

Appetite Management User Guide

# **Oracle Banking Credit Facilities Process Management**

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Oracle Banking Credit Facilities Process Management User Guide  
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# Chapter 1 - Preface

## Preface

### About this guide




This guide provides the user with all the information necessary to perform Appetite Management process in OBCFPM.

### Intended Audience

This document is intended for the banking personnel responsible for setting appetite for the customer prospect based on their credit worthiness.

### Conventions Used

The following table lists the conventions that are used in this document:






Convention	Description
Italic	Italic denotes a screen name
Bold	Bold indicates <ul style="list-style-type: none"><li>• Field name</li><li>• Drop down options</li><li>• Other UX labels</li></ul>
	This icon indicates a note
	This icon indicates a tip
	This icon indicates a warning

# Chapter 1 - Preface

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## Common Icons in OBCFPM

The following table describes the icons that are commonly used in OBCFPM:

Icons	Icon Name
	Add icon
	Calendar icon
	Configuration / settings icon
	Delete icon
	Edit icon

# Chapter 2 - Overview

---

## About Appetite Management

Appetite management is the process of setting limit to the corporations that are already not the bank's customer. This process can be initiated for any of the required corporations for which financial documents, such as balance sheet, are publicly available. By setting appetite to the corporations in advance, the time required for loan sanctioning can be significantly reduced and the customer experience can be enhanced.

The stages available in the Appetite Management process are:

- Appetite Initiation
- Enrichment
- Credit Analysis
- Deal Structure
- Approval
- Draft Generation



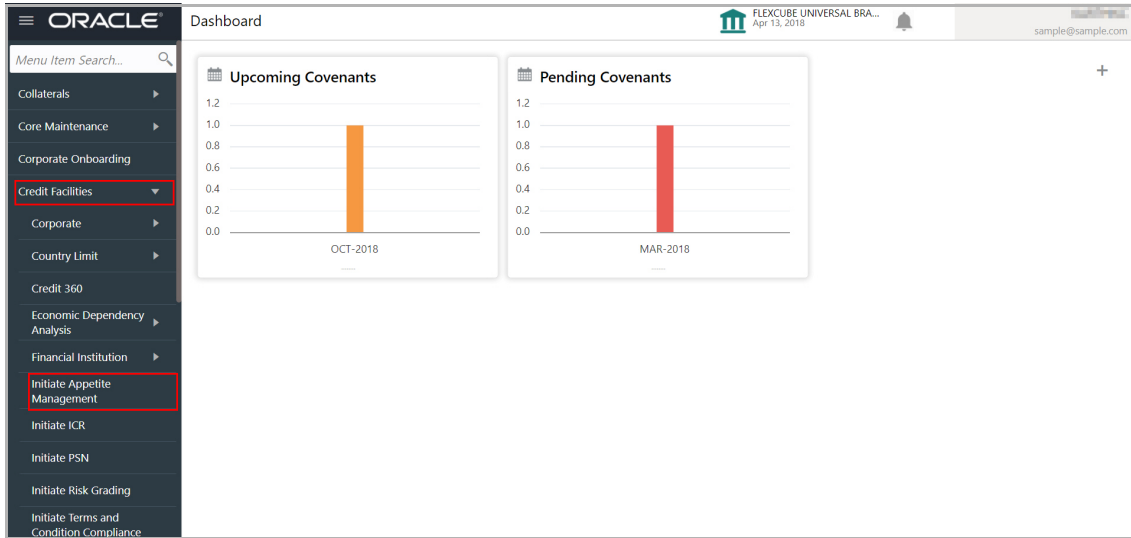
# Chapter 3 - Initiation

## Appetite Management Initiation

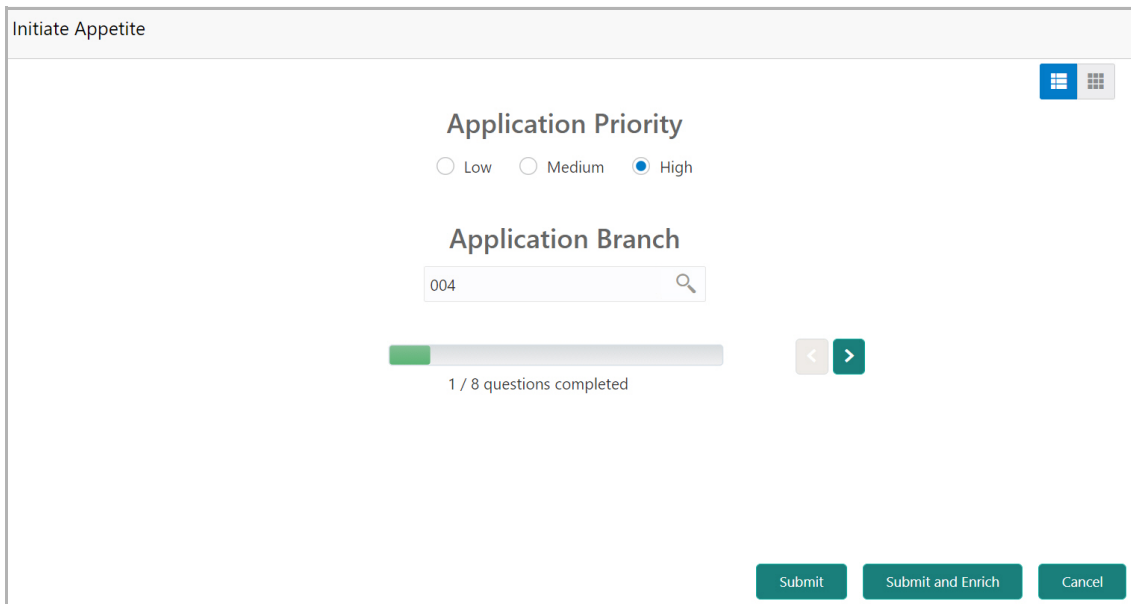
In this stage, you can capture basic details of the party and its associated child parties from the publicly available data.

To initiate appetite management process, perform the following steps:

1. Login to OBCFPM.



2. Navigate to **Credit Facilities > Initiate Appetite Management** from the left menu. The *Initiate Appetite* window appears.



# Chapter 3 - Initiation

## Creating Application

In the *Initiate Appetite* window, you can choose to answer preset questions or provide data about the party in form by selecting the **List View** or **Table View** icons at the top right corner.

3. To view the next questions in **List View**, use the right arrow next to the progress bar.

Upon clicking the **Table View** icon, the *Initiate Appetite* window is displayed as shown below:

The screenshot shows the 'Initiate Appetite' window with the following fields and options:

- Application Priority:** Radio buttons for Low, Medium, and High.
- Application Branch:** Search field with '004' and a search icon.
- Prospect Details:** Radio buttons for New and Existing.
- Organization Name:** Text field with 'Oracle'.
- Organization Type:** Dropdown menu with 'Single' selected.
- Entity Type:** Dropdown menu with 'Pvt Ltd' selected.
- Demography Type:** Dropdown menu with 'Global' selected.
- Geographical Spread:** Tagged list with 'United States' and 'INDIA'.
- Website Address:** Text field with 'https://www.'.
- Facebook Address:** Text field with 'https://www.facebook.com/'.
- Twitter Address:** Text field with 'https://www.twitter.com/'.
- Customer sector:** Section with '+Add Industry' and 'No Sectors Added'.
- Customer Rating:** Section with '+Add ratings' and 'No Ratings Added'.
- Buttons:** Submit, Submit and Enrich, and Cancel.

4. Select the **Application Priority** based on requirement. The options available are: **Low, Medium, and High**.
5. Click the search icon and select the **Application Branch**. Branches maintained in 'Common Core Maintenance' module are displayed in LOV.
6. Select the **Prospect Details** as **Existing** and then select the **Customer ID**, if appetite management is already performed for the party. Otherwise select **New** and provide the party details.
7. In the **Organization Name** field, type the name of party (organization) for which 'Appetite Management' process has to be initiated.

# Chapter 3 - Initiation

8. Select the **Organization Type** from the drop down list. The options available are: **Single** and **Conglomerate**.
9. Select the **Entity Type** from the drop down list. The options available are **Proprietorship, Pvt Ltd, Public Ltd, Govt Owned, Trusts, Clubs, Society, Associations, Limited Liability Partnership, Foreign Bodies, NGO** and **Others**.
10. Select the **Demography Type** from the drop down list. The options available are **Domestic** and **Global**.

Upon selecting Global option, **Geographical Spread** field appears.

11. Search and select all the countries in which the organization is operating as **Geographical Spread**.
12. Type the following addresses in respective fields, if available.
  - Website Address
  - Facebook Address
  - Twitter Address

## Customer Sector

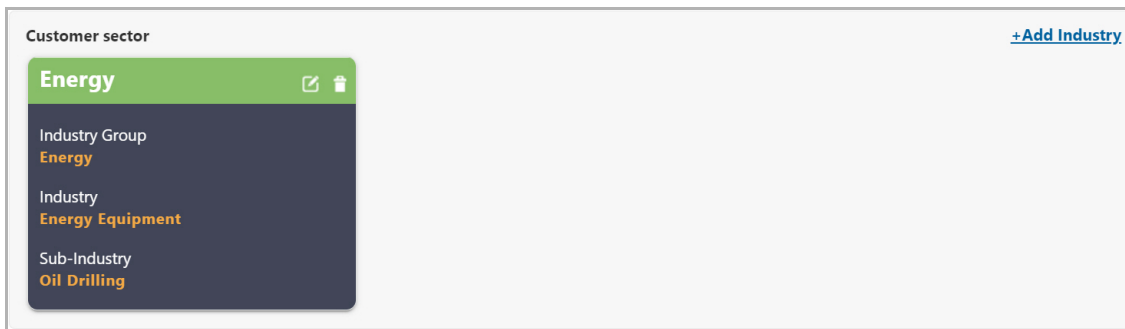
13. To capture industry details of the organization, click **+Add sector**. The *Add Industry* window appears:

The screenshot shows a window titled "Add Industry" with a table-like structure for selecting industry details. The table has four columns: Sectors, Industry Groups, Industries, and Sub-Industries. The "Energy" sector is selected, showing "Energy" as the Industry Group, "Energy Equipment" as the Industry, and "Oil Drilling" as the Sub-Industry. Other sectors listed include Utilities, Real Estate, Materials, Industrials, Consumer Discretionary, and Consumer Staples. A "Close" button is visible in the bottom right corner.

Sectors	Industry Groups	Industries	Sub-Industries
Energy >	Energy >	Energy Equipment >	Oil Drilling
Utilities >		Oil, Gas Fuels >	Oil Equipment
Real Estate >			
Materials >			
Industrials >			
Consumer Discretionary >			
Consumer Staples >			

14. Select a sector of the organization. Available **Industry Groups** appear.
15. Select the **Industry Group** of the organization. Available **Industries** appear.
16. Select the Industry of the organization. Available **Sub-Industries** appear.
17. Select the sub-industry of the organization. The Industry details are added and displayed as shown below:

# Chapter 3 - Initiation



18. To delete the added industry, click the delete icon.

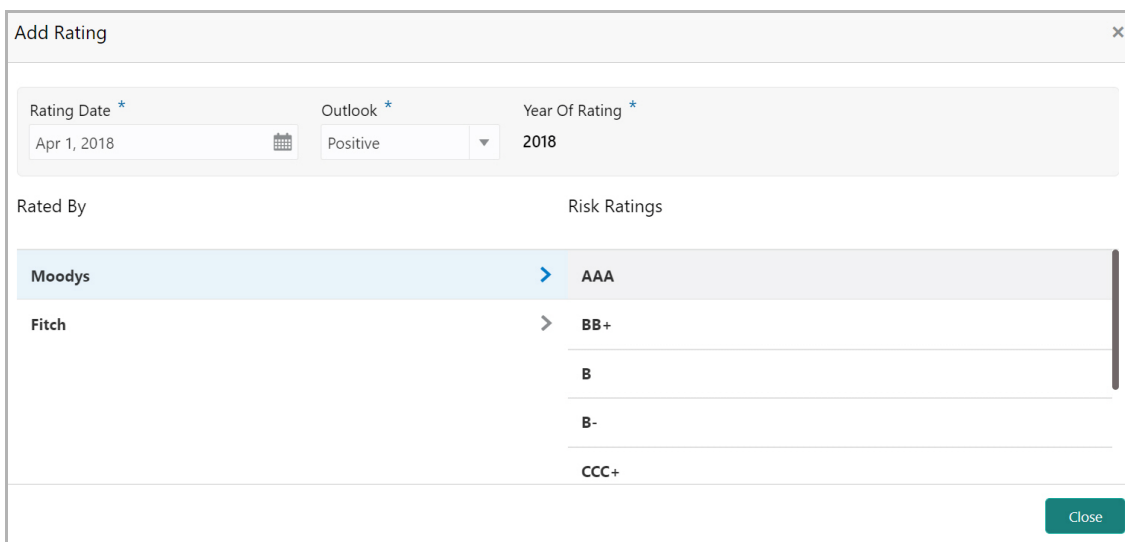


If the organization is into different sectors, all the sector details must be captured while initiating Appetite Management process. To add another sector information, click **+Add sector** again.

The industry added first will be considered as the default industry.

## Customer Rating

19. To capture rating information of the organization, click **+Add ratings**. The *Add Rating* window appears:



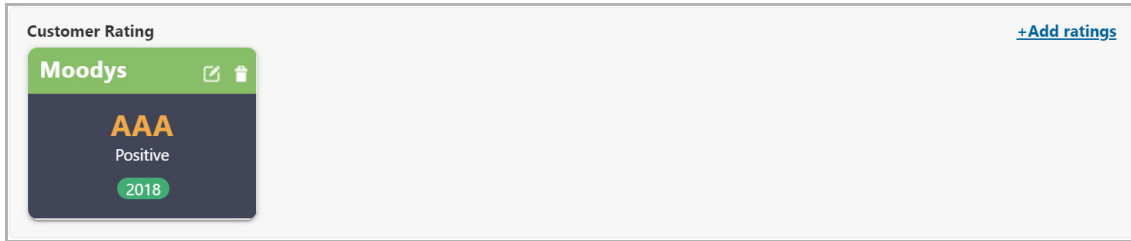
20. Select the following details:

- Rating Date
- Outlook
- Risk Ratings
- Rated By

The **Year Of Rating** is automatically populated based on the selected **Rating Date**.

# Chapter 3 - Initiation

Upon selection of the above details, the rating is added and displayed as shown below:



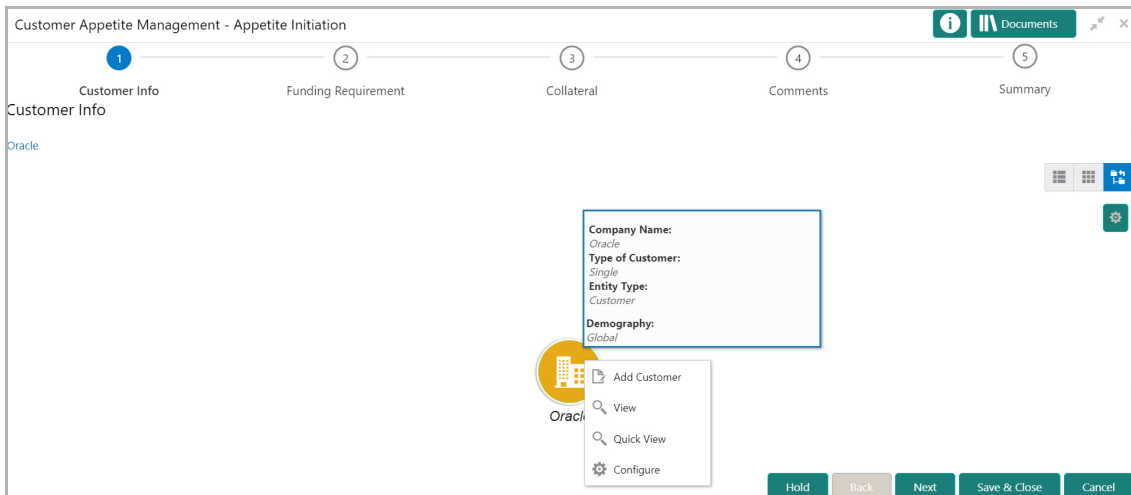
21. To modify the added rating, click the edit icon and change the required details.
22. To delete the added rating, click the delete icon.



If the organization is rated by different rating firms, all the rating information must be captured while initiating Appetite Management process. To add another rating information, click **+Add ratings** again.

## Customer Info

This data segment allows to view and modify the basic information captured during Appetite Management process initiation and add child parties to the party (organization).



Mouse hovering on the organization icon displays the basic information about the organization.

23. Right click on the organization icon to perform the following actions:
  - Add Customer
  - View
  - Quick View
  - Configure

# Chapter 3 - Initiation

The following table describes the functionality of each actions listed above:

Actions	Functionality
Add Customer	Displays the <i>Customer Details</i> window for adding customer of the organization
View	Displays the <i>Customer Details</i> window for viewing organization details
Quick View	Displays the <i>View Entity Details</i> window
Configure	Displays the <i>Customer Details</i> window for modifying organization details

24. To add a customer (child party) of the organization (party), click **Add Customer**. The *Customer Details* window appears.

The screenshot shows the 'Customer Details' window with the following sections:

- Organization details:** Organization Name (OFSS), Organization Type (Single), Entity Type (Pvt Ltd), Demography Type (Domestic), Country of incorporation (IN), Incorporation date (Apr 1, 2010), Country of risk (ZA), Website Address (https://www.), Facebook Address (https://www.facebook.com/), and Twitter Address (https://www.twitter.com/).
- Customer sector:** No Sectors Added. +Add Industry
- Customer Rating:** No Ratings Added. +Add ratings
- Other Details:** Special customer (toggle on), Join customer (toggle on).
- RM Details:** RM Id (search field).

Buttons: Create, Close

25. Refer “[Creating Application](#)” on page 5 for information on adding customer.

In the *Customer Details* window, the following additional fields / flags are available:

# Chapter 3 - Initiation

- Country of incorporation
- Incorporation date
- Country of risk
- Special customer
- Join customer

26. Specify the country in which the organization is incorporated in the **Country of incorporation** field.

27. Click the calendar icon and select the **Incorporation date** of the organization.

28. In the **Country of risk** field, click and select the countries in which the organization is operating with risk.

In **Other Details** section:

29. Enable the **Special customer** flag, if the bank considers the organization as special customer.

30. Enable the **Join customer** flag, if the child party is party's joint customer.

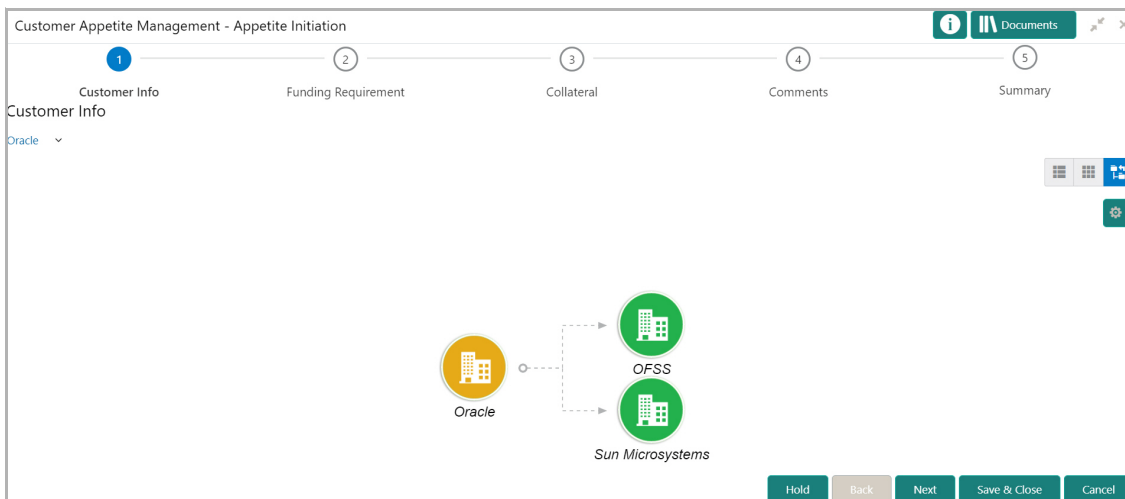
By default, the system displays user ID of the logged in user in the **RM Id** field. You can change the RM Id by clicking the search icon and selecting the required Id.



After creating the customer, right click the customer icon to **Add Customer** for the customer, **View** the customer details, **Quick View** the customer details, **Configure** the customer information and **Delete** the customer if required.

For join customers, **Add Customer** option does not appear on right clicking the customer icon.

