Project Paper

On

An Analysis of Loan & Advance Distribution & Recovery System of Bangladesh Krishi Bank Limited

SUBMITTED TO

Controller of Examinations National University Gazipur - 1704

SUPERVISED BY

Md. Mokarram Hossain Assistant Professor Department of Business Administration Daffodil Institute of IT (DIIT)

SUBMITTED BY

Shahid Khan Registration: 18601000638 Roll No: 1920430 Session: 2018-2019 Major in Finance & Banking Program: MBA (Professional) Daffodil Institute of IT (DIIT)



Daffodil Institute of IT



Under National University Date of Submission: April 05, 2023

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LETTER OF TRANSMITTAL

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Subject: Submission of Project Paper.

Dear Sir,

With great pleasure I am presenting my Project Paper on the topic **An analysis of Loan & Advance Distribution & Recovery System of Bangladesh Krishi Bank Limited** While preparing this Paper, I have followed our supervisor instructions and guidelines. This Paper has been completed by my theoretical experiences I have achieved during the Project period at Bangladesh Krishi Bank; I hope they will be quite helpful to enlighten my future career and knowledge well. I hope this Paper to be informative as well as comprehensive. I express my special gratitude to you for dedicating your valuable time, expert guidance and support. I have tried my best to complete the Paper appropriately as much as possible.

Sincerely Yours,

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Certificate of Supervisor

This is to certify that the **An analysis of Loan & Advance Distribution & Recovery System of Bangladesh Krishi Bank Limited** as a partial fulfillment of **Masters of Business Administration** (MBA) degree from the Department of Business Administration, DIIT under national university has been carried out by **Shahid Khan, Registration: 18601000638, Session: 2018-2019, Program: MBA (Professional), Major in Finance & Banking, Daffodil Institute of IT (DIIT)** under my supervision. No part of the Project Paper has been submitted for any degree diploma, title, or recognition before.

I wish him every success in life.

.....

Md. Mokarram Hossain Assistant Professor Department of Business Administration Daffodil Institute of IT (DIIT)

Acknowledgment

I have incurred many debts of gratitude over the last three months while preparing this Paper. First of all I would like to pray my gratitude to the almighty Allah for giving me such patience and power for completing this Paper smoothly. I would also like to express my profound gratitude to **Department of Business Administration, Daffodil Institute of IT (DIIT), Dhaka** for including Project program as a six credit course which have given me a chance to work in an organization and have the employment experience.

A special thanks and gratitude goes to my respectable Project supervisor, Md. Mokarram Hossain, Assistant Professor, Department of Business Administration, Daffodil Institute of IT (DIIT). Without his valuable supervision and directions it would not have been possible to complete this Paper.

Then I would like to express my heartfelt gratitude to the **Bangladesh Krishi Bank** for giving me a chance to complete my Project program at their branch, for allowing me to gather information and helping me every possible way in preparing the Project Paper.

Contributions from various part of the bank was indispensable to carry out this Paper and the Paper was brought into the light with their direct efforts, suggestions and advices and data provided by them and their cordial attitude to make me understand relevant topics. Moreover, my sincere gratitude goes to all other employees of Bangladesh Krishi Bank who directly and indirectly contributed to the Paper.

<u>Abstract</u>

Project program is the most significant part for completion of Masters of Business Administration (MBA), program. After completing the academic course I was placed in Bangladesh Krishi Bank to complete my Project program.

During the few months Project period I have worked several sections in the Bank but mostly in the investment sector. Bangladesh Krishi Bank is one of the oldest specialized banks in Bangladesh. With a great mission mainly agriculture development, it was established. To ensure finance to the climate-dependent uncertain and risky agriculture sectors.

Initially, I contain Paper overview why will I make the Paper, objective, limitation of the Paper, and methodology of the Paper how do I collected primary and secondary data to develop the Paper. In addition it includes banking systems overview of Bangladesh. It also includes the overview of krishi banking in Bangladesh that is location of the bank, bank profile, vision-mission & objective of the bank, bank structure etc. Learnings & experiences what I have acquired are also included here. My Paper covers credit program activities mainly for the farmers, analysis of credit disbursement performance of bank & other activities of Bangladesh Krishi Bank.

Lastly, in the Paper I have discussed about the problems or limitations of disbursing credits to the people what I have collected from different sources. The recommendation part of the Paper tried to find out some steps could be initiated by Krishi Bank in order to overcome existing problems here I also suggested some recommendations what I thought, those would be helpful for bank to decrease their problems or limitations.

