

# Two Days SME Program on Value Chain Financing: Opportunities in SME Banking

October 24-25, 2022  
9:00 am – 5:00 pm

## Course Learnings

Participants will be able to learn value chain financing, working capital need assessment, importance of segmentation and prioritization of suppliers/distributors for on-boarding, technology based new business models etc.



Trainer

**Mr. Yasir Butt**  
Product Head-BOP

**Targeted Audience**  
Branch Level-officers, CAD  
& Risk Managers

### Day- 1

### Contents

### Day- 2

#### Module -1

- Role of Value Chain Financing in securing bank loan
- Factoring and reverse factoring in Value Chain Finance
- Role of Anchor Company in VCF
- How we can eliminate Security requirement with the help of VCF
- Value Chain Models in different countries & identification of weak and healthy value chains

#### Module -2

- What is working capital and how it is measures
  - WC Ratio
  - Cash Conversion Cycle
  - Concept Explanations: Day-payable Outstanding (DPO), Day-sale Outstanding (DSO), and Day-inventory Outstanding DIO & its use in SCF
- What is Supply Chain Financing and what are the key benefits
- SCF products Schemes/flows, Product mapping in supply chain
- International Market Trends, future challenges & opportunities

#### Module -3

- Building blocks of VCF for FIs
- Market Sizing and Business Case
- Operating Model and Technology
- SME Segmentation and Selection
- Case Studies & practical demonstrations

#### Module -4

- Outsource or Do-it-yourself (DIY) – Pros and Cons
- Technology innovations & solutions options in the market
- Key considerations selecting an VCF technology partner
- Typical Request for Proposal (RFP) Process for VCF technology partner selection
- Implications for Value chain finance
- Technologies-based new business models

**F2F, NIBAF Lahore**



**Course Fee (2-day)**  
Rs. 5,000 PST/head/Program

#### For Registration

Mr. Asad Jan (051-9269850-59)  
asad.jan@sbp.org.pk

Mr. Mubashar Tayyab  
mubashar.tayyab@sbp.org.pk