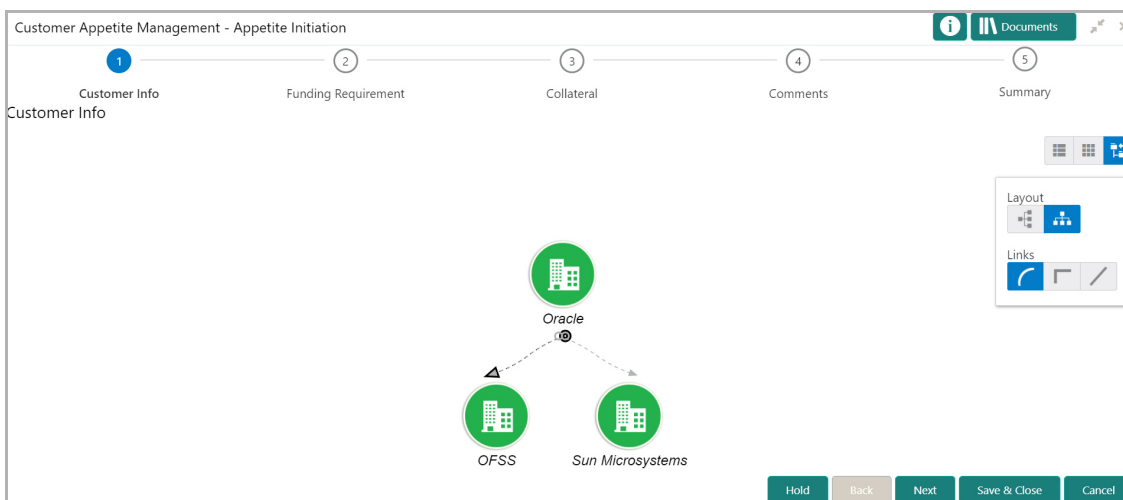
After clicking **Create** in the *Customer Details* window, the customer is added and displayed as shown below.



# Chapter 3 - Initiation

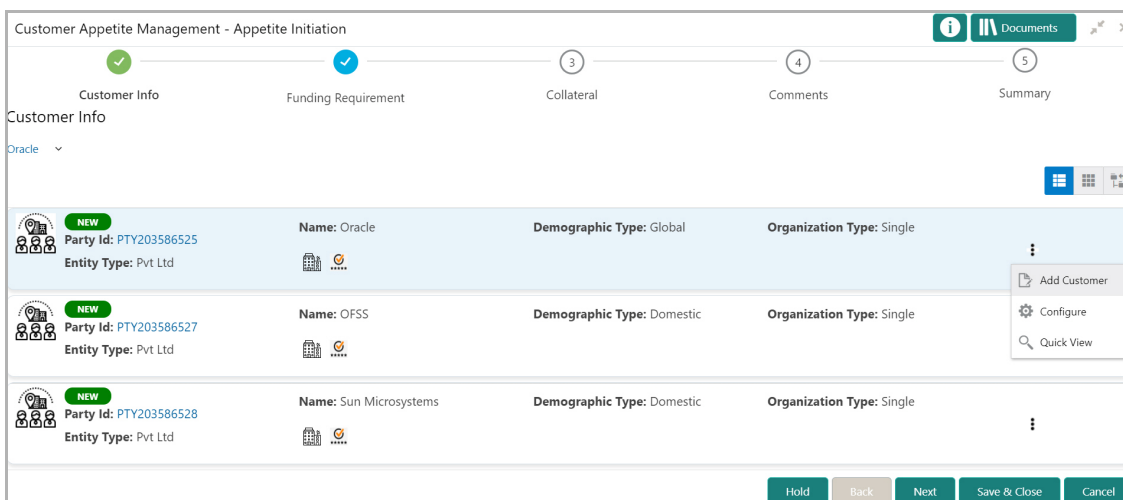
31. To **View**, **Quick view**, and **Configure** the organization information, right click the organization icon and click the respective option.

32. To change the layout of tree view, click the settings icon at the right corner. Layout options appear as shown below:



33. Click the required **Layout** and **Links** option. Layout changes based on the selected option.

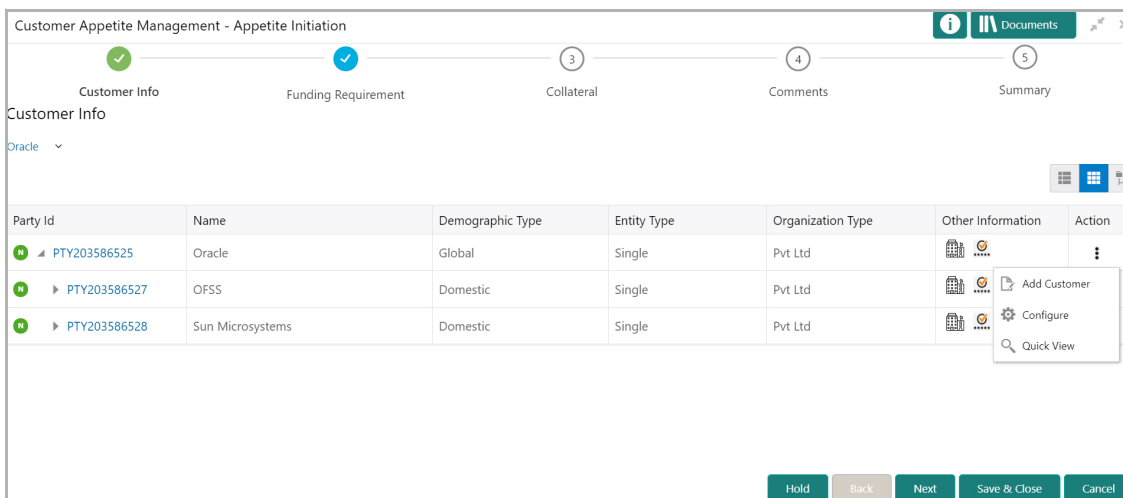
34. To change the view of the *Customer Info* page to list view, click the **List View** icon at the top right corner. The view is changed as shown below:



35. To change the view of the *Customer Info* page to table view, click the **Table View** icon at the top right corner. The view is changed as shown below:



# Chapter 3 - Initiation



36. To go to the next page, click **Next**. The *Funding Requirement* page appears.

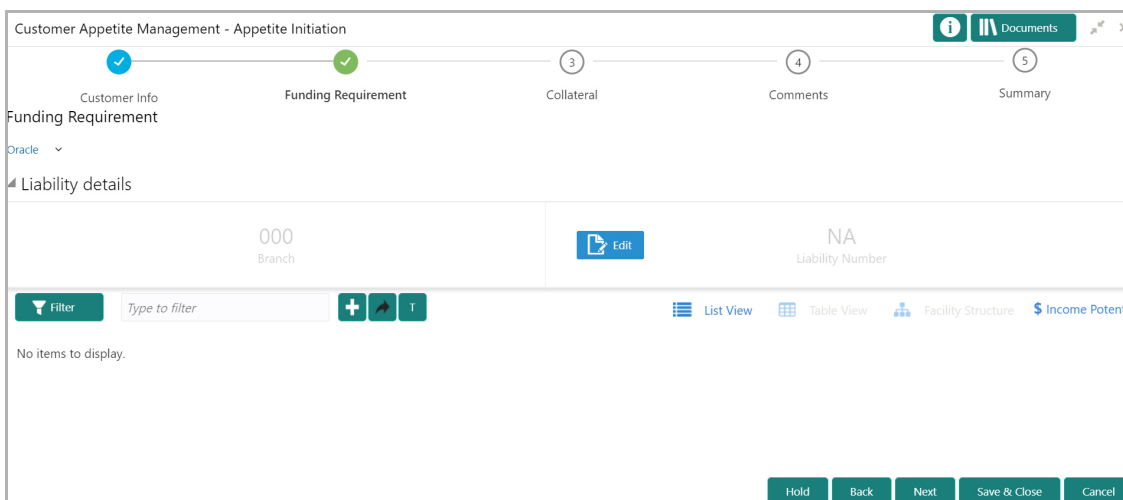
## Funding Requirement

In this data segment, you can capture details of the facility that can be offered to the customer prospect based on their financial performance over periods.

The facility can be either directly created or created using the **Facility Template** maintained at the 'Maintenance' module.

Before creating the facility, Liability details must be captured for the facility.

### Adding Liability Details



37. To add the liability details, expand and mouse hover on the **Liability details** section. The **Edit** icon appears.

38. Click the **Edit** icon. The *Liability Details* window appears.

# Chapter 3 - Initiation

Liability Details

Appetite Liability Currency: \*  
INR

**Appetite Details**

Proposed Liability Amount: \*    Appetite Effective From \*    Appetite Effective Till  
₹500,000.00    Jan 15, 2021    Dec 31, 2021

Additional Fields  
*No Additional fields configured!*

Save    Cancel

39. Search and select the **Appetite Liability Currency**.

In the **Appetite Details** section:

40. Specify a liability amount for the organization in the **Proposed Liability Amount** field based on organization's performance.

41. Click the calendar icon in the **Appetite Effective From** field and select the appetite start date.

42. Click the calendar icon in the **Appetite Effective Till** field and select the appetite end date.

43. Click **Save**. Liability details are added and displayed in the **Liability Details** section.

44. To view the added Liability, mouse hover on the **Liability details** section and click **View**.

## Creating Facility without Template

45. To directly add the facility without using template, click the add icon. The *New Facility* window appears.

# Chapter 3 - Initiation

New Facility

Take over other bank facility

Line Code \*  
22

Parent Facility Id  
Select Parent Facility

Next Review Date \*  
Jan 15, 2021

Currency \*  
INR

Availability Period  
Availability Period

Revaluation Required  
 Rate Agreement Required

Line Serial Number \*  
33

Facility Type \*  
 Funded  Non Funded  
 Cascade

Line Start Date \*  
Apr 13, 2018

Requested Amount  
₹500,000.00

Commitment Status  
 Committed  Cascade  
 Uncommitted

Facility Description \*  
Term Loan

Facility Category  
Term Loan

Line Expiry Date \*  
Dec 31, 2021

Tenor  
12

Secured?  
 Cascade

Additional Fields  
▸ UDF

Save Save & Configure Close

In the *New Facility* window, you can link the other bank facility and / or create new facility by adding the necessary information.

46. To link the other bank facility with a facility, enable the **Link existing facility** check box.

To add a new funding requirement:

47. Type a unique code for facility in the **Line Code** field.

48. Type a serial number for facility in the **Line Serial Number** field.

49. Type a brief description about the facility in the **Facility Description** field.

50. Select the **Parent Facility Id** from the drop down list, if you want to link the facility with an existing facility.

51. Choose the **Facility Type**. The options available are **Funded** and **Non Funded**.

You can restrict creation of sub-facility of type other than the selected type by enabling the Cascade check box. For example, if the **Facility Type** is selected as **Funded** and the **Cascade** check box is enabled, the sub-facility of type Non Funded cannot be created.

52. Select the **Facility Category** from the drop down list.

53. Click the calendar icon and select the **Next Review Date**, **Line Start Date**, and **Line Expiry Date** for the facility.

54. Search and select the **Currency** in which the facility has to be offered.

55. Specify the amount requested by the organization in **Requested Amount** field.

# Chapter 3 - Initiation

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56. Type the **Tenor** for the facility.
57. Specify the **Availability Period** for the facility.
58. Choose the **Commitment Status** for the facility. The options available are **Committed** and **Uncommitted**.

You can restrict creation of committed / uncommitted sub-facility for this facility by enabling the Cascade check box. For example, if the **Commitment Status** is selected as **Committed** and the **Cascade** check box is enabled, the uncommitted sub-facility cannot be created, and vice versa.

59. Enable the **Secured?** switch, if collaterals are available for the facility.

You can restrict creation of unsecured sub-facilities for this facility by enabling the **Cascade** check box along with the **Secured?** switch.

60. Enable the **Revaluation Required** check box, if the facility has to be re-valuated during EOD batch process using the exchange rate maintained at the facility level.
61. Enable the **Rate Agreement Required** check box, if the exchange rate maintained at the facility level has to be applied in case of cross currency utilization and block transactions and revaluation.
62. To save the details and exit the *New Facility* window, click **Save**.
63. To add further details about the facility, click **Save & Configure**.
64. To exit the *New Facility* window without saving the information, click **Cancel**.

## **Modifying Facility Details**

Upon clicking **Save & Configure** or clicking the edit icon in *Funding Requirement* page, the *Facility Details* window appears:

# Chapter 3 - Initiation

Term Loan - TL

Facility Details

Facility Basic Info

Schedule

Exposure

Fee

Pool Linkage

Pricing

Facility collateral linkage

Credit Rating

FX Rate Revaluation

Line Code \*  
NONF4

Line Serial Number \*  
33

Facility Description \*  
Term Loan

Parent Facility Id

Facility Type \*  
 Funded  Non Funded  
 Cascade

Facility Category  
TL

Next Review Date \*  
Jan 31, 2021

Line Start Date \*  
Apr 1, 2021

Line Expiry Date \*  
Dec 31, 2021

Currency \*  
USD

Requested Amount  
\$20,000.00

Tenor  
12

Availability Period  
6

Commitment Status  
 Committed  Cascade  
 Uncommitted

Secured?  
 Secured  Cascade

Revaluation Required  
 Rate Agreement Required

Additional Fields  
*No Additional fields configured!*

Save

Close

65. Modify the facility details, if required.

## **Scheduling facility disbursement**

66. To add the details of the payment to be made on schedule basis, click **Schedule** from the left menu.

# Chapter 3 - Initiation

Scheduling Required?

Scheduling Details Add

Date	Amount	Action
No data to display.		

Comments

Enter text here...

Post


No items to display.

Close

67. Enable the **Scheduling Required?** switch. The **Add** button is enabled.

68. Click the **Add** button. The *Scheduling Details* window appears:

Scheduling Details

Date \*  
Nov 30, 2020 

Amount \*  
\$10,000.00

Create Close

69. Click the calendar icon in **Date** field and schedule the part of facility payment.

70. Specify the **Amount** to be paid to the organization on the scheduled date.

71. Click **Save**. Scheduling details are added and listed as shown below:

# Chapter 3 - Initiation

Scheduling Required?

Scheduling Details Add

Date	Amount	Action
20-11-30	\$10,000.00	<input type="button" value="Edit"/> <input type="button" value="Delete"/>
21-02-05	\$40,000.00	<input type="button" value="Edit"/> <input type="button" value="Delete"/>

Comments

↶ ↷
B I U T A
- size -
≡ ≡ ≡ ≡ ≡ ≡ ≡ ≡
↑ ↓

Enter text here...

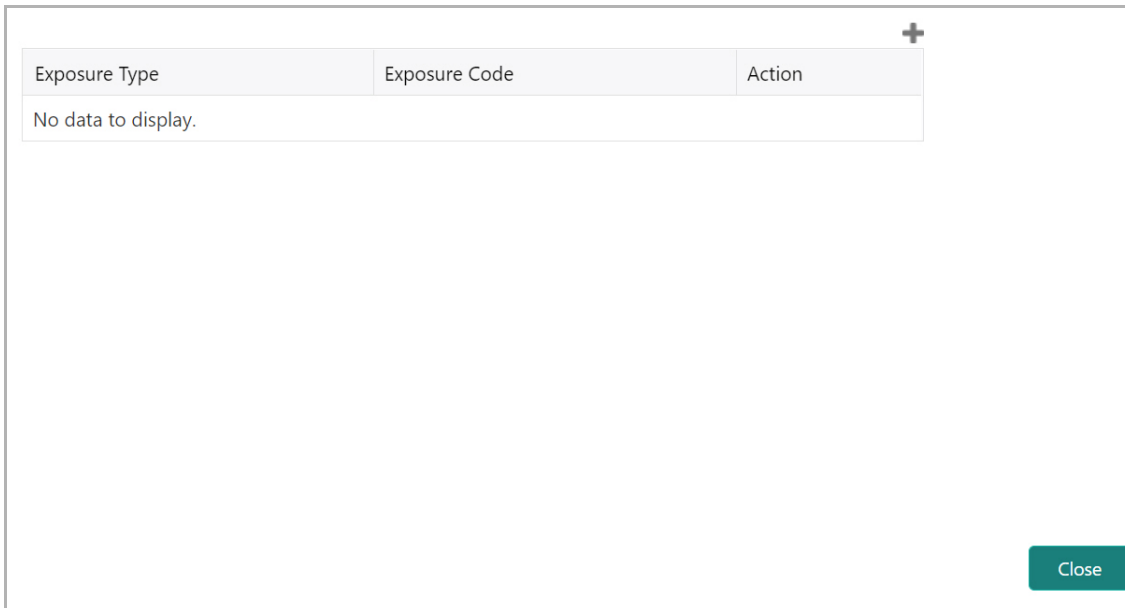
No items to display.

72. To add another scheduling detail, click the **Add** button again.
73. To edit the scheduling detail, click the **Edit** button.
74. To delete the scheduling detail, click the **Delete** button.
75. Specify remarks for the schedule, if any.
76. Click **Post**. Comment is posted below the **Comments** text box.

### **Adding Exposure Details**

77. To capture exposure information, click **Exposure** from the left menu.

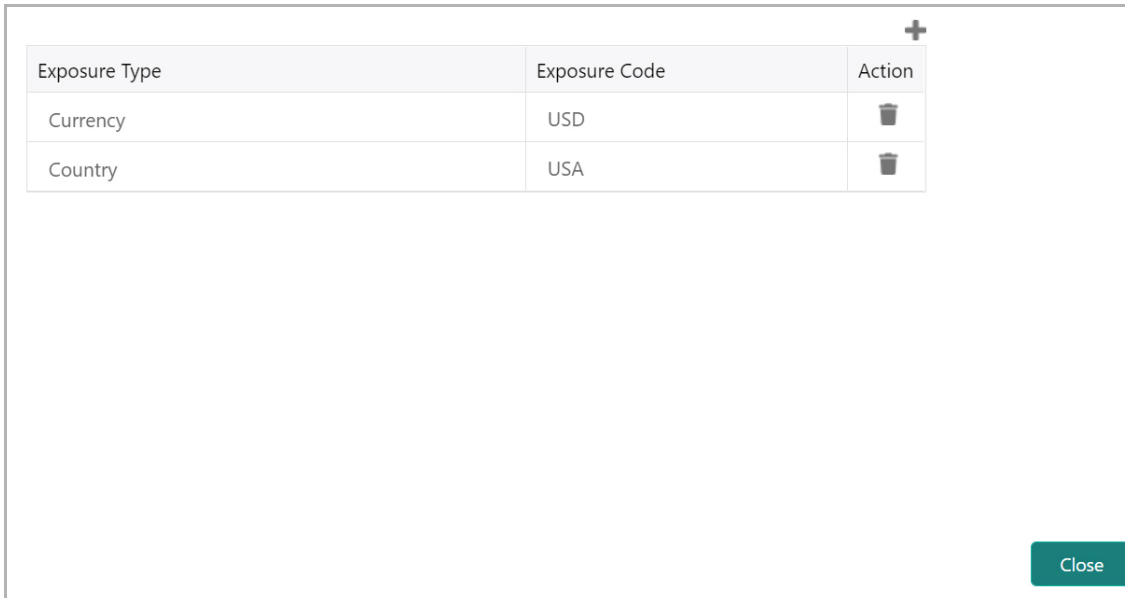
# Chapter 3 - Initiation




Exposure Type	Exposure Code	Action
No data to display.		

You can associate any exposure maintained in OBELCM to the facility for tracking purpose.

- 78. Click the + (add) icon. A record is created for capturing the exposure details.
- 79. Type the **Exposure Type** and **Exposure Code** for the facility.
- 80. To add another exposure type and code, click the + (add) icon again.



Exposure Type	Exposure Code	Action
Currency	USD	
Country	USA	

- 81. To delete the exposure record, click the delete icon in the **Action** column.

## **Adding Fee Details**



- 82. To add fee preferences, click **Fee** from the left menu.



# Chapter 3 - Initiation

Fee Details

Fee Preferences

Rule Code	Liquidation Preference	Component Type	Fee Start Date	Fee End Date	Waived
No data to display.					

83. Click **Populate**. Fee details such as Rule code, Liquidation Preference, Component Type, Fee Start Date, Fee End Date and Waived will be fetched from the target system.

## Linking Facility to the Pool

You can link facility to the collateral pools maintained in the system by selecting the pool code.

84. Click **Pool Linkage** from the left menu.

Facility Linkages [Link facility](#)

Facility Id	Code	Pool Contribution Amount	% Of Pool
No data to display.			

[Close](#)

85. Click **Link Facility**. The following window appears:

Link facilityF20315600

Pool Code \*

[✓ Link facility](#) [Close](#)

# Chapter 3 - Initiation

86. Select the required **Pool Code** from the drop down list.

87. Click **Link Facility**.

## **Adding Pricing Detail**

88. To add pricing detail for the facility, click **Pricing** from the left menu.

If Facility Type is selected as Non Funded, Commission and Charges can be added in the Pricing section.

