

Specification of Competency Standards
for the Banking Industry
Unit of Competency

Functional Area - 2a. Other Services on Enterprise Banking Operations and Support (for Large Corporations)

(Key Function – 2a.2 Syndicated Loan and Other Structured Products Processing)

Title	Formulate policies on processing syndicated lending application
Code	109238L6
Range	Development of bank-wide policies on processing syndicated lending. This applies to different processes involved in reviewing and developing contracts of syndicated loans.
Level	6
Credit	4 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the Subject Area</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Demonstrate specialized and comprehensive knowledge across different disciplines of corporate finance in order to evaluate the application of syndicated lending; • Understand the credit strategies of the bank and business model of the clients and based on that to develop suitable policies on syndicated lending; • Understand the macroeconomic environment and apply the knowledge to evaluate the development trends in syndicated lending business. <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Evaluate critically the profiles (e.g. nature, size), businesses and operations of institutional clients and design customized service package to facilitate their use of the banking services; • Determine the pricing policies and provide direction in setting price for different deals; • Set the limits on syndicated lending and sub-limits on different industries, client segments or underwriting, etc.; • Develop the criteria, procedures and roles and responsibilities in approving participation in syndicated lending; • Develop policies in determining the scope and managing the risks of syndicated lending. <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Establish the minimum protective clauses and covenants required in the loan agreement in order to manage the risks and minimize potential losses; • Develop different policies and procedures in managing the risks on syndicated lending and ensure sound monitoring and reporting systems are in place.
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Development of policies on processing the application of syndicated lending in order to determine the details of the loan; • Formulation of syndicated lending policies based on consolidated research findings on the macroeconomic environment and critical evaluation on the business strategies of the bank, etc.
Remark	