



# **CRISIL** Executive Training Program Jointly Organized with IIIPI

**Sector Training for  
Insolvency Professionals**

**CPE: 2 hours**



## **About CRISIL Executive Training**

As an agile innovative global analytical company providing ratings, research, risk and policy advisory services, CRISIL is uniquely positioned to design and impart financial analysis, capital market research, credit and risk training programs.

We have been providing focused training solutions to our clients since last 15 years.

Since 2005, when we ventured into trainings, we have trained 50,000+ professionals across 1900+ programs in India, Sri Lanka, Bangladesh and Middle East eliciting average feedback rating of 4.5 on 5

### **Why this program is important for Insolvency Professionals:**

Insolvency professional (IP) is one of most important pillars of IBC in the direction of ensuring resolution of distressed businesses, preservation and maximisation of value, while balancing interests of various stakeholders. IP, on assuming the role of Resolution Professional (RP) in a corporate insolvency resolution process (CIRP), is required to act as CEO, taking control and managing the operations of company (or Corporate Debtor) as a going concern. Moreover, powers of board of directors are suspended and vested with such RP, hence the need for Insolvency professionals to have industry specific knowhow.



# Sector Trainings



## Construction sector key highlights:

- Construction landscape and rising relevance of public funds
- Trends and outlook on investments across major segments in construction
- Analysis and prospects of National Infrastructure pipeline
- Financial performance and ratings distribution



## Real Estate sector key highlights:

- How sector has navigated through various macro and micro cycles- Global Financial Crisis, Demonetization, RERA and Covid-19
- Demand supply dynamics in the real estate sector in key cities of India
- Evolving business models in the industry
- Various funding/ investment channels and their exposure to the sector
- Performance of key organized and financially prudent players amidst the pandemic; rating distribution of entities in the industry
- Key developments around SWAMIH fund and NCLT cases

## What's in it for you?

- Develop an in-depth understanding of current and emerging nuances across construction sub-sectors to gain multiple, relevant perspectives as a key stakeholder.
- Understand inherent and emerging risks so that you can devise appropriate tools and tactics to mitigate these.

# Construction

**Duration: 2 hours**

## Session 1

### Relevance of Construction Industry in Economy

- Understanding construction landscape (Infrastructure, Building construction and Industrial)
  - High frequency parameters dashboard
- Increasing relevance of central and states in construction

### Segmental analysis

- Infrastructure – short and medium term outlook on investments
  - Roads - Split between National highways, State highways and Rural roads
  - Railways - Traditional sub-sectors for railway investments and upcoming avenues for investments
  - Urban infrastructure
- Industrial – short and medium term outlook on investments
  - Investments across key industrial segments like – Oil & gas, auto, metals and others
  - Peak utilizations across key industries that trigger investments

## Session 2

### Recent trends in the sector

- The National Infrastructure Pipeline
  - Sectoral analysis of the NIP
- Key highlights from the union budget 2021-22 and state budgets

### Dissection of the financial stress

- Rating distribution and changes in rating (upgrades & downgrades) and reasons for change
- Orderbook for major players
- Outlook on revenues and operating margins
- A look at some major bankruptcies in the EPC sector, their resolution (if any)



# Real Estate

Duration: 2 hours

## Session 1

### Trends and outlook on real estate sector

- **Residential real estate:**
  - Trend analysis of high frequency data
  - Analysis of demand-supply-inventory for top 10 cities
  - Analysis of city-wise growth rates, drivers, age of inventory
  - Ticket size wise analysis of upcoming supplies
  - Trend in capital values & Analysis of MAHTI (CRISIL's proprietary index)
- **Commercial real estate:**
  - Demand-supply dynamics for offices across major markets owing to work-from-home
  - Impact on supply addition and occupancy levels
  - Analysis of expected movement in rentals going forward
  - Overview of REIT/ REITable assets in India

## Session 2

- **Impact of regulatory developments:**
  - Long trend in housing demand and impact of past regulatory developments such as demonetization, GST, RERA etc.
  - Analysis of PMAY Urban and Rural progress and other regulatory developments
- **Funding channels for the sector:**
  - Shift in traditional funding channels for the sector - from Banks and NBFCs to Private Equity; progress on SWAMIH fund
  - Underlying stress in the sector - major cases under NCLT; stress on wholesale portfolio



# Program Schedule

June 9, 2021, Wednesday

S. No.	Topic	Total Time (Hours)	Time
	Opening/ Registration Session	30 Minutes	09:30 AM - 10:00 AM
1	Session 1: Construction	2 hours	10:00 AM- 12:00 PM
	Tea Break	15 Minutes	12:00 PM – 12:15 PM
2	Session 1: Real Estate	2 hours	12:15 PM – 02:00 PM
	Lunch Break	30 Minutes	02:00 PM – 02:30 PM
3	Practical Knowledge Sharing by IP	30 Minutes	02:30 PM – 03:00 PM
4	Self-Assessment Mock Test	30 Minutes	03:15 PM – 03:45 PM

Date: June 9, 2021, Wednesday

Timing : 9:30 am onwards

Fees : Rs.7500/ + GST

**Registration Closes** : June 7, 2021 (Limited Seats)

**To register, click:** <https://app.iiipicai.in/regpayments/>



## About CRISIL

CRISIL is a leading, agile and innovative global analytics company driven by its mission of making markets function better.

It is India's foremost provider of ratings, data, research, analytics and solutions with a strong track record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights, and efficient solutions to over 100,000 customers through businesses that operate from India, the US, the UK, Argentina, Poland, China, Hong Kong and Singapore.

It is majority owned by S&P Global Inc, a leading provider of transparent and independent ratings, benchmarks, analytics and data to the capital and commodity markets worldwide

## About CRISIL Research

CRISIL Research is India's largest independent integrated research house. We provide insights, opinion and analysis on the Indian economy, industry, capital markets and companies. We also conduct training programs to financial sector professionals on a wide array of technical issues. We are India's most credible provider of economy and industry research. Our industry research covers 86 sectors and is known for its rich insights and perspectives. Our analysis is supported by inputs from our large network sources, including industry experts, industry associations and trade channels. We play a key role in India's fixed income markets. We are the largest provider of valuation of fixed income securities to the mutual fund, insurance and banking industries in the country. We are also the sole provider of debt and hybrid indices to India's mutual fund and life insurance industries. We pioneered independent equity research in India and are today the country's largest independent equity research house. Our defining trait is the ability to convert information and data into expert judgments and forecasts with complete objectivity. We leverage our deep understanding of the macro-economy and our extensive sector coverage to provide unique insights on micro-macro and cross-sectoral linkages. Our talent pool comprises economists, sector experts, company analysts and information management specialists.

## About IIIPI

Indian Institute of Insolvency Professionals of ICAI (IIIPI) is a section 8 (not-for-profit) Company established by the Institute of Chartered Accountants of India (ICAI) and constituted as a Public Ltd. Company. It has been awarded with the registration certificate as the first Insolvency Professional Agency (IPA) of India by Hon'ble Union Finance Minister Shri Arun Jaitley on 28<sup>th</sup> November 2016. IIIPI has attracted members from a diverse stream including Chartered Accountants, Company Secretaries, Cost Accountants, Advocates and Management Professionals. Currently, IIIPI manages 62 per cent of IP memberships as the largest IPA in India. The Governing Board of IIIPI consists of eminent Professionals/Bankers/CAs including former IAS officers.

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