

SME: FROM BUSINESS PLAN TO BANK FINANCING

ORGANISATION SHEET

Objective

Support the creation and development of diversified SMEs is a crucial issue. This challenge requires that many conditions are met, which are gathered under the term "Business Climate".

One component of this environment is the access to funding sources, and in particular to bank credit.

In this respect, experience shows that, between SMEs and financial institutions, it is not easy to understand each other. Both parties have their own constraints, and sometimes difficult relations between them.

If these relations are relatively easy when it concerns the financing of a well-defined short term need, they become rapidly difficult when the demand is related to a business project comprising investment and working capital.

Entrepreneurs, especially small ones and those who are developing a new project, generally blame the bankers for their chilliness, lack of understanding, and their desire to get the maximum guarantees. As for financial institutions, they often blame contractors to submit projects that are insufficiently documented, or unrealistic in terms of financial planning.

Given the crucial role of SMEs in economic development, and the importance of this market for the growth of the banking industry in Albania, the three main objectives of the seminar are:

- to improve the technical and commercial expertise of the participants in their relations with SMEs applying for a loan to finance the development of their activities;
- to better understand what is a "bankable" credit demand on the basis of a business project and a business plan;
- to improve the understanding of the key words in SME financing: "Information" – "Treatment of information" – "Use of information".

Methodology

- Reference to best international practices
- Examples, exercises & case studies
- Exchange of experience

Target group

Credit managers and officers in charge of:

- Commercial relations with SME prospects and clients
- Financial and risk analysis of SME credit demands
- Back office activities

Language

English



HOUSE OF TRAINING



THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG



Participants

Minimum 12, maximum 25 participants

Trainer

André Taymans has a 25 years experience in the Belgian banking sector. His last position was for Crédit Agricole Belgium, as Head of the Credit Department.

Since 2001 he is an independent consultant in banking and microfinance. He worked in some 35 countries for consultancy, training and audit missions, particularly in the areas of credit, SME financing, strategy and risk management.

For two years, he worked in Kinshasa on behalf of BIO-Invest (Belgian Investment Company for Developing countries).

He is Chairman of the Board of Directors of the Belgian Bankers Academy, and Senior Expert for House of Training (ATTF) in Luxembourg.

He is active currently mainly in Madagascar, for a project funded by the World Bank, whose objective is to develop in local banks a Partial Portfolio Guarantee Scheme for SMEs.

Date

25-27 September 2017 (3 days)

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CONTENT

Day 1

- SME financing
 - Main pieces of the puzzle
 - Main funding sources
 - Key words – Key sentences
- SME market
 - Challenges – Risks – Opportunities
 - Strategy & Internal organization
 - Marketing & Commercial approach

Day 2

- Business Plan SMEs
 - Expected content
 - Who? What? Where? Why? For whom? How?
 - From business plan to pro forma financial statements & financial projections
- Financial analysis
 - Financial statements
 - Working capital & Working capital requirement
 - Cash flow
 - Exercises - case study

Day 3

- Credit analysis
 - From traditional credit analysis to formalized models
 - Scoring – Rating tools
 - Collaterals: Public Credit Guarantee Schemes for SMEs
- Internal organization
 - From Introduction to Credit decision
 - From Credit decision to Credit disbursement
 - From Credit disbursement to Final reimbursement