Credit Decision Workflow and Deal Structuring in RiskOrigins™
Your Moody’s Analytics hosts...

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Agenda

1. Introduction to RiskOrigins™
2. Credit Decision Workflow
3. Deal Structuring
4. Summary
Introduction to RiskOrigins™
RiskOrigins™ has a tight focus on helping financial institutions make better credit decisions.

RiskOrigins is:

- A credit decisioning and credit monitoring platform
- A collaborative tool that revolves around a bank’s credit policy and processes
- A single repository for credit and risk related loan data
RiskOrigins – Capabilities and Functions

Role-based Home Page

- Entity
- Spreading
- PD Ratings
- Covenants
- RiskFoundation
- Deal Structuring
- Risk Mitigant
- LGD Ratings
- Entity Limits
- Risk Appetite

Workflow – Collaborative and Sequential
User Access Management
Notifications and Audit Trail
Document Management
Configuration Tools
Document Generation
Data Loader and Integration Layer
RiskOrigins in the credit lifecycle management process

- Sales & Prospecting
- Deal Structuring
- Credit Decision
- Booking & Boarding
- Credit Monitoring
- Servicing
- Customer Relationship
- Credit Analysis
- Legal Documents

RiskOrigins Integration
Credit Decision Workflow
RiskOrigins works the way banks work
Workflow – The New Collaborative Way
Workflow – The New Collaborative Way

Note:

You can perform the following activities in the My Draft stage:
- Complete the following tasks by selecting the task items from the navigation menu:
  - Maintain Entities
  - Spread Financial Data
  - Rate Entities
  - Structure Facilities
  - Structure Risk Mitigants
  - Structure Covenants
- Invite participant(s) to complete the preceding tasks by clicking Collaborate.
- Invite participant(s) to approve the completed tasks by clicking Approval.
Task Assignment

- Tasks enable clear communication of requested activities and sharing of key information
CDWF is flexible and accommodates your processes

1) new deal origination for a secured loan to a new customer

my draft → collaborate → approval → process → client negotiation → finalize

2) routine annual review of a bank’s internal guidance limit for bank placements line

my draft → collaborate → approval → process → client negotiation → finalize
Collaborative workflow information sharing
Credit decision workflow features promote information sharing

Concurrent workflow monitoring
• Users informed of concurrent workflows when initiating a new workflow.

Concurrent workflow alerts
• Concurrent approvals trigger alerts advising of key parallel activities.

Workflow OPENED
Pipeline Data
Pipeline feature
• Pipeline is the period between bank approval and client decision.
• Bank-approved deal structuring info including limits is shared with system users.

Workflow APPROVED
Publish feature
• Info other than deal structuring (e.g., hierarchy updates) can be published and shared with system users after bank approval.

Workflow FINALIZED
Collaborative workflow information sharing
Concurrent workflows view informs users at the time of workflow initiation

<table>
<thead>
<tr>
<th>Entity</th>
<th>Workflow Type</th>
<th>Initiation Reason</th>
<th>Workflow ID</th>
<th>Stage</th>
<th>Started Date</th>
<th>Initiator</th>
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</thead>
<tbody>
<tr>
<td>Regional Wid...</td>
<td>Credit Decision</td>
<td>Scheduled Review</td>
<td>308584</td>
<td>My Draft Stage</td>
<td>10/10/2015</td>
<td>RO_ADMIN</td>
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<tr>
<td>Regional Wid...</td>
<td>Financial Summary</td>
<td>Financial Summary</td>
<td>308566</td>
<td>Instruct</td>
<td>10/10/2015</td>
<td>RO_ADMIN</td>
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<tr>
<td>Regional Wid...</td>
<td>Credit Decision</td>
<td>New Deal (new</td>
<td>308547</td>
<td>My Draft Stage</td>
<td>10/10/2015</td>
<td>BRIANW_RM</td>
</tr>
</tbody>
</table>

Setting up a New Workflow
Collaborative workflow information sharing
Concurrent alerts and notifications inform users as important events occur
Deal Structuring
Deal Structuring is multifaceted
Structuring includes several RiskOrigins modules

Select features to be discussed today:

- Facility / product limits and limit schedule
- Facility / product limit aggregation
- Syndication details
- Guarantees / aggregated guarantor views
- Collateral and coverage calculation
Tasks are a collaborative tool for deal structuring

Current discussion will focus on key features of Facilities and Risk Mitigants

<table>
<thead>
<tr>
<th>Tasks in Collaborate Stage</th>
<th>Today’s Discussion</th>
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<tbody>
<tr>
<td>Structure Facilities</td>
<td>X</td>
</tr>
<tr>
<td>Structure Risk Mitigants</td>
<td>X</td>
</tr>
<tr>
<td>Structure Covenants</td>
<td>-</td>
</tr>
<tr>
<td>Maintain Entities</td>
<td>-</td>
</tr>
<tr>
<td>Spread Financials</td>
<td>-</td>
</tr>
<tr>
<td>Risk Grade Entities</td>
<td>-</td>
</tr>
<tr>
<td>Support Subsidiary Credit Decision</td>
<td>-</td>
</tr>
</tbody>
</table>
Facility and product screens capture key deal / limits data
Facilities / products are easily tailored and supported by configurable templates

