Working with Banks: Facilities, Covenants and Financing

CertiFi micro-credential

1 course · 5 lessons · about 3 study hours · issued 28 Nov 2026

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About 3 study hours · 5 lessons · pass mark 70% · AED 299

Get the right financing on the right terms, and keep the bank on your side. Following an Abu Dhabi building-materials distributor, you will match facilities to needs (overdraft, trade finance, guarantees, term loans and Islamic structures), understand how UAE banks assess credit, read the term sheet and covenants, prepare a credit application, and manage the relationship through good times and bad.

On completion, you will be able to:

- Match financing products to working capital, trade, project and investment needs
- Explain how UAE banks assess a credit request and what they look for
- Read a facility letter: pricing, security, conditions and covenants
- Prepare a credit application pack that answers the bank's questions in advance
- Monitor covenants and manage the bank relationship, including when things go wrong

Learning outcomes by lesson

1. Matching financing to the need

- Explain the golden rule: match the financing to what it pays for
- Describe the main facility types used by UAE SMEs
- Compare conventional and Islamic structures
- Choose the right mix for a trading business

2. How banks assess a credit request

- Describe what a bank's credit team looks for
- Apply the 5 Cs of credit
- Understand debt service and leverage measures banks use
- Know the role of the credit bureau and the owner's track record

3. Reading the facility letter

- Understand the main sections of a facility letter (term sheet)
- Calculate the all-in cost of a facility
- Understand security and guarantees
- Negotiate the terms that matter most

4. Preparing the credit application

- Assemble a credit application pack that answers the bank's questions
- Write the business case for a new or increased facility
- Present forecasts the bank will believe

- Run the process with the relationship manager

5. Covenants and the relationship

- Monitor covenants and information duties
- Spot a potential breach early and act
- Manage the relationship with several banks
- Handle difficult conversations