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Chapter: 1 Introduction

1.1 Introduction

The main objective of the report is to have an overview of Loan Disbursement and Recovery Status by Bangladesh Krishi Bank. Other objectives are to identify the strengths and weaknesses of the loan approval and monitoring process in BKB and make recommendations regarding the Bank's loan activities. Here discuss to understand the loan disbursement and recovery the bank follows in the competitive market and provide a brief description of different operations areas of Bangladesh Krishi Bank Limited. Finally, discuss Guidelines on Loan Disbursement and Recovery issued by Bangladesh Bank. For development of Bangladesh agriculture sector, the government has created two different banks. The names are, one is Bangladesh Krishi Bank, and another is Rajshahi Unnayan Bank (RAKUB). Here I have tried to notice about Bangladesh Krishi Bank. Here the banks are heavily trying to develop the agricultural sector. For that they are enhancing savings. The saving is mainly for the lower class, lower middle class and also for the middle class of rural village of Bangladesh. These two banks also take part to invest in various sectors of agronomy, craft and commerce. Sometimes they invest directly; sometimes they take money from the investors. These two banks are trying to remove poverty by giving micro credit or small loan to the poor farmers of Bangladesh. The loan is the primary financial activities in the banking system. The report provides a detailed discussion about how Bangladesh Krishi Bank manages its loan activities. In doing so, the standard operating procedures of the bank have been delineated in details. The report also discusses banks procedures for managing its non-performing loans. Loan classification procedures have also been discussed in the report. The bank is recognized as one of the pioneers in maintaining compliance with the Bangladesh bank directives. The report provides a detailed discussion of some of the crucial issues of credit risk management and tries to focus on the practice of Bangladesh Krishi Bank Limited in this regard under the regulatory framework prevailing in the country. The findings and their implementations are delineated adequately for the reader to enable them to get the gist of the core idea behind the study. BKB follows some specific principals for its loan activities, which involve Know Your Customer (KYC), safety, liquidity, profitability, purpose, and spread. BKB does not have any fixed time duration to complete the lending process for a particular loan proposal. The total duration of the time required to complete the lending process varies with the nature of credit, collection of information, nature of information, analysis of information, preparation of the proposal, corporate office scrutiny, board approval, preparation of sanction advice, creation and collection of charges documents and actual disbursement of the loan. BKB must try to reduce the time required by a particular lending process to be completed. The Higher the duration, the higher the loan processing cost. A number of banks operating in the market are more but the number of the potential and the good borrower is less. The bank must find unexpected but profitable sector for financing. Alongside, to expedite the lending process right borrower has to be selected with strict adherence to KYC, relevant information has to be collected quickly, analysis must be done precisely and faster, credit proposal has to be prepared in a way that will represent a transparent picture of the borrower's financial strength and business potential and finally to reduce the time involved in the lending process.

1.2 Objectives of the report

To provide a thorough understanding of the Loan Disbursement and Recovery Practice followed by Bangladesh Krishi Bank for loans. The report attempts to show whether the loan and advance Management Practice followed by BKB is in compliance with Bangladesh Bank guidelines. Some core issues like Classification procedures and Non-performing Loan handling procedures will also be discussed thoroughly. Credit Risk grading procedure proposed by Bangladesh Bank has also been intended to be scrutinized in the report with the existing risk rating system followed by Bangladesh Krishi Bank.

So I can categorize my study objectives into two types. They are-

1. Broad objectives

2. Specific objectives

These are the objectives of the study are described as follows:

Broad Objective:

✓ The broad objective of the study is to an analysis of loans and advance distribution and recovery system of BKB.

Specific Objectives:

- ✓ To develop knowledge about Loan Disbursement & Recovery in BKB.
- ✓ To identify the strengths and weaknesses of the loan approval and monitoring process in BKB.
- ✓ To make recommendations regarding the Bank's loan activities.

- ✓ To understand the loan disbursement and recovery the bank follows in the competitive market.
- ✓ To provide a brief description of different operations areas of Bangladesh Krishi Bank Limited.
- ✓ Prudential Guidelines on Loan Disbursement & Recovery issued by Bangladesh Bank.

1.3 Methodology:

Sources of Data

To complete my project report I have used information collected from two sources. They are-

- 1. Primary sources.
- 2. Secondary sources.

Primary sources: Primary sources of the information are the information Collected by the practical office desk work, direct conversations with the employees of the bank, direct observations of the functions, relevant document studies provided by the concerned officers.

Secondary sources: Majority of the information were collected from the secondary sources, which include books, publications, reading materials and various circulars and reporters, published by Bangladesh Krishi Bank. I have also collected information from various websites. For the analysis part, I have collected data from the loan proposal and from other documents.

1.4 Data Analysis

This is a descriptive report mainly aiming to depict the loan approval process and monitoring techniques of BKB. The data gathered from both primary and secondary sources were arranged orderly to get a clear picture of the BKB's loan management regarding the lending process and monitoring. The study includes both qualitative and quantitative analysis of the loan approval process and monitoring tools. Based on the observational information I have also tried to evaluate and analyze the problems involved in various phases of the loan disbursement & recovery status.

1.5 Types of Data

To conduct this research project, I collected data from secondary sources. The secondary data were collected from the following sources-

- ✓ Bangladesh Bank's reports
- ✓ Journals of different institutions
- ✓ Different publications
- ✓ Reading materials, books, library sources
- ✓ Research works of individuals
- ✓ Websites of Banks and
- ✓ The National Dailies

1.6 Limitations of the Study:

Though the study has been completed sincerely, it may have some major limitations which may raise some questions to its readers. The major drawbacks of this study were:

> Time

First barrier was the required time limit. Since it was a part of project program, there was a deadline for preparing this report. It is very difficult to conduct a quality study within a short time frame.

> Availability and concealment of data

Of course, the study is enriched with availability of latest data and information but they were not much available.

Chapter: 2 Literature Review

Literature Review

Bangladesh Krishi Bank (BKB) is a specialized state-owned agricultural bank in Bangladesh, which was established in 1973. It provides loans and other financial services to support the development of the agricultural sector and rural communities in the country. This literature review provides an overview of the literature on the loan disbursement and recovery system of Bangladesh Krishi Bank.

Loan Disbursement System: According to Islam and Hossain (2020), Bangladesh Krishi Bank provides various types of agricultural loans, including crop loans, fisheries loans, poultry loans, and agricultural machinery loans. The authors state that the bank uses a rigorous loan appraisal process that includes creditworthiness assessment, project feasibility analysis, and collateral evaluation. They also note that the bank provides loans to small and marginal farmers, who may not have access to credit from other financial institutions.

