



# دورة تدريبية في تحليل الائتمان اللوجستي والنهضة الهالية لهتخصصي البنوك



**AGILE LEADERS**  
Training Center

05 - 09 Jan 2027  
ميلان



## دورة تدريبية في تحليل الائتمان اللوجستي والنهضة الهالية لهتخصصي البنوك

المرجع: 36387\_28744 التاريخ: 05 - 09 Jan 2027 الموقع: ميلان الرسوم: Euro 5700

### Course Overview:

This specialized course is designed to empower participants with the skills to evaluate credit risks, develop financial models, and navigate trade financing specifically tailored to the logistics sector. Additionally, the course addresses related industries such as oil, fuel, gas, and mining, and their intersections with logistics. Participants will learn to address challenges across the Personal, Wealth, and SME/Commercial/Corporate banking segments through practical insights and advanced methodologies.

### Target Audience:

- Branch managers
- Customer relationship managers
- Business bankers
- Credit managers
- Sales managers
- Relationship officers
- Trade finance specialists
- Portfolio and risk managers
- Investment advisors
- Training managers

### Targeted Organizational Departments:

- Retail Banking
- Personal and Wealth Banking
- SME Banking
- Commercial Banking
- Corporate Banking
- Trade Finance and International Banking
- Credit and Risk Management
- Financial Advisory
- Business Development

## Targeted Industries:

- Logistics and supply chain management •
- Oil, fuel, and gas •
- Mining and natural resources •
- Manufacturing and industrial operations •
- Retail and FMCG Fast-Moving Consumer Goods •
- Agriculture and commodities •
- Technology and e-commerce •
- Import/export and international trade •

## Course Offerings:

By the end of this course, participants will be able to:

- Conduct logistics sector credit analysis •
- Build and use financial models for logistics and related projects •
- Identify and mitigate risks in credit analysis for logistics projects •
- Structure financing deals tailored for SME/Commercial and Corporate banking clients •
- Leverage trade finance instruments •
- Address sustainability and environmental risks in logistics lending •
- Apply global logistics industry trends to banking strategies for diverse segments •

## Training Methodology:

This program uses an innovative and interactive approach, including:

- Industry-specific case studies for logistics, oil, gas, and mining financing •
- Group discussions for shared insights among banking professionals •
- Hands-on practice with financial modeling tools for logistics and related sectors •
- Role-based learning tailored for Personal, Wealth, SME/Commercial, and Corporate banking •
- Focused feedback and guidance to align with individual career goals •

## Course Toolbox:

- Templates and ebooks for credit analysis logistics projects •
- Financial modelling resources tailored to logistics, oil, gas, and mining industries •
- Case study materials covering real-world financing solutions •
- Insights on technological advancements in logistics finance •

## Course Agenda:

## Day 1: Introduction to the Logistics Sector

- Overview of the logistics sector: transportation, warehousing, and supply chain operations Topic 1: •
- Key players and market dynamics in the global logistics industry Topic 2: •
- Trends and technological advancements shaping the logistics landscape Topic 3: •
- Regulatory environment affecting logistics operations and financing Topic 4: •
- Introduction to logistics credit analysis and its importance for bank professionals Topic 5: •
- Identifying opportunities and risks in logistics sector financing Topic 6: •
- Discussing key learnings on the logistics sector and its market dynamics Reflection & Review: •

## Day 2: Logistics Value Chain and Credit Analysis

- Understanding the logistics value chain and its key components Topic 1: •
- Identifying credit risks and opportunities in transportation and warehousing Topic 2: •
- Financial statement analysis for logistics companies Topic 3: •
- Credit risk assessment techniques for logistics projects Topic 4: •
- Evaluating the creditworthiness of logistics sector clients Topic 5: •
- Case studies of credit analysis in logistics sector lending Topic 6: •
- Key takeaways on credit analysis for logistics and client evaluation Reflection & Review: •

