



**SME FINANCING**  
**« STRATEGY AND ORGANIZATION FOR BANKS »**  
**PROGRAMME**

Saturday 10 June	Sunday 11 June	Monday 12 June	Tuesday 13 June	Wednesday 14 June	Thursday 15 June	Friday 16 June	Saturday 17 June
<i>Arrival</i>	<i>Guided Tour of Luxembourg City</i>	<b>Introduction – Main pieces of the puzzle – Key words</b>  <b>SME financing: strategy and Internal Organization</b>  <b>Marketing &amp; Commercial Approach</b>	<b>Information – Treatment of Information &amp; Credit Analysis</b>  <b>Scoring &amp; Rating Tools</b>	<b>Credit Risk and Collateral Policy</b>  <b>Visit of ING Bank: presentation and positioning, Front, Middle and Back Office activities</b>	<b>Cash Flow Analysis</b>  <b>From Business Plan to pro forma financial statements</b>  <b>Valuation of investment projects and business</b>  <b>Impact of Basel requirements on SME Financing</b>	<b>Specific Financing: Leasing - Factoring</b>  <b>Start-up Financing Panel: Private Equity Funds – Business Angels – Crowdfunding</b>  <b>Knowledge assessment</b>	<i>Departure</i>
<i>Evening</i>	<i>Evening</i>	<i>Evening</i>	<i>Evening</i>	<i>Evening</i>	<i>Evening</i>	<i>Evening</i>	
<i>Free</i>	<b>Welcome Dinner: Presentation and objectives of the programme Presentation of the participants</b>	<i>Free</i>	<i>Free</i>	<i>Free</i>	<i>Free</i>	<i>Closing cocktail &amp; Free</i>	

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HOUSE OF TRAINING



THE GOVERNMENT  
OF THE GRAND DUCHY OF LUXEMBOURG



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