Loan Recovery System: Islam and Hossain (2020) also discuss the loan recovery system of Bangladesh Krishi Bank. They state that the bank uses a combination of preventive and curative measures to manage loan defaults. The bank emphasizes preventive measures, such as credit counseling and financial education, to help borrowers understand their loan obligations and repayment responsibilities. In case of loan default, the bank takes legal action against the defaulters and uses debt recovery tribunals to recover the loan amount.

Challenges: Several studies have highlighted the challenges facing the loan disbursement and recovery system of Bangladesh Krishi Bank. For instance, Ahmed and Hassan (2019) identify inadequate credit appraisal processes, insufficient collateral management, weak loan monitoring systems, and high loan default rates as major challenges facing the bank. The authors suggest that the bank needs to strengthen its credit appraisal processes, develop effective monitoring systems, and diversify its loan products to address these challenges.

Islam and Hossain (2020) also point out that the lack of proper collateral management is a significant challenge facing the bank. They note that the bank relies heavily on land as collateral for loans, which may be difficult to value accurately and can result in legal disputes between the bank and the borrower. The authors suggest that the bank needs to explore alternative collateral options, such as crop insurance or livestock insurance, to reduce its dependence on land as collateral.

CHAPTER: 3 THEORETICAL ASPECT

3.1 Credit

Credit is the trust which allows one party to provide money or resources to another party wherein the second party does not reimburse the first party immediately (thereby generating a debt), but promises either to repay or return those resources (or other materials of equal value) at a later date. In other words, credit is a method of making reciprocity formal, legally enforceable, and extensible to a large group of unrelated people.

3.2 Classifications of BKB's credit disbursement

The total credit disbursement of BKB can be classified into three major groups these are:

- 1. Short term loan
- 2. Medium term loan
- 3. And long term loan

But for the purpose of making diversification modernized as and marketing oriented of agriculture and above all for the improvement of living standard of the rural people BKB has determined seven crucial sector for the loan disbursement considering their possibility and labor intensive. These are shown below:

- Crops
- Fisheries
- ✤ Live stock
- ✤ Agricultural product & equipment
- ✤ Cash loan
- ✤ Agro based industries
- ✤ Micro credit

3.3 Discussion on BKB's Credit Disbursement Program

- 1. Short term loan: Bangladesh Krishi Bank provide such loan to all sort of people, especially the poor and marginal farmer as well as low income people for the very short term basis. The duration of this loans are 1 to 18 months. Such loans are Crop loan, Continuous loan, Fishery loan.
- 2. Medium term Loan: BKB provide such loan for the period of 18 months to 5 years.
- 3. Long term Loan: This loan is provided for the period of 5 to 11 years.

Some of the popular sectors of BKB loan are:

- 3.3.1 Cash credit (cc loan)
- □ The bank is providing continuous loan for different types of activities as cash credit/working capital loan on short term basis.
- Continuous loan is given for processing, preservation and marketing of agricultural products.

3.3.2 Livestock Loan

- □ Livestock sector plays an important role in the development of agriculture.
- □ BKB provides loan for Bullock, Milky Cow, Goatery, Beef fattening and other draft animals.
- □ It is basically Medium Term Loan.

3.3.3 Crop Loan

From Loan portfolio, 60% is earmarked for Crop financing. The rate of interest is 11%. It may vary time to time. Both the landowner and sharecroppers are normally the target group for this loan. Marginal farmers also take this loan.

- \checkmark It is sanctioned on annual basis.
- \checkmark Credit passbook is issued to each borrower.

3.3.4 Fisheries Loan

To accelerate fish production BKB provides loan for excavation and re-excavation of ponds, development of marshy lands, establishment of fish hatcheries and new fisheries projects. The Loans are given in the following sub sectors:

White Fish

- Fish culture in existing pond/tank
- ✤ Fish culture by re-excavation of old/derelict tank/tank
- Fish culture by excavation of new tank/tank

Shrimp culture (Marine, Brackish water and sweet water Culture)

- Shrimp culture in traditional system (Bagda or Tiger Shrimp)
- ✤ Shrimp culture in scientific system
- ✤ Shrimp culture in semi-intensive method
- Prawn culture in sweet water(Galda)

This loan is given mainly in coastal areas for developed technology based shrimp culture.

Fish & Shrimp hatchery (fingerlings production)

- Fingerlings production in sweet water
- Shrimp fingerlings production (fingerlings of commercially profitable technology)

3.3.5 Agro Equipment & Farm Machinery Loan:

In order to meet up the changing demand of this sector, BKB offers credit facilities both for production and marketing of different agricultural equipment and machinery including irrigation equipment like LLP, HPTW, STW and DTW are eligible under the sector. Bangladesh Krishi Bank presents loans for mechanizing cultivation and irrigation. BKB also patronize manufacture and marketing of farm equipment. Besides the bank offers credit for poultry and dairy farms and for export oriented food and fish processing plants.

Agro-based industries

BKB basically provide long term credit in this sector. The fundamental purpose of providing credit in this sectors are-

- 1. Development and expansion of agro- based industries
- 2. Reduce import costs I case of purchasing various fruits and vegetables.
- **3.** Produce import substitute.
- 4. Create large employment for a huge numbers of unemployed people.
- 5. Reduce trade gaps with the neighboring countries, especially with India.
- **6.** Meet the house hold as well as changing various fruit based products such as Juice and various drinks.
- 7. Encourage people for being self-relent.

Food processing Project

These types of Credit are:

- Fruit based food preparation, processing, preservation and marketing.
- Flour, Bread& Biscuit vermicelli, noodles, Chips, Corn flakes, etc.
- ✤ Juice, Jam Jelly, Tomato Ketchup, Sauce etc. Production and Marketing.
- Small processing industries at firm level.

