

**Specification of Competency Standards**  
**for the Banking Industry**  
**Unit of Competency**

Functional Area - 3. General Enterprise Banking Credit Management  
(Key Function – 3.3 Portfolio Management )

Title	Conduct on-going monitoring of borrowing accounts
Code	109270L5
Range	Monitoring borrowing accounts transactions regularly or in real time for risk by using different kinds of analysis methods covering areas on banking practice, commercial credit management, clients' corporate governance, clients' business and industrial trends and regulatory requirements. This applies to different types of enterprise banking loans accounts.
Level	5
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"> <li>• Demonstrate proficient knowledge in risk management in order to identify the most appropriate method in borrowing account risk monitoring;</li> <li>• Understand the processes of credit monitoring and evaluate the performance of clients' accounts to compare with the credit strategies and portfolio objectives of the bank to identify critical areas for further follow-up actions;</li> <li>• Keep up to date on the future development and current performance of clients' business / participating industry.</li> </ul> <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> <li>• Analyse clients' historical information, account profile, account activities/ pattern, business outlook, predicted future activity, financial and business data, etc. for identifying risk levels;</li> <li>• Monitor indicators of credit quality (e.g. delinquency, risk rating trends) and identify changes in risk characteristics of loan portfolio;</li> <li>• Perform on-site inspection and regular due diligence review to identify early signals or delinquency;</li> <li>• Analyse the customers, products, activity and financial transactions profile of bank clients to track if any irregularities occur;</li> <li>• Monitor clients' borrowing accounts and advise them of new or alternative services to meet their changing needs;</li> </ul> <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> <li>• Identify causes and sources of risks and report to appropriate parties for prompt remedial actions;</li> <li>• Restructure debts of clients to improve clients' financial stability and solvency, when it is necessary.</li> </ul>
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> <li>• Monitoring and tracking various indicators of the clients' credit portfolio to identify early delinquency signals and business opportunities.</li> </ul>
Remark	