Roll No:	

PGDM / PGDM (IB), Batch 2018-20 Corporate Banking and Credit Appraisal DM-413 / IB-410

Trimester –IV, End-Term Examination: September 2019

Time allowed: 2 Hrs 30 Min

Max Marks: 50

Instruction: Students are required to write Roll No on every page of the question paper, writing anything except the Roll No will be treated as **Unfair Means**. All other instructions on the reverse of Admit Card should be followed meticulously.

Sections	No. of Questions to attempt	Marks	Marks
А	a satisfies the 3 section that said	10 Marks each 3*10	30
В	Compulsory Case Study	20 Marks	20
anti-i	1947 w 1 Challan G. Charles Charles Commission I	Total Marks	50

SECTION A:

Write to the point and relevant while answering questions. Maximum word limit for full question with all its parts is 300 words.

Q 1. A [CILO - 1]

- i) How the credit policy of a bank is important for the bank. Write the names of six most important components of credit policy of a bank. (1+3)
- ii) How Consortium lending is different from the Syndication arrangement? Who bears the underwriting risk among syndicate members and in what proportion? What is Tombstone Ad and who releases this ad? (2+1+1)
- iii) Write the names and objectives of four Non fund based credit facilities the banks grant to corporates. (2)

OR

Q. 1. B [CILO - 1]

- i) How RBI has defined the Credit Risk. Describe the major components of credit risk. (1+2)
- ii) Briefly elaborate four main methods of Credit Risk Management in Indian banks. (4)
- iii) Define NPA for a Term Loan. What is the impact of NPAs on Banks and the economy? (1+2)

Q. 2. A [CILO -2]

- Describe the purpose of margin insisted by the banks from borrowers.
- ii. Is Overdraft facility as efficient form of borrowing as the Cash Credit account?
- iii. How the Demand Bill is different from a DA bill?
- iv. Is an advance against DA bills safer than that against DP bills?
- v. Goods are being exported by a company. What are the usual risks in such transactions for the shipper? (2*5)

Dall Na	
Roll No:	
V	

OR

Q. 2. B [CILO-2]

i) Define "A Charge on a Security asset". Describe the type of charge that is created on the following securities: i. LIC policy ii. Shares and bonds iii. Land iv. Machinery purchased out of loan v. Receivable vi. Stocks in trade with borrower vii) Fixed Deposit Receipt viii) Stocks stored in warehouse in trust for bank

ii) A borrower has approached the bank for following credit facilities:

- a) They will require to purchase imported machinery for Rs. 50 lakh for which the supplier will require payment immediately on supply of machinery.
- b) They will require to purchase indigenous machinery (from India) for Rs. 40 lakh for which the supplier will accept payment in 6 half yearly installments without any interest provided the bank takes the responsibility of payment on due dates
- c) They will require import of some raw material this year for Euro 100,000 for which their supplier has insisted on some commitment for payment by their bank to the supplier immediately on submission of bills of exchange with shipping documents of title to goods and any other documents desired by the buyer.
- d) They would need some support from bank for bidding for contracts so that they do not block the security deposit amount of about Rs. 10 lakh in favour of some monopoly suppliers of local raw materials in the first year.
- e) They would require Rs. 80 lakh for financing their stocks of raw materials, semi-finished and finished foods and receivables from highly reputed buyers.

Presuming that the proposal is acceptable to the bank, you are required to write the related information as per table below for each of the facility applied at 25% margin and collateral security of plot of land worth Rs.300 lakh. (1X 5)

of need	Nature of limit you suggest	Value of Assets to be financed	Margin % Stipulated	Amount of Limit proposed	Type of assets as security	Type of Charge on security
.,	forces the c	Har Paris har che				

Q. 3. A [CILO 3]

i) Credit Limit is sanctioned for Rs. 20 lakh for a company against paid stocks not more than 6 months old. Margin stipulated by the bank is 25%. The company submitted a monthly stock statement for value of total stocks of Rs 36 lakh as of 31st August, 2019. Out of which, stocks worth Rs 4 lakh are yet not paid. The stocks valued Rs.20 lakhs are two

Roll	No:	

months old, Rs.3 lakh are three months old, Rs.5 lakh are five months old. Work out the DP for the month of September, 2019.