Exportable Items:

Exportable items credit includes the following items. These are mention below:

- Fish processing including Freezing plant, Dehydration plant, Salting and dehydration of Jew fish.
- ✤ Leather process and leather based products.
- Projects for furniture making.

Import substitutes:

- Spinning mills (Cotton processing)
- ✤ Fish net or net thread production.
- Insecticide production.
- Garments accessories (Garments allied industries like washing plant, packaging etc.
- Organic fertilizer, mixed fertilizer, urea super granles production & marketing.
- ✤ Bio-pesticide, Neem based pesticide production.

3.3.6 Micro credit

Micro credit programs are:

- Credit program for the landless and marginal Farmers
- ✤ Beef fattening joint program
- Swanirvar Credit Program
- Small Farmers and landless Laborers Development Project
- South Asia Poverty Alleviation Program
- United Nations capital development Fund
- Rural Women employment creation project ADB Loan no. 1167(SF)
- BKB-NGO Micro Credit Program
- Credit under National poverty alleviation program through goat rearing
- Milching Cow credit program for the women
- Special Micro credit program for the disabled
- Monipuri Small traders credit program
- Special credit program for the RAKHAINS under the district of Cox's Bazar
- Establishment of breeding Farm of black Bengal goat program
- Community Based resource management project
- Poverty Alleviation through production and improvement of sheep

3.3.6.1 Credit program for the landless and marginal Farmers

- This micro credit program of BKB was launched with BKB's own fund in 1992-1993 financial years through its all branches.
- ♦ About 1388928 beneficiaries have provided with Tk.9949.00 million since its inception.
- Person or peasant having not more than 1.5 acres of cultivate land and annual income of highest Tk.25000 are eligible for getting credit under this program.
- After information of groups and obtaining training the groups and obtaining training the members get credit without any collateral security.
- ♦ Under this program, the interest rate for the landless and marginal farmer is 11%.

3.3.6.2 Beef Fattening Program

- This is a bank's own financed program. Bank launched this program in 1994.
- The main objective of this program is to fill up the deficiency of animal protein in the country as well as creation of self-employment for poor and unemployed people living in the villages.
- Under this program a person can get a loan amounting up to Tk.25000/- for 5 calves against guarantee of a bank official / local elite. The rate of interest is 11%. The loan is to be repaid with interest in one installment within one year.
- ♦ About 89025 beneficiaries have been provided with Tk.1481.30 million since its inception.

3.3.6.3 Swanirvar Credit Program

- Under the micro credit program BKB has been implementation Swanarvir Credit program without collateral security since 1979.
- Under the swanirvar credit program the beneficiaries who have maximum .40 acres of cultivable land and maximum annual income Tk.20000 are capable of getting credit.
- ◆ Under this program the maximum credit amount is Tk.1100 for per member.
- ✤ In this case credit is collateral free but group guarantee for each other is needed.
- ✤ This program consists of 11% rate of interest.
- Till the financial year of 2004-2005, about 258016 beneficiaries have been provided with Tk.1197.30 million since its inception.

3.3.6.4 Small Farmers and Landless Labor's Development Project

- This micro credit program is being implemented jointly by BARD & BKB from 1995 through 21 branches under 6 region of Bangladesh Krishi Bank.
- The objectives of this project are to increase production, employment creation and increase income of the small and landless farmer and laborers through: Formation of small groups, Generation of own capital.
- Provision for capital support for undertaking various income generating activities.
- Number of beneficiaries under this program small farmer and landless laborers who have maximum .50 acres and .50-1.5 acres cultivable land are eligible for having the loans.
- ♦ Under this program interest rate is 15% of which 11% for BKB and 5% for BARD
- From its inception 28236 beneficiaries have been provided Tk.215.20 million. This program terminated on 30th June, 2006.

3.3.6.5 South Asia Poverty Alleviation Program

- BKB's this program was launched on the basis of Dhaka conference of SAARC countries in 1993.
- ✤ This program is a joint venture with UNDP.
- It is an area based credit program and only Kishorganj Sadar upazila is the command area of this program.

It is miss the BKB's own financed program and in this case UNDP do the following:

- Organize the beneficiaries
- Trait them and
- Finally recommends the loan

The maximum credit limit is Tk.25000 for per beneficiaries.

Number of beneficiaries under this program is about 53723 which total amounts stand 445.70 million since its inception.

3.3.6.6 United Nations Capital Development Fund

This program started in 1983 with the objectives of financing Rural as well as cottage industries.

- * This is joint venture program with BKB Basic and UNCDF.
- This program covers 29 district and its rate of Interest is 11%-14%.
- ✤ It's a collateral free credit.
- ♦ About 24837 beneficiaries have been provided with the Tk. 136.70 since its Inception.

3.3.6.7 Rural Women Employment Creation Project ADB loan No. 1167 BAN (SF)

- This is a joint project of BKB started in 1993 for the purpose of employment creation for poor women in the rural areas.
- Department of Women Affairs (DWA) 19 NGOs in 12 upazillas and BKB jointly implementing this project.
- ✤ This project is also collateral free and interest rate is 12%.
- About 72266 beneficiaries have been provided with Tk.1424.60 million from its beginning.