<table>
<thead>
<tr>
<th>Product Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product Description:</strong> <em>Revolving Line of Credit - Committed</em></td>
</tr>
<tr>
<td><strong>Product Group:</strong> Loans General</td>
</tr>
<tr>
<td><strong>Is Borrowing Based:</strong></td>
</tr>
<tr>
<td><strong>Product Purpose:</strong> <em>Short Term Liquidity</em></td>
</tr>
<tr>
<td><strong>Limit Class:</strong> <em>Class 1</em></td>
</tr>
<tr>
<td><strong>Commitment Type:</strong> <em>Committed</em></td>
</tr>
<tr>
<td><strong>Maturity Profile:</strong> <em>&lt; 36 months</em></td>
</tr>
<tr>
<td><strong>Estimated Start Date:</strong> <em>11/10/2015</em></td>
</tr>
<tr>
<td><strong>Limit Currency:</strong> <em>USD</em></td>
</tr>
<tr>
<td><strong>Current Limit:</strong> <em>30,000,000.00</em></td>
</tr>
<tr>
<td><strong>Pipeline Peak Limit:</strong></td>
</tr>
</tbody>
</table>

| **Product Name:** Revolver |
| **Status:** Active |
| **Seniority:** Senior |
| **Limit Type:** Revolving |
| **Repayment:** N/A |
| **Review Date:** 31/05/2016 |
| **Maturity Date:** 31/10/2018 |
| **Proposed Limit:** 30,000,000.00 |
| **Approved Peak Limit:** 30,000,000.00 |
| **Variation(+-):** 30,000,000.00 |
Facilities and Products

The facility module accommodates simple and complex facility structures

- **Facilities** are general “containers” of specific credit instruments
- **Products** are the specific credit instruments offered to clients or counterparties

---

**Facilities**

- **Underlying Facility**
  - **Underlying Product**
    - **Underlying Product**
    - **Underlying Product**

**Products**

- **Underlying Product**
  - **Underlying Product**
  - **Underlying Product**

---

**Single Product Structure**

- **Standalone Product**

**Multilayer Facility Structure**

- **Facility**
  - **Underlying Facility**
    - **Underlying Product**
    - **Underlying Product**
    - **Underlying Product**
Facilities and Products

The facility module accommodates simple and complex facility structures

- **Facilities** are general “containers” of specific credit instruments
- **Products** are the specific credit instruments offered to clients or counterparties

single product structure

3 year term loan

multilayer facility structure

- multi-option facility
  - multi-option facility
    - swingline advances
  - overdraft
  - standby l/c
  - revolving line of credit
Facility and Product Limit Schedule

Standard features accommodate your bank’s flat and variable limit scenarios

flat limit scenario
(e.g. revolving lines, etc.)

variable limit scenario
(e.g. term, seasonal, step-down/up, etc.)
Facility and Product Limit and Risk Aggregation

Structure deals across the hierarchy and view the aggregated results

RiskOrigins provides several calculations to inform credit decisions and monitoring

- **Facility Level**
  - Approved Limit
  - Current Limit
  - Facility Risk

- **Entity & Group Level**
  - Direct Aggregated Risk
  - Limit Aggregation with Transfer In
  - Limit Aggregation Net of Transfer in/out

Diagram:

- Regional Widgets Manufacturing – USD
  - Panama City Materials Sourcing Widgets – PAB
  - Regional Widgets – Mexico – MXN
    - Facility 1 (Class 1)
      - Facility Risk = max( peak limit, exposure )
    - Facility 2 (Class 1)
      - Facility Risk = max( peak limit, exposure )
Facility and Product Limit and Risk Aggregation

Standard view provides comprehensive summary across the credit hierarchy

![Entity Hierarchy Diagram]

<table>
<thead>
<tr>
<th>Entity</th>
<th>Rating</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Widget Manufacturing Corp.</td>
<td>A1</td>
<td>USD</td>
</tr>
<tr>
<td>Regional Widgets - Mexico</td>
<td>A3</td>
<td>MXN</td>
</tr>
<tr>
<td>Panama City Widget Materials Sourcing Co</td>
<td>A1</td>
<td>USD</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Facility/Product Description</th>
<th>ID</th>
<th>Status</th>
<th>Type</th>
<th>Currency</th>
<th>Exposure</th>
<th>Current</th>
<th>Approved</th>
<th>Pipeline</th>
<th>Class</th>
<th>Maturity Date</th>
<th>Rating</th>
<th>LGD</th>
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<tr>
<td>Revolving Line of Credit</td>
<td>23529</td>
<td>Active</td>
<td>Loans General</td>
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<td>30,000,000.00</td>
<td>30,000,000.00</td>
<td>Class 1</td>
<td>31/10/2018</td>
<td>A1</td>
<td>A</td>
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<tr>
<td>Syndicated Multi-Option Facility</td>
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<td>Syndicated MOF</td>
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<td>0.00</td>
<td>100,000,000.00</td>
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<td>31/10/2017</td>
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<tr>
<td>Revolving Line of Credit</td>
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<td>Active</td>
<td>Loans General</td>
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<td>100,000,000.00</td>
<td>Class 1</td>
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<td>B</td>
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<tr>
<td>Standby L/C</td>
<td>23659</td>
<td>Active</td>
<td>Trade Finance</td>
<td>USD</td>
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<td>B</td>
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<tr>
<td>Term Loan with Panama City and Regional</td>
<td>23607</td>
<td>Active</td>
<td>Loans General</td>
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<td>Overdraft</td>
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<td>30/09/2016</td>
<td>A1</td>
<td>A</td>
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</table>
Facility and Product Limit and Risk Aggregation

