



# INDIAN INSTITUTE OF BANKING & FINANCE

(ISO 21001:2018 Certified)

**“Training Programme for Housing Finance Companies”**

**From 28<sup>th</sup> to 30<sup>th</sup> April 2026**



“Individual participant can also register for the programme at their own cost”

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*Programme Co-ordinator: Dr. N K Bhasin & Mr. Sudip Kaviraj*

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**Indian Institute of Banking & Finance  
Professional Development Centre, Northern Zone**

**NEW DELHI-110 016**

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## **PROGRAMME for “Housing Finance Companies”**

### **BACKGROUND**

During its 98 years of service, IIBF has emerged as a premier institute in the banking industry. Considering the emerging requirements of the bankers in the dynamic environment, IIBF has been offering certification courses and training programmes to the banking professionals.

The training programmes are designed in consultation with the industry experts and human resources personnel with an endeavour to address the skill gaps on a continuous basis. The regular offerings in varied areas prepare the banking professionals ahead of the impending change.

IIBF offers virtual training programmes for its Blended Certification courses and many other programmes to facilitate learning across the country.

IIBF also has state-of-the-art training facilities at its Leadership Centre at Mumbai. It also has six Professional Development Centres (PDCs) at Delhi, Chennai, Kolkata, Mumbai, Lucknow & Guwahati with residential facilities at Delhi to accommodate approx 50 participants at a time to cater to the increasing demand for focused training programmes.

### **PURPOSE**

India is steadily advancing towards becoming one of the world’s leading economies. In this journey, every sector—be it manufacturing, services, or retail—is playing a pivotal role in driving sustainable growth. Since independence, the financial ecosystem has undergone significant transformation, marked by progressive banking reforms and the rapid expansion of Non-Banking Financial Institutions (NBFIs), strengthening the overall financial architecture of the nation.

The financial services sector today enjoys unprecedented visibility and outreach, owing to its accessibility and customer-centric innovations. However, with this growth comes intensified competition and evolving challenges, requiring institutions to continuously upgrade their capabilities and stay ahead of the curve.

The Indian Institute of Banking and Finance (IIBF), as a premier training institution, has consistently contributed towards capacity building across financial institutions, particularly in the banking sector, by enhancing the skills and competencies of their workforce.

In line with this commitment, IIBF PDC (NZ) has taken the initiative to design a specialised training programme focused on the **Housing Finance sector**—a key driver of economic development and a rapidly expanding segment within the financial services industry.

This programme aims to equip participants with the knowledge, insights, and practical skills required to excel in a competitive environment, enabling organisations to stay ahead while effectively contributing to the nation’s growth story.

## OBJECTIVES

With this background, the Indian Institute of Banking and Finance (IIBF) has designed this specialized programme to

- Provide insights into the **latest developments in the housing finance sector**
- Equip participants to **effectively generate and convert quality business leads**
- Enable **optimal utilisation of manpower** through better deployment of available resources
- Enhance understanding of the **effective use of financial statements, regulatory frameworks, and compliance requirements**
- Develop skills in **credit appraisal and preparation of sound financial proposals**
- Build foundational knowledge of **Financial Statement Management (FSM)**
- Offer guidance on **recent regulatory norms and best practices**, including NPA and IRAC guidelines

## CONTENT OVERVIEW

- Current market landscape in India and emerging expectations
- Competitive dynamics and key industry players, along with strategies to achieve leadership positioning
- Enhancement of communication and negotiation skills for effective client engagement
- Interpretation and analysis of financial statements, including Directors' Reports
- Understanding financial ratios and their impact on housing loan proposals
- Case study discussions supported by practical, real-life examples
- Techniques for structuring robust and viable financial proposals
- Effective follow-up mechanisms, supervision, and monitoring practices
- Overview of recent guidelines issued by RBI and Government authorities
- Strategies to mitigate NPA risks and approaches for resolution and recovery

## **METHODOLOGY**

**Virtual (Online)** interactive lectures, Case Studies, presentations and sharing of experiences on the Institute's licensed ZOOM Platform.

Live sessions by the Faculties shall be conducted and participants can participate in the sessions from home or office using Laptop/Desktop.

Login details for accessing the sessions shall be shared on registered mail ids of participants 24/48 hours before the programme.

