Mobile : 8317550652** **E-mail :** je.pdcsz2@iibf.org.in

Individuals can also register for the programme at their own cost

Programme on Credit Monitoring & Recovery Management for Banks/ NBFC's/FI's/SFB's

(Physical Classroom Session)

BACKGROUND

During its 97 years of service, IIBF has emerged as a premier institute in the banking industry. Considering the emerging requirements of the bankers in the dynamic environment, IIBF has been offering certification courses and training programmes to the banking professionals.

The training programs are designed in consultation with the industry experts and human resources personnel with an endeavour to address the skill gaps on a continuous basis. The regular offerings in varied areas prepare the banking professionals ahead of the impending change.

IIBF offers virtual training programmes for its Blended Certification courses and many other programmes to facilitate learning across the country.

IIBF also has state-of-the-art training facilities at its Leadership Centre at Mumbai. The four Professional Development Centres (PDCs) at Chennai, Delhi, Kolkata & Mumbai cater to the increasing demand for the focused training programmes.

PROGRAMME OVERVIEW

- **Title: Mastering the Credit Lifecycle: Credit Appraisal, Monitoring & Recovery**
- **Sub-Title:** Essential Skills for Sustainable Lending and NPA Management.

1. Program Overview:

This intensive training program is specifically designed for Branch Heads, Credit Officers, Middle & Senior Management in Commercial Banks, NBFCs, and Financial Institutions. Mastering the Credit Lifecycle demands highly advanced analytical skills, proactive risk management, and strict adherence to RBI guidelines.

From initial due diligence and risk assessment to proactive portfolio monitoring and efficient bad debt recovery, participants will gain competencies crucial for maintaining asset quality and ensuring profitable lending.

2. The Importance of Financing the Mid and Large Corporate Sector

The processes of **Credit Appraisal, Monitoring, and Recovery** are of **paramount importance** for credit analysts in India's banking and financial sector. They form the foundational framework for effective credit risk management, which is crucial for maintaining the financial health of the institution and the stability of the overall banking system, especially given the historical challenges with Non-Performing Assets (NPAs) in the country. **A. Macroeconomic Engine of Growth.**

a. Credit Appraisal: Risk Mitigation at the Gate

Credit appraisal is the initial and most critical step. It is the comprehensive evaluation of a borrower's creditworthiness and the risks associated with extending credit before the loan is sanctioned.

- Risk Assessment: It allows analysts to thoroughly evaluate the 5 Cs of Credit (Character, Capacity, Capital, Collateral, and Conditions) to estimate the likelihood of default. In India, this involves analyzing credit history (e.g., CIBIL score), financial statements, and the viability of the project or business.
- Prudent Lending: A robust appraisal system ensures that banks lend only to creditworthy customers and for viable schemes, preventing loans from turning into NPAs from the start.
- Loan Structuring: It determines the appropriate loan amount, interest rate, security margins, and repayment schedule, tailoring the loan to the borrower's capacity and the bank's risk appetite.
- Regulatory Compliance: It ensures compliance with the Reserve Bank of India (RBI)'s prudential norms regarding asset classification and provisioning.

b. Credit Monitoring: Early Warning and Proactive Action

Post-sanction, credit monitoring is essential for tracking the borrower's performance and the status of the loan throughout its lifecycle.

- Early Warning Signals (EWS): Analysts must continuously scrutinize account activity, financial statements, and market/industry reports to identify EWS, such as irregular account operation, frequent overdrawings, or diversion of funds.

- Asset Quality Preservation: Timely monitoring enables the bank to take proactive and preventive measures (like loan restructuring or closer supervision) to prevent a standard asset from deteriorating into a Sub-Standard or Non-Performing Asset (NPA).
- Compliance and Review: It includes ensuring the borrower adheres to the loan covenants and periodically reviewing/renewing credit facilities based on fresh appraisals, maintaining the quality of the credit portfolio.

c. Credit Recovery: Maximizing Returns and Minimizing Losses

Recovery management is the final step, focused on recovering outstanding dues when an account slips into NPA.

- Loss Minimisation: Effective recovery strategies are vital to minimise loan losses and protect the bank's capital, directly impacting its profitability and Capital Adequacy Ratio (CAR).
- Legal and Regulatory Adherence: Credit analysts must understand and utilise the various debt recovery mechanisms available under the Indian legal framework, such as the SARFAESI Act (Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act) and the Insolvency and Bankruptcy Code (IBC), to expedite the resolution of stressed assets.
- Systemic Stability: High NPA levels are a threat to the financial stability of the Indian banking system. Successful recovery efforts contribute to cleaning up bank balance sheets and allowing capital to be recycled for fresh, productive lending.
- In essence, these three processes form the Credit Risk Management triad:
- Appraisal is the prevention phase.
- Monitoring is the detection and early intervention phase.
- Recovery is the damage control and resolution phase.
- For credit analysts, mastering these domains is not just about approving loans; it's about safeguarding the depositors' money and ensuring the resilience and long-term sustainability of the financial institution in the dynamic Indian economic landscape.

3. Key Learning Objectives

Upon successful completion of this program, participants will be able to:

- Assess Credit Risk: Understand and apply due diligence techniques, financial analysis, and collateral evaluation to make informed credit decisions.
- Enhance Portfolio Quality: Implement proactive loan monitoring tools and detect early warning signals (EWS) to prevent accounts from slipping into NPA.
- Ensure Compliance: Get updated on the latest regulatory guidelines (e.g., IRAC norms, RBI Circulars) on stressed asset resolution.
- Maximize Recovery: Master the legal and non-legal frameworks (SARFAESI, DRT, IBC) for swift and effective bad debt recovery and resolution.
- Handle Diverse Credits: Accurately appraise working capital, term loans, and various retail credit facilities (MSME, Housing, etc.).

