

The Digital Back-office

Complexity made Simple



Facility Structuring

Corporate
SME
Retail
Project Finance
Object Finance
Government
Financial
Institutions
Parametrized



Limits & Caps

Industry Caps
Country Caps
Single Risk Name
Facility Type
Collateral Type
Portfolio Caps
Facility Limits
Sub-Limits



Drawdowns

Multi-Currency
Condition Precedents
Maker Checker
Documentary Links
Parameterized Fees
Islamic
Discounted
Diarized



Collateral

Singular
Multiple
Shared
Parametrized
Diarized
Multiple Values
Revaluation



Repayments

Fees
Penalties
Early Settlement
Restructuring
Confirmations
Links to Ledger

IFRS 9

IFRS 9 Capabilities

Standard IFRS 9 requirements

- "Shift in Rating" scale and a "Timeline" for that scale for Stage 2 exposures
- "Rebuttable" capture of Obligor exposures for Stage 2 recognition
- Use of 20-year Transition Matrices to calculate Incremental PDs for Lifetime cases

Additional Features

- Selection of "Backstop" for each run
- A "Shift in Probabilities" which we term the risk rating "Cut-offs" for Stage 2 exposures
- Use of 20-year Transition Matrices to calculate Incremental PDs for Lifetime cases

Fully Parametrized

- Collateral Security Settings: Expected Period of Liquidation, Cost of Recovery, Haircuts and Volatility, per Country
- Facility Settings: LGD, Right of Offset Flag, Credit Conversion Factor for Utilized and Unutilized, per Country
- Full management of PD and LGDs across all scales

Ease of Data Exchange

- Electronic Import of Data for Obligors, Facilities, and Repayment Schedules
- Reports at all levels for different cuts of the portfolio
- Export of Excel File with all details including breakdown of ECL by Currency

IFRS 9

Both On Screen and in Export Form

CRMS –	Diagnostics							Q Search	EN Language	RW Logout	8
		Dashboard	Obligors	Exposures	Projects	Applications	Diagnostics	Valuations	Peers	Set	ttings
IFRS 9	Reports	IFRS 9 Calculation Results Summary									
PRR	General Settings			AUTHORIZED	OUTSTANDING	à					
		Total Facility Expected Loss		225,999,894	37,624,159						
PD Calc	Repayment Schedule	Total Facility Expected Loss Stage 1		203,484	92,755						
		Total Facility Expected Loss Stage 2		16,278,205	4,869,257						
	Stress Testing	Total Facility Expected Loss Stage 3		209,518,206	32,662,147						
	love and Love	Total Facility Unexpected Loss		294,542,823	42,897,777						
	Import Log	Total Exposure at Risk		807,011,312	792,539,373						
		Total Exposures		878,374,966	111,967,198						
		RAROC Total		(269,069,056)	(43,396,237)						
		RORAC %		(76%)	(13%)						
		Total Collective Collateral Values		5,84	46,329						
		Number of Obligors			57						
		Number of Facilities		1	104						
		Risk Adjusted Return on Capital									_
				AUTHORIZED	OUTSTANDING	à					
		Total Revenue		10,125,998	3,791,006						