- ii) Insurance has been taken for Rs 10 lakh for stocks whereas the average stocks are about Rs15 lakh maintained by the borrower on its premises. If the stocks valuing Rs 6 lakh are destroyed by fire, how much amount the insurance company will pay to the bank?
- iii) Everything else is okay with the proposal and also the promoters for the term loan proposal of Ashoka Limited. While scrutinizing the term loan proposal, you are given a final table to analyze. You are required to give your impressions about the financial strength of the company for sanction or rejection of the proposal based on only this limited data provided.

Parameters	Company's level in past year 2018-19	Company's level next year 2019-20
Current ratio	1.24	1.52
TOL/ Net worth	5.11	4.10
DSCR	1.78	1.98
Debt/Equity	1.99	1.04
Interest cover	1.46	2.0

(4+1+5)

OR

Q. 3. B. [CILO 3]

i) The annual turnover of the company is projected to be Rs. 2200 lakh in the coming year. Compute working capital need of the company based on Nayak Committee Turnover method. How much WC Limit can be sanctioned by the bank in this case? How much margin is required from the borrower?

<u>Situation A</u>: If the company has their own surplus funds for working capital (margin) to the tune of Rs.200 lakh, then what amount of limit will be sanctioned to the borrower under this method?

Situation B: If it is observed by the credit officer that the operating cycle of the company is only 2.5 months and requirement of working capital is Rs 300 lakh, then, how much limit the credit officer will sanction in this case? (2+1+2)

ii) The undernoted projections for the next year 2019-20 are given by ABC Pvt Ltd.

Current Liabilities	(Amount Rs	lakn) Current asse	ts
Creditors for purchases	2200	Raw materials	4500
Other current liabilities	700	Stock in Proces	ss 500
		Finished Goods	1800
CLs excluding bank borro	wings 2900	Receivables	1000
Bank Borrowings	260	Other current a	ssets 200
Total Current Liabilities	5500	Total current assets	8000

Roll No:	G artisonos

Work out the Maximum Permissible Bank Finance (MPBF) as per 2nd method of Tandon Committee.

SECTION B:

Write to the point and relevant while answering questions. Maximum word limit for full question with all its parts is 600 words.

Q. 4. Great Products Private limited (GPL)

GPL has requested sanction of working capital limits for Rs. 700 lakh for the year 2019-20. The company has submitted the financial statements based on which the CMA Format II and III have been prepared and attached herewith for your reference.

Required:

1. Work out the following important financial ratios for the year 2017-18, 2018-19 and 2019-20 using the data in format II and III duly filled in attached herewith and present in the following table format Table case 4. [CILO-2]

Table case 4

Sr	Ratio	31.03.2018	31.03.2019	31.03.2020	Analysis and
1	Debt Equity ratio			(Estimated)	observations
2	Interest Coverage		with the by E	C \$15(4)	E Ollor e
3	Current Ratio				2 to a tradition is single.
4	Net Profit Ratio	Augus at Abus	MARKET HOME	or district size	of Parcibles ad Ap-
5	Debtors turnover ratio (based on closing debtors)		rollanss of least more than	Av replaced of	aregmos en la A ess na ledar nella lota la Mans
6	Creditors turnover ratio (based on closing creditors)	#5/0/de/fo/de		Rosto and val.	Sviezdo zi a W - S no: I Piśrieki spek szec-bi
,	Return on Net worth ratio	Svip enn 05 de	TE special land		T THESE SELVICES
	Assets turnover ratio	5 2052140	Una en in	Central Street	PROTO DISCONTINUE DE PRO-

2. Work out the working capital requirement of the borrower for the year 2019-20.

[CILO-3]

3. Provide your analysis on long run and short run financial position of the company based on the above financial ratios for three years in the following table format

[6160-3]

Decide whether you will sanction the limits. Justify your answer with reasons for sanction or rejection. If you sanction the limits, what major terms you will impose on the company, if any.