If Facility Type is selected as Funded, Interest and Charges can be added in the Pricing section.

The screenshot shows the 'Pricing' section with the 'Commission' tab selected. Below the tab, there is a search filter with the text 'Type to filter' and a plus icon. Below the filter, it says 'No items to display.' At the bottom, there is a pagination control showing 'Page 1 (0 of 0 items)' with navigation arrows.

89. To add commission details, click the add icon. The *Commission Details* window appears:

The screenshot shows the 'Commission Details' form. It contains the following fields:

- Rate Type \*: Fixed Rate (dropdown)
- Rate Basis \*: Quarterly (dropdown)
- Commission Type \*: Usance (dropdown)
- Collection Period \*: Advance (dropdown)
- Currency \*: INR (searchable dropdown)
- Minimum Commission Amount \*: ₹500,000.00 (text input)
- Commission Rate \*: 12 (spinners)

At the bottom right, there are 'Save' and 'Cancel' buttons.

90. Select the **Rate Type** from the drop down list.

91. Select the commission collection frequency from the **Rate Basis** drop down list.

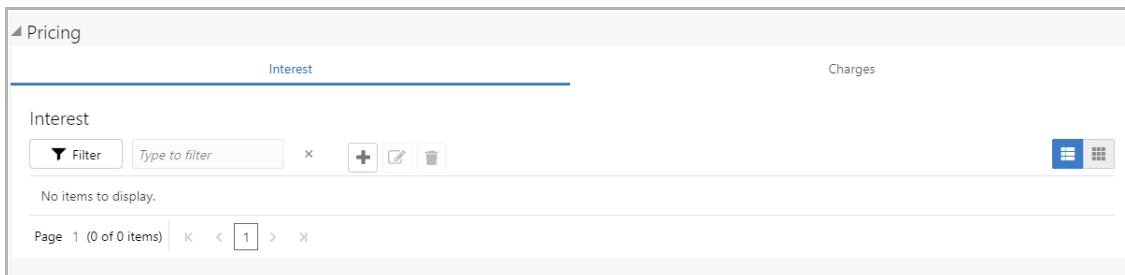
92. Select the **Commission Type** from the drop down list.

93. Select the **Collection Period** from the drop down list.

94. Search and select the **Currency** in which the commission has to be collected from the organization.

# Chapter 3 - Initiation

- 95. If “Fixed Rate” is selected as the **Rate Type**, specify the **Minimum Commission Amount** and the **Commission Rate** in the respective fields.
- 96. If “Flat Amount” is selected as the **Rate Type**, specify the **Commission Amount**.
- 97. Click **Save**. Commission details are added and listed in Commission tab.
- 98. To cancel the operation, click **Cancel**.



- 99. To add interest details, click the add icon in **Pricing - Interest** section. *Interest Details* window appears:

A screenshot of a form titled 'Interest Details'. The form has four main fields: 'Component Name' with a text input containing 'ABC'; 'Component Type' with a dropdown menu showing 'Main'; 'Rate Type' with a dropdown menu showing 'Fixed'; and 'Fixed Interest Rate' with a numeric input containing '12' and up/down arrows. At the bottom of the form, there are two buttons: 'Save' (green) and 'Cancel' (grey).

- 100. Type a name for the interest in **Component Name** field.
- 101. Select the **Component Type** from the drop down field.
- 102. Select **Rate Type** from the drop down field. The options available are: Fixed, Floating and Special Amount.
- 103. If Fixed is selected as **Rate Type**, specify the **Fixed Interest Rate**.

# Chapter 3 - Initiation

Interest Details

Component Name *	Component Type *
ABC	Main
Rate Type *	Rate Code *
Floating	LIBOR
Spread *	Interest Reset Cycle *
3	Monthly

104. If Floating is selected as **Rate Type**, type / select the following details:

- Rate Code
- Spread
- Interest Reset Cycle

Interest Details

Component Name *	Component Type *
ABC	Main
Rate Type *	Currency *
Special Amount	USD
Special Interest Amount *	
	\$3,000.00

# Chapter 3 - Initiation

105. If Special Amount is selected as **Rate Type**, search and select the **Currency** and then specify the **Special Interest Amount**.

106. Click **Save**. Interest details are added and listed as shown below:

The screenshot shows the 'Facility Details' window with the 'Pricing' section expanded to the 'Interest' tab. The 'Interest' tab is active, showing a list of interest items. The first item is displayed with the following details: Component Name: ABC, Component Type: Main, and Rate Type: Special Amount. The page shows 'Page 1 of 1 (1 of 1 items)'. There are 'Save' and 'Close' buttons at the bottom right of the window.

107. To add the charge details, click **Charges** tab in **Pricing** section and then click the add icon. **Charge Details** window appears:

The screenshot shows the 'Charge Details' window. It contains the following fields and controls:

- Charge Code \***: Text input field containing '005'.
- Charge Currency \***: Searchable dropdown menu showing 'INR'.
- Charge Amount \***: Text input field containing '₹1,500.00'.
- Charge Description**: Text input field containing 'Processing Fees'.
- Is Charge Waived**: Toggle switch currently turned off.
- Waived Amount**: Text input field.
- Minimum Charge Amount**: Text input field.
- Maximum Charge Amount**: Text input field.
- Net Charge Amount**: Text input field.
- Charge Base Amount**: Text input field.
- Waiver Remarks**: Text area for notes.

'Save' and 'Cancel' buttons are located at the bottom right of the window.

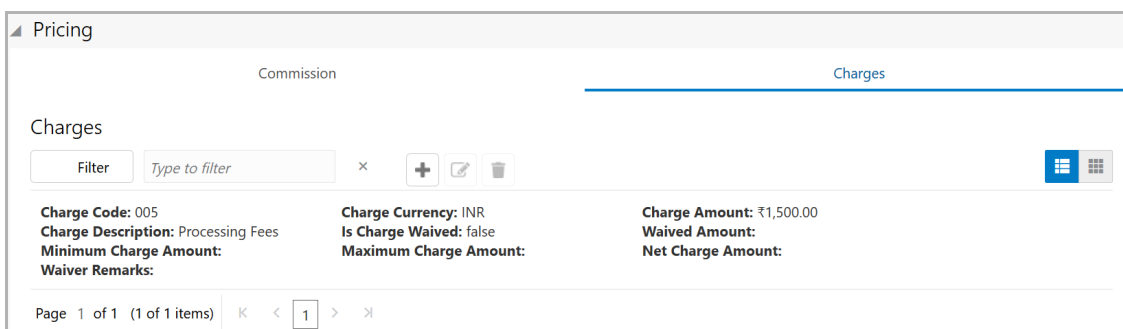
108. Type the **Charge Code** to mention the type of charge.

109. Search and select the **Charge Currency**.

110. Specify the **Charge Amount** for the facility.

# Chapter 3 - Initiation

111. Type the **Charge Description**.
112. Enable **Is Charge Waived** switch, if waiver can be claimed for this charge.
113. Enter the following details in respective fields:
  - Waived Amount
  - Minimum Charge Amount
  - Maximum Charge Amount
  - Net Charge Amount
  - Charge Base Amount
  - Waiver Remarks
114. Click **Save**. Charge details are added and listed as shown below:



To add more charges for the facility, click the add icon again and provide the charge details.

115. To edit the charge details, click the added charge and then click the edit icon.
116. To delete the charge details, click the added charge and then click the delete icon.
117. To change the list view to table view, click the table icon at the right corner.

## **Facility Collateral Linkage**

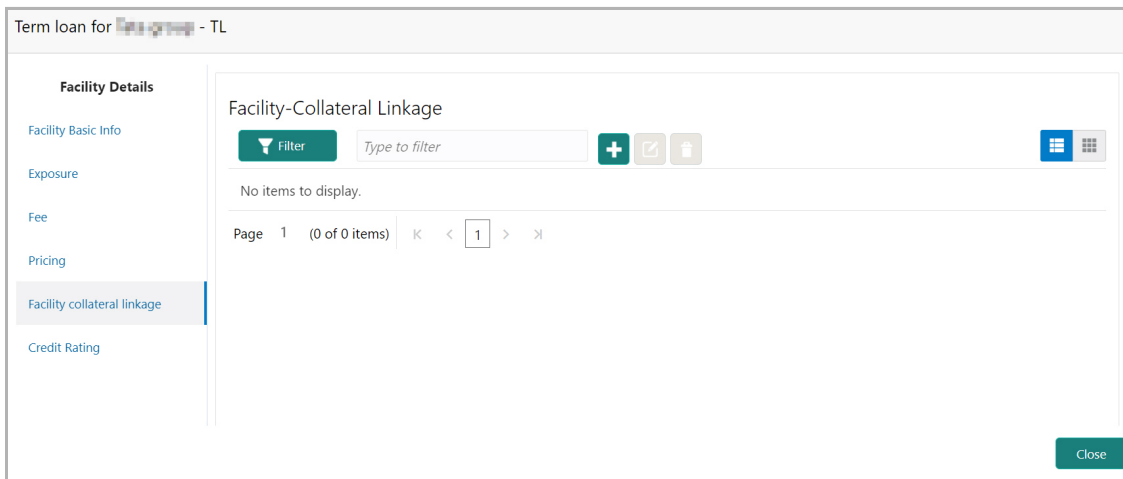
In case you want to secure facility with collateral, you can link the facility and the available collateral.



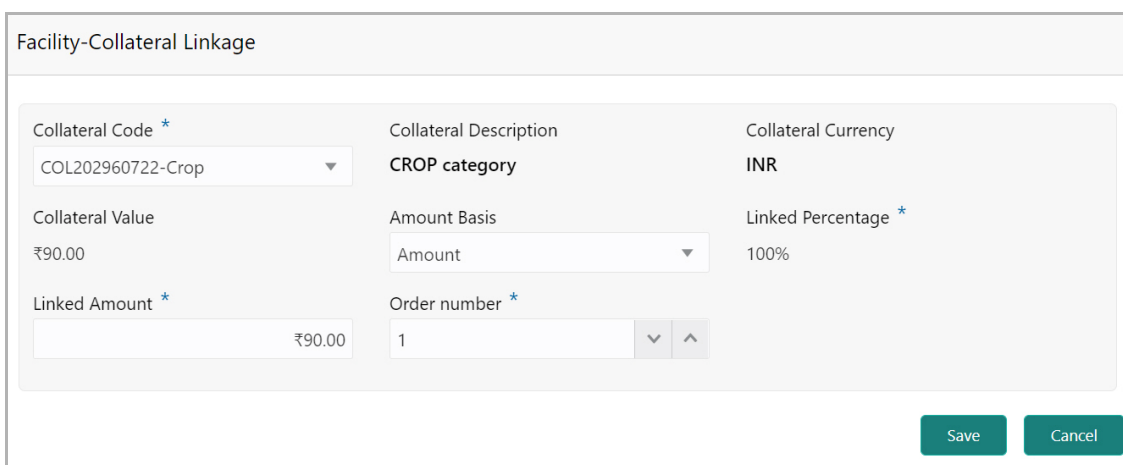
To link facility with the collateral, collateral must be added in the **Collateral** data segment.

118. Click **Facility Collateral Linkage** from the left menu. The *Facility Details* screen appears as shown below:

# Chapter 3 - Initiation



119. To link facility with a collateral, click the add icon. The **Facility-Collateral Linkage** window appears:



120. Select the **Collateral Code** from the drop down list. The collaterals added in **Collateral** data segment are displayed in the LOV.

Upon selecting the **Collateral Code**, the following details get populated in the corresponding fields:

- Collateral Description
- Collateral Currency
- Collateral Value

You can link a collateral with the facility either by specifying the actual amount to be linked or by specifying the percentage of collateral value.

121. Select the **Amount Basis** from the drop down list. The options available are: **Amount** and **Percentage**.

# Chapter 3 - Initiation

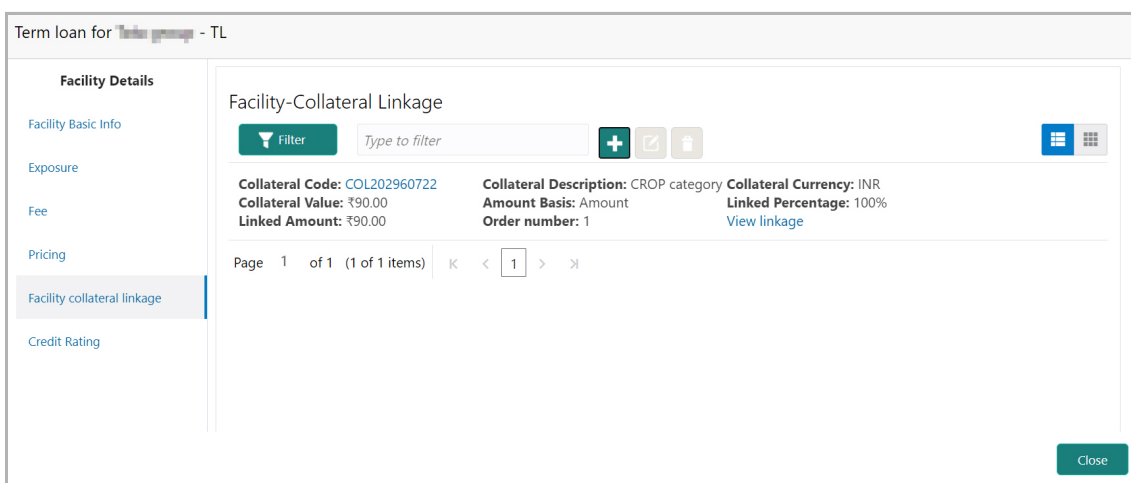
122. If **Amount** is selected as **Amount Basis**, specify the **Linked Amount**. The system calculates and displays the Linked Percentage based on value provided in the Linked Amount field.

123. If **Percentage** is selected as **Amount Basis**, specify the **Linked Percentage**. The system calculates and displays the Linked Amount based on value provided in the Linked Percentage field.

124. In the **Order number** field, specify the collateral utilization order for e.g. 1, or 2.

If the collateral is contributing to the line, and the order number is mentioned as 2, collateral utilization will happen only after the other amount (e.g. Line amount) with order number 1 is utilized.

125. Click **Save**. Facility Collateral Linkage details are added and displayed as shown below:



126. To filter a linkage record, click the **Filter** icon and specify values for the filter parameters or directly type the first three characters of filter parameter in **Type to filter** text box.

127. To modify the linkage details, select the record from the list and click the edit icon next to add icon.

128. To delete the linkage details, select the record from the list and click the delete icon.

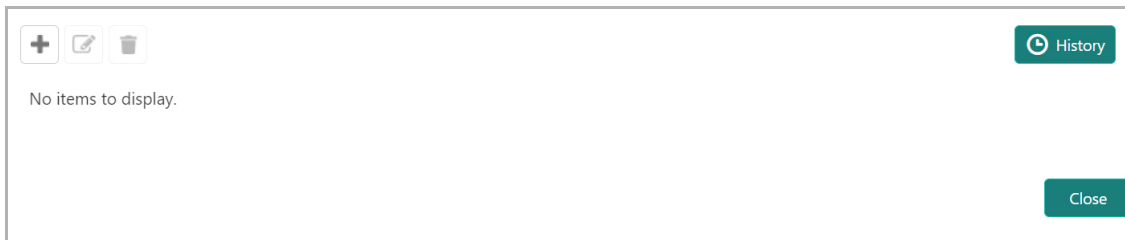
129. To change the layout of *Facility-Collateral Linkage* screen to table view, click the **Table View** icon at top right corner.



# Chapter 3 - Initiation

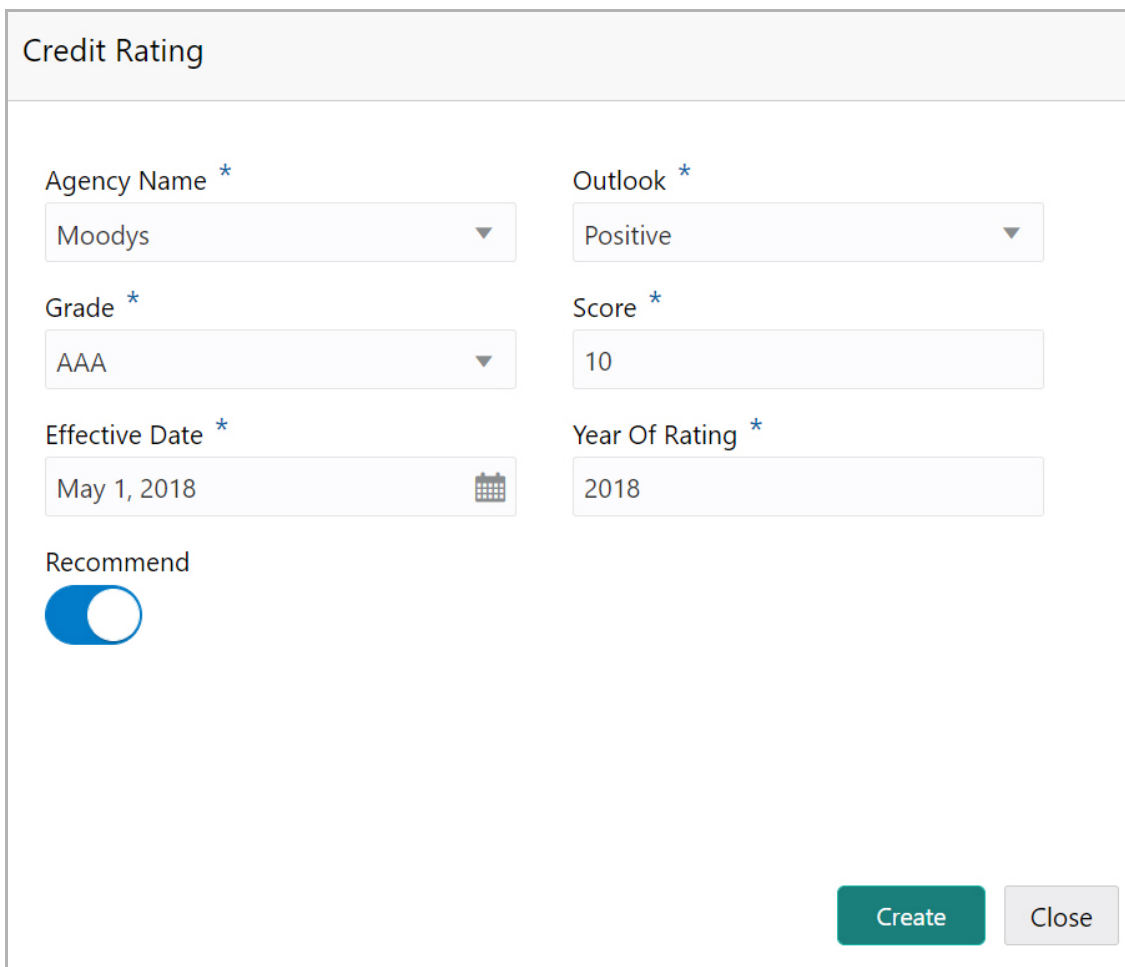
## Adding Credit Rating

If the facility is rated by the rating organizations, you can add the ratings of facility under **Credit Ratings** menu.



A screenshot of a list view. At the top left are three icons: a plus sign, a pencil, and a trash can. At the top right is a green button labeled 'History'. In the center, the text 'No items to display.' is shown. At the bottom right is a green button labeled 'Close'.

130. Click the add icon. The *Credit Rating* window appears:



A screenshot of the 'Credit Rating' form. The title 'Credit Rating' is at the top. The form contains the following fields:

- Agency Name \***: A dropdown menu with 'Moody's' selected.
- Outlook \***: A dropdown menu with 'Positive' selected.
- Grade \***: A dropdown menu with 'AAA' selected.
- Score \***: A text input field containing '10'.
- Effective Date \***: A date picker showing 'May 1, 2018' with a calendar icon.
- Year Of Rating \***: A text input field containing '2018'.

Below these fields is a 'Recommend' toggle switch, which is currently turned on (blue). At the bottom right are two buttons: a green 'Create' button and a grey 'Close' button.

131. Select the name of agency by which the facility is rated from the **Agency Name** drop down list.

132. Select the **Outlook** and **Grade** of the rating from the drop down list.

133. Specify the **Score** provided for the facility.

# Chapter 3 - Initiation

134. Click the calendar icon in the **Effective Date** field and select the date on which the rating is provided.

The **Year Of Rating** is automatically populated based on the selected Effective Date.

