

Solutions and Service Delivery > Provision of Financing Solutions

Title	Recommend loan facility for approval
Code	106622L5
Range	Preparing proposal on credit facility which specify the detailed terms and conditions for submission to the approving authority of the bank. This applies to different kinds of financing solutions available for private banking clients and their businesses
Level	5
Credit	4 (for reference only)
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> <li>1. Evaluate financing services of the bank Be able to: <ul style="list-style-type: none"> <li>• Analyze theories and concepts related to credit management in order to assess the risks of loan application</li> <li>• Evaluate and compare the features of different financing solutions offered by the bank in order to judge the suitability of loan applicants</li> </ul> </li> <li>2. Analyze repayment ability of clients Be able to: <ul style="list-style-type: none"> <li>• Interpret and analyze financial information submitted (e.g. financial statements) to determine financial status of clients</li> <li>• Evaluate factors affecting default risks and assess the impact on loan applications</li> </ul> </li> <li>3. Structure the credit facility according to client's needs Be able to: <ul style="list-style-type: none"> <li>• Develop tailor-made financing solutions for clients and structure the terms and conditions, e.g. loan size, loan-to-value ratio of collateral, loan margin, interest rate, loan term, repayment terms, etc.</li> <li>• Set requirements on collateral or guarantee based on analysis of default risk</li> <li>• Determine the fee to ensure the returns are commensurate with the risk level</li> <li>• Develop proposals to specify financing options available to clients and present the terms and explanation in a clear manner</li> </ul> </li> </ol>
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> <li>• Development of proposal on credit facility which specifies the terms and conditions for the loan and repayment schedule. These should be supported by comprehensive analysis on the financial needs, repayment abilities of clients, estimated risks and return to the bank.</li> </ul>
Remark	