Limit aggregation tab provides “bottom line” aggregation results across hierarchy
Syndication features

Facility module participants tab allows bank to capture key syndicated deals data

- Management and display of syndication participants and commitment amounts
- Indication of agent and fronting banks for a given deal

![Example of Syndication Features](image-url)
Deal structuring enables aggregated guarantor views
*Risk mitigants module captures guarantor relationships for full risk aggregation*
Deal structuring enables aggregated guarantor views

Risk mitigants module captures guarantor relationships for full risk aggregation

<table>
<thead>
<tr>
<th>Entity</th>
<th>Rating</th>
<th>Currency</th>
<th>Settlement</th>
<th>Class 1</th>
<th>Class 2</th>
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</thead>
<tbody>
<tr>
<td>Metropolitan Bank</td>
<td>Aa3</td>
<td>USD</td>
<td></td>
<td>0.00</td>
<td>400,000,000.00</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Facility</th>
<th>Limit Aggregation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</tbody>
</table>

Limit Aggregation - Metropolitan Bank (Children Included)

<table>
<thead>
<tr>
<th>Facility</th>
<th>Currency</th>
<th>Settlement</th>
<th>Class 1</th>
<th>Class 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Aggregated Risk</td>
<td>USD</td>
<td>0.00</td>
<td>400,000,000.00</td>
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<tr>
<td>Net of Transferred In/Out</td>
<td>USD</td>
<td>0.00</td>
<td>481,250,448.08</td>
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<tr>
<td>With Transferred In</td>
<td>USD</td>
<td>0.00</td>
<td></td>
<td>481,250,448.08</td>
</tr>
</tbody>
</table>

Your Bank

credit facility

Metropolitan Bank

credit facility

Oil Drilling Corp

bank guarantee

Hip Clothing Retailer Co.

bank guarantee

Regional Widgets

bank guarantee
Deal structuring enables aggregated guarantor views
Risk mitigants views provide total guaranteed amount and detailed breakdowns

<table>
<thead>
<tr>
<th>Entity Name</th>
<th>Rating</th>
<th>Currency</th>
<th>3rd Party Guarantee(as Borrower)</th>
<th>3rd Party Guarantee(as Provider)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metropolitan Bank</td>
<td>Aa3</td>
<td>USD</td>
<td>0.00</td>
<td>81,250,448.08</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>ID</th>
<th>Type</th>
<th>Approved/...</th>
<th>Expiry Date</th>
<th>Currency</th>
<th>3rd Party Amount</th>
<th>Guarantor(s)</th>
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</thead>
<tbody>
<tr>
<td>Guarantee to Hip Clothing Retailer Co</td>
<td>1452</td>
<td>Bank Guarantee</td>
<td>To be taken</td>
<td>31/10/2015</td>
<td>USD</td>
<td>26,250,448.08</td>
<td>Metropolitan Bank</td>
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<tr>
<td>Guarantee on Regional Widget facility</td>
<td>1531</td>
<td>Bank Guarantee</td>
<td>To be taken</td>
<td>31/10/2016</td>
<td>USD</td>
<td>30,000,000.00</td>
<td>Metropolitan Bank</td>
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<tr>
<td>Guarantee to Oil Drilling Corp</td>
<td>1451</td>
<td>Bank Guarantee</td>
<td>To be taken</td>
<td>10/10/2016</td>
<td>USD</td>
<td>25,000,000.00</td>
<td>Metropolitan Bank</td>
</tr>
</tbody>
</table>
Assigning Risk Mitigants and understanding coverage

Deal structuring often includes assigning collateral to facilities and products

- The deal structuring information is integrated across the facility and risk mitigant modules.
- The product below is secured by finished goods inventory – note the stronger LGD vs. rating.

![Image of a spreadsheet showing deal structuring information.](image_url)
Assigning Risk Mitigants and understanding coverage

Collateral views provide detailed summary and aggregated coverage %

- The Risk Mitigants collateral views display the collateral summaries and coverage % and enable drilldown into the underlying assets and valuations.
Summary
Summary

Better Credit Decisions

- Efficiency
- Consistency
- Compliance
- Monitoring
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