

Agri Business Risk & Lending Techniques

Contents

Agri. Financing Tools & Techniques

- Types of Agri Financing
- Borrower's Selection
- Loan assessment & Appraisal
- Loan Approval & Disbursement.
- Financing types and principles

Agriculture and Agricultural Financing

Regulatory perspective with complete details of new product schemes.

- SBP refinance Schemes
- Lending products of Commercial/MFBs/Islamic Banks
- Group Discussion on Developing new lending product

Agri. Loan Marketing & Sales System

- Market Survey & Market Segmentation
- Sales Planning
- Sales Forecasting
- Digital and New IT involvement in the field of Agriculture
- Target Setting Promotion & Advertisement Discussions/presentations

Agri. Credit & Portfolio Management

- Marketing & sales strategy
- Customer selection and assessing his credit needs
- Profitability and cash flow analysis
- Associated risk evaluation
- Documentation, loan appraisal and credit decisions
- Risk profiling - Customer and business due diligence
- Determining credit worthiness & repayment capacity
- Mapping, gauging and mitigating associated risks
- Structuring & recommending credit.



May 15-17, 2023

9:30 am-5:30 pm

Sahiwal

Trainers

Mr. Muhammad Yahya

Agri Business Head
Bank Alfalah Ltd

&

Agri Business
Expert from Industry

The Program also includes Special Session with Agri Experts on Livestock

Day-1

Day-2

Day-3



For Registration

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Course fee
Rs. 9,000 + tax