PRR

Concentration Listing, IRB and Standardized CAR, PRR by Category

CF chrome	://bookmarks DiagnostiCS								Q Search	EN Language	RW Logout	8
		Dashboard	Obligors	Exposures	Projects	Applica	tions	Diagnostics	Valuations	Peers	Set	ttings
IFRS 9	PRR Calculation	Analysis by Industry- Authorized										
PRR	Stress Testing	INDUSTRY	A	UTHORIZED E	EXP AT RISK	IRB CA	STD CA	A RAROC	RORAC %	OBLIGOR	S PRR	
		Finance - Credit Intermediation & Related Activiti	4	17,109,969	417,109,969	465,410,800	41,710,9	97 (44,601,867)	(100%)	11	8.00	
PD Calc	Scenario Planning	Manufacturing - Miscellaneous		56,200,000	11,400,000	9,318,976	1,140,00	00 (1,229,891)	(141%)	2	7.97	
		Wholesale Trade - Durable Goods		238,703	238,703	184,499	23,870	(18,883)	(105%)	1	7.94	
	Import Log	Retail Trade - Motor Vehicles & Parts Dealers		100,000	50,000	29,768	5,000	(3,325)	(113%)	1	7.79	
		Manufacturing - Chemical		17,000,000	10,600,000	5,576,675	1,060,00	00 (514,884)	(94%)	2	7.75	
		Manufacturing - Food		6,485,000	6,445,000	2,725,414	551,358	8 (247,338)	(88%)	3	7.61	
		Transportation - Air		6,607,730	6,607,730	1,905,715	480,41	5 (139,640)	(65%)	4	7.40	
		Manufacturing - Primary Metals		36,520,092	36,520,092	6,688,025	3,651,00	00 (667,393)	(87%)	3	7.11	
		Construction - Heavy & Civil Engineering		1,000	1,000	179	100	(12)	(54%)	1	7.07	
		Agriculture - Crop Production		63,318,866	63,268,866	10,256,686	6,326,79	93 (810,342)	(66%)	8	7.04	
		Manufacturing - Machinery		3,623,507	3,623,507	591,322	328,25	7 (38,406)	(49%)	1	7.01	
		Finance - Securities, Commodity Contracts & Other		66,335	66,335	10,661	4,059	(685)	(48%)	1	7.00	
		Retail Trade - Food & Beverage		1,300,000	260,000	30,431	26,000	(3,996)	(111%)	1	6.78	
		Wholesale Trade - Nondurable Goods	1	50,000,000	150,000,000	13,080,885	15,000,0	00 (866,063)	(47%)	1	6.54	
		Manufacturing - Electrical Equipment, Appliances		5,446,623	1,089,325	83,572	93,717	7,270	97%	1	6.44	
		Manufacturing - Leather & Allied Products		10,220,000	3,820,000	279,669	380,66	1 (3,192)	4%	1	6.37	
		Utilities		7,390,818	7,390,818	236,931	667,510	0 (15,614)	(41%)	4	5.38	