135. Enable the **Recommend** switch, if the facility is recommended by the rating agency.

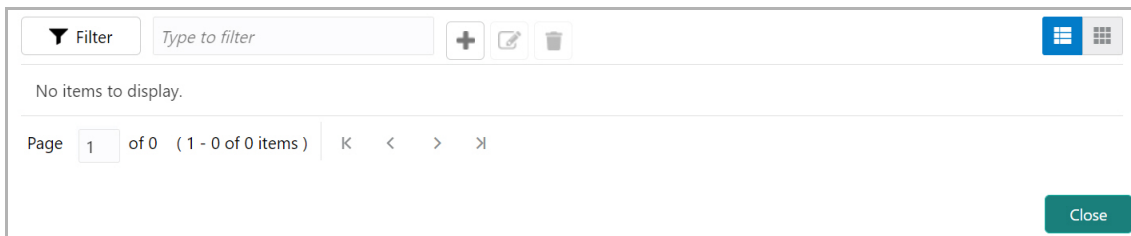
136. Click **Create**. The rating is added and displayed in the Credit Rating page.

137. To view the history of credit ratings added during different processes, click the **History** icon.

138. To filter the credit ratings in the *History* window, click the **Filter** icon and select the **Agency Name** or directly type the agency name in **Type to filter** text box.

## **Adding FX Rate Revaluation Details**

You can add FX rate and revaluation details for the facility under the **FX Rate Revaluation** menu. The facility will be periodically re-valuated considering the FX rate, based on the configured frequency.



The screenshot shows a filter dialog box. At the top left, there is a 'Filter' button with a downward arrow. Next to it is a text input field with the placeholder text 'Type to filter'. To the right of the input field are three icons: a plus sign, a pencil, and a trash can. In the top right corner, there are two small grid icons. The main content area of the dialog displays the text 'No items to display.' Below this, there is a pagination control that reads 'Page 1 of 0 (1 - 0 of 0 items)'. The pagination control includes a 'K' icon, a left arrow, a right arrow, and a double right arrow. In the bottom right corner, there is a green 'Close' button.

139. Click the add icon. The *FX Rate Revaluation* window appears:

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### FX Rate Revaluation Details

Module *	Product *
MC	FCUB
Currency *	FX Rate Type *
USD	Mid
Rate Input Method *	Rate Fixing Days *
Derived	1
Revaluation Frequency *	Revaluation Effective Date *
Weekly	Value Date
Exchange Rate Code *	
Standard	
<input checked="" type="checkbox"/> Ignore Holidays *	Holiday Check *
	Currency
Holiday Currency *	Schedule Movement *
USD	Move Backward
<input checked="" type="checkbox"/> Move Across Month *	<input checked="" type="checkbox"/> Cascade Scheduled *

140. In the **Module** field, type the name of module from which the FX rate detail has to be fetched. For example, LC (Letters of Credit module in FCUBS)

141. In the **Product** field, type the name of product from which the FX rate detail has to be fetched. For example, Import LC Issuance (product under LC module)

142. Select the **Currency** for which the FX rate has to be applied.

143. Select the **FX Rate Type** from the drop down list. The options available are: Mid, Sell, and Buy.

144. Select the **Rate Input Method** from the drop down list. The options available are Derived and Fixed.

# Chapter 3 - Initiation

If **Rate Input Method** is selected as Derived, the **Exchange Rate Code** field appears. You must select the required exchange rate code from the list of codes maintained in the mentioned Product.

If **Rate Input Method** is selected as Fixed, the **Fixed Rate** field appears. You must specify the fixed rate for the revaluation.

145. Specify the **Rate Fixing Days**. The value must be between 1 to 5.

If the Rate Fixing Days is set as 1, the system will pick up the rate from previous day i.e. current day - 1.

146. Select the **Revaluation Frequency** from the drop down list. The options available are: Daily, Weekly, Monthly, Quarterly, Half Yearly, Yearly, and None.

147. Select the **Revaluation Effective Date** from which the revaluation should happen. The options available are: Value Date and Calendar Date.

148. Enable the **Ignore Holidays** check box, if required. The revaluations that are due on holidays will not be performed on the holiday.

149. Select the **Holiday Check** option from the drop down list. The options available are Currency, Both, and Local.

The system will determine the holidays based on the selected Holiday Check option. For example, if Holiday Check is selected as Currency, then the system will refer the Currency Holiday Maintenance to determine holidays.

150. Select the **Holiday Currency** for which the holiday table must be checked.

151. Select the **Schedule Movement** option from the drop down list. The options available are: Move Backward and Move Forward.

If **Move Backward** option is selected, the system will schedule the revaluations that are due on holiday before the holiday.

If **Move Forward** option is selected, the system will schedule the revaluations that are due on holiday after the holiday.

152. Enable the **Move Across Month** check box, if required.

If you have chosen to move a schedule falling due on a holiday to the next working day, or the previous working day, and it crosses over into another month, the schedule date will be moved only if you indicate so. If not, the schedule date will be kept in the same month.

153. Enable the **Cascade Schedule** check box, if required. Next schedule will be fixed based on how the schedule date was moved for a holiday.

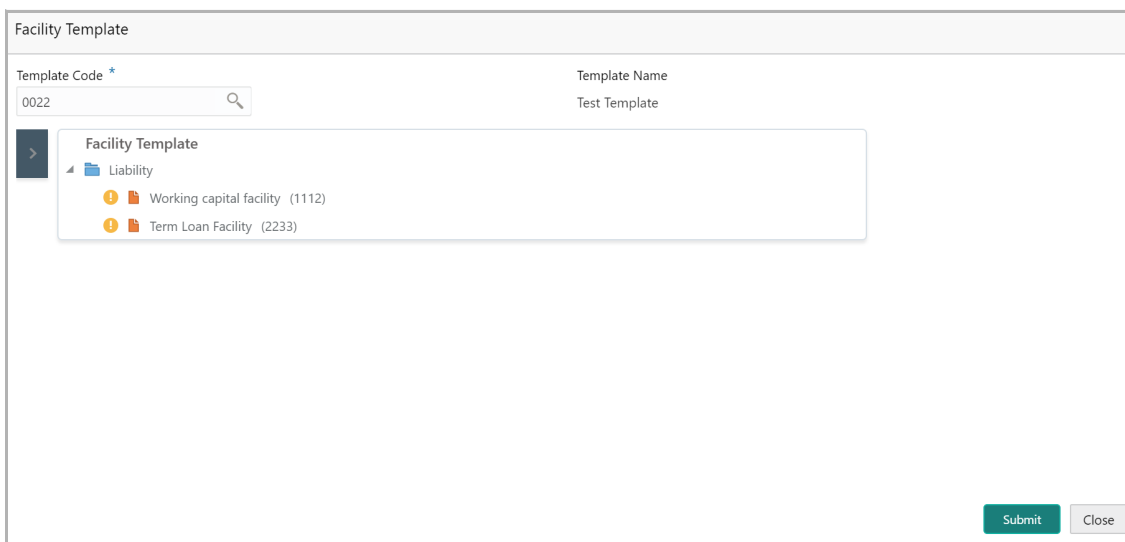
For example, if the **Revaluation Frequency** is Monthly and the schedule that is due on holiday (1st January) is moved forward to the next day (2nd January) based on selected **Schedule Movement** option, then from the next month (February), the schedule is shifted to 2nd of every month if the **Cascade Schedule** check box is enabled.

# Chapter 3 - Initiation

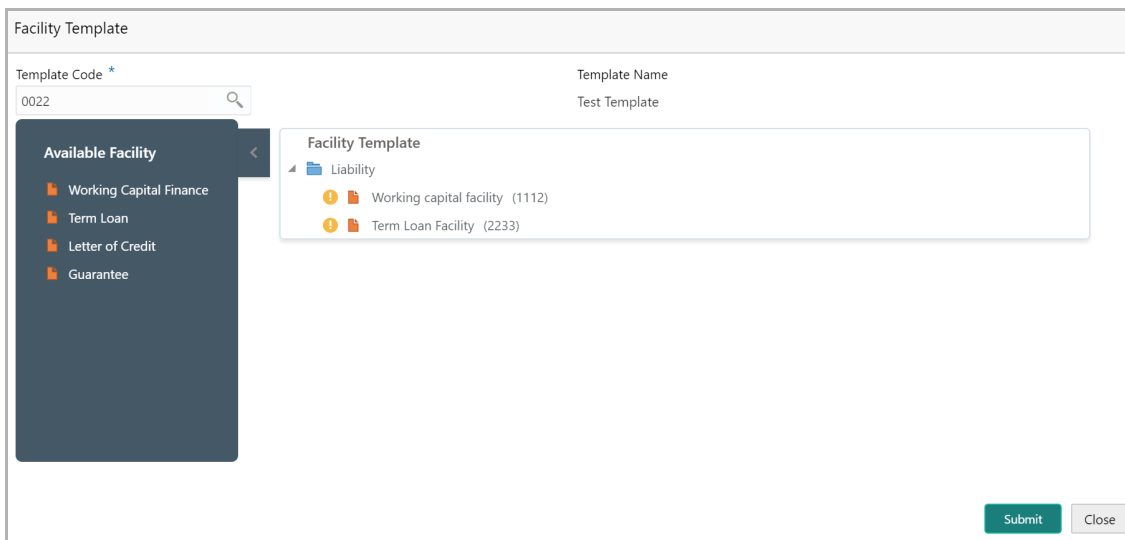
- 154. Click **Create**. The FX rate revaluation details are saved.
- 155. To modify the added FX rate revaluation details, select the record and click the edit icon.
- 156. To delete the added FX rate revaluation details, select the record and click the delete icon.
- 157. To exit the *Facility Details* window, click **Close**.

## Creating Facility with Template

158. To create the facility using template, click the **Facility Template** (T) icon. The *Facility Template* window appears:



- 159. Search and select the **Template Code** maintained at the Maintenance module. Facility Template associated with the Template Code is displayed.
- 160. To add additional facility to the Facility Template, click the right arrow at the left side. **Available Facility** section expands as shown below.



# Chapter 3 - Initiation

161. Drag and drop the required facility from the **Available Facility** section to the **Facility Template** section.

162. To capture the facility details, click the facility in the **Facility Template** section. Fields related to the facility appear as shown below:

Facility Template

Template Code \* 0022

Template Name Test Template

Working capital facility - 1112

Facility Description \* Working capital facility

Next Review Date \* Oct 1, 2020

Currency \* USD

Requested Amount \* \$10,000.00

Submit Close

163. Type the **Facility Description**.

164. Select / specify the **Next Review Date** for the facility.

165. Search and select the **Currency** for the **Requested Amount**.

166. Specify the **Requested Amount**.

167. Click **Save**.

168. After providing details for all the facilities in the **Facility Template** section, click **Submit**. Facility is created and listed as shown below.

Funding Requirement

OFSSS

Liability details

004 Branch	202374510 Liability Number	\$50,000.00 Requested Liability Amount:
---------------	-------------------------------	--------------------------------------------

Filter Type to filter

List View Table View Facility Structure

00222 NEW	Facility Id: F20241574 Facility Description: Term loan for OFSS	Requested Amount: \$50,000.00 Facility Category: Term Loan	Product Type: Fun Next Review Date:	Edit Facility Create Sub Limit Remove Facility Link Document
0 NEW	Facility Id: F20237076 Facility Description:	Requested Amount: \$25,000.00 Facility Category: Term Loan	Product Type: Fun Next Review Date:	

Hold Back Next Save & Close Cancel

# Chapter 3 - Initiation

## Creating Sub Limit

You can create any number of sub-limits for the facility. The sum of Requested Amount specified in each sub-limit should not exceed the Requested Amount in the parent facility.

While creating sub-limit, the Tenor and Line Expiry Date for the facility cannot be more than that of the parent facility.

169. Click the hamburger icon at the corresponding facility record and select **Create Sub Limit**. The *Facility Details* window appears as shown below.

New Facility

Take over other bank facility

Line Code \* 22

Parent Facility Id TERMLOAN3 - test

Currency \* USD

Tenor 12

Commitment Status  
 Committed  Uncommitted  Cascade

Line Serial Number \* 33

Facility Type \*  
 Funded  Non Funded

Cascade

Requested Amount \* \$50,000.00

Line Expiry Date \* Nov 30, 2021

Secured?   Cascade

Facility Description \* Facility for Tata motors

Facility Category Term Loan

Next Review Date \* Dec 31, 2020

Availability Period  
Availability Period

Revaluation Required  
 Rate Agreement Required

Additional Fields

UDF

Save Save & Configure Close

170. Provide the necessary details to create sub-limit and click **Save**. Sub-limit is created and displayed in the *Funding Requirement* page as shown below:

# Chapter 3 - Initiation

The screenshot shows the 'Funding Requirement' page for 'OFSSS'. At the top, it displays 'Liability details' with a summary table:

004 Branch	203221263 Liability Number	\$50,000.00 Requested Liability Amount
---------------	-------------------------------	-------------------------------------------

Below this is a filter section with a 'Filter' dropdown and a search box. There are also view options: 'List View', 'Table View', and 'Facility Structure'. The main area shows a list of facilities:

- 2235** (NEW): Facility Id: F20322627, Requested Amount: \$10,000.00, Product Type: Funded, Next Review Date: 20-11-30. Facility Description: Term Loan. Parent Line Number: 2233-Term Loan.
- 2233** (NEW): (partially visible)

At the bottom, there are buttons for 'Hold', 'Back', 'Next', 'Save & Close', and 'Cancel'.

## Removing Facility

171. To delete the facility, click the hamburger icon at the corresponding facility record and select **Remove Facility**.

## Linking Document

172. To link documents with the facility, click the hamburger icon at the corresponding facility record and select **Link Document**. The *Document* window listing the mandatory and optional documents maintained for the facility appears:

The screenshot shows the 'Document' window with an 'Add New Documents' button at the top right. It lists three documents for a facility:

Document ID	Status	Document Type	Document Code	Application Number	Document Expiry Date	Linked To
DOC20322414	PENDING MANDATORY	Address Proof	Aadhar Card	APP203228490		...
DOC20322415	PENDING OPTIONAL	Collateral Agreement	Application Form	APP203228490		...
DOC20322416	PENDING MANDATORY	Credit Proposal	Legal Agreement Document	APP203228490		...

A dropdown menu is open over the 'Linked To' field of the first document, showing options: 'Upload Document' and 'Link Existing Document'. A 'Close' button is at the bottom right.

173. To upload the listed documents, click the hamburger icon in the required item and select **Upload Document**. The *Document* window with pre-populated document details appears:




# Chapter 3 - Initiation

Document

Document Type *	Document Type Description	Document Code *	Document Code Description
ADDRESDOC	Address Proof	AADHARCARD	Aadhar Card

Document Expiry Date

Nov 30, 2020 

Remarks

Drop files here or click to select

Selected Files

[]

174. In the **Drop files here or click to select** section, drag and drop or click and upload the necessary document.

175. Click **Upload**.

If the party is your existing customer and the documents are already uploaded, you can use the **Link Existing Document** option available under the hamburger icon to link the existing documents.

If you want to upload any document that is not listed in the *Documents* window, click **Add New Documents** and upload the document.

## **Filtering Facility**

176. To filter the required facility from the list, click **Filter** button. The *Filter* window appears.

# Chapter 3 - Initiation

**Filter** Reset Apply

Limit  
 Joint Customer

---

Status  
 New  
 Modified  
 Removed

---

Facility Type  
 Funded  
 Non Funded

---

Product Type  
 Term Loan  
 Working Capital Finance  
 AR Finance  
 OverDraft  
 Letter Of Credit  
 Guarantee  
 Others

---

Currency  
USD

---

From Amount

To Amount

177. Type and / or select the filter parameters.

178. Click **Apply**. Facility that matches the filter parameters are displayed.

179. To filter the facility using single filter parameter, type the parameter directly in **Type to filter** text box.



Minimum 3 characters need to be entered in the Type to filter text box to filter the facilities.

# Chapter 3 - Initiation

180. To delete the facility, **Select** the facility and click delete icon.

181. To change the layout of facility details to table view, click the **Table View** icon.

The screenshot shows the 'Funding Requirement' screen for 'OFSSS'. At the top right, it says 'Screen ( 6 / 9)'. Below the header, there is a section for 'Liability details' with three fields: '004 Branch', '203221263 Liability Number', and '\$50,000.00 Requested Liability Amount'. Below this is a toolbar with icons for adding, editing, deleting, and other actions, along with view options: 'List View', 'Table View', and 'Facility Structure'. The main part of the screen is a table with the following data:

Line Number	Product Type	Facility Category	Writeups	Facility Description	Requested Amount	Next Review Date	Parent Line Number
2233	Funded	TL		Term Loan	\$25,000.00	20-11-30	
2235	Funded	TL		Term Loan	\$10,000.00	20-11-30	2233-Term Loan
0	Funded	Term Loan			\$20,000.00		

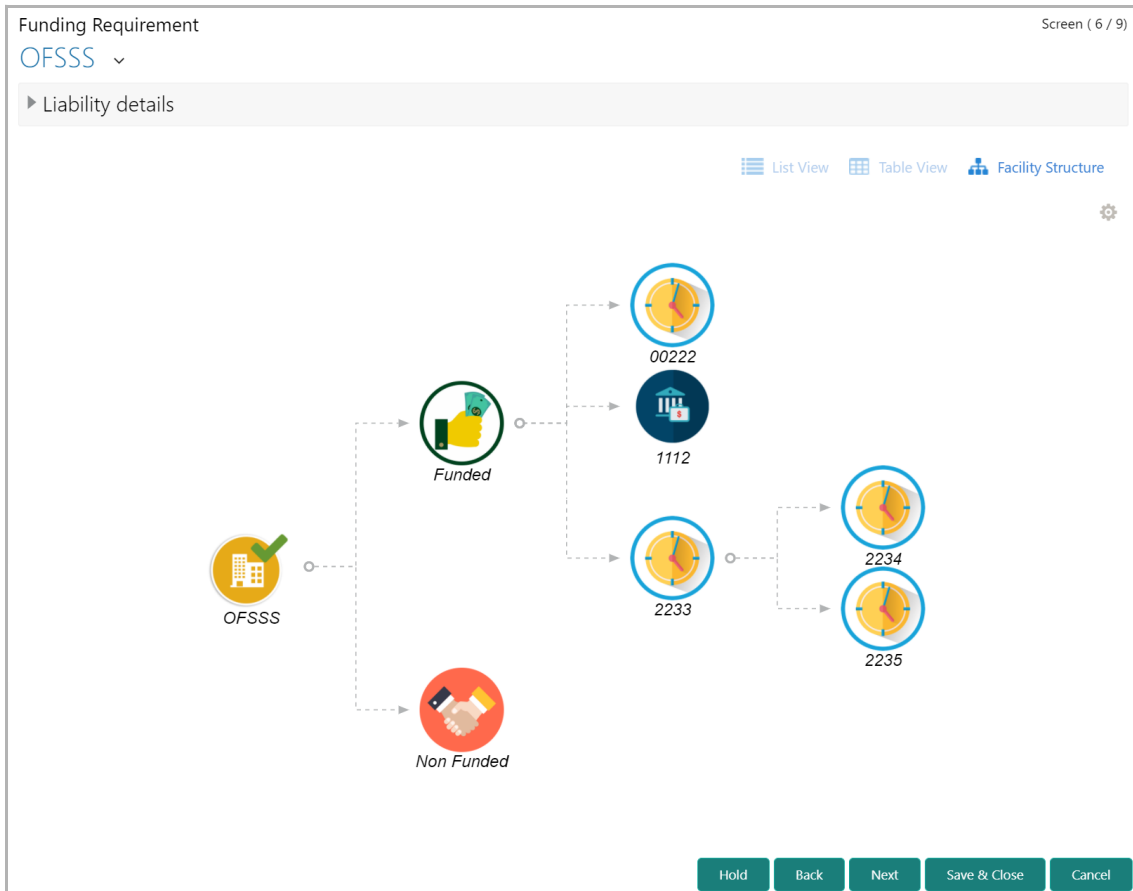
At the bottom right of the screen, there are five buttons: 'Hold', 'Back', 'Next', 'Save & Close', and 'Cancel'.

182. To view the facility details in table view, click the **Line Number**.

183. To capture writeup for the facility, click the **Writeup** icon.

184. To change the layout of facility details to tree view, click the **Facility Structure** icon. The page appears as shown below:

# Chapter 3 - Initiation



185. To add facility details for the organization’s customer, click the arrow next to the organization name in the top left corner. Customer list appears.

