



Committed to
professional excellence

INDIAN INSTITUTE OF BANKING & FINANCE

(ISO 9001:2015 Certified)

Programme on MSME Financing

(Virtual Mode)

17.11.2023 – 18.11.2023



Coordinated by:

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

Website: www.iibf.org.in

Individuals can also register for the program at their own cost

For Details & Nomination, please contact:

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Ms. Priya Maria A
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BACKGROUND

During its 95 years of service, IIBF which is an "Institute of the Bankers, for the Bankers and by the Bankers" has emerged as a premier institute in banking and finance education. Considering the emerging requirements of the bankers in the ever changing dynamic environment, IIBF has been providing training to bankers in select areas. IIBF has world class training facilities at its Leadership Centre, Mumbai. It also has three Professional Development Centres (PDCs) at Delhi, Chennai & Kolkata with residential facilities at Delhi to accommodate more than 50 participants at a time.

ABOUT THE PROGRAMME:

Indian MSME sector has evolved as vibrant and dynamic sector of the economy over the decades. MSME sector has been contributing significantly to the development of the socio economic sector of the nation. It fosters entrepreneurship across industries and geographies. There has been a paradigm shift in the importance of MSME sector in the economy of India. GoI has initiated massive transformation plan and program in this sector. This prompted the Indian Government to announce a slew of measures aimed at shoring up their financial and transactional health viz. Enhancing role of MSMEs in Import Substitution, GDP Accelerator, the Udyam Aadhar Memorandum (UAM) has now been replaced with simplified Udyam Registration, expansion of ECLGS to include Aviation Sector & extension of the scheme till march 23 in last budget to mention a few. Even in the -20- trillion INR package declared on 13th May 2020, MSME Sector received the maximum attention. In essence, MSME is the most happening sector in the economy of the nation. We at IIBF, have been tracking various policy initiatives and other developments in MSME sector of the economy. Against this back drop, Professional Development Centre, Southern Zone, Indian Institute of Banking & Finance has designed Open Programme on "MSME Financing" encompassing all the new initiatives, developments including Appraisal and latest RBI guidelines on MSME sector. The MSME credit exposure (FY 23-Q2) of ₹ 22.9 Lakh Cr is made of ₹7.9 Lakh Cr from PSB, ₹ 10.1 Lakh Cr from PVT and ₹3.1 Lakh Cr from NBFCs, remaining fall under Others. The small segment has the highest proportion in the MSME book at ₹ 9.5 Lakh Cr and micro and medium at ₹5.8 Lakh Cr and ₹7.6 Lakh Cr, respectively. Recovery in economic and business activities have led to increased credit demand for commercial lending. Disbursements in FY23-Q2 grew by 24% YoY. Micro, small and medium segments saw a growth of 54%, 23% and 9% in disbursements, respectively. With MSME lending moving towards being granular, reacting to an account currently in Days Past Due bucket may be a delayed reaction as there are other indicators which could signal potential default in the near future.

Therefore, EWS becomes an inseparable part of credit risk management plan and allows lenders to take preventative action. MSME sector is likely to continue to play a significant role in the growth of the Indian economy. In the last ten years, MSME sector has shown impressive growth in terms of parameters like number of units, production, employment, and exports. Given the right set of support systems and enabling framework, this sector can contribute much more, enabling it to actualize its immense potential. Development of a dynamic MSME sector is perceived as a policy priority in both developed and emerging economies. Bankers need to understand these guidelines, developments in true spirit and implement them to accelerate flow of credit to the MSME sector, revival & restructuring of stressed account through resolution plan declared by regulator.

OBJECTIVES

The participants will be able to:

- + Broadly improve the knowledge and skill in SME Credit appraisal & Restructuring.
- + Have comprehensive understanding about the entire gamut of SME lending.
- + Develop themselves as competent Credit officials to handle SME portfolio of the banks.

CONTENT OVERVIEW

- + An Overview of MSME Sector- Its contribution in the Economy, Trends and growth potential in MSME sector, Demand-Supply Gap in MSME Credit; Evolution of MSME, New Definition of Micro, Small And Medium Enterprises, present day challenges & way forward, Institutional Frame Work including Eco System.
- + Due Diligence & Scrutiny of MSME Loan Applications- Pre-Sanction Due diligence of borrowers, guarantor and dealers, KYC- Credit verification, Use of Digital Platforms, Market Sources and Credit Scores for SMEs, CIBIL, other related checks, Credit underwriting Through Digital Platforms
- + Recent Government Initiatives – Atma Nirbhar Bharat Package, Stand Up India, Start Up India, Udyami Mitra, Udyog Registration Certificate(U). Various Govt. Schemes for MSMEs- CGSSD, CGECL, CLCSS, PM SVANidhi, psbloanin59minutes, MUDRA Loans, PMEGP, Bank credit facilitation scheme by NSIC etc. Digital Initiatives-TreDs, GeM, MSME Samadhaan, MSME Sambandh, MSME Sampark

