Logistics Sector Credit Analysis, Financial Modeling, & Trade Financing for Bank Sales Professionals

22 – 26 November 2026
Manama (Bahrain)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Introduction:

The Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals training course is designed to provide bank sales and credit professionals with the specialized skills necessary to evaluate credit risks and structure financial solutions in the logistics industry. It covers key areas such as transportation, warehousing, supply chain management, and trade finance.

This Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals course equips participants with the expertise to assess creditworthiness, manage trade finance transactions, and make informed lending decisions in this dynamic sector. Through a combination of theoretical insights, case studies, and practical exercises, they will gain the confidence to navigate the complexities of logistics financing.

The Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals course provides an in-depth understanding of logistics financial concepts and their impact on banking and trade. Participants will explore the definition of financial logistics and answer the question, "What is financial logistics?" gaining insights into logistics financial statements and logistics analysis.

The Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals training covers logistics industry analysis, focusing on credit logistics and risk assessment in trade finance. Attendees will also develop skills in financial modeling to assess logistics financing needs and evaluate trends through analysis of the logistics industry, supporting informed decision-making in banking and trade.

Targeted Groups:

This Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals course is designed for:

- Bank sales and credit professionals.
- Relationship managers in the banking sector.
- Trade finance specialists.
- Financial analysts and consultants in banking.
- Professionals involved in lending and credit risk assessment.
- Individuals working with logistics companies in financial roles.
- Supply chain and logistics managers seeking financial expertise.
- Bankers involved in structuring trade finance deals in the logistics sector.

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Course Objectives:

At the end of this Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals course, the participants will be able to:

- Understand the logistics sector's dynamics, challenges, and components.
- Master credit analysis techniques specific to logistics businesses.
- Develop financial modeling skills for evaluating logistics ventures.
- Gain expertise in structuring financing deals within the logistics industry.
- Learn to mitigate credit risks in logistics sector transactions.
- Understand trade finance principles and their impact on logistics operations.
- Apply knowledge to real-world scenarios through case studies and exercises.

Targeted Competencies:

By the end of this Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals training, the participant's competencies will:

- Credit risk assessment in the logistics sector.
- Financial modeling and analysis for logistics businesses.
- Structuring trade finance deals.
- Evaluating the creditworthiness of logistics clients.
- Understanding logistics industry financial statements.
- Managing trade finance transactions.
- Supply chain and logistics finance integration.
- Risk mitigation strategies in logistics financing.
- Decision-making in the logistics sector lending.

Course Content:

Unit 1: Introduction to the Logistics Industry:

- Overview of logistics: transportation, warehousing, inventory management, and supply chain.
- Key players and market dynamics in global logistics.
- Current trends shaping the logistics sector.
- Technological advancements and their impact on operations.
- Regulatory environment governing logistics activities.

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Unit 2: Logistics Value Chain Analysis:

- Breakdown of the logistics value chain stages.
- Identifying risks in transportation, warehousing, and supply chain.
- Opportunities for improvement and growth in logistics operations.
- Analyzing market competition and positioning in the logistics sector.
- Evaluating strategic decisions in logistics supply chains.

Unit 3: Credit Analysis for Logistics Projects and Companies:

- Fundamentals of credit risk assessment for logistics businesses.
- Key financial ratios and metrics for logistics companies.
- Evaluating creditworthiness and financial health of logistics firms.
- Assessing risk factors in logistics project financing.
- Case studies illustrating credit analysis in the logistics industry.

Unit 4: Financial Modeling for Logistics Projects:

- Principles of financial modeling for logistics investments.
- Developing models to assess logistics project feasibility.
- Forecasting revenue, costs, and investment returns for logistics projects.
- Incorporating market factors and risks into financial projections.
- Techniques for valuing logistics companies and assets.

Unit 5: Structuring Financing Deals in the Logistics Sector:

- Overview of financing options for logistics companies.
- Structuring debt and equity deals for logistics ventures.
- Tailoring financing solutions to mitigate risks in logistics.
- Importance of collateral arrangements in logistics transactions.
- Case studies on successful financing structures in logistics.

Unit 6: Trade Financing in Logistics Operations:

- Understanding key trade finance instruments letters of credit, trade loans, etc..
- Tailored trade finance solutions for importers, exporters, and logistics firms.
- Managing risks in trade finance transactions in logistics.
- Evaluating financial instruments for cross-border logistics.
- Case studies of trade finance in logistics operations.

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Unit 7: Regulatory and Environmental Considerations:

- Regulatory frameworks and compliance in logistics financing.
- Environmental risks and sustainability in logistics sector lending.
- Assessing the impact of regulatory changes on logistics financing.
- Developing risk management strategies for environmental and regulatory concerns.
- Case studies of environmental considerations in logistics lending.

Unit 8: Practical Application and Case Studies:

- Application of credit analysis, financial modeling, and trade finance in real-world logistics scenarios.
- Reviewing successful and unsuccessful logistics financing transactions.
- Group discussions on best practices in logistics financing and trade solutions.
- Knowledge sharing of challenges and solutions from industry experts.
- Evaluating key takeaways and lessons from case studies in logistics finance.

Conclusion:

This Logistics Sector Credit Analysis, Financial Modeling, and Trade Financing for Bank Sales Professionals training program equips bank sales and credit professionals with the essential skills to navigate the complexities of lending within the logistics sector. Participants will be proficient in assessing credit risks, structuring financing deals, and managing trade finance transactions. They will gain the expertise to support sustainable growth initiatives in logistics, contributing to the success of their institutions and the broader logistics industry.