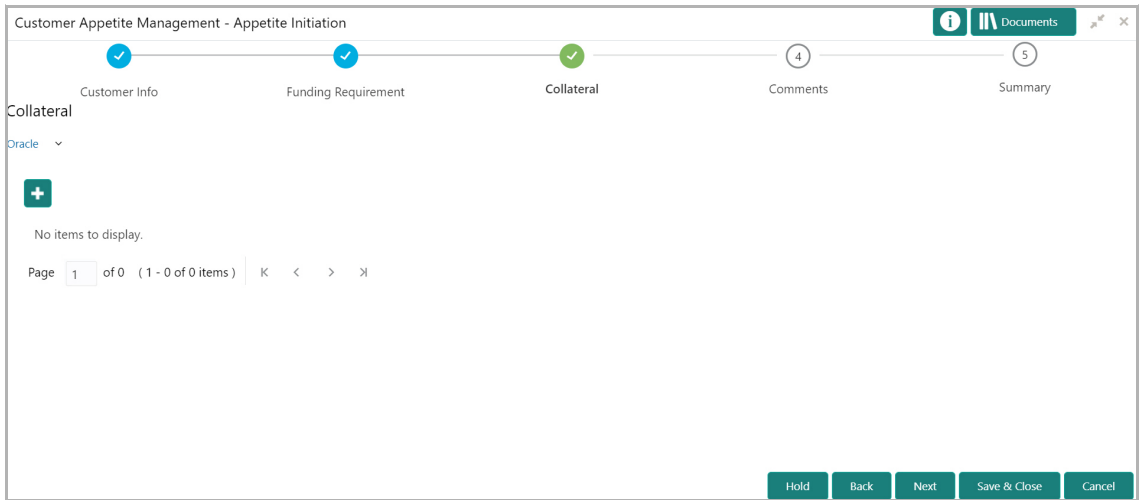
186. Select the required customer. *Funding Requirement - [organization name] > [customer name]* page appears.

187. Add the facility details for the customer and click **Next**. The *Collateral* page appears.

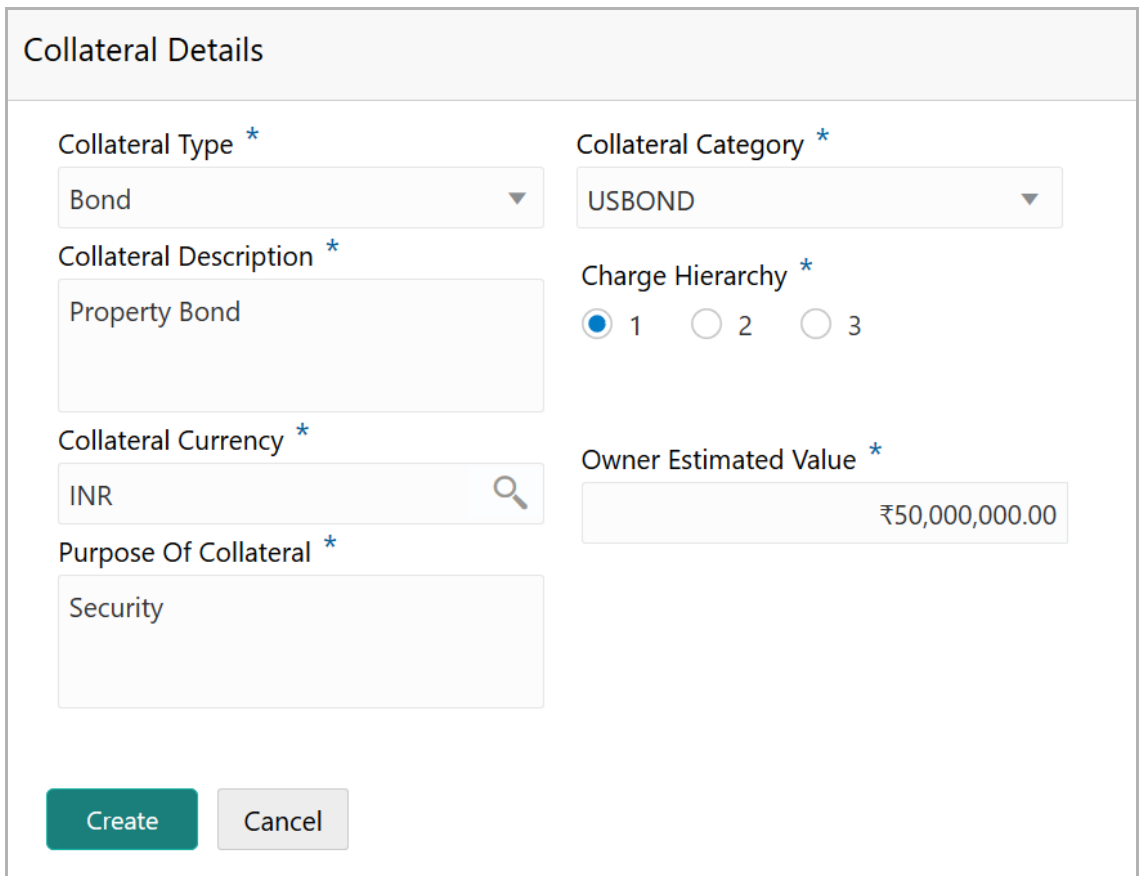
## Collateral

You can add collateral details of the customer prospect in this data segment, if the details are publicly available.

# Chapter 3 - Initiation



188. To add a collateral, click the add icon. The *Collateral Details* window appears.



189. Select the **Collateral Type** from the drop down list. The options available include but are not limited to:

- Account Receivables
- Accounts Contracts
- Aircraft

# Chapter 3 - Initiation

---

- Bill Of Exchange
- Bond
- Cash Collaterals
- Commercial Paper
- Commodity
- Corporate Deposits
- Crop
- Fund
- Guarantee
- Insurance
- Inventory
- Machine
- Miscellaneous
- Other Bank Deposits
- PDC
- Perishable
- Precious Metals
- Promissory Note
- Property
- Ship
- Stock
- Vehicle

190. Select the **Collateral Category** from the drop down list. Collateral categories are listed based on the selected collateral type.

191. Type the **Collateral Description**.

192. Choose the **Charge Hierarchy**.

193. Search and select the currency in which the collateral is evaluated from **Collateral Currency** search box.

194. Specify the **Owner estimated value** of the collateral.

195. Type the **Purpose Of Collateral**.

196. Click **Create**. Collateral details are added and listed as shown below.

# Chapter 3 - Initiation

Collaterals Screen ( 7 / 9 )

OFSSS

+ Add View Edit Delete

	Collateral Code: COL202480492 Collateral Value: \$5,000.00	Type: Vehicle Held Collateral Value: \$5,000.00	Category: Passenger Vehicle Collateral Status: Active	Collateral Currency: USD Document Status:
	Collateral Code: COL202480474 Collateral Value: \$500,000.00	Type: Vehicle Held Collateral Value: \$50,000.00	Category: Passenger Vehicle Collateral Status: Active	Collateral Currency: USD Document Status:

Page 1 of 1 ( 1 - 2 of 2 items ) K < 1 > X

Hold Back Next Save & Close Cancel



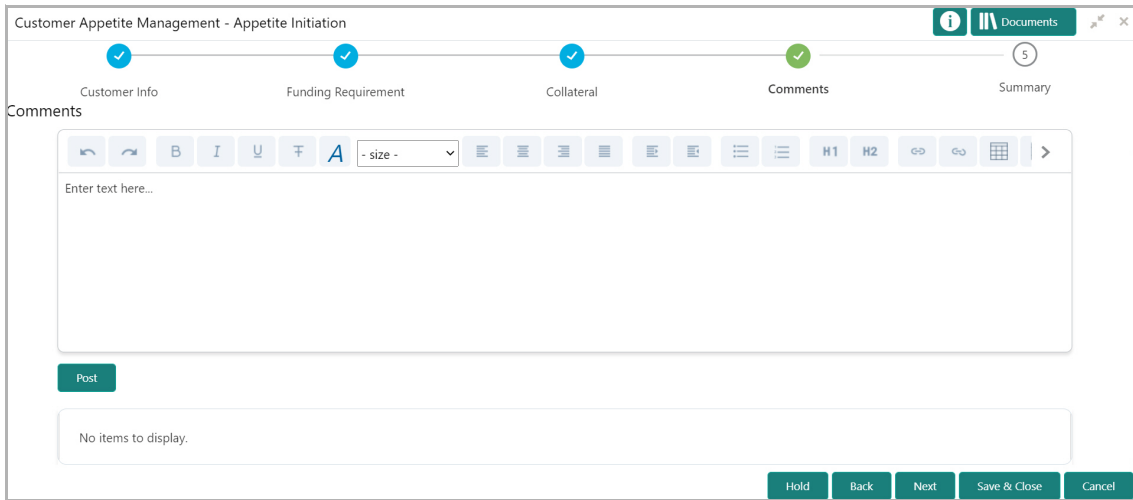
To add more collaterals, click the add icon again and provide the collateral details.

197. To view the collateral details, select the collateral record and click the **View** icon.
198. To modify the collateral details, select the collateral record and click the **Edit** icon.
199. To delete the collateral details, select the collateral record and click the **Delete** icon.
200. To add collaterals for the customer's child party, click the arrow next to the customer name in the top left corner. The customer list appears.
201. Select the required child party. *The Collaterals - [organization name] > [customer name]* page appears.
202. Click the Add icon and provide the collateral details.
203. After adding all the collaterals, click **Next**. The *Comments* page appears.

## Comments

In this data segment, you can mention anything about the appetite management application, such as the purpose of initiating appetite management process. Posting comments help the user of next stage to take better decision.

# Chapter 3 - Initiation

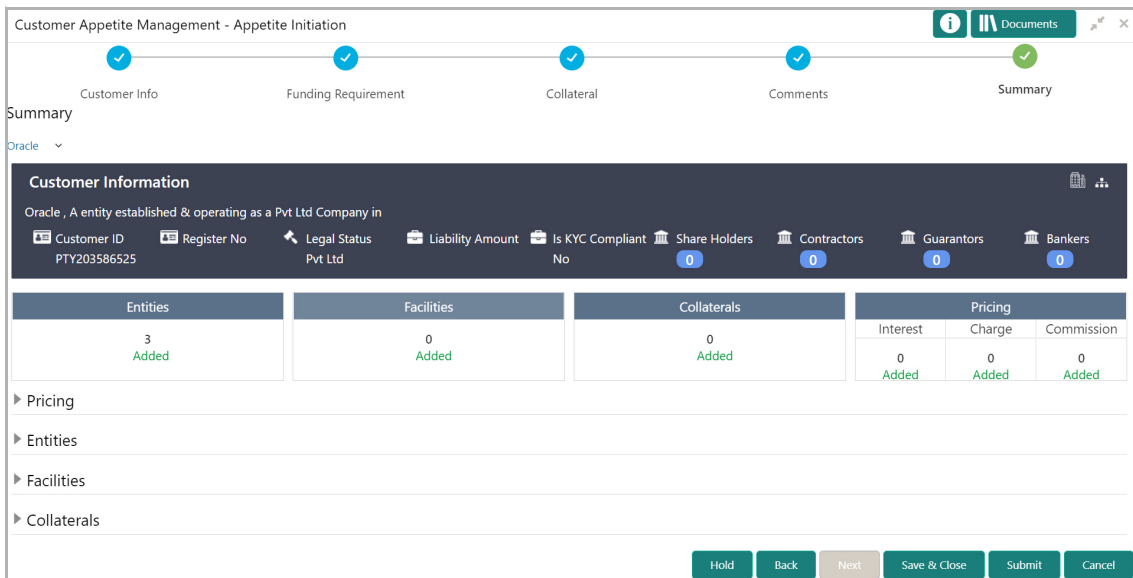


204. Type the necessary comments in the text box and click **Post**. Comment is posted.

205. To go to the next page, click **Next**. The *Summary* page appears.

## Summary

This data segment allows you to preview the details added in previous data segments.



206. To view the sector and industry information, click the industry icon in **customer information** section. The *Industry Details* window appears:

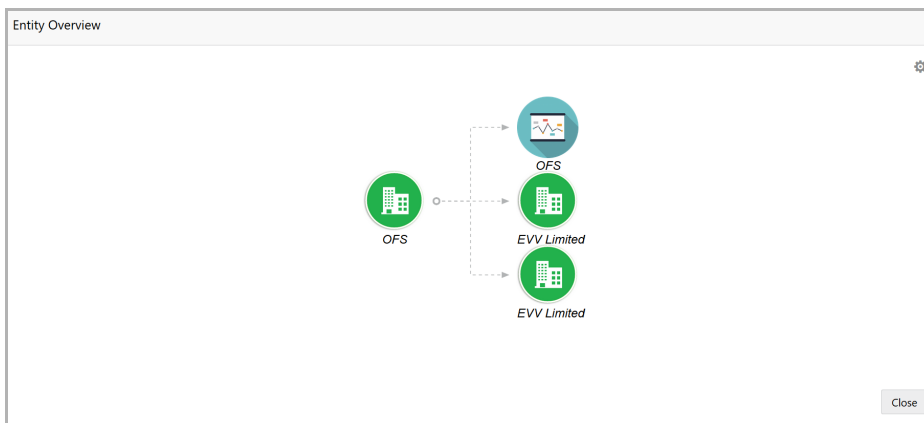


# Chapter 3 - Initiation

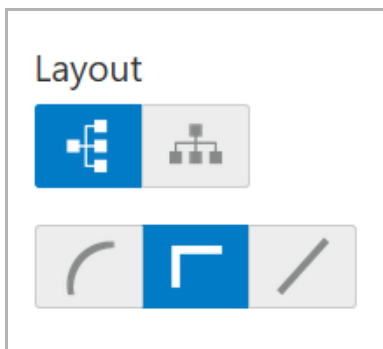
Industry Details			
Sectors	Industry Group	Industries	Sub Industries
Energy	Energy	Energy Equipment disconnect	Oil disconnect Drilling

207. Click **Close** to exit the *Industry Details* window.

208. To view the overview of the organization, click the entity overview icon in **Customer Information** section. *Entity Overview* window appears:

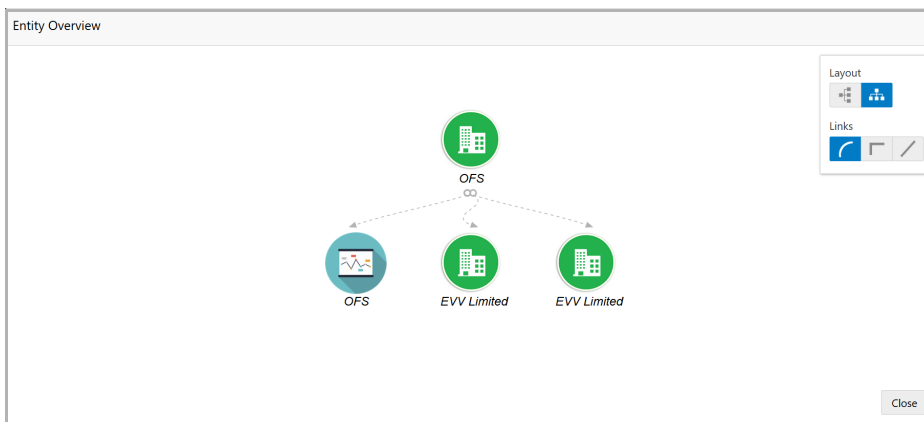


209. To change the layout of the entity overview, click the configuration icon at the top right corner. The *Layout* window appears:



210. Select the required layout. Entity Overview is changed to the selected layout as shown below.

# Chapter 3 - Initiation



211. To exit the *Entity Overview* window, click **Close**.

212. To expand **Pricing**, **Entities**, **Facilities** and **Collaterals** sections, click the number in respective count tables or click the triangle in each section.

213. To hold the Amendment Initiation task, click **Hold**.

214. To go back to the previous page, click **Back**.

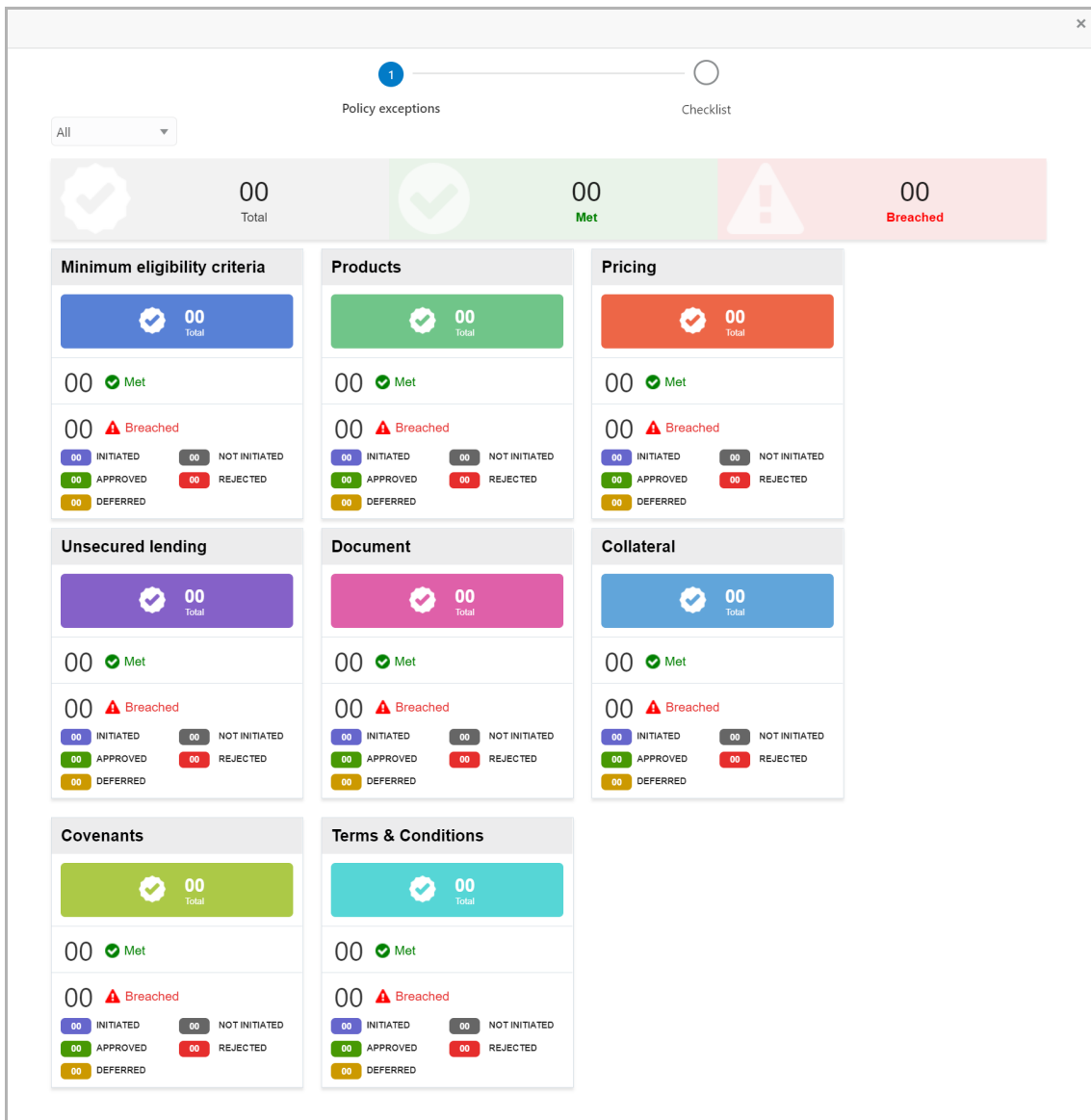
215. To save the captured information and exit the page, click **Save & Close**.

216. To submit the Appetite Management application to the Enrichment stage, click **Submit**.

217. To exit the page without saving the captured information, click **Cancel**.

Upon clicking **Submit**, the *Policy Exceptions / Business* window appears based on configuration:

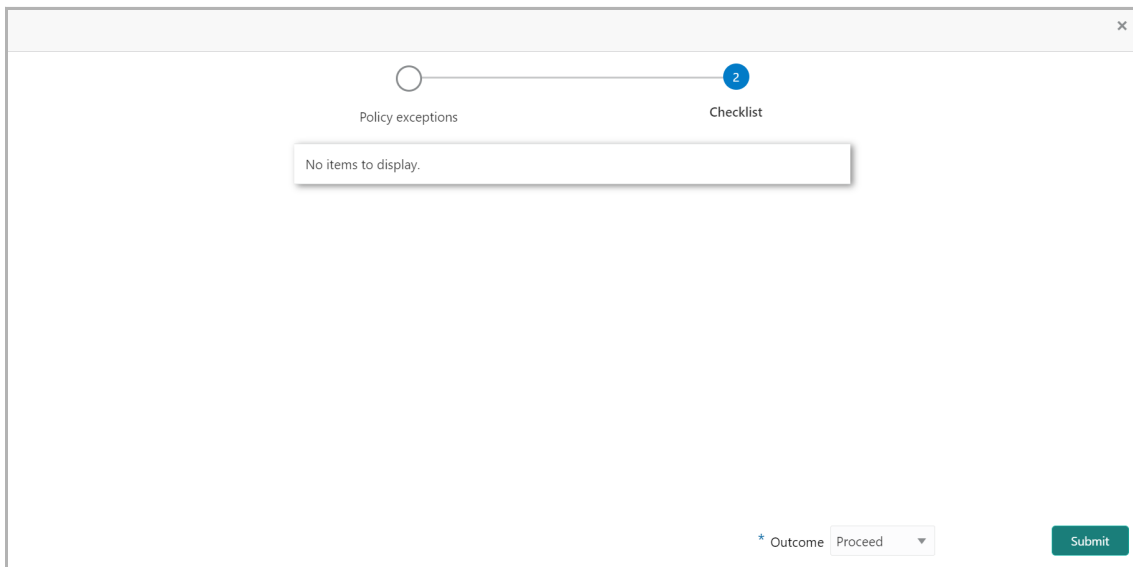
# Chapter 3 - Initiation



By default, policy exceptions are displayed for both the party and child parties. To view the policy exceptions for particular party / child party, select the required party / child party from the drop down list at top left corner.