Sr. No.	Particulars			per audited ounts	PROVISIONAL	STIMATED / PROJECT	
01.140.	r articulars		31-Mar-17	31-Mar-18	31-Mar-19	31-Mar-20	31-Mar-2
			Year 1	Year 2	Year 3	Year 4	Year 5
Quan	ntities:		1 1001 1	10012	10010	1 1001 4	1 Car 5
I	Raw Material Consumption		_	_	-	T -	_
ii	Sales		-	116.0-116	-	-	W .
iii	Rejects and Scraps	H. E. L.	-	-	-	-	-
	Gross Income			60.27			
Sales	(net of returns)						
i	Domestic Sales	7	2,588.00	2,790.00	3,200.00	3,700.00	4,500.0
li	Export Sales		- 181	- 1	-	- 57.0	-
T1	Sub-total Sub-total	[a(i+ii)]	2,588.00	2,790.00	3,200.00	3,700.00	4,500.0
iii	Less: Excise Duty		-	-	-		-
T2	Net Sales	[T1-iii]	2,588.00	2,790.00	3,200.00	3,700.00	4,500.0
iv	% rise or fall in sales turnover [compared to pr	revious year]	{0.00%}	{7.81%}	{14.70%}	{15.63%}	{21.629
Other	Income	100000000000000000000000000000000000000					
1				-	-	-	-
ii			-	-	-	-	-
iii			-	-		-	-
iv			-	-	CONTRACT DE LA	-	-
T3	Total Other income	f b // 4= 1 × 3	-	-	-	-	-
13	Total Other Income	[b(i to iv)]	•	•	Name of the last	and the same	-
T4	Total Gross Income	[T2+T3]	2,588.00	2,790.00	3,200.00	3,700.00	4,500.0
	Raw Materials [Including Stores and other items used in the process of manufacture)						
	Imported Indegenous				-	-	-
T5		[-(::::)]	2,100.00	2,220.00	2,520.00	2,946.00	3,595.00
-	Other Consumable Spaces	[a(i+ii)]	2,100.00	2,220.00	2,520.00	2,946.00	3,595.00
	Other Consumable Spares Imported						
	Indegeneous		-	-	-	-	-
T6	sub-total	[b(i+ii) 1	-	-	-	-	-
	Expenses	[b(i+ii)]			-		-
-	Power and fuel		23.00	28.00	25.00	44.00	50.00
	Wages/ Direct labour		40.00	51.00	35.00	41.00	52.00
	Other manufcturing expenses		70.00	80.00	53.00 83.00	63.00 98.30	78.00 120.00
iv	Other management expenses		70.00		65.00	90.30	120.00
V							
vi				-			-
vii				41	-		
viii			_				
ix				_			
X [Depreciation	TITLE .	38.00	40.00	74.00	80.00	82.00
	Total Direct Expenses	[c(i to x)]	171.00	199.00	245.00	282.30	332.00
T8	sub-total	[T5+T6+T7]	2,271.00	2,419.00	2,765.00	3,228.30	3,927.00
A	Add : Opening stock of W.I.P.			10 10 X			-
T9	Sub-total	[T8+2(d)]	2,271.00	2,419.00	2,765.00	3,228.30	3,927.00
L	.ess : Closing Stock W.I.P.		-			-	-
	Total Cost of Production	[T9-2(e)]	2,271.00	2,419.00	2,765.00	3,228.30	3,927.00
	Add : Opening stock of Finished Goods		- 1	-	-	-	-
T11	sub-total	[T10+2(f)]	2,271.00	2,419.00	2,765.00	3,228.30	3,927.00
T11 L		[T10+2(f)]	2,271.00	2,419.00	2,765.00 - 2,765.00	3,228.30	3,927.00