Stress Testing

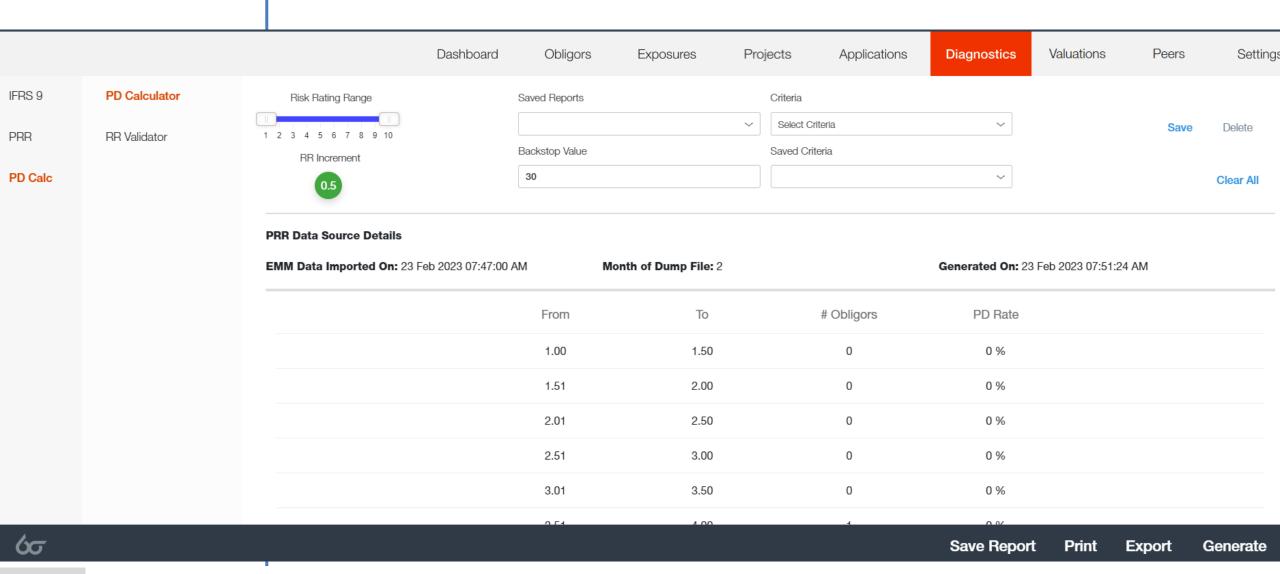
The Before and After Data

			Dashboard	Obligors	Exposures	Projects	Applications	Diagnostics	Valuations	Peers	Settings
IFRS 9	PRR Calculation	Portfolio Capital Adequacy									
PRR	Stress Testing					AUTHO	RIZED		OUTSTA	NDING	
PD Calc	Scenario Planning	PORTFO	LIO CAPITAL ADEQUA	CY	BEFORE STRE	SS TESTING	AFTER STRESS TESTING	BEFORE STRES	SS TESTING	AFTER STRESS	TESTING
	3	Capital Adequacy Expected Loss			254,60	254,607,880 322,		1,804,319		1,048,558	
	Import Log	Capital Adequacy Unexpected Lo	oss		262,380),924	247,588,314	2,496,	178	1,185,4	3
		Exposure & Outstanding at Risk	Totals		814,429	9,668	814,429,668	102,293	3,175	102,293,	75
		PRR Expected Loss			7.8	4	8.00	6.0	1	7.21	
		Unexpected Loss % EAR & OAR			329	6	42%	2%		10%	
		Standardized Approach Capital C	Charge		81,043	,569	58,945,156	10,100	,724	1,090,8	2
		Historical Risk Adjusted Re	turn on Capital								
						AUTHO	RIZED		OUTSTA	NDING	
		Н	ISTORICAL RAOC		BEFORE STRE	SS TESTING	AFTER STRESS TESTING	BEFORE STRES	SS TESTING	AFTER STRESS	TESTING
		Total Revenue			1,693,	745	392,990	647,1	41	57,402	
		Cost of Funding			(1,319,	550)	(121,683)	(410,9	71)	(78,613)
		Total Net Revenue			374,1	96	271,307	236,1	70	(21,21	1)
		Gross Margin %			229	6	69%	36%	6	(37%)	
		Operating Expenses			(187,0	98)	(135,653)	(118,0	85)	10,605	
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PD Calculator

Validations



IFRS 9 - ECL

EAR By Stages

ECL By Stages



Result Summary

	ECL by Stages	
80M		82M
60M		
40M		
20M	29M	
5M 0M	2 Stages	3

itages _	Obligor	ORR Facility Type	FRR	Authorized Amount	Expected Loss
2 TMK	ARTROM SA SLATINA	7.66 ABF-Inv	7.66	98,473.66	21,580.5
2 TMK	ARTROM SA SLATINA	7.66 FTR	7.66	5,001.00	952.9
1 The	Oil & Gas Holding Company, B.S.C.	4.63 IJR FA	4.63	5,000.00	18.0
	National Co. for Glass Industries	5.65 HDG	5.65	14,423,076.93	120,615.9
1 The	National Co. for Glass Industries	5.65 DR FA	5.65	4,829,518,01	65.907.0
1 The I	National Co. for Glass Industries	5.65 ITS	5.65	958,956.66	13,086.6
2 The I	National Co. for Glass Industries	7:00 ABF-Inv	7.00	3.815.337.66	32:7.683.8
2 The I	Ministry Lao	7.19 ABF-AR	7.19	62,692,901.23	11,544,891.4
1 Tabo	0	5.52 ABF-AR	5.52	244,460.90	203.3
2 Rasa	mny Younis Motor CO. S.A.L	7:79 LGP	7.79	97,856.93	5,535.2
	zi Petrom	6.50 ABF-AR	6.50	978.19	12.2
2 Rams	zi Petrom	6.50 BDR	6.50	959,79	9.0
	zi Petrom	6.50 FTR	6.50	10.919.00	17.4
	zi Petrom	6,50 HDG	6.50	612,536,09	1.2.405.3
2 Ramo	zi Petrom	6.50 DR RE	6.50	88.183.42	3.273.8
3 Ramo	zi Petrom	8.00 BB	8.00	1,440.00	138.7
2 ramz	i abdel razak	7:,00 HDG	7.00	95.111.280.20	11.510.5
1 RAM	Metal Industries LLC	5.32 OVD	5.32	100.00	0.2
2 Prob	950	6.15 ABF-AR	6.15	12.060.778.73	96-0.130.8
1 Peter		5.87 ABF-Inv	5.87	1,000,000.00	1,0,465.2
2 Oblig	por1	7:93 ABF-AR	7.93	19,548,431.24	7,256,475.3
2 Oblig		7.93 ABF-Inv	7.93	475,330,35	176,444.8
2 Oblig		7.93 BDR	7.93	3.946,719.29	42:3,234.3
2 Oblig		7:93 LCR	7.93	10,000.00	772.1
2 Oblig		7.93 TFX	7.93	586,797,07	21.7.821.9
	onal Real Estate Company KPSC	4.86 LT	4.86	9.706.853.04	23.373.4
	onal Real Estate Company KPSC	4.86 STL	4.86	2.925.687.54	14,482.1
	le Telecommunications Company KSC	4-20 ABF-Inv	4.20	48,295,18	188.7
	INTERNATIONAL BERHAD	7.98 LC	7.98	54.618.160.54	3,955,323,3
2 Lipid	chem	6.16 ABF-AR	6.16	3.000,000.00	28.003.0
	rnment Lao	8-17 ABF-AR	8.17	67.515.432.10	6.987.847.2
1 Etisa		4.72 BDR	4.72	96.089.17	125.0
1 Fries	ly .	4. 77 TIR FA	4.77	1,317,543,593.57	24.2