3.3.6.8 BKB NGO Micro Credit Program

- This program is replication of rural women employment creation project (RWCEP) and in this case NGOs organizes individuals into groups provides them training and recommends for credit.
- BKB provides credit from its own fund.
- ✤ This is also a collateral free credit and interest rate is 12.5%.
- ♦ About 18319 beneficiaries have been provided with Tk.143.11 million since its inception.
- **3.3.6.9** Credit under National Poverty Alleviation Program through Goat Rearing.
 - BKB s this program have been introduced in 2002 aiming to eradicate poverty through goal rearing.
 - This is also a collateral free credit of BKB and its interest rate is 11%.
 - ♦ About 12671 beneficiaries have been provided with Tk.115.70 million since its inception.

3.3.6.11 Milching Cow Credit Program for the Women

- ✤ This program was initiated in 1997.
- Under this program one village of a branch area is selected and one women from each is selected and one women from each family of the selected village is eligible to get this credit facility.
- In this project an applicant gets maximum Tk.11000 to purchase a calf and its interest rate is 8%.
- This is also a collateral free supervised Credit.
- ♦ About 612 beneficiaries have been provided with Tk. 8.20 million since its inception

3.3.6.11 Special Micro Credit Program for the Disabled

- This program has been introduced in 2002 for the purpose of income generation and development of socio-economic condition through employment creation for the disabled person.
- ✤ It is also a collateral free credit and Interest rate is 11%.
- ♦ About 560 beneficiaries have been provided with Tk.5.60 million since its inception.

3.3.6.12 Micro Enterprise Development for the Monipuri (MEDM) Credit Program

- Program was launched in 2003 aiming to provide working capital credit to handloom industry operated by Monipuri women.
- This is also a collateral free credit program provided from the bank's own fund and interest rate is 11%.
- ♦ About 684 beneficiaries have been provided with Tk.21.50 million since its inception.

3.3.6.13 Special Credit Program for the Rakhains under the district of Cox's Bazar

- This program was launched in 2003 for the purpose of providing working capital credit for producing: Handloom and cottage industrial products and its marketing.
- Collateral free credit program with interest rate is 11%.
- Number of beneficiaries 469 with the 15.11 million since its beginning.

3.3.6.14 Tree Plantation Program

In 2002 and 2003 BKB launched 8 tree plantation program

- 1. All types of tree nursery including herbal
- **2.** Horticulture Development
- 3. Fruit and forest tree plantation
- 4. Bamboo production
- 5. Herbal gardening
- 6. Coconut gardening
- 7. Patipata (a plant used in making mat) production
- 8. Cane production

These programs have been introduced in all branches of the bank to grow more and more trees aiming to eradication of poverty, proper use of fallen land, increase of tree production facilitating herbal treatment and development of environment

- Credit under this program is collateral free up to Tk.25000 with interest rate is 8%.
- ♦ Number of beneficiaries are 20043 provided with Tk. 203.50 million since its inception.

3.3.6.15 Establishment of Breeding Farm of Black Bengal Goat Program

- Under this program a farm comprising 50 goats is considered as a small firm and a farm comprising 51-200 goats is considered as a big farm.
- The loan is medium term and credit limit is Tk.30000 for a small farm consisting of 11 she goats. For a medium farm credit limit is to be calculated deducting the cost of goat shed. This cost is borne by the entrepreneur
- This credit limit is calculated for making up goat-shed, purchasing of she- goats & he-goat and initial feed cost.
- ♦ About 304 beneficiaries have been provided with Tk 14.60 million since its inception

3.3.6.16 Community Based Resource Management Project

- ✤ This project started in 2003-2004 fiscal year.
- ✤ It's a joint venture project of BKB, IFAD and department of LGRD of GOB.

This project started in 2003-04 fiscal year. It is a joint venture project of BKB, IFAD and Dept. of LGED of GOB. The project is to be implemented in all of the 11 upazillas of Sunamgonj (a

district) at 3 phases within 11 years. The project has five components such as: (1) Infra structure Development, (ii) Development of Fisheries, (iii) Crop and livestock Development, (iv) Grass Roots Institutional Development and (v) Small Credit Bangladesh Krishi Bank deals with "small credit" component of the project. LGED organizes the target people into 30 member groups. Bank Provides short and medium term Ioan. Maximum Ioan limit is Tk. 14,000/- to each member as short term and Tk. 27,000/- to each member as Medium term. The Ioan under this project is collateral free. Rate of interest is 15%. 1508 credit organization (each credit organization consists of maximum 30 beneficiaries) have been provided with tk190.35 million since its inception

3.3.6.17 Poverty Alleviation through Production and Improvements of Sheep

This is a government directed program which has been launched in the last part of the fiscal year 2004-05. Primarily this is to be implemented throughout the selected 22 upazillas under selected 11 districts of BKB's jurisdiction. Directorate of livestock provides with extensive services while BKB provides credit from its own fund. Under this program credit amount up to taka 50,000/- is collateral free. Interest rate is 8%. This loan is to be repaid within four years in 6 equal installments including one year grace period. About 360 beneficiaries have been provided with tk3.80 million since its inception

3.4 Objectives of these programs

- Create self-employment opportunity for poor and un-employed people.
- Bring positive change in the attitude of the people through training.
- Ensure participation of bank officials in the program and increase their sense of duty and consciousness.
- Improve the living standard of the rural people.
- ✤ Alleviate poverty of the poor people.
- ✤ To make easy access to institutional credit facilities and resources.
- Mobilize rural savings.
- ✤ To make optimum utilization rural resources.
- Engage inactive human resources of the rural areas in productive and economic activities.
- ✤ To eliminate exploitation done by money landers.

3.5 Main Aspects

- Purely supervised credit.
- The bank officials giving guarantee are responsible for recovery of loan.
- ♦ Each borrower will get maximum Tk. 25,000/-for 5 calves (each Tk. 5,000/-)
- ✤ Loan is collateral free.
- Repayable within one year.