FORM II: OPERATING STATEMENT

				Actuals as pacco		PROVISIONAL	STIMATED /	PROJECT
Sr	No.	Particulars		31-Mar-17	31-Mar-18 Year 2	31-Mar-19 Year 3	31-Mar-20 Year 4	31-Mar-2 Year 5
_				Year 1	Teal 2	700.0		
	_	ral, Administrative & Selling Expenses				femu	er la jani a	HE E
	Gener	Advertisment Expenses /other Indirect expens	25	175.00	220.00	275.00	290.00	360.0
	1	Advertisment Expenses /other indirect expens	Co		-	117.00	- 1	-
	ii			1-		-	-	-
	iii		VIII TELEVISION	-	-	41.7.300	-	-
	iv	The second secon	a e Truer	-	-	-	ada 2 (5)	
	v		Miles I reacht			ever it steam & Be	10.000	-
	vii			-	-	-	6000 Till 9	-
	viii			-	-	-	-	-
	ix			77777	-	ELECTION -	-	-
	X					V 10/12	-	-
	T13	Total General, Administrative &				075.00	200.00	360.
	775	Selling Expenses	[3(i to x)]	175.00	220.00	275.00	290.00	300.
		D. Cit. for a laterage	[T4-T12-T13]	142.00	151.00	160.00	181.70	213.
		Operating Profit before Interest	114-112-110]					
1	Finan	nce Charges					70.00	00
	i	Interest on Working Capital and Term Loan		48.00	50.00	72.00	78.00	80.
	ii	The second secon		-	-	-	-	-
	iii			-	-	-	-	-
	iv			-	-	-	CONTRACTOR OF	
	V			-	-	72.00	78.00	80.
	T14	Total Finance Charges	[5(i to v)]	48.00	50.00	72.00	78.00	00
	-	Operating Profit after Interest	[4-T14]	94.00	101.00	88.00	103.70	133.
	Non-	Operating Income	4-17	4.00	5.00	2.00	3.00	4
	i	interest income		4.00	- 0.00	-	-	- 1
	ii				-		EVERY.	
	T15	Total Non-Operating Income	[7(i to iii)]	4.00	5.00	2.00	3.00	4
	113	Total Non-Operating moonic				CONTRACTOR NOTES		
	Non-	Operating Expenses					-	-
	i			-	-		-	177
	ii			-	-		-	
	iii			-			-	1 117
	T16	Total Non-Operating Expenses	[8(i to iii)]	-	-			
	T17	Net Non-Operating Income (+) /		100	F 00	2.00	3.00	4
		Expenses (-)	[T15-T16]	4.00	5.00	2.00	0.00	
			[6+/(-)T17]	98.00	106.00	90.00	106.70	137
)		Net Profit before Tax / (Loss) PBT	[0+/(-)1+/	29.40	31.80	27.00		41
	_	Provision for Taxes	[10-11]	68.60	74.20	63.00		95
2		Net Profit / Loss after Tax PAT PAT to Net Sales %	[12/T2] %					
	-	PAT to Net Sales 76	[12/12] /0	[2.0070]				
	Equit	y Dividend & Dividend Tax	New P. Le San L.	-	-			(0.0
-		Dividend Rate %		{0.00%}	{0.00%}			
		Dividend Distribution Tax %		{0.00%}			-	
1		Retained Profit	[12-13]		74.20	63.00		95
;		Retained Profit / PAT %	[14/12]%	{100.00%}	{100.00%}	{100.00%	} {100.00%	{100.0
	-	Additional Data:			12 12 12 13	11881		
,		Break-up of Total Gross Income					-	
		Domestic Sales:						-
	i	1st Quarter	HE THEFT	-	-	100000	1/1/9 -	-
	ii	2nd Quarter	relation	1971 19-	-	-	1 200-	-
	iii	3rd Quarter		-	-	-	-	-
	iv	4th Quarter		-	-		-	-
	T18	sub-total	[i to iv	-	-	-	-	-
		Export Sales		-	-	-		-
	1119			-				