IFRS 9 - RAROC

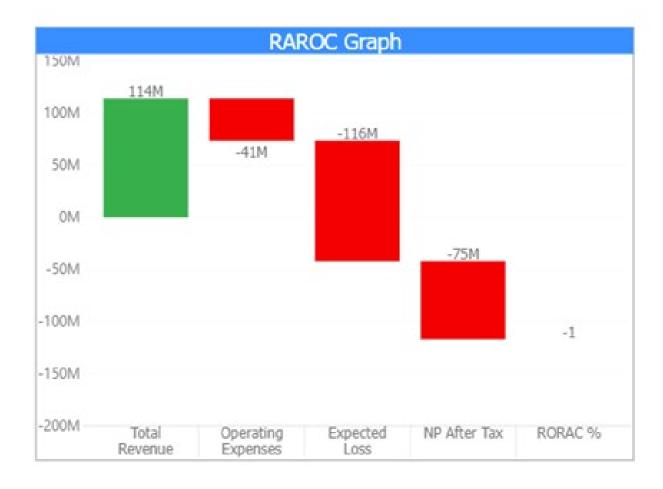
EAR By Stages

ECL By Stages

RAROC

Result Summary

RAROC Table					
Total Revenue	113,873,208.43				
Cost of Funds	-32,842,221.86				
Total Net Revenue	81,030,986.56				
Operating Expenses	-40,515,493.28				
Operating Income	40,515,493.28				
Expected Loss	-115,541,398.51				
NP After EL	-75,025,905.23				
Tax	0.00				
NP After Tax	-75,025,905.23				
Unexpected Loss	-105,280,526.52				
RAROC	-90,817,984.20				
RORAC%	-71.26%				
Standardized ROC%	-65.24%				



Risk Management - CAR

Portfolio Capital Adequacy Authorized Concentration Calculation

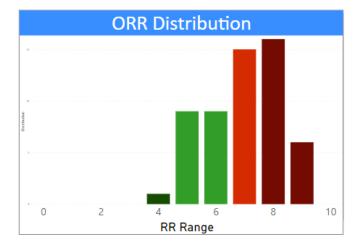
Excess Utilization Information

Analysis By Industry

Stress Testing



Portfolio Capital Adequacy							
PRR EL Authorized	7.45						
PRR EL O/S	7.45						
CA EL Authorized	65,312,651.14						
CA EL O/S	38,273,556.13						
CA UL Authorized	71,493,907.09						
CA UL O/S	41,480,353.63						
Total EAR Authorized	452,339,565.63						
Total EAR O/S	264,763,887.13						
Std. Approach Charge Authorized	44,742,758.16						
Std. Approach Charge O/S	26,437,417.89						
Single Granulated CA Authorized 190,907.1							
Single Granulated CA O/S	160,542.12						



Implementation

Roll-out

14 days Fully Loaded

Systematic roll-out with full support.

