



PB INSTITUTE OF RESEARCH AND TECHNOLOGY

P.O Box 21457-00100

Nairobi - Kenya

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The NPL Recovery Playbook: Effective Strategies for Distressed Asset Resolution

Duration: 5 days

On-Site

01 Who Should Attend

- Structured Finance Professionals
- Securitization Specialists
- Enterprise Risk Management Professionals
- Treasury Professionals
- Financial Controllers
- Internal Auditors
- External Auditors
- Compliance Officers
- Legal Advisors Specializing in Debt Recovery
- Regulators and Banking Supervisory Professionals



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02 About the Course

The increasing challenge of non-performing loans (NPLs) requires financial institutions to adopt effective resolution strategies that protect asset quality, improve liquidity, and unlock hidden value from distressed portfolios. The **NPL Resolution Mastery: Transforming Distressed Assets into Value Opportunities Training Course** provides participants with advanced knowledge and practical tools to analyze, restructure, recover, and manage non-performing loans effectively. Through practical case studies, industry examples, and interactive exercises, participants will explore successful approaches for managing distressed assets, including loan restructuring, collateral management, portfolio sales, special servicing models, and innovative financial solutions. By the end of this training course, participants will be equipped with the knowledge and skills to evaluate distressed loan portfolios, design effective resolution strategies, minimize credit losses, enhance recovery performance, and transform non-performing assets into opportunities for value creation.

03 Workshop Objectives

- Define and categorize non-performing loans and distressed assets.
- Understand the key drivers of NPL accumulation in financial systems.
- Master the process of valuing NPL portfolios using different methodologies.
- Analyze the legal and regulatory frameworks governing NPL transactions.
- Evaluate and structure NPL securitization deals for various asset classes.
- Develop effective strategies for the workout and recovery of distressed assets.
- Assess the role of technology and data analytics in NPL management.
- Critically analyze the risk-return profiles for different NPL investments.
- Synthesize a strategic plan for acquiring and managing an NPL portfolio.



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04 Module Topics

Module 1: The Landscape of Non-Performing Loans

Module 2: NPL Securitization: A Foundational Overview

Module 3: NPL Portfolio Valuation and Due Diligence

Module 4: The Legal and Regulatory Environment

Module 5: Structuring the NPL Securitization Deal

Module 6: Credit Enhancement in NPL Deals

Module 7: Servicing and Management of NPLs

Module 8: Investor Perspectives and Market Dynamics

Module 9: The Role of Technology and Data

Module 10: Case Study Analysis of Successful Deals

Module 11: Case Study Analysis of Failed Deals

Module 12: Advanced Legal and Tax Considerations

Module 13: Stress Testing and Scenario Analysis

Module 14: Portfolio Management Workshop