3.6 Trend Analysis of Bangladesh Krishi Bank Limited

Analysis of Loans & advances of Local Principal Office, Bangladesh Krishi Bank:

A detailed analysis of loans and advances of Local Principal Office, Motijheel is given below:

3.6.1 The Scenario of Deposit at Bangladesh Krishi Bank (Last Five Years):

Year	Amount
2017	10,12,34,545
2018	12,34,76,567
2019	17,78,56,765
2020	45,45,66,356
2021	27,23,43,656

Table-1: Scenario of Deposit (Fig. in Tk.)

Source: Annual Report 2021

The amount of deposit has been increased in each year. In 2017, the total amount of deposit was approximately Tk. 10.12 Core has raised up to above approximately Tk.45.45 Core by the year 2020 and approximately 27.23 corer in 2021 So, there is a positive increasing rate of the total deposit.

3.6.2 Amount of Various Kinds of Deposit at (Last

Year	Demand Deposit	Savings Deposit	Time Deposit
2017	4,40,23,033	12,41,21,730	29,04,54,269
2018	3,71,56,113	13,00,20,069	31,66,79,114
2019	4,77,35,604	11,73.56,118	42,45,43,714
2020	4,03,33,058	87,25,22,140	57,51,39,705
2021	3,04,92,365	47,14,12,247	32,32,57,609

Five Years): Table- 2: Amount of Various Kinds of Deposit (Fig. in Tk.)

Source: Annual Report 2021

From the above table we can see that People are very interested about Time Deposit among various Depository Schemes. The amount of time deposit is increasing year by year. It is Noticeable that the amount of saving deposit was increased in a great amount by 2020. The amount of demand deposit of this branch is not in satisfactory level compare to others.

3.6.3 Amount of Total Loans and Advances at Local Principal Office.BKB (Last Five Years):

Year	Amount
2017	35,06,26,007
2018	45,33,88,119
2019	54,57,36,298
2020	118,94,42,233
2021	60,82,96,894

Table- 3: Amount of Total Loans and Advances (Fig. in Tk.)

Source: Annual Report 2021

Total loan and advances of this branch was not satisfactory before 2010. In 2010, the total amount of loan and advances was approximately 54 corer 58 lac. After that the amount of loan and advances was grown year by year.

3.6.4 Amount of Short Term, Mid Term and Long Term Loan at Local Principal Office, BKB:

Year	Short-term Loan	Mid-term Loan	Long-term Loan
2017	12,70,28,007	22,35,98,000	-
2018	13,72,29,265	31,61,58,854	-
2019	15,52,52,866	6,35,27,807	32,69,55,625
2020	10,44,11,658	30,44,787	108,19,85,788
2021	4,39,10,620	13,27,407	56,30,58,867

Table-4: Amount of Short Term, Mid Term and Long Term Loan (Fig. in Tk.)

Source: Annual Report 2021

From the chart we can see that the amount of Long Term loan is so negligible in 2017 and 2018 compare to others. But it was increased in a noticeable amount by the year 2019, 2020 and 2021. But the amounts of investment in Short Term Loans are varying from year to year. The amount of mid-term Loan is in a good position by 2017 and 2018. But it was started to gradually decline by 2019. And by 2020, the amount of this loan was so poor that it was only more than 30.44 lac.

3.6.5 Percentage of Short Term, Mid Term and Lon's Term Loan at (Last Five Years): Table-5: Percentage of Short Term, Mid Term and Long Term Loan

Year	Short-term Loan	Mid-term Loan	Long-term Loan
2017	36%	64%	-
2018	30%	70%	-
2019	28%	12%	60%
2020	8.75%	0.25%	91%
2021	7.25%	0.25%	92.50%

Source: Annual Report 2021

The percentage of short term loan on the basis of total loan is decreasing year by year. And last year it was only 7.25%. The percentage of mid term loan was better by the year 2017 and it was

70% but last year it declined to 0.25% only. From the above table we can say that the branch give more preference to long term loan from last 2 years. And in 2018, 60 percent of total loan was long term loan.

3.6.6 Area of Disbursement at (Last Five Years)

Year	Farmer Loan	Business/Trade	Consumer Loan	Staff Loan	Project Loan
2017	12,45,47,719	9,50,96,547	14,81,816	-	12,95,000,00
2018	13,56,67,067	12,18,01,458	15,62,548	-	19,43,57,046
2019	17,58,20,844	11,14,79,720	10,64,735	-	25,73,71,000
2020	75,53,00,813	12,18,66,650	7,36,770	30,00,000	30,85,38,000
2021	34,82,17,007	7,13,53,445	2,38,442	60,52,000	18,24,36,000

Table-6: Disbursement in Different Sectors of this Branch (Fig. in Tk.)

Source: Annual Report 2021

Bangladesh Krishi Bank, Local Principal Office is financing most of its disbursement on the Project loan, real estate and for the business/trade sectors. In these three sectors this branch investing more than 90% of its total loans and advances. Consumer loan is another important segment where this branch is also keeping a significant role on the total economy. This branch is also financing on staff loan sector which has an influence on its total disbursements.

3.6.7 Recovery of Loan at (Last Five Years)

Table- 7: Recovery of Loan (Fig. in Tk.)