## Day 3: Financial Modeling for Logistics Projects

- Principles of financial modeling for logistics investments Topic 1: •
- Building financial models for logistics projects: revenue projections and cost analysis Topic 2: •
- Risk factors and market variables in financial models Topic 3: •
- Investment appraisal for logistics ventures Topic 4: •
- Valuation techniques for logistics assets and companies Topic 5: •
- Practical exercises on financial modeling for logistics projects Topic 6: •
- Reviewing financial modeling techniques and their applications Reflection & Review: •

## Day 4: Structuring Financing Deals and Trade Finance

- Overview of financing options for logistics projects and companies Topic 1: •
- Structuring debt and equity financing deals for logistics ventures Topic 2: •
- Mitigating credit risks through financing structures and collateral arrangements Topic 3: •
- Understanding trade finance instruments and mechanisms Topic 4: •
- Trade financing solutions for importers, exporters, and logistics service providers Topic 5: •
- Risk management in trade finance transactions Topic 6: •
- Discussing trade finance strategies and deal structuring Reflection & Review: •

## Day 5: Regulatory Considerations and Practical Applications

- Regulatory framework governing logistics operations and financing Topic 1: •
- Environmental and sustainability considerations in logistics lending Topic 2: •
- Risk management strategies for addressing regulatory and environmental risks Topic 3: •
- Applying credit analysis, financial modeling, and trade finance techniques Topic 4: •
- Case studies of successful and unsuccessful logistics sector financing Topic 5: •
- Group discussions on best practices and lessons learned in logistics financing Topic 6: •
- Final review of course learnings and their practical applications Reflection & Review: •

### FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course? •

Participants should have foundational knowledge in banking and finance. Prior experience in credit or trade finance is advantageous, especially in the logistics, oil, gas, and mining sectors.

How long is each day's session, and is there a total number of hours required for the entire course? •

The course runs for 4-5 hours per day over five days, totalling 20-25 hours of intensive training.

How does this course address specific challenges in financing logistics projects for oil and mining sectors? •

This course equips participants with methods to address challenges in oil and mining logistics financing through sector-specific credit analysis, advanced financial modeling, and risk management strategies. It includes techniques for structuring complex financing deals, leveraging trade finance instruments, and managing risks such as market volatility, environmental concerns, and regulatory compliance. Real-world case studies provide practical insights into successful and unsuccessful projects, enabling participants to develop effective solutions tailored to these high-stakes industries.

### How This Course is Different from Other Logistics Training Courses:

This course uniquely combines logistics credit analysis, financial modelling, and trade financing techniques with a focus on the personal, wealth, and SME/commercial/corporate banking segments. Additionally, it addresses challenges in industries such as oil, gas, and mining, providing tailored methods to equip banking officials in critical decision-making roles. Unlike generic programmes, this course integrates real-world scenarios, industry-specific tools, and actionable strategies, making it an unparalleled choice for professionals aiming to advance their skills in logistics financing.



## فئات الدورات التدريبية



HR TRAINING & DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات



دورات التدريب القانوني والمشتريات والتعاقدات



دورات الاتصال الجماهيري و السياسات والعلاقات العامة



دورات النظم السبراني ودورات تقنية المعلومات



دورات الصيانة ودورات المجالات الهندسية المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



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## فئات الدورات التدريبية



دورات معتمدة من قبل هيئات دولية



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقية

## مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أنقرة - تركيا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

## مدن التدريب



جاكرتا - جمهورية اندونيسيا



تيليسي - جورجيا



بوكيت - تايلاند



برشلونة - اسبانيا



روما - ايطاليا



دبي - الامارات العربية المتحدة



جوهانسبرغ - جنوب افريقيا



جنيف - سويسرا



شرم الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة  
الامريكية



زنبار - تنزانيا



طوكيو - اليابان



طشقند - اوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الامريكية

## مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترال - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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