FORM III: ANALYSIS OF BALANCE SHEET

Sr.	Particulars		200 Color Mary 100 Color 1	per audited ounts	PROVISIO NAL	ESTIMATED/PROJECT	
No.	The restriction of the second		31-Mar-17		31-Mar-19	31-Mar-20	31-Mar-21
735	Current Lieblities		Year 1	Year 2	Year 3	Year 4	Year 5
1 Ch	Current Liablities				1		
	ort term borrowings						
airo	m Banks (including bills purchased, dis						
A €	xcess borrowings placed on repayment						
1	from Applicant Bank		200.00	250.00	400.00	600.00	600.00
ii	from Other Banks		-	-			
T1		[a(i + ii)]	200.00	250.00	400.00	600.00	600.0
-	which BP & BD						
iii	A SECURIO DE LA CONTRACTOR DE		{00.00}	{00.00}	{00.00}	{00.00}	{00.00
iv	- Annual Control of the Control of t		{00.00}	{00.00}	{00.00}	{00.00}	{00.00
T2	00.01010	[b(iii + iv)]	-	-	-	-	-
	Total short term borrowings from ba	T1	200.00	250.00	400.00	600.00	600.0
b froi	m Others						
i	Sundry Trade Creditors - Indigenous		370.00	430.00	450.00	367.00	440.00
ii	Sundry Trade Creditors - Import			-	-		
iii	Advance payments from Customers /						
	Deposits from Dealers / Stockists			-	-	-	-
iv	Provision for Taxation		26.00	22.00	25.00	32.00	39.00
V	Dividend payable			4	-	100	-
vi		vear)		-	-	almonia da l	
vii	Deposits / Debentures / Instalments of						
	Loans / DPGs etc. (due within 1 year)		31.00	34.00	78.00	76.00	80.08
T4	Total short term borrowings from ot	[b(i to vii)]	427.00	486.00	553.00	475.00	559.00
	er Current Liabilities and Provisions	[2(10 11)]	121.00	400.00	000.00	170.00	000.0
	e within one year-specify major items						
lane			11.00	12.00	20.00	22.00	27.00
+ !	Audit Fee Payable /other misc provisio	ns	11.00	12.00	20.00	22.00	27.00
ii			-	-	-	-	-
iii			-	-	-	-	-
iv			-	-	-	-	-
V			-	-	-	METER - 01	-
T5	sub-total	[2(i to v)]	11.00	12.00	20.00	22.00	27.00
T6	Current Liabilities excl. bank borrow	[T4+T5]	438.00	498.00	573.00	497.00	586.00
T7	Total Current Liabilities	[T3+T6]	638.00	748.00	973.00	1,097.00	1,186.00
Terr	n Liabilities						
	Debentures (maturing after 1 year)		-	-01	rada e mi	12 kg 14 25	med a-
	Preference Shares (redeemable after 1	year)		-	-	- 1	
	Term loans (repayable after 1 year)		78.00	44.00	316.00	240.00	160.00
	Deferred Payment Credits (repayable a	fter 1 year)	-	-	-		C. In Vivi
	Term deposits (repayable after 1 year)		-	-		- DEC 17-07-1	
_	Other term liabilities						
-	Unsecured Loans		150.00	280.00	495.00	550.00	600.00
	Deferred Tax Liability		7.00	10.00	13.00	13.00	13.00
+	Total Term Liabilities	[3(a to f)]	235.00	334.00	824.00	803.00	773.00
-							
<i>T</i> 9	Total Outside Liabilities	[T7+T8]	873.00	1,082.00	1,797.00	1,900.00	1,959.00
-						-	
	Net Worth			1			The second second
	Capital		150.00	150:00	150.00	200.00	250.00
-	General reserve		160.00	234.20	297.20	371.89	467.79
	Revaluation Reserve		-	010	-614	- 4	W MED I 10
	Other reserves (excluding provisions)		-	-	-	-	-
	Surplus (+) or deficit (-) in P & L A/c		-	-	-	-	
	Others						
i	Share Premium Account	L DECE	-	-	-	- 20	
ii (Capital Redemption Reserve	1-00	-	-	-	-1016	12:10:04
iii						-	
iv	314 13.750			-	-		-
V			-	-	-	-	
-	Net Worth	[4(a to f)]	310.00	384.20	447.20	571.89	717.79
-	Total Liabilities	[T9+T10]	1,183.00	1,466.20	2,244.20	2,471.89	2,676.79
	otal Elabilities	1	.,.00.00	.,		_,	-,010.10

FORM III : ANALYSIS OF BALANCE SHEET

Name: M/s Great Products Pvt Itd.