Year	Recovery(Amount)
2017	15,10,00,000
2018	10,80,00,000
2019	28,74,00,000
2020	5,69,00,000
2021	2,73,25,000

Source: Annual Report 2021

The recovery of loan of this branch was not in a satisfactory level before the period 2019. In 2017, the amount of total recovery loan was only TK.15.10 crore. After that the amount of recovery was decreasing in next financial year though the trend was very slow after 2017. In the year 2019, the amount of recovery was increased and the total recovery of this branch was more than TK. 28.74 corer. But in 2020 the amount of total recovery again decreased and the figure stood only 5.69 corer.

3.6.8 Classified Loans of Local Principal Office. BKB (Last Five Years

Types	2017	2018	2019	2020	2021
Special Mention Account	1,51,000	62,000	0	0	0
Sub Standard	56,000	0	5,51,000	1,17,49,000	2,11,23,500
Doubtful	73,000	82,000	54,60,000	0	0
Bad/Loss	0	0	93,000	99,41,000	1,09,14,000
Total	2,80,000	1,44,000	61,04,000	2,16,90,000	3,18,11,000

 Table- 8: Total Classified Loans (Fig. in Tk.)

Source: Annual Report 2021

The amount of classified loan increased in the year 2020.From the Chart, it has been seen that classified loan was decreased from the period of 2017 to 2018.But in 2019 and 2020 it was increased.

3.6.9 Amount of Profit at (Last Five Years):

Table-9: Amount of Profit (Fig. in Tk.)

Year	Profit
2017	1,22,00,000
2018	2,15,05,313
2019	1,88,46,826
2020	2,83,27,760
2021 ()	81,01,420

Source: Annual Report 2021

The amount of profit of this branch is in a satisfactory level each year then the other branches of BKB. The amount of Profit is higher in 2019 and it was more than 2.83 core taka. And by this year it will also increase.

3.7. Ratio analysis of Loans & advances of Local Principal Office, BKB

3.7.1 Percentage of Disbursements on Deposits at Local Principal Office, BKB

Year	Total	Total	Percentage of Disbursements on	
	Deposits	Disbursements	Deposits	
2017	45,85,99,032	35,06,26,007	76%	
2018	48,38,55,295	45,33,88,119	94%	
2019	58,96,35,436	54,57,36,298	93%	
2020	148,79,94,903	118,94,42,233	80%	
2021 (Upto	82,51,62,221	60,82,96,894	74%	
June)				

Table-10: Percentage of Disbursements on Deposits

Source: Annual Report 2021

The percentage of disbursements on deposits is calculated by the following formula: % of disbursements on deposits = Total Disbursements/Total Deposits* 100 .From the above table we see that percentage of disbursements was 76% in 2017. In 2018 it was increased in 94%. Again the percentage was declined by the period 2019. But it will increase by 2020.

3.7.2 Disbursement and Recovery at (Last Five Years):

Table-11: Recovery Ratio on Total Disbursements

Year	Total Disbursements	Total Recovery	Ratio
2017	35,06,26,007	15,10,00,000	43%
2018	45,33,88,119	10,80,00,000	24%
2019	54,57,36,298	28,74,00,000	53%
2020	118,94,42,233	5,69,00,000	5%
2021()	60,82,96,894	2,44,00,000	4%

Source: Annual Report 2021

The From the table, we see that the ratio for disbursement and recovery was in an increasing trend till 2017. But it was decline in 2020.ln 2018, the ratio was only 24%, but this ratio comes to 53% in 2019. In 2020, the ratio for disbursement and recovery declined to only 5%. [Ratio :(Recovery of Loan/Total Loan)*100]

Chapter 04 SWOT Analysis

4.1 SWOT Analysis of Bangladesh Krishi Bank, Local Principal Office

SWOT analysis, is a strategic planning tool to evaluate the Strengths, Weaknesses, Opportunities and Threats involved in a project or in a business venture. It involves specifying the objective of the project or business venture and identifying the internal and external factors that are favorable and unfavorable to achieve the objectives. The aim of the SWOT analysis is to identify the key internal factors (strengths, weaknesses) which are controllable and external factors (opportunities, threats) which are uncontrollable.

4.1.1 Strengths

Strengths are attributes of the organization that are helpful to achieve the organizational objectives. Strength of the credit department of Bangladesh Krishi Bank, Local Principal Office is as follows:

- ✓ Strictly follow ethical banking practices.
- ✓ It establishes participatory banking instead of banking on debtor-creditor relationship.
- \checkmark It invests on profit and risk sharing basis.
- ✓ Experienced credit management team.
- ✓ Providing loan in corporate sector.
- ✓ Especial credit monitoring team.
- ✓ Presence of Consumer credit Scheme.
- ✓ Provide fair treatment to all customers, depositors and borrowers without any discrimination.
- \checkmark Provide speedy customer service at a very competitive cost.
- \checkmark Deal with customers in a transparent manner and without any hidden cost.
- ✓ Maintain strict secrecy of customer account.
- ✓ Deal quickly with complaints received from customers.
- \checkmark There is no discrimination on grounds of religion, sex or race at any stage.

4.1.2 Weaknesses

Weaknesses are attributes of the organization that are harmful of to achieve the organization's objectives. Some weaknesses of the credit department of Bangladesh Krishi Bank, Local Principal Office are as follows:

- ✓ The management of this Branch says that they conduct interest-free banking but in actual the Branch has not abolished interest. They only changed the nomenclature of their transactions.
- \checkmark It has not yet been successful in devising an interest-free mechanism to place their funds.
- ✓ According to the Bangladesh Bank guidelines the spread between the FDR rate and loan against FDR rate should not more than 3%. But the bank some times charge more than that spread rate for loan.
- ✓ Lack of employees in credit department.
- ✓ BKB, Local Principal Office do not have the necessary expertise and trained manpower to appraise, monitor, evaluate and audit the projects they are required to finance.
- ✓ Higher interest rate in case of consumer loan.

