

AGRI BUSINESS RISK & LENDING TECHNIQUES

FEBRUARY 14-16, 2024

9AM - 5PM

SARGODHA

FEE:
PKR 10,800
(Plus Tax)



Day-1

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

Day-2

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

Course include half-day field Visit, where participants will learn practical aspects of field working & interaction with Local Farm expert & Agri Trainer.

Day-3

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.



FACILITATOR

Agri Banking Sector Expert

CONTACT DETAILS

Mubashar Tayyab - mubashar.tayyab@sbp.org.pk | Asad Jan - asad.jan@sbp.org.pk | registration@nibaf.gov.pk
marketing@ibp.org.pk | TEL: 051-9269850/021-35277511 | WhatsApp: 0303-065 29 63