INDIAN INSTITUTE OF BANKING & FINANCE
(ISO 21001:2018 Certified)
Professional Development Centre – Eastern Zone (PDC-EZ), Kolkata

2 Days VIRTUAL TRAINING PROGRAMME ON

PROFIT PLANNING & TURNAROUND STRATEGIES FOR BRANCHES

(from 28TH to 29TH NOVEMBER 2025)

IIBF has emerged as a premier institute on banking and finance education. It is the largest institute of its kind in the world and is working with a Mission to "develop professionally qualified & competent bankers and finance professionals primarily througha process of education, training, examination, consultancy/ counselling andcontinuing professional development programmes". Indian Institute of Banking & Finance has been awarded the ISO 21001:2018 Standard. This standard is for Educational Institutes who have achieved the required level of excellence in their academic offerings. IIBF is among the few institutes to have been conferred upon this standard

For Nomination Please Contact:

Mr. Tusharendra Barpanda **Zonal Head, PDC-EZ, IIBF** **Email : head-pdcez@iibf.org.in**	**Ms. Samriddhi Guha** **Jr. Executive, PDC-EZ, IIBF** **Email : je.pdcez2@iibf.org.in**	**Ms. Sneha Datta** **Jr. Executive, PDC-EZ, IIBF** **Email : je.pdcez3@iibf.org.in**

BACKGROUND OF THE PROGRAMME:. Profit Planning is the process of creating a financial plan that outlines the expected revenues and expenses of a business for a given period, typically a year. Bank profitability is an indicator of bank performance. It reflects how banks are run given the environment in which they operate. Healthy and sustainable profitability plays a vital role in maintaining stability in the banking sector. Every branch needs to contribute as a profit centre. The branches are categorized as Loss making, no profit no loss and profit making branches. The objective should be to convert the first two categories into the third one. In summary, profit planning brings focus and alignment. It guides financial and operational decisions. To achieve this a robust Profit planning is the need of the hour for all banks.

OBJECTIVES

To impart skills related to -

- **Assessment of Branch Business Potential**
- **Optimization of Branch Profitability**
- **Efficient use of Technology for marketing, customer profiling**
- **Building up a Credit Portfolio for sustainable profitability**

CONTENT OVERVIEW:

- **Profit Planning: Understanding branch profile**
- **Key Revenue and expenditure heads**
- **Strategy for raising sustainable resources: deposit for business growth**
- **Strategy for consistent growth in quality assets**
- **Fee based income of a branch- the new dimension**
- **Present banking scenario: focus on branch banking and practices in regulatory environment in country**

TARGET GROUP FOR THE PROGRAMME: Bank Officers – Scale I to IV, first time Branch Managers, Officials given charge of Large Branches. Programme is suitable for existing as well as newly appointed branch heads of Rural/SU/Urban and Metro branches (General and Specialized Branches). (*Open to both Members & Non-Members of IIBF*/*Individuals may also register for this programme at their own cost*/*Banks may send their nominations in bulk)*

Date & Time: *28TH to 29TH NOVEMBER , 2025 (10.00AM to 5.30PM)*	***METHODOLOGY:*** Virtual (Online) interactive lectures, Case Studies, presentations and sharing of experiences **on ZOOM**. Programme can be attended from anywhere by using devices with Internet like PC, Laptop, Tablet or Mobile. Internet connection with good speed is required to stream live Virtual sessions.	***FEE:*** Rs.5000/- per participant plus GST@18% aggregating to Rs.5900/- (In case of TDS deduction, please send us TDS certificate)

CORRESPONDENCE ADDRESS: Indian Institute of Banking & Finance, PDC-EZ, Avani Heights, 2nd Floor, 59A, Jawaharlal Nehru Road, Near Ravindra Sadan Metro Station, Kolkata – 700020.

Last Date to Apply: 24.11.2025

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INDIAN INSTITUTE OF BANKING & FINANCE
Professional Development Centre – Eastern Zone, Kolkata

NOMINATION FORM

Programme Title: Profit Planning & Turnaround Strategies for Branches

Mode of Programme: Virtual Mode Date: 28TH to 29TH NOVEMBER 2025

Details of Nomination (to be filled by the Banks/FIs/Other Organizations):

Sl. No.	Name of Participant	Designation	Branch/ Office	Contact No.	E-mail Id.
1					
2					
3					
4					
5					

Fees Paid Rs.__________UTR/Transaction No.______________Date of Payment: ____________________
Name of Sponsoring Bank / FI:___________________________**GSTN of Bank/FI:** ____________________
Address of the Bank/FI:____
Phone/Mob. No.______________________E-mail id.: ____________________________________

FEE: Rs.5000/- per participant plus GST@18% aggregating to Rs.5900/- (In case of TDS deduction, please send us the TDS certificate). (Kindly provide your GST Number in the nomination letter to facilitate the raising of Invoice)

Programme fees may be remitted to the credit of Institute's Bank Account as below:

- ✓ **Name of Account Holder**: Indian Institute of Banking & Finance
- ✓ **Name of the Bank Branch:** State Bank of India, Vidya Vihar (West), Mumbai.
- ✓ **Savings Account No.** 37067835940 **IFSC**: SBIN0011710
- ✓ **PAN No.** AAATT3309D; **GST No.** 19AAATT3309D2ZO, **State** - West Bengal

CONTACT DETAILS:

Mr Tusharendra Barpanda Head – PDC-EZ, IIBF, Kolkata Mob. No.9717005551 **Email Id.** head-pdcez@iibf.org.in	Ms Sneha Datta Jr. Executive, PDC-EZ, IIBF **Email : je.pdcez3@iibf.org.in** Mob. No- 9903848920	Ms. Samriddhi Guha Jr. Executive, PDC-EZ, IIBF **Email :je.pdcez2@iibf.org.in** Mob. No. 6290336252

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Committed to professional excellence

INDIAN INSTITUTE OF BANKING & FINANCE
Professional Development Centre – Eastern Zone, Kolkata

NOMINATION FORM FOR SELF-SPONSORED CANDIDATES

Programme Title Profit Planning & Turnaround Strategies for Branches

Mode of Programme: Virtual Mode **Date:** 28TH to 29TH NOVEMBER 2025

Sl. No	Name (Mr/Mrs/Ms)	Designation	Contact No. (Mobile)	E-mail (PERSONAL)	Address (PERSONAL)	UTR NUMBER
1						

Name of Bank/ FI employed with: ________________________________

Address of Bank/ FI employed with: ________________________________

FEE: **Rs.5000/- per participant plus GST@18% aggregating to Rs.5900/-** ***Self- sponsored participants are requested to kindly contact the numbers given below before making the payment***

Programme fees may be remitted to the credit of Institute's Bank Account as below:

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