- ✚ Relevance of Ratio Analysis with examples- Different ratios- Leverage ratios- Liquidity ratios- Activity ratios- Profitability ratios. Solvency, Liquidity and Profitability- DSCR & Break Even Analysis, Bench Mark Ratios as per the loan policy, Relevance of ratios for a banker- how to improve the Ratios? Influence of Ratios in internal rating and pricing. Limitations of Financial statements.
- ✚ Concept of Working Capital, total/gross working capital, net working capital- Working Capital Cycle- Importance of Liquidity & Turnover Ratios, Various sources of meeting working capital requirements, Methods of Assessment of Working Capital Finance – Turnover Method, Eligible Working Capital Limit (EWCL) and Cash budget Method, Fixing Operative limits through QIS Returns, Peak Level limits for seasonal business, Stock & Book Debt Statements and Calculation of Drawing Power.
- ✚ Project Appraisal - Appraisal of Managerial Aspects, Techno- Economic Appraisal, TEV Study, Assessment of Term Loan - BEP Concept, Sensitivity Analysis, Capital Budgeting, Pay Back period, NPV Method, Discounted Cash Flow Method, IRR Method, Deferred Payment Guarantees(DPGs).
- ✚ Resolution Strategy : Counselling, Rehabilitation, Restructuring, Collection & Recovery in MSMEs
- ✚ CGTMSE-Practical Issues related to Lodgement /Settlement of Claims

METHODOLOGY	TARGET GROUP	TRAINING PERIOD
<ul style="list-style-type: none"> ✚ Virtual (Online) interactive lectures, Case Studies, presentations and sharing of experiences on the Institute's licensed ZOOM Platform. ✚ Live sessions by Faculty shall be conducted and participants can view the sessions from home or office using Laptop/Desktop 	<p>Frontline, Middle & Senior Level officers handling MSME portfolio at Branches, Central Processing Centres, Controlling Offices, Branch Heads, Departmental Heads, and Trainers. Other staff who are interested in understanding the nitty gritty of MSME Financing can also attend this programme</p>	<p>17.11.2023 & 18.11.2023</p> <p>Timings: 10.00 AM to 5.00 PM</p>

FEES

Rs. 4,000/- per participant plus GST @18% i.e. Rs.720 aggregating to Rs.4,720/-
(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:

(Pl Remit the amount only to the following Account)

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

For further details and nomination please contact:

Mr. R Govindarajan Head – PDC, South Zone Phone: +91-44-23721429 Mobile: +91 9619160141 Email: govindarajanr@iibf.org.in	Ms. Priya Maria A Senior Executive, PDC-South Zone Phone: +91- 44 -24722990 Mobile: +91 9566274128 Email: priya@iibf.org.in
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NOMINATION FORM

Programme title: MSME Financing

Date: 17th & 18th November 2023 (Friday & Saturday)

Programme Type: On-line

PARTICIPANTS NOMINATED:

Sl. No	Name (Mr./Ms./Mrs.)	Designation	Branch /Office	Mobile No. and Land Line No.	E-mail
1					
2					
3					
4					

Bank/Organisation: _____

Address: _____

Pin Code: _____

Phone: _____ Fax: _____ E-mail: _____

Fee

Rs. 4,000/- per participant plus GST@18% i.e. Rs.720/- aggregating to **Rs.4,720/-**
(In case of TDS deduction, please send us TDS certificate)

Programme fees to be remitted to credit of Institute's account details as follows:

- **Name of the Bank branch:** State Bank of India, Vidya vihar (West).
- **Account no:** **37067835882** **IFSC code:** **SBIN0011710**
- **PAN No:** AAATT3309D and **GSTIN No.** 33AAATT3309D2ZY
- Please quote your GST Number in the nomination form.

Please send your nominations at the earliest to:

Programme Co-ordinator

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FORM FOR SELF-SPONSORED CANDIDATES

Programme title: MSME Financing

Date: 17th & 18th November'2023 (Friday & Saturday)

Programme Type: On-line

Details of candidate:

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

Name & Address of Bank/ FI employed with:

Postal Address of participant:

PIN code:

Fee: Rs. 4,000/-per participant plus GST@18% i.e. Rs.720/- aggregating to Rs.4,720/-

Programme fees to be remitted to credit of Institute's account details as follows:

- Account Name:** Indian Institute of Banking & Finance
- 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

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