## **TARGET GROUP**

This programme is ideally suited for professionals engaged in or aspiring to build expertise in the housing finance domain, including:

- Officials from **Housing Finance Companies (HFCs)** and **Banks** involved in retail lending and home finance
- Executives handling **credit appraisal, loan processing, and underwriting**
- Professionals engaged in **business development, sales, and lead generation** in housing finance
- Officers responsible for **credit monitoring, recovery, and NPA management**
- Personnel involved in **compliance, risk management, and regulatory reporting**
- Early to mid-level professionals seeking to **enhance their understanding of housing finance operations**

## **DURATION**

**3 Days - From 28<sup>th</sup> to 30<sup>th</sup> April 2026. Timings 10:00 a.m. to 5.30 p.m.**

## **FEES**

Rs. 7,500/- per participant plus GST @18% aggregating to Rs. 8,850/- (Rs. Eight Thousand Eight Hundred Fifty only). (In case of TDS deduction, please send us TDS certificate).

Programme fees may be remitted to the credit of Institute's account as given below:

- ✓ **Name of the Account:** Indian Institute of Banking and Finance
- ✓ **Name of the Bank Branch:** State Bank of India, Vidya Vihar (West), Mumbai.
- ✓ **Savings Account No:** 37067835430 IFSC code: SBIN0011710
- ✓ (PAN No: AAATT3309D and GSTIN NO. 07AAATT3309D2ZT)

(Kindly provide your GST Number in the nomination letter to facilitate raising of invoice)

For further details, kindly contact:

***PI Contact: Ms. Anchal Arora, Ms M Vaishnavi, Mobile –8295127117,7678510108***  
***Email: [se.pdcnz3@iibf.org.in](mailto:se.pdcnz3@iibf.org.in); [je.pdcnz3@iibf.org.in](mailto:je.pdcnz3@iibf.org.in)***



## INDIAN INSTITUTE OF BANKING & FINANCE

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### NOMINATION FORM FOR ORGANIZATION WHO NOMINATES THE PARTICIPANTS

Programme title: Programme for “Housing Finance Companies”

Date: 28<sup>th</sup> to 30<sup>th</sup> April 2026

Programme Type: Virtual (Online) mode

Details of nominee(s):

Sl. No	Name	Designation	Branch/ Office	Contact No. (Mobile)	E-mail (PERSONAL MAIL ID )*	E-mail (OFFICIAL MAIL ID )*
1						
2						
3						

\*LOGIN DETAILS OF THE PROGRAMME SHALL BE SHARED ON PERSONAL MAIL ID OF NOMINEE.

Name of Bank/ FI: \_\_\_\_\_

Address: \_\_\_\_\_

GST Details of Nominating Bank: \_\_\_\_\_

**UTR Number and date of Fees remitted.** -----

Phone of **Nominating** Official: -----E-Mail of **Nominating** Official: \_\_\_\_\_

**Fees: Rs. 7,500/- per participant plus GST @18% aggregating to Rs. 8,850/- (Rs. Eight Thousand Eight Hundred Fifty only). (In case of TDS deduction, please send us TDS certificate).**

**Pl Contact: Ms. Anchal Arora, Ms. M Vaishnavi, Mobile –8295127117,7678510108**

**Email: [se.pdcnz3@iibf.org.in](mailto:se.pdcnz3@iibf.org.in); [je.pdcnz3@iibf.org.in](mailto:je.pdcnz3@iibf.org.in)**



## INDIAN INSTITUTE OF BANKING & FINANCE

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### NOMINATION FORM FOR SELF-SPONSORED PARTICIPANTS

**Programme title: Programme for “Housing Finance Companies”**

**Date: 28<sup>th</sup> to 30<sup>th</sup> April 2026**

**Programme Type: Virtual (Online) mode**

**Details of nomination:**

Sl. No	Name	Designation	Contact No. (Mobile)	Place of Posting	E-mail (PERSONAL)	UTR Number with Date of Payment
1						

Name of Bank/ FI employed with:

\_\_\_\_\_

Address of Bank/FI employed with:

\_\_\_\_\_

\_\_\_\_\_

**Fees: Rs. 7,500/- per participant plus GST @18% aggregating to Rs. 8,850/- (Rs. Eight Thousand Eight Hundred Fifty only).**

Programme fees may be remitted to the credit of Institute’s account as given below:

- 
- Account No:** 37067835430 IFSC code: SBIN0011710
- (PAN No: AAATT3309D and GST No. 07AAATT3309D2ZT)

***Pl Contact: Ms. Anchal Arora, Ms. M Vaishnavi, Mobile –8295127117,7678510108  
Email: [se.pdcnz3@iibf.org.in](mailto:se.pdcnz3@iibf.org.in); [je.pdcnz3@iibf.org.in](mailto:je.pdcnz3@iibf.org.in)***