4. Comprehensive Course Content

Module 1: Credit Appraisal and Decision-Making

- Principles of Lending: Safety, Liquidity, Profitability, and Purpose of Loan.
- Borrower Due Diligence: KYC, background checks, CIBIL/Credit Information Reports.
- Financial Analysis: Understanding and analyzing Balance Sheet, P&L Account, Cash Flow/Fund Flow Statements.
- Ratio Analysis & CMA Data: Relevance of critical ratios for credit decisions and accurate CMA data preparation/analysis.
- Appraisal of Specific Loans:
  - Working Capital Assessment (Operating Cycle, MPBF, Turn Over Method).
  - Term Loan/Project Finance Appraisal (Technical, Financial, Economic Feasibility).
  - Retail Credit Appraisal (Housing, Vehicle, Personal Loans) & regulatory updates.
- Non-Fund Based Limits: Assessment, Risk, and Precautions for LCs/BGs.

Module 2: Loan Monitoring and Compliance

- Pre-Disbursement Monitoring: Compliance with sanction terms, execution of documents, and charge creation (e.g., CERSAI registration).
- Post-Disbursement Monitoring:
    - Verification of End-Use of Funds and Physical Verification.
    - Monitoring through Operating Accounts and Turnover.
    - Early Warning Signals (EWS): Techniques to detect potential stress and slippage.
    - Monitoring through MIS, Internal/Concurrent Audit Reports, and Controlling Offices.
- Asset Classification & Provisioning: Detailed study of IRAC Norms and classification of accounts into SMA-0, SMA-1, SMA-2, and NPA.
- Restructuring & Rehabilitation: Guidelines for Stressed Asset Resolution and MSME Restructuring.

Module 3: Recovery and Resolution Strategies

- Legal & Regulatory Framework: Overview of key recovery laws:
    - SARFAESI Act, 2002 (Securitisation, Reconstruction of Financial Assets and Enforcement of Security Interest).
    - DRT Act (Debt Recovery Tribunal).
    - Insolvency and Bankruptcy Code (IBC), 2016 (Resolution Mechanisms).
- Recovery Mechanisms:
    - Resolution through Lok Adalat, Compromise Settlements, and OTS (One Time Settlements).
    - Management of Willful Defaulters.
    - Sale of Assets to Asset Reconstruction Companies (ARCs).
- Collection Strategies: Relationship-oriented follow-up and effective collection management.

METHODOLOGY - Physical Classroom Session

Lecture sessions, real case studies, classroom exercise, discussions & sharing of experiences by industry experts/ practicing professionals.

TARGET GROUP

This program is tailored for officers, managers, Relationship Managers in SME and branch heads involved in credit appraisal, credit monitoring, risk management, and recovery operations in banks and financial institutions. It is also ideal for professionals managing stressed assets and compliance. (Banks/Fis/NBFCs/SFBs may send their nominations in bulk.

DURATION

3 Days – 8th to 10th December'2025 (Monday, Tuesday & Wednesday) 09.45 A.M. to 05.30 P.M.

FEES

Rs. 10,500/- (Ten Thousand Five Hundred Only) plus GST @18% aggregating to
Rs.12,390/- per participant
(In case of TDS deduction, please send us TDS certificate).

Programme fees may be remitted to the credit of Institute's account with State Bank of India, details of which are given below:

- ✓ Name of the Bank branch: State Bank of India, Vidya Vihar(West), Mumbai.
- ✓ Account no: **37067835882** IFSC code: **SBIN0011710**
- ✓ PAN No: AAATT3309D and GSTIN No. 33AAATT3309D2ZY

(Kindly provide your GST Number in the nomination letter to facilitate raising of invoice)

The programme is Non residential. Lunch and snacks will be provided to the participants by the Institute.

Participants have to arrange their overnight stay on their own / by their respective Banks.

Venue

Indian Institute of Banking & Finance,
Professional Development Centre, South Zone,
94, Jawaharlal Nehru Road
Vadapalani, Chennai -600 026

INDIAN INSTITUTE OF BANKING & FINANCE
(ISO 21001:2018 Certified Institute)

Nomination Form (for Banks/FIs & Other Organisations)

Programme title: Credit Appraisal, Monitoring & Recovery for Banks/ NBFC's/FI's/SFB's

Date: **8th to 10th December'2025 (Monday, Tuesday & Wednesday)**
Programme Type: Physical Classroom (Non Residential)

Participants Nominated:

Sl. No	Name (Mr./Ms./Mrs.)	Designation	Branch /Office	Mobile No. and Land Line No.	E-mail
1					
2					
3					

Name of the Bank/FI	:
Address	:
GST No	:
PAN No	:
Phone/Mobile Number of Nominating Official :	
E-Mail ID of Nominating Official	:

Fee

Rs. 10,500/- (Ten Thousand Five Hundred Only) plus GST @18% aggregating to **Rs.12,390/- per participant**
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(ISO 21001:2018 Certified Institute)

Nomination Form (for Self-Sponsored Candidates)

Programme title: Credit Appraisal, Monitoring & Recovery for Banks/ NBFC's/FI's/SFB's

Date: 8th to 10th December'2025 (Monday, Tuesday & Wednesday)
Programme Type: Physical Classroom (Non Residential)

Details of the candidate:

Sl. No	Name (Mr./Ms./Mrs.)	Designation	Branch /Office	Mobile No. and Land Line No.	E-mail
1					

Fee

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