4.1.3 Opportunities

Internal conditions those are helpful to achieve organization's objectives. Some opportunities of the credit department of Bangladesh Krishi Bank are as follows:

- ✓ The population of Bangladesh is continuously increasing at a rate of 7.3% per annum. The country's growing population is gradually and increasingly learning to adaptation of consumer finance. Lower interest rate for financing consumer can attract a large number of consumers.
- ✓ Bangladesh Krishi Bank has the chance to capture student segment of the market by giving them customized service for both saving and credit scheme.
- \checkmark It can attract more clients by lowering its interest rate in case of consumer loan.

4.1.4 Threats

External factor can work as barrier to achieve the organization objectives. Some threats of Bangladesh Krishi Bank are as follows.

- Some Banks offering more attractable rate on deposits than Bangladesh Krishi Bank in some cases which reduce the deposit of bank as a result bank cannot provide more loan.
- Numbers of domestic private banks and foreign banks are increasing day by day which are providing efficient modern services and they continuously innovating new product.
- Foreign banks are occupying markets by various attractive advertising and promotional activities.
- * Restless political condition in Bangladesh becomes a serious threat for Banks.
- Current law and order situation is not positive for the investment part.
- Pessimistic representation to the government and Bangladesh Bank.

Chapter: 05 Findings, Recommendations & Conclusions

5.1 Findings

Basically there have been certain major problem in Bank's credit disbursement since its inception which are applicable to mostly for borrowers as well as bank itself. These are pointed out below:

- ✓ In case Corps Credit, BKB cannot provide credit to those farmers who are not the actual owner of the land or in another words who are known as "Barga Chashi", because according to bank credit disbursement rule in this case it requires the actual owner of the land and the necessary document as collateral for providing credit
- ✓ After the national credit such disaster, credit provided to poor and as well as marginal farmer are heavily misused by political leaders, especially who remains in power.
- ✓ Sometimes village leaders such village chairman with his nourished terrorists dominants on the poor farmers in various issues of credit borrowing with the help of influent political leaders.
- ✓ In case of livestock credit, financing credit for purchasing single cow or a goat for a particular man or financing a particular man for poultry farm rather than dairy or poultry industries-based providing loan is more profitable because in a dairy or poultry industry death rate of domestic animals is much higher than a signally-handed or dairy firm.
- ✓ In fisheries bank is unable to provide loan where pond is belong to several ownerships. In this case like corps credit bank needs actual or single ownership and necessary documents as collateral including pond.

5.2 Recommendations:

Bangladesh Krishi Bank is the largest in the disbursement of Agricultural loan. Some fundamental pre-requisites for better updated as well as profitable Credit disbursement programs both for the bank as well as for the beneficiaries are:

Recommendation for the Bank itself:

In case of Crops loan bank is unable to provide loan to "Borga Chashi" being not entitled the actual ownership of the land, can offer credits to the owner of the lands with a minimum interest rate with a short term installment basis. As a result such types of owner would be encouraged to take credit facilities for all kinds of crops, which would in turn diverse the banks credit program in this sector generating huge profit.

- In Micro credit program BKB should deploy more man power in its supervision for introducing more potential package programs and highlight the importance of the existing program so that common as well as marginal incoming people get convinced to have the facilities and benefited.
- Some Micro-credit program of BKB such as Rural Women Employment creation project and ADB Loan No 1167 BAN (SE), BKB-NGO Micro-credit program etc is a little costly for the poor and marginal incoming people, should be minimized.
- BKB should come forward toward more investing in Agro-based industries so that import substitutes can be minimized.
- In the recovery of credit the management of BKB should be more dynamic and introduce flexibility as well as up to date procedures to meet the demand of the customer.
- In case of Agro based Industries loan and Continuous Credit etc. On-line Credit disbursements program should be introduced.
- In some disbursement programs such as Agro-based industries loan. Continuous credit etc.
 On-line credit disbursement program should be introduced.
- More transparency, accountability as well as complete professionalism should be ensured in credit disbursement by various branches by the bank.
- Corruption, undue political pressure should be eliminated for smooth operation of credit programs.
- Government intervention should be tolerable level in proper credit disbursement program.

5.3 Conclusions:

Project program is very important for every business student as we only have acquired theoretical knowledge. This program gives us the prospect to have the practical knowledge so that we can relate the theories to the reality. I am fortunate enough to complete my project program at Bangladesh Krishi Bank, Farashgonj Corporate Branch, Farashgonj.

Although the project period is very short to acquire in-depth knowledge, yet it gave me the taste of commercial world. In my last note it is to be noted that the overall working environment of Bangladesh Krishi Bank is very well and enthusiastic.

Bangladesh Krishi Bank is very important bank in Bangladesh because it is government bank also works with farmers. Profit and loss both can be happened in business. But we all should look at the future. BKB has gone in far way where many other banks have not seen yet. BKB is called "Gram Banglar Gonomanusher bank" for its good work. As BKB is the government owned Agriculture related bank, the 50% of agricultural loan is fulfilled by BKB. The village and rural people are highly beneficiary by this bank. This bank does not give very much pressure to the poor people to get the interest. Sometimes if any big occurrence like storm, flood occurred in any area, bank relieves the people from the interest. So there is no scandal like Grameen Bank or any other NGOs for BKB. So, BKB has been succeeded to get their objectives and Asian banking award is the result of their success. However BKB should try to decrease their cost of fund, classified loan and come out of the circle of loss.

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