

Solutions and Service Delivery > Provision of Financing Solutions

Title	Provide Lombard loan services
Code	106625L5
Range	Provision of Lombard loan to private banking clients. This applies to loan with collaterals of high liquidity, such as equities, bonds, life insurance policies with a surrender value, etc.
Level	5
Credit	4 (for reference only)
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> 1. Evaluate services on Lombard loan <p>Be able to:</p> <ul style="list-style-type: none"> • Demonstrate professional knowledge in theories and concepts related to credit management in order to structure suitable financing strategies • Evaluate the features of Lombard loan in order to tailor credit facilities to the needs of clients 2. Evaluate the needs and financial status of clients <p>Be able to:</p> <ul style="list-style-type: none"> • Communicate with clients in order to understand the intended use of the fund, e.g. investment, bridging liquidity shortage • Assess the value of assets pledged as collateral and decide whether the assets are qualified as collateral • Determine loan-to-value ratio of the collaterals, taken into consideration factors such as quality, volatility tradability, diversification of client's portfolio, etc. 3. Structure the credit facility according to client's needs <p>Be able to:</p> <ul style="list-style-type: none"> • Structure the credit facility, such as loan structure, loan size, loan margin, loan currency, interest rate, loan term, fees, repayment terms, loan maturity, etc. • Review the approved credit limit in response to changes in client's portfolio and market environment • Communicate with clients regarding the terms and conditions of the loan to ensure they understand the features and risk of the facility
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Development of proposal on credit facility for Lombard loan 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.
Remark	