218. After viewing policy exceptions or overrides, click the **Checklist** data segment.

# Chapter 3 - Initiation



In the above screen, the checklist for manual verification appears if it is maintained for this stage in Business Process Maintenance screen.

219. Manually verify all the checklist and enable the corresponding check box.
220. Select the **Outcome** as 'Proceed' and click **Submit**. The Appetite Management application is moved to the 'Enrichment' stage.

# Chapter 4 - Enrichment

## Enrichment

In this stage, the Appetite Management application can be further enriched by the user configured for this stage.

1. Navigate to **Tasks > Free Tasks** from the left menu. The *Free Tasks* page appears:

Action	Priority	Process Name	Process Reference Number	Application Number	Stage	Application Date
Acquire & Edit	Low	Customer Appetite Man...	APP203580510	APP203580510	Credit Analysis	20-12-23
Acquire & Edit	Low	Policy Amendment	PL20218063	APP203590542	Business Recommendation	
Acquire & Edit	Low	Credit Origination	APP203590530	APP203590530	Proposal Initiation	20-12-24
Acquire & Edit		Facility Review Process			Facility Review Enrichment	
Acquire & Edit	Low	Post Sanction Process	APP203590522	APP203590522	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590521	APP203590521	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590520	APP203590520	Docket Generation	20-12-24
Acquire & Edit		Group Concentration Li...	APP203520407	APP203520407	Manual Retry	20-12-17
Acquire & Edit		Facility Amendment	APPTSTCFAM	APPTSTCFAM	Amendment Enrichment	18-08-16
Acquire & Edit	Medium	Covenant Tracking	INS202012232459	INS202012232459	RM Response	18-04-13
Acquire & Edit	Low	Financial Institution On...	APP203560033	APP203560033	Initiation	20-12-21
Acquire & Edit	Low	Financial Institution Am...	APP35678990	APP35678990	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678990	APP35678990	Initiation	20-12-18

2. Acquire & Edit the required Appetite Management enrichment task. The *Summary* page appears.

## Summary

Customer Appetite Management - Enrichment

Summary Customer Info Write up Funding Requirement Collaterals Comments

Oracle

**Customer Information**

Oracle, A entity established & operating as a Pvt Ltd Company in

Customer ID: PTY203586525 Register No: Legal Status: Pvt Ltd Liability Amount: Is KYC Compliant: No Share Holders: 0 Contractors: 0 Guarantors: 0 Bankers: 0

Entities	Facilities	Collaterals	Pricing		
3 Added	0 Added	0 Added	Interest	Charge	Commission
			0 Added	0 Added	0 Added

► Pricing

► Entities

► Facilities

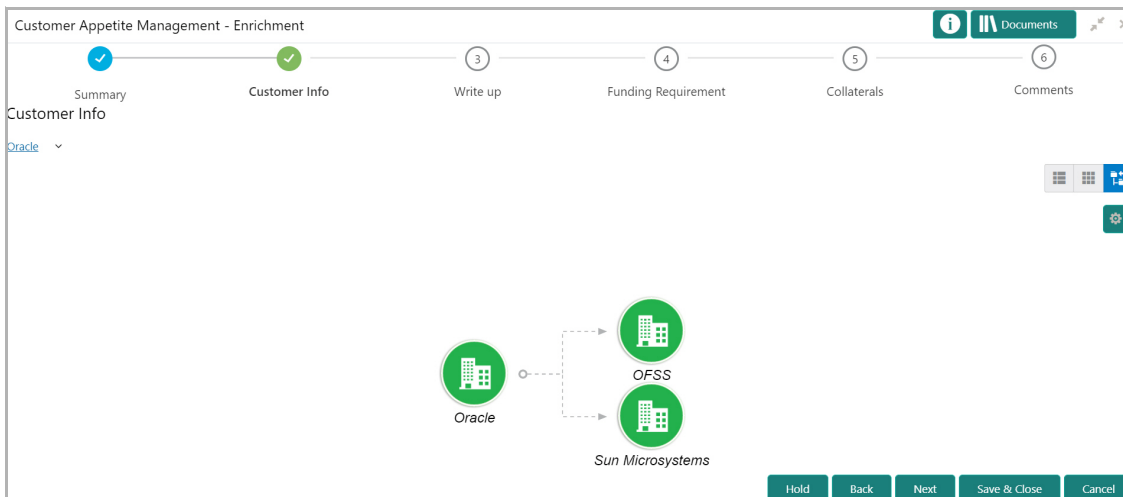
► Collaterals

Hold Back Next Save & Close Cancel

# Chapter 4 - Enrichment

3. Refer [“Summary” on page 43](#) for information on actions that can be performed in the *Summary* page.
4. After viewing the summary, click **Next**. The *Customer Info* page appears.

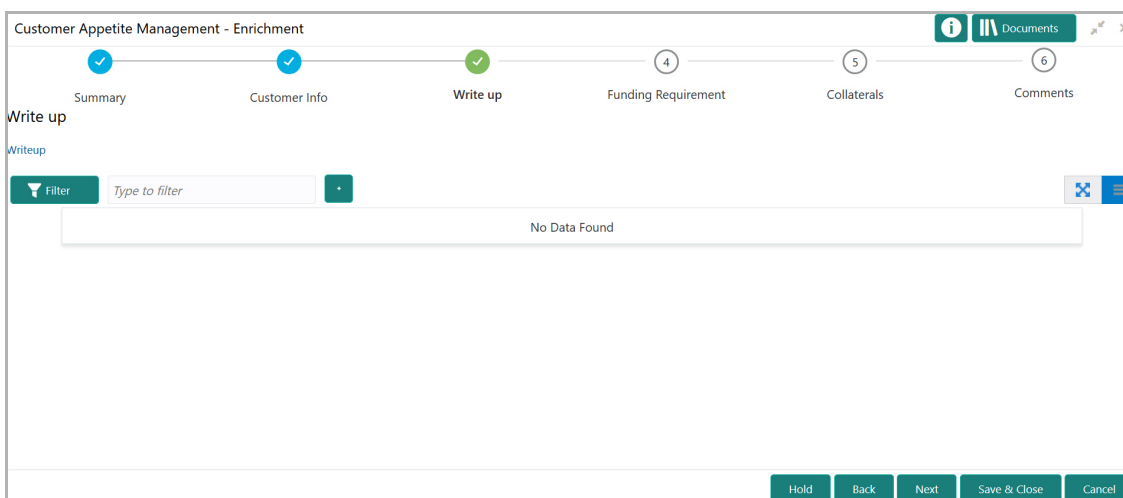
## Customer Info



5. Refer [“Customer Info” on page 49](#) for information on actions that can be performed in the *Customer Info* page.
6. After performing necessary actions, click **Next**. The *Write Up* page appears if it is configured in the Business Process Maintenance.

## Write up

In this data segment, you can add writeup for any of the writeup categories maintained in the system.



7. Click the add icon. The *Write Up* window appears:

# Chapter 4 - Enrichment

Writeup

Writeup Category \* BOVR   Business overview

- size -

Sample writeup

8. Click the search icon in the **Writeup Category** field. The *Fetch Writeup Category* window with the list of categories maintained in the Maintenance module appears:

Writeup Category

Writeup Category Code  Writeup Category Description

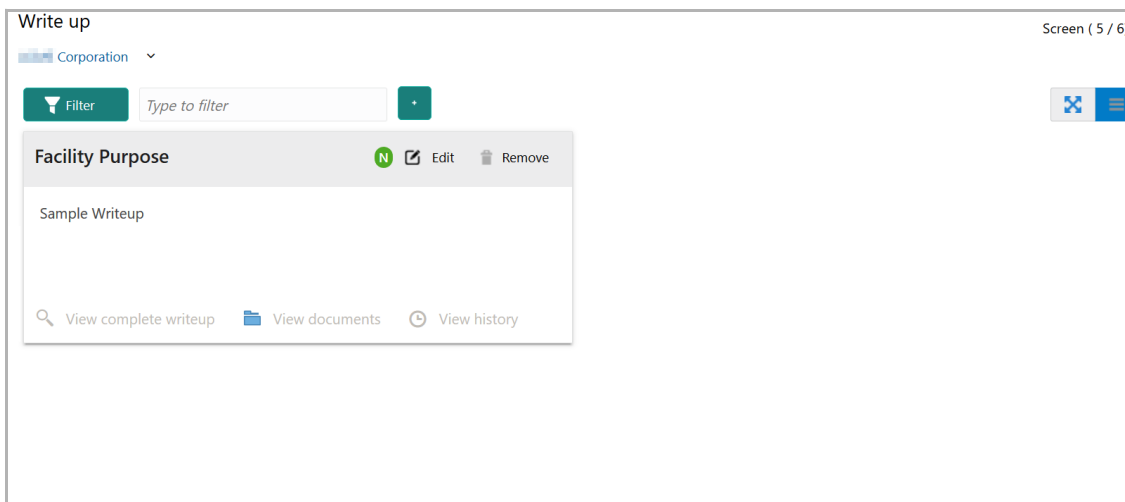
Writeup Category Code	Writeup Category Description
PURP	Facility Purpose
PRIC	Facility Pricing Writeup
F005	Facility Customer Relationship Writeup
MKTI	Market Intelligence
BOVR	Business overview
CALL	Call Report
PIPE	PIPELINE

Page  of 1 ( 1 - 7 of 7 items )

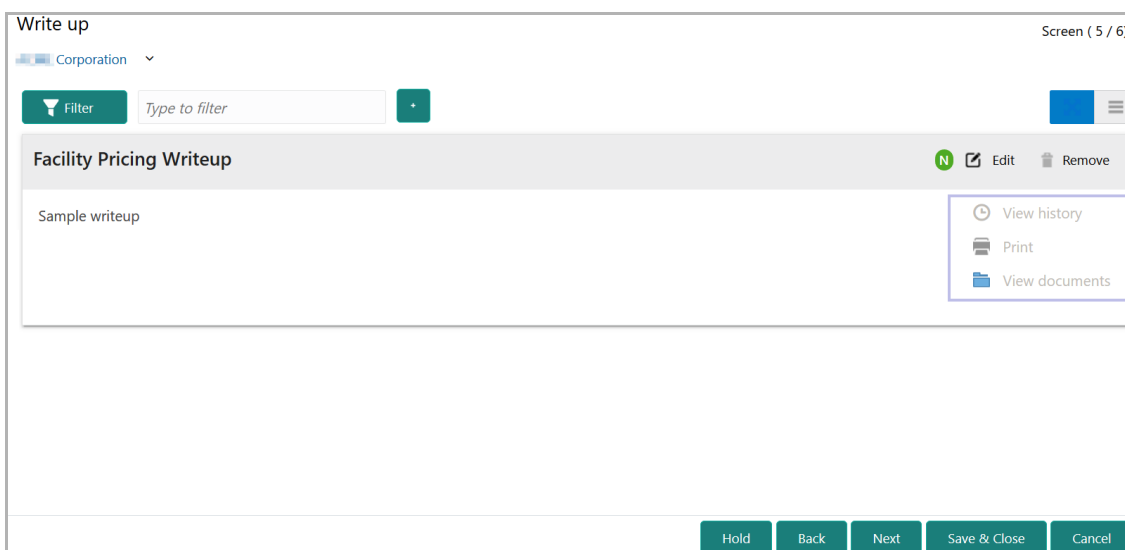
9. Click on the required category code. Selected code is displayed in the **Writeup Category** field.

10. Type the observations in the text box and click **Create**. The observations are added in the Write Up page as shown below:

# Chapter 4 - Enrichment



11. To change the layout of Write up data segment to the expanded view, click the Expanded View icon at the top right corner. The write up is expanded as shown below:



12. To modify the writeup, click the **Edit** icon and change the information.
13. To delete the writeup, click the **Remove** icon. A confirmation message appears.
14. Click **Yes**. The writeup is removed.
15. To view the writeup history, click the **View history** icon.
16. To print the write up, click the **Print** icon.

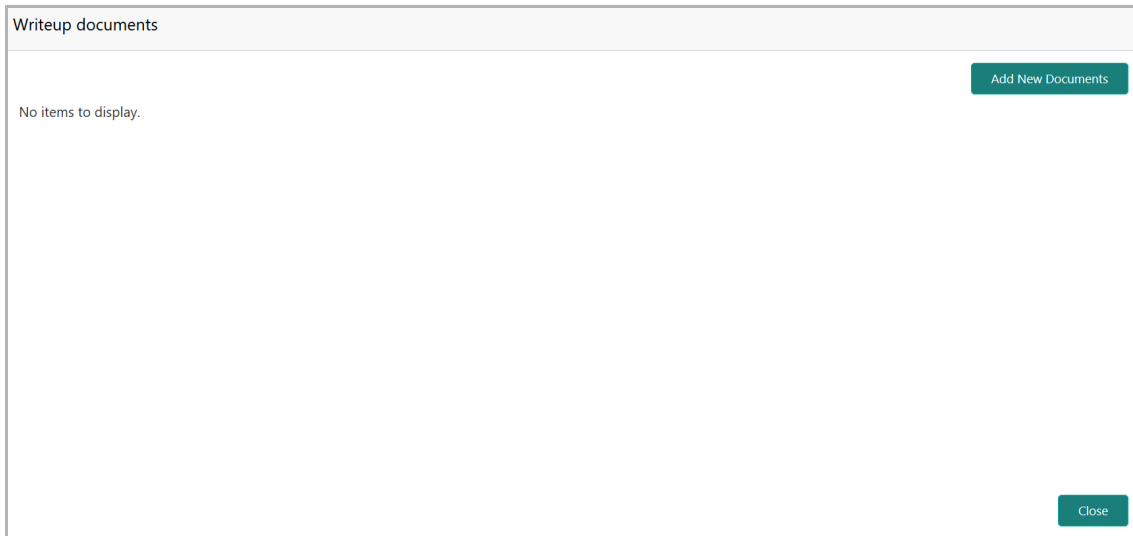


To print the write up from tile view, click the **View complete writeup** icon and then click the **Print** icon.

17. To attach / view writeup related documents, click **View Documents** icon. The following window appears:

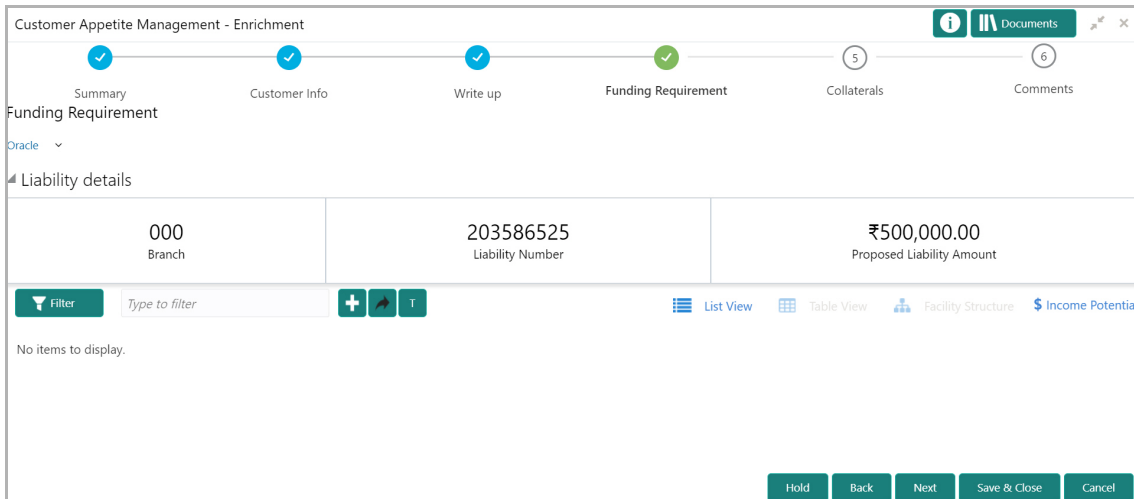


# Chapter 4 - Enrichment



18. To add new documents, click **Add New Documents**.
19. To exit the Writeup documents window, click **Close**.
20. To go to the next page, click **Next**. The *Funding Requirement* page appears.

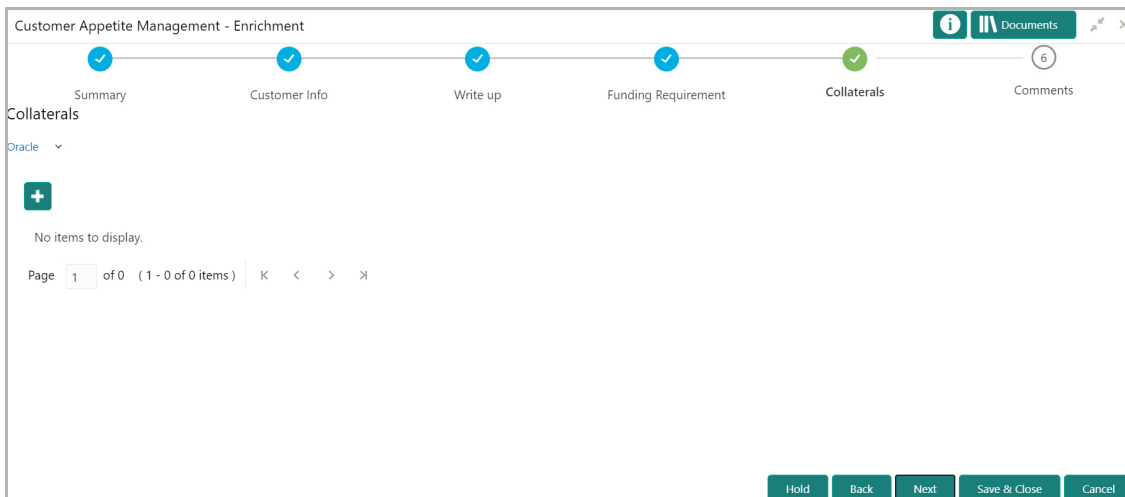
## Funding Requirement



21. Refer "[Funding Requirement](#)" on page 52 for information on managing liability and facilities.
22. After performing necessary actions in this page, click **Next**. The *Collaterals* page appears.

# Chapter 4 - Enrichment

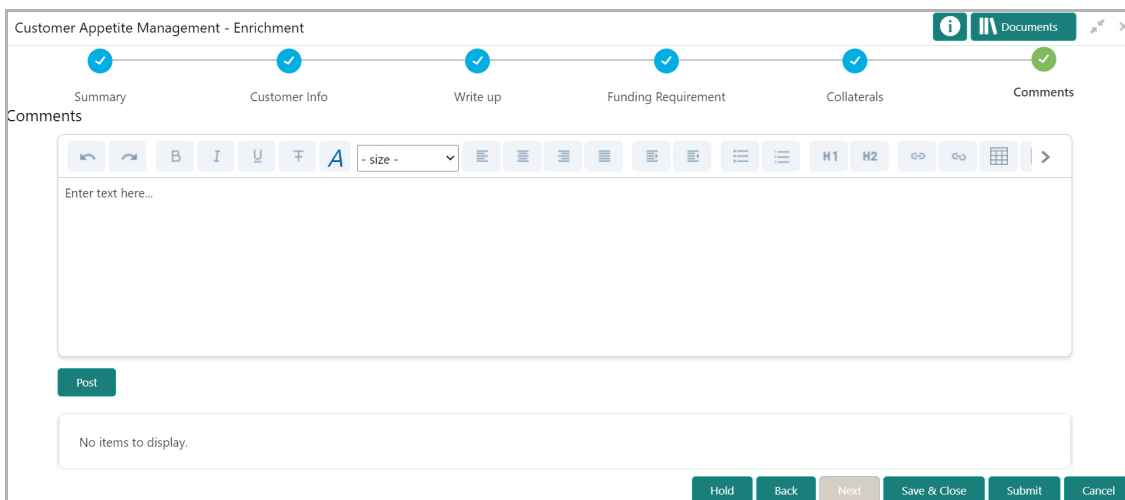
## Collaterals



23. Refer “[Collaterals](#)” on page 53 for information on managing collaterals.

24. After performing necessary actions in this page, click **Next**. The *Comments* page appears.

## Comments



25. Refer “[Comments](#)” on page 53 for information on posting comments.

The Outcomes available for selection in this stage are:

- Proceed
- Additional Info

If the **Outcome** is selected as ‘Proceed’, the Appetite Management application is moved to the Credit Analysis stage on clicking **Submit**.

