

Logistics Credit Analysis, Financial Modeling, and Trade Financing Training for Bank Professionals

25 – 29 October 2027
Vienna

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Training Center

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Logistics Credit Analysis, Financial Modeling, and Trade Financing Training for Bank Professionals

Ref: 36387_28734 **Date:** 25 – 29 October 2027 **Location:** Vienna **Fees:** 5700 Euro

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

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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

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Course Agenda:

Day 1: Introduction to the Logistics Sector

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

Day 2: Logistics Value Chain and Credit Analysis

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

Day 3: Financial Modeling for Logistics Projects

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

Day 4: Structuring Financing Deals and Trade Finance

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

Day 5: Regulatory Considerations and Practical Applications

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

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 one week, 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.

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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.