Sr.	No.	Particulars		Actuals as per audited accounts		PROVSIO NAL	ESIMATED/PROJECTI	
				31-Mar-17	31-Mar-18	31-Mar-19	31-Mar-20	31-Mar-2
-				Year 1	Year 2	Year 3	Year 4	Year 5
5		Current Assets			AND THE MARKET	professional and the second	A STREET, STRE	T Car 5
5		Cash and bank balances		40.00	50.20	56.20	64.89	70.7
6		Investments	120 000				0 1.00	70.7
-	-	[other than long term Investme	ents]					
-	i	Government & other trustee se	ecurities	-	-	_	-	
_	ii	Fixed deposits with Banks & C		-	-	A SECTION OF THE SECT		-
	T12	sub-to	tal [6(i+ii)]		-	1000	. 1	-
7	1	Receivables other than deferre	ed & exports	570.00	695.00	891.00	1,021.00	1 125 0
-		Including bills purchased & dis	scounted			001.00	1,021.00	1,125.0
-	1	by bankers]	100000		100000			
+	ii E	Export receivables (Including b	ills			_		
1	IF	burchased/discounted by bank	ers)					-
-	13	sub-tot	a/ [7(i+ii)]	570.00	695.00	891.00	1,021.00	1 125 00
3	- 11	nstalments under deferred rec	eivables	Talagara -	1000-00		1,021.00	1,125.00
+		due within one year)				-		-
1		nventory	1 2 2 20 22					
1	IR	Raw Materials [Including Stores	and other	at Galacia i	Lin oyust your		12 12 12 12 12 12	-
+	110	ems used in the process of ma	anufacture)		TENTA THE ST	6/4 COVID-1-1		
+	1 IIr	mported		-	318319 32 318			
+		ndigeneous		150.00	190.00	305.00	355.00	425.00
+	IN	Vork [Stock] in Process		-	-	000.00	333.00	435.00
+		inished Goods		-	- 1	-		-
-		oods in Transit		-	_			- 10
1	0	ther consumable spares	Bear Bear		1222			-
1		nported			_		538 S S S S S S S S S S S S S S S S S S S	
<u>l</u> i		digeneous		-	-		-	
T1	-	sub-total	150.00	190.00	305.00	355.00	405.00	
	Ac	vances to suppliers of of raw	materials /			000.00	333.00	435.00
	sto	ores & spares						
	Ad	Ivance payment of taxes		20.00	26.00	28.00	32.00	-
	Ot	her current assets [specify ma	ior items1		20.00	20.00	32.00	39.00
i	Mis	sc Current Assets		36.00	42.00	52.00	F9.00	
ii				-	- 42.00	32.00	58.00	62.00
iii				-0.0	-	-	3001510E	-
iv		Control of the second state	RASILIDA TA	-		260 - 31.0 m	1000-1011	
٧					-	-	-1	- 4
T15		sub-total	2(i to v) 1	36.00	42.00	52.00	50.00	
			71	00.00	42.00	32.00	58.00	62.00
116	Tot	tal Current Assets	5 to 12]	816.00	1,003.20	1,332.20	1,530.89	1,731.79
	Fix	ed Assets		24/2		STATE OF THE STATE		
i		ss Block		205.00	100.00			
ii		preciation		365.00	498.00		1,124.00	1,212.00
-		Block	142/: ::: 1	38.00	78.00	152.00	232.00	314.00
	. 401	DIOUN	[13(i-ii)]	327.00	420.00	861.00	892.00	898.00

FORM III: ANALYSIS OF BALANCE SHEET

Sr	No	Particulars		Actuals as per audited accounts		ESIMATED/PROJECTED	
			31-Mar-17	31-Mar-18 Year 2	31-Mar-19 Year 3	31-Mar-20 Year 4	31-Mar-21 Year 5
		Deposits	Year 1				
		Other Non-Current Assets					
14		Investments / book debts /advances /					
		deposits which are non-current	tor o teaminat	TOTAL TERRITORIA	200		
а		Investments in subsidiary					
		companies / affiliates	-	-	-	-	-
b		Other investments	21.00	21.00	21.00	21.00	21.00
С		Advances to suppliers of					
		capital goods and contractors	-	-	-	-	-
d		Deferred receivables					
		[maturity exceeding one year]	-	_		-	-
е		Security deposits / Tender Deposits	19.00	22.00	30.00	28.00	26.00
f		Others					
	i	Receivables exceeding one year	original Serve			-	retuen -
	ii			-	-	-	-
	iii		-	_	-	-	-
	T18	sub-total 4(a to	f)] 40.00	43.00	51.00	49.00	47.00
15		Obsolete Stocks		-	-	-	-
16		Non-consumable consumables & spare	es -	-	-	-	_
17		Other non-current assets		_	_		
-		(Including dues from directors)					
		Total Other Non-Current Asset 14 to	17] 40.00	43.00	51.00	49.00	47.00
18		Intangible assets	-	-	-	-	CETY -
		(Patents, Goodwill, Preliminary Expens	es,				
		Bad / Doubtful Debts not provided for e					
- !	T20	Total Assets [T16+T17+T19+18]	1,183.00	1,466.20	2,244.20	2,471.89	2,676.79