- Fully managed environments on cloud
- Regular releases and upgrades
- Cloud infrastructure and tools; underlying infrastructure (database, operating system, app servers)
- IT Operations and BAU services, including WAF monitoring

Development, Test and Production Environments

- Provision environment for integrations and development
- Provision environment for 6 Sigma testing and sign off
- Environment to support incident management & analysis...

Release, Upgrades

- Frequent Updates
- Frequent hotfixes
- Monthly / Quarterly service packs and patches

Includes:

- Azure Run Costs as an option
- Underlying technology: SQL, Microsoft licenses, WAF
- Cloud tools: Azure Backup, Azure Site Recovery, DB

Implementation

- Installation 14 days premise or cloud
- Fully loaded with default settings plus Loss Norm table
- UAT process to include training and Configurations
- Sign off and shift to Production within 5 business days
- Ongoing 6 Sigma Account Management support

Structure

On Premise or Cloud

Western Europe, Asia Pacific, USA Cloud Load Balancers for users > 500



Applications Windows IAS

On Premise



Database Layer Microsoft SQL

	Technology Stack						
#	Category	Details					
1	Client	Standard Web Browsers (MS Edge and Google Chrome)					
2	Hardware	Intel X86-64					
3	Application Server OS	Windows 2019					
4	Database Server OS	Windows 2019					
5	Database	SQL					
6	Reporting	ActiveReports					
7	Developer Login	Bastion					
8	Monitoring	Site 24x7 / Azure Monitoring Tools					
9	Backup	Azure Backup / Veeam					
10	DR	Azure Site Recovery / Veeam Replica					
11	WAF	Sucuri					

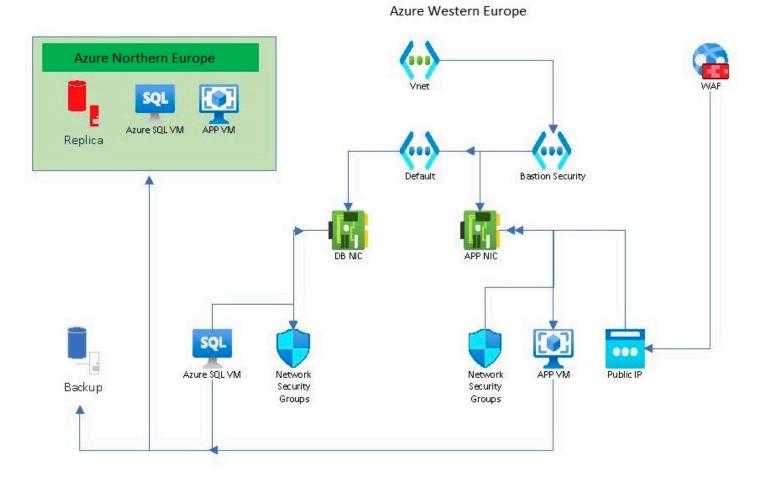
Schematic

Systematic roll-out with full support.

6σ 6 Sigma® | Group

CRMS Network Diagram

Fully Flexible



BU and DR

Backup and Disaster Recovery

Backup

Leverage Cloud Native tools:

- Azure Backup Service
- Azure Recovery Vault



Disaster Recovery

Azure Site Recovery for VMs SQL



for Database

Leverage Cloud Native tools (ASR)

- 15 minutes Recovery Point Objective (RPO)
- All changes replicated to another region
- PaaS deployed active across two regions

The Rules: Virtual Machine (Web and DB)

- Daily: Full backups are done daily and are retained for a minimum of 30 days.
- Weekly: Weekly backups are retained for a minimum of 5 weeks.
- Monthly: Monthly backups, which include the last and first day of the month, are retained for a minimum of 13 months.
- Yearly: Yearly backups, which include the last and first day of the year, are retained for a minimum of 7 years (GDPR)

Best Practice