# Chapter 4 - Enrichment

---

If the **Outcome** is selected as 'Additional Info', the Appetite Management application is sent back to the Initiation stage on clicking **Submit**.

# Chapter 5 - Credit Analysis

## Credit Analysis

In this stage, the Credit Officer can analyze all the dimensions of the customer prospect and determine their credit worthiness.



For performing questionnaire-based analysis in this stage, questionnaire must be maintained and linked to this stage using Questionnaire Details and Questionnaire Process Linkage Maintenance.

Refer **Credit Facilities Process Maintenance User Manual** for information on Questionnaire Details and Questionnaire Process Linkage Maintenance.

1. Navigate to **Tasks > Free Tasks** from the left menu. The *Free Tasks* page appears.

Action	Priority	Process Name	Process Reference Number	Application Number	Stage	Application Date
Acquire & Edit	Low	Customer Appetite Man...	APP203580510	APP203580510	Credit Analysis	20-12-23
Acquire & Edit	Low	Policy Amendment	PL20218063	APP203590542	Business Recommendation	
Acquire & Edit	Low	Credit Origination	APP203590530	APP203590530	Proposal Initiation	20-12-24
Acquire & Edit		Facility Review Process			Facility Review Enrichment	
Acquire & Edit	Low	Post Sanction Process	APP203590522	APP203590522	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590521	APP203590521	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590520	APP203590520	Docket Generation	20-12-24
Acquire & Edit		Group Concentration Li...	APP203520407	APP203520407	Manual Retry	20-12-17
Acquire & Edit		Facility Amendment	APPTSTCFAM	APPTSTCFAM	Amendment Enrichment	18-08-16
Acquire & Edit	Medium	Covenant Tracking	INS202012232459	INS202012232459	RM Response	18-04-13
Acquire & Edit	Low	Financial Institution On...	APP203560033	APP203560033	Initiation	20-12-21
Acquire & Edit	Low	Financial Institution Am...	APP35678990	APP35678990	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678900	APP35678900	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP203560474	APP203560474	Initiation	20-12-17

2. **Acquire & Enrich** the required Credit Analysis task. The *Appetite Summary* page appears.

## Appetite Summary

# Chapter 5 - Credit Analysis

**Customer Information**  
Oracle - A Domestic entity established & operating as a Pvt Ltd Company in  
Customer ID: P7Y2122481 | Register No: Pvt Ltd | Legal Status: Pvt Ltd | Liability Amount: \$0.00 | Is KYC Compliant: No | Share Holders: 0 | Contractors: 0 | Guarantors: 0 | Bankers: 0

**Head Room Summary**  
Appetite Currency: \$0.0 Funded | Total Liability Amount Proposed: \$100.0K Non Funded

**Facility Summary**  
Term Loan-20-25: \$100,00,000 (Requested)

**Collateral summary**  
Total collateral value: £0.00 | Customer LTV: 0%

**Covenants**  
Total Covenants: 0  
Newly Added: 0 Financial, 0 Non Financial  
Met: 0 Financial, 0 Non Financial  
Breached: 0 Financial, 0 Non Financial

**Terms & conditions**  
Total terms and Conditions: 0  
Newly added: 0 Pre disbursement, 0 Post disbursement  
Met: 0 Pre disbursement, 0 Post disbursement  
Breached: 0 Pre disbursement, 0 Post disbursement

**Basic Info**  
Know the Company's Strength, Weakness, Opportunities & Threat (SWOT) - ENBICH

**Management Team** - ENBICH

**Industry Performance Details**  
Overview of the Industry Performance - ENBICH

**Trading Operations** - ENBICH

**Rating Analysis** (2018)  
AAA Moody's - Positive Outlook

**Marketshare** - ENBICH

**Financial Performance** - ENBICH

**Credit Scoring** - ENBICH

**Peer Analysis** - ENBICH

# Chapter 5 - Credit Analysis

---



For information on actions that can be performed in this page, refer Credit 360 User Manual.

## Credit Analysis

In this data segment, the following details of the customer prospect can be captured and analyzed:

- Basic Info
- Management Team
- Industry Performance Details
- Trading Operations
- Rating Analysis
- Marketshare
- Financial Performance
- Credit Scoring
- Peer Analysis

# Chapter 5 - Credit Analysis

Customer Appetite Management - Credit Analysis

Appetite Summary | Credit Analysis | Comments

Credit Analysis

Basic Info

Know the Company's Strength, Weakness, Opportunities & Threat (SWOT)

ENRICH

Management Team | Industry Performance Details

Enrich | Overview of the Industry Performance | ENRICH

Trading Operations | Rating Analysis

Overview of the Trading Operations of the Company | ENRICH

2019

AAA  
Moody's

Positive Outlook

Marketshare | Financial Performance

Displaying the Industry Groups the Client is operating in and the respective Market Share | ENRICH

Enrich

Credit Scoring | Peer Analysis

Enrich | Enrich

Hold | Back | Next | Save & Close | Cancel

## Basic Info

This tile allows you to add basic information, such as Strength, Weakness, Opportunity, and Threat, of the corporate prospect.

# Chapter 5 - Credit Analysis

3. Click **Enrich**. The SWOT Analysis window appears.

### SWOT Analysis

#### Strengths

Strength 1 \*

+ Add More

#### Weaknesses

Weakness 1 \*

+ Add More

#### Opportunities

Opportunity 1 \*

+ Add More

#### Threats

Threat 1 \*

+ Add More



# Chapter 5 - Credit Analysis

4. Specify the Strength, Weakness, Opportunity, and Threat in corresponding fields.

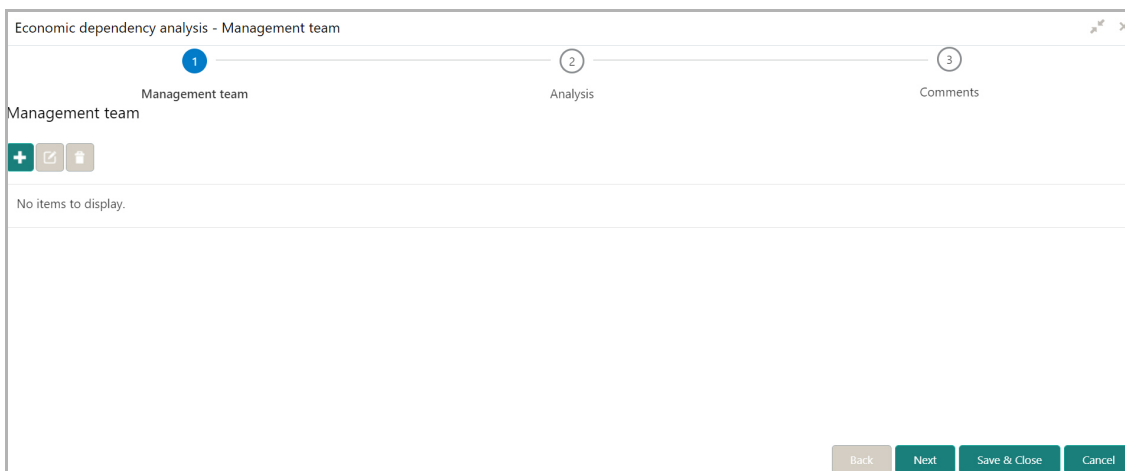
You can add any number of Strength, Weakness, Opportunity, and Threat by clicking **+** **Add More** option under each field.

5. Click **Save**. Details are added and displayed in **Basic Info** tile.

## Management Team

This tile allows you to add and analyze details about the customer prospect's management team.

6. Click **Enrich**. The following page appears:



### **Adding Management Details**

7. To add the Management detail, click the add icon. The *New Board Member* window appears:

# Chapter 5 - Credit Analysis

New Board Member

Name *	Shareholding percentage *	Majority shareholder	Director since
Thomas	12	<input checked="" type="checkbox"/>	Mar 31, 2010
Highest educational qualification *	Years in industry *	Years of association *	Department associated with *
Doctoral Degree	20	11	General Management
Part of Board	Board member since	Board member till	Is employee
<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>
Employee ID	Part of promoter group	Is family member of promoter	Roles
47996	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Board member in other companies	Director in other companies		
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		

▶ Address details

DIN Number	Director Since	Executive Position
45533333	Mar 31, 2010	<input checked="" type="checkbox"/>

▶ Board Member in Other Companies

▶ Director in Other Companies

▶ Our Customer

Save Cancel

8. Type the **Name** of the management personnel.
9. Specify the management personnel's **Shareholding percentage** in the customer prospect organization.
10. If the management personnel is a majority shareholder in your customer prospect organization, enable the **Majority shareholder** switch.
11. In **Director since** field, search and select the date from which the management personnel is in your customer prospect organization.
12. Select the management personnel's **Highest educational qualification** from the drop down list.
13. In the **Years in industry** field, specify the management personnel's years of experience in this industry.
14. Specify the management personnel's **Years of association** with your customer prospect organization.
15. Select the management personnel's department from the **Department associated with** drop down list.
16. If the management personnel is a board member, enable the **Part of Board** switch.
17. If the **Part of Board** switch is enabled, select **Board member since** and **Board member till** dates in the respective fields.
18. If the management personnel is an employee, enable the **Is employee** switch.
19. If the **Is employee** switch is enabled, specify the management personnel's **Employee ID**.

# Chapter 5 - Credit Analysis

- 20. If the management personnel is a part of the promoter group, enable the **Part of promoter group** switch.
- 21. If the management personnel is a family member of the promoter group, enable the **Is family member of promoter** switch.
- 22. Describe the **Roles** of the management personnel.
- 23. If the management personnel is a board member in other companies, enable the **Board member in other companies** switch.
- 24. If the management personnel is a director in other companies, enable the **Director in other companies** switch.

In the **Address detail** section:

- 25. Specify the management personnel identification number in the **DIN number** field.
- 26. If the management personnel is in executive position, enable the **Executive position** switch.

In the **Board member in other companies** section:

- 27. Type the **Name of the other company**.
- 28. In the **Board member since** field, search and select the date from which the management personnel is board member in the mentioned company.
- 29. Specify the management personnel's **Shareholding percentage** in the other company.
- 30. If the management personnel is a Promoter in other company, enable the **Promoter** switch.
- 31. Click **Add**. Details are added as shown below:

# Chapter 5 - Credit Analysis

Board member in other companies

Name of the company \*

Board member since \*

Shareholding percentage \*

Promoter

Add Clear

Company name	: [redacted]	Board member since	: 70-01-01
Shareholding percentage	: 9%	Promoter	: Yes

Page 1 of 1 (1 of 1 items) < > 1 >

In the **Director in other companies** section:

Director in other companies

Name of the company \*

Director since \*  
May 2, 2018

Shareholding percentage \*  
24

Promoter

Add Clear

No items to display.

32. Type the **Name of the company**.
33. In the **Director since** field, search and select the date from which the management personnel is Director in the other company.
34. Specify the management personnel's **Shareholding percentage** in the other company.
35. If the management personnel is a Promoter in other company, enable the **Promoter** switch.
36. Click **Add**. Details are added as shown below:

Director in other companies

Name of the company \*

Director since \*

Shareholding percentage \*

Promoter

Add Clear

Company name	: [redacted]	Director since	: 18-05-02
Shareholding percentage	: 24%	Promoter	: Yes

Page 1 of 1 (1 of 1 items) < > 1 >

In the **Our Customer** section:

# Chapter 5 - Credit Analysis

Our customer

Internal rating Default Grading 1	Is borrower <input checked="" type="checkbox"/>	Currency USD	Total exposure \$60,000,000.000
Deposit account held * <input checked="" type="checkbox"/>	No of deposit accounts 3	Currency USD	Total deposit amount \$90,000,000.000

37. Select your bank's **Internal rating** for the management personnel.
38. If the management personnel is a borrower in your bank, enable the **Is borrower** switch.
39. Search and select the **Currency** for total exposure.
40. Specify the management personnel's **Total exposure** amount in your bank.
41. If the management personnel holds a deposit account in your bank, enable the **Deposit account held** switch.
42. If the Deposit account held switch is enabled, specify the **No of deposit accounts** maintained by the management personnel.
43. Search and select the **Currency** for the total deposit amount.
44. Specify the **Total deposit amount** in the management personnel's deposit account.
45. Click **Save** in the *New Board Member* window. Management personnel details are added and displayed in the *Management Team* page.
46. To Edit, Delete or View the added management details, click the hamburger icon in required item and select the corresponding option.



You can alternatively use the edit and delete icons beside the add icon to modify and delete the management detail.

To modify and delete the management detail using these icons, select the record from the list and then click the corresponding icon.

## **Analyzing Management Details**

47. To analyze the management details, click **Next** in the *Management Team* page. The Analysis page appears:

# Chapter 5 - Credit Analysis

Economic dependency analysis - Management team

Management team Analysis Comments

Analysis

Total Score 5 Score 5

1/4

Average experience of the management team in this sector

More than 20 years

Between 15 to 20 years

Between 10 to 15 years

Between 5 to 10 years

Up to 5 years

Comment

Back Next Save & Close Cancel

48. Select answer for all the questions. A score is generated for the management personnel based on the selected answers.



To view the next question, use right arrow at the side of the Analysis page.

49. Click **Next**. The *Comments* page appears:

Economic dependency analysis - Management team

Management team Analysis Comments

Comments

Enter text here...

Post

No items to display.

Back Next Save & Close Cancel

50. Type the overall Comments for the management team Analysis.

51. Click **Post**. Comments are posted below the **Comments** box.

52. Click **Save & Close**.

# Chapter 5 - Credit Analysis

## Industry Performance Details

This tile allows you to add industry performance details of your customer prospect.

53. Click **Enrich** in the **Industry Performance Details** tile. The following window appears:

Industry Performance Details

Revenue Growth Potential	Negative	10% - 15%	15% - 20%
Profitability Growth Potential	Negative	10% - 15%	15% - 20%
New Market Availability	No	Yes	
Raw Material Availability	No	Yes	
Government Initiative	Null	Average	Positive

Comments

Enter text here...

No items to display.

Save Cancel

54. Specify the following industry performance details:


- Revenue Growth Potential
- Profitability Growth Potential
- New Market Availability
- Raw Material Availability
- Government Initiative

55. **Post Comments** about the industry performance, if any.

56. Click **Save**. The details are updated and displayed in the **Industry Performance Details** tile as shown below.

# Chapter 5 - Credit Analysis

Industry Performance Details	
Revenue Growth Potential	15% - 20%
Profitability Growth Potential	10% - 15%
New Market Availability	Yes
Raw Material Availability	Yes
Government Initiative	Average

- 57. To update the captured comments alone, click  the comments icon and type the comments.
- 58. To modify the other details as well as the comments, click the edit icon and modify the necessary details.

## Trading Operations Details

The Trading Operations Details tile allows you to add and analyze details about your customer prospect's trading operations.

- 59. Click **Enrich** in the **Trading Operations Details** tile. The following window appears:

Trading Operations Details

Trading Operations Details Analysis Comments

Trading Operations Details

Geographical Spread - Operation Type Manufacturing

Top Products

Product \*  
Oil Refining Machinery

Approximate Sales Contribution \*  
\$2,500,000.00

% of Sales Contribution \*  
40

Add Cancel

No items to display.

Contribution by Region

Back Next Save & Close Cancel



# Chapter 5 - Credit Analysis

## Adding Trading Operations Details

60. Select the customer prospect trading **Operation Type**. The options available are: Manufacturing, Trading, and Services.

### Top Products

61. Specify the name of top **Product / Service** provided by the customer prospect.

62. Specify the **Approximate Sales Contribution** (amount) by the mentioned product / service.

63. Specify the **% of Sales Contribution** by the mentioned product / service.

64. Click **Add**. The details are added and displayed at the right side as shown below:

The screenshot shows the 'Trading Operations Details' window with three tabs: 'Trading Operations Details' (selected), 'Analysis', and 'Comments'. The 'Top Products' section is active, displaying a table with one row: 'Oil Refining Machinery' with an approximate sales contribution of \$2,500,000.00 and a 40% sales contribution. The 'Add' button is highlighted in green.

65. To update or delete the added details, select the record from the right side. The system displays the **Update** and **Delete** buttons as shown below:

The screenshot shows the 'Trading Operations Details' window with the same three tabs. The 'Top Products' section now displays a table with one row: 'Flexcube' with an approximate sales contribution of \$500,000,000.00 and a 12% sales contribution. The 'Update' and 'Delete' buttons are highlighted in green.

66. Click the required button.

# Chapter 5 - Credit Analysis

## Contribution by Region

67. To add region-wise contribution details, expand the **Contribution by Region** section.

Trading Operations Details

Trading Operations Details

Contribution by Region

Year \*  
2020

Region \*  
JAPAC

Approximate Sales Contribution \*  
\$18,000,000.00

% of Sales Contribution \*  
20

Add Cancel

No items to display.

Back Next Save & Close Cancel

68. Select the **Year** for which the sales contribution details are to be added.

69. Specify the **Region** for which the sales contribution details are to be added.

70. Specify the **Approximate Sales Contribution** (amount) identified in the mentioned region.

71. Specify the **% of Sales Contribution** identified in the mentioned region.

72. Click **Add**. The details are added and displayed at the right side as shown below:

Trading Operations Details

Trading Operations Details

Contribution by Region

Year \*  
2020

Region \*

Approximate Sales Contribution \*

% of Sales Contribution \*

Add Cancel

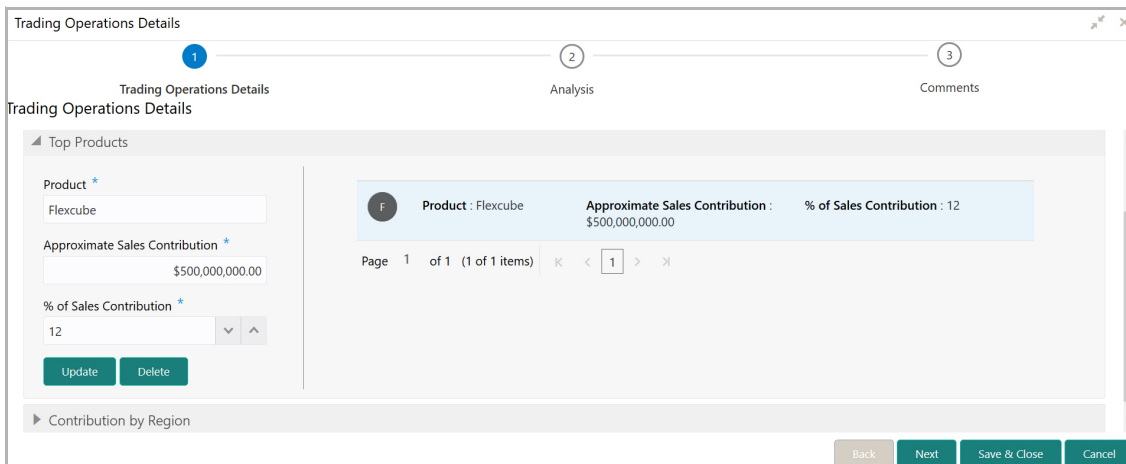
1 Year : 2020 Region : JAPAC Approximate Sales Contribution : \$18,000,000.00 % of Sales Contribution : 20

Page 1 of 1 (1 of 1 items) < 1 >

Back Next Save & Close Cancel

73. To update or delete the added details, select the record from the right side. The system displays the **Update** and **Delete** buttons as shown below:

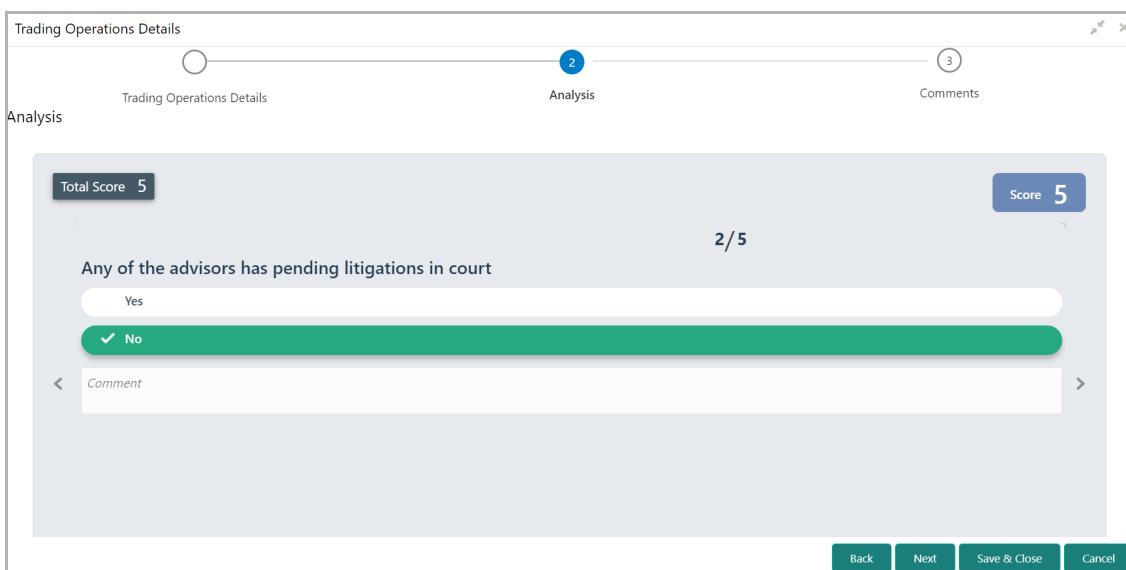
# Chapter 5 - Credit Analysis



74. Click the required button.

## Analyzing Trading Operations Details

75. To analyze the trading operations details, click **Next** in the *Trading Operations Details* page. The Analysis page appears:



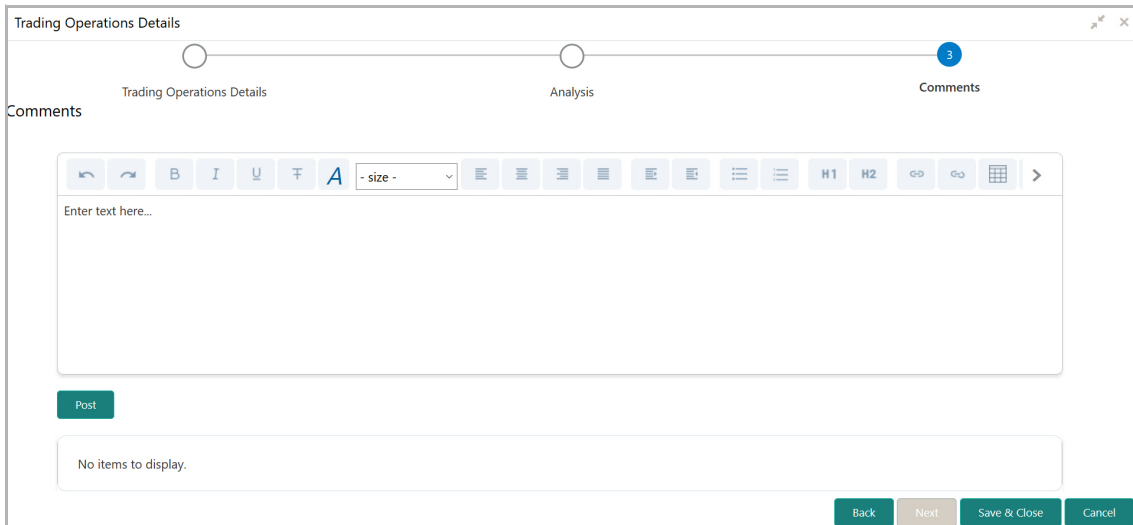
76. Select answer for all the questions. A score is generated for the customer prospect's trading operations based on the selected answers.



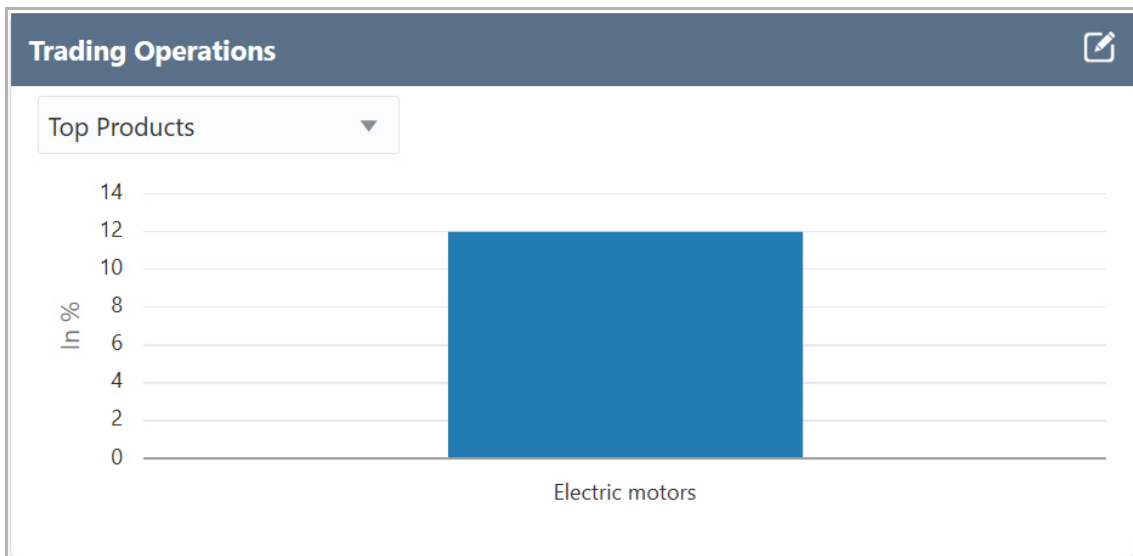
To view the next question, use right arrow at the side of the Analysis page.

77. Click **Next**. The *Comments* page appears:

# Chapter 5 - Credit Analysis



78. Type the overall Comments for the trading operations Analysis.
79. Click **Post**. Comments are posted below the **Comments** box.
80. Click **Save & Close**. The details are updated and displayed in the **Trading Operations** tile as shown below.



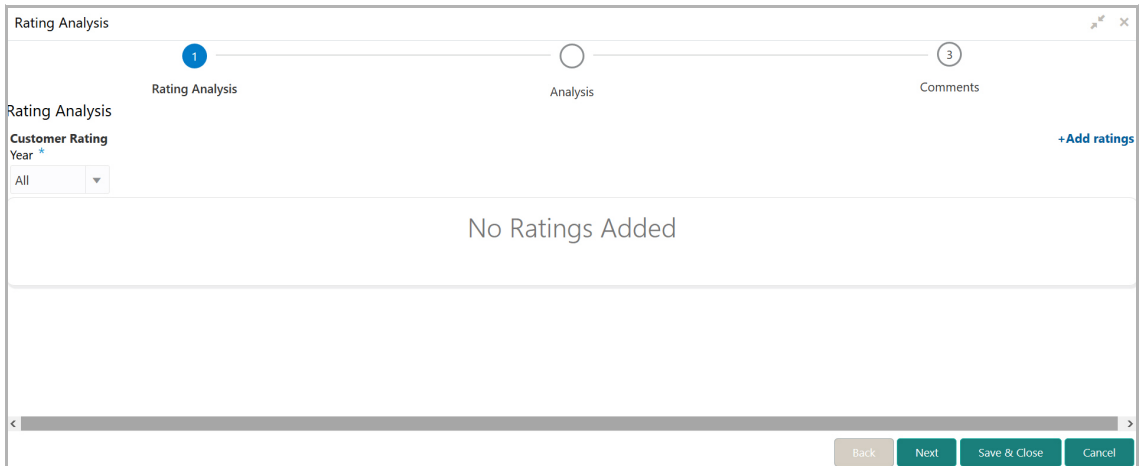
In the above tile, you can filter the trading operation details by selecting required option from the drop down list at top left corner. The options available for selection are: **Top Products** and **Contribution by Region**.

## Rating Analysis

This tile allows to add rating details of your customer prospect. You can add rating details for different financial years and perform questionnaire-based rating analysis.

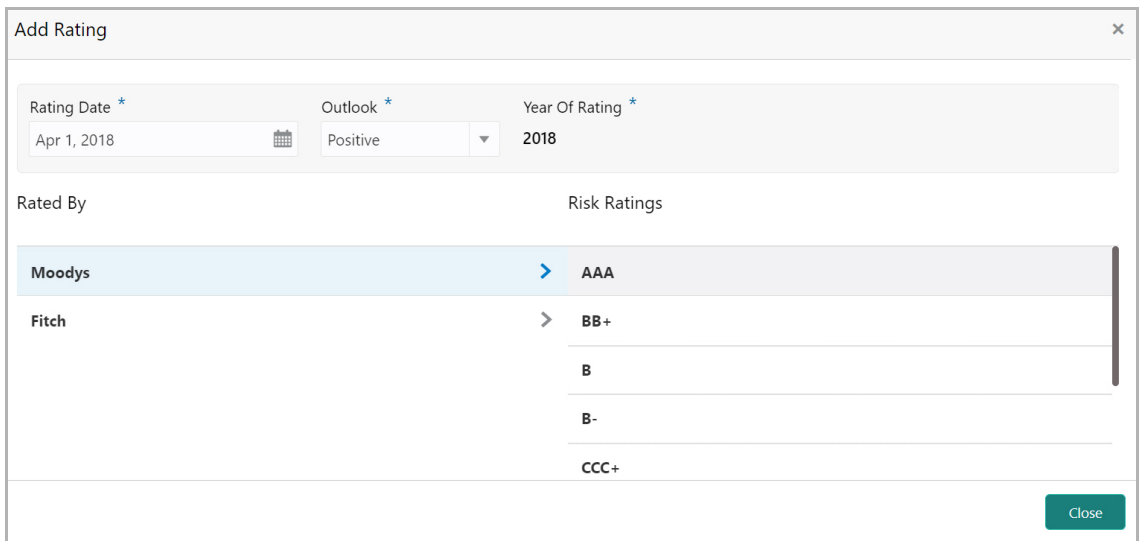
81. Click **Enrich** in the **Rating Analysis** tile. The *Rating Analysis* page appears:

# Chapter 5 - Credit Analysis



## Adding Rating Details

82. To add rating details, click **+Add ratings** at the top right corner. The *Add Rating* window appears:



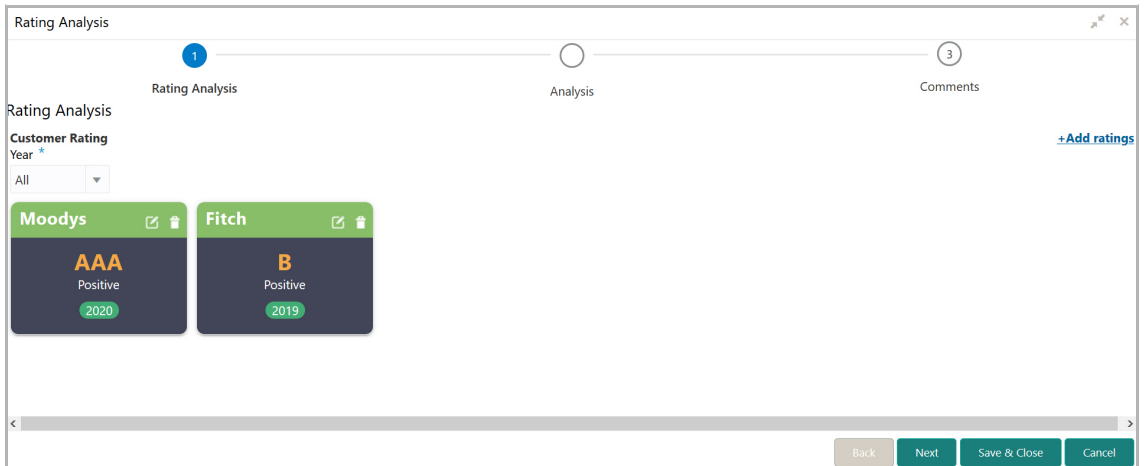
83. Select the following details:

- Rating Date
- Outlook
- Rated By
- Risk Ratings

The **Year Of Rating** is automatically populated based on the selected **Rating Date**.

Upon selection of the above details, the rating is added and displayed as shown below:

# Chapter 5 - Credit Analysis



84. To filter the rating based on year of rating, select the required year from the **Year** drop down list.

85. To modify the added rating, click the edit icon and change the required details.

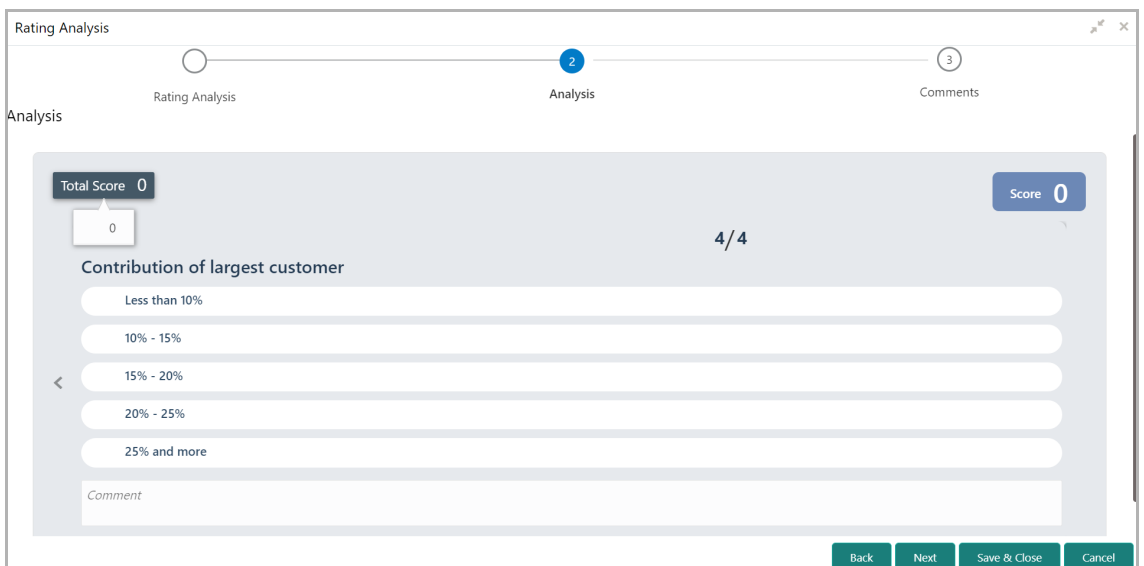
86. To delete the added rating, click the delete icon.



If the customer prospect is rated by different rating firms, add all the rating information by clicking **+Add ratings**.

## Analyzing Customer Prospect Rating

87. To analyze the customer prospect rating, click **Next** in the *Rating Analysis* page. The *Analysis* page appears:



# Chapter 5 - Credit Analysis

88. Select answer for all the questions. A score is generated for the customer prospect ratings based on the selected answers.



To view the next question, use right arrow at the side of the Analysis page.

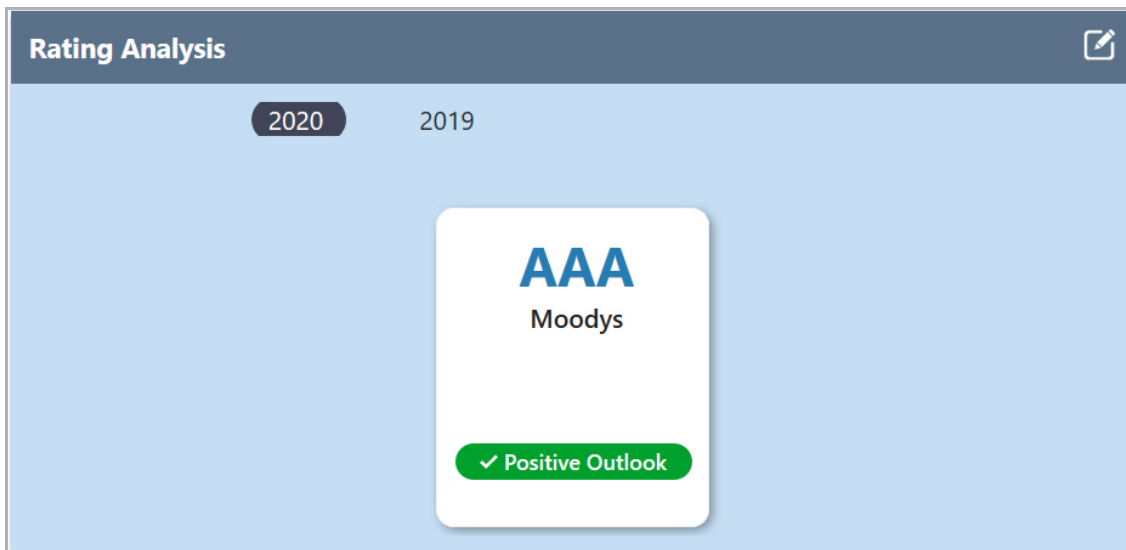
89. Click **Next**. The *Comments* page appears:

90. Type the overall Comments for the rating analysis.

91. Click **Post**. Comments are posted below the **Comments** box.

92. Click **Save & Close**. The details are updated and displayed in the **Rating Analysis** tile as shown below.

# Chapter 5 - Credit Analysis



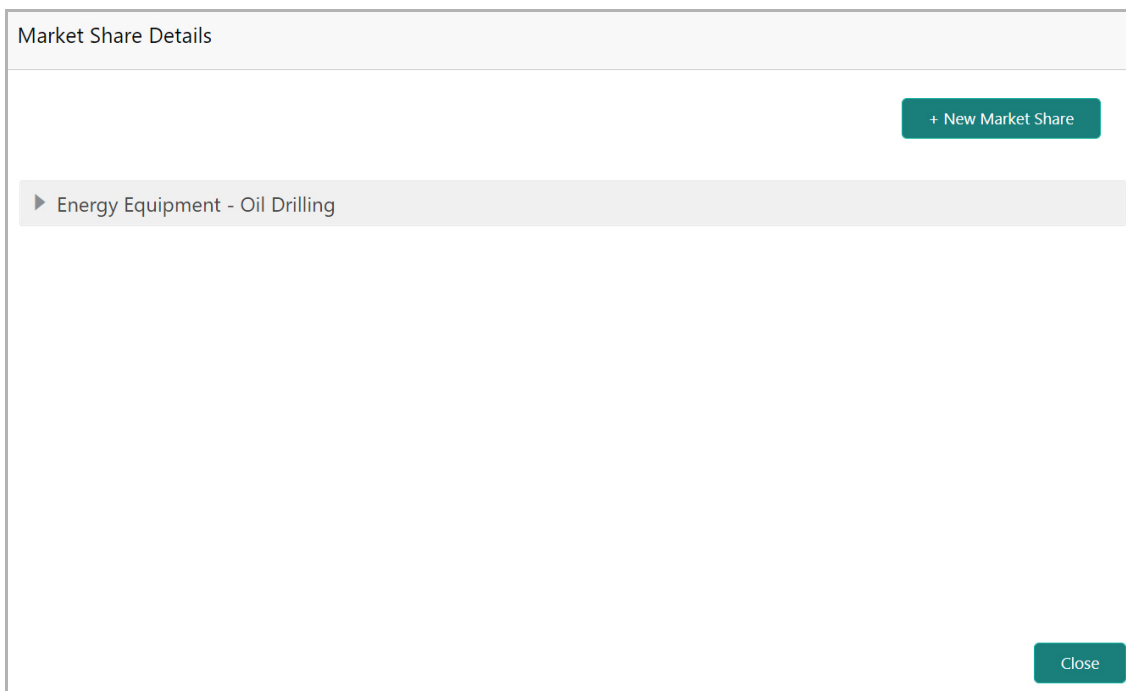
93. Click the required year to view ratings captured for that year.

94. To modify the rating details, click  the edit icon and make necessary changes.

## Marketshare

This tile allows you to add details about your customer prospect's market-share in their industry.

95. Click **Enrich** in the **Marketshare** tile. The *Market Share Details* window appears:





# Chapter 5 - Credit Analysis

96. Click **+New Market Share**. The following window appears:

New Market Share

Year  
2020

Sub Industry  
Oil Drilling

Sector  
Energy

Industry Group  
Energy

Industry  
Energy Equipment

Market Percent  
20

Growth Percent  
50

Total Contribution  
\$500,000,000.00

Save Close

97. Specify the **Year** for which the market share details are to be added.

98. Select the **Sub Industry** from the drop down list. **Sector**, **Industry Group**, and **Industry details** get defaulted based on selected Sub Industry.

99. Specify the customer prospect's **Market Percent**, **Growth Percent**, and **Total Contribution** in the market.

100. Click **Save**. Details are added and displayed as shown below:

# Chapter 5 - Credit Analysis

Market Share Details

+ New Market Share

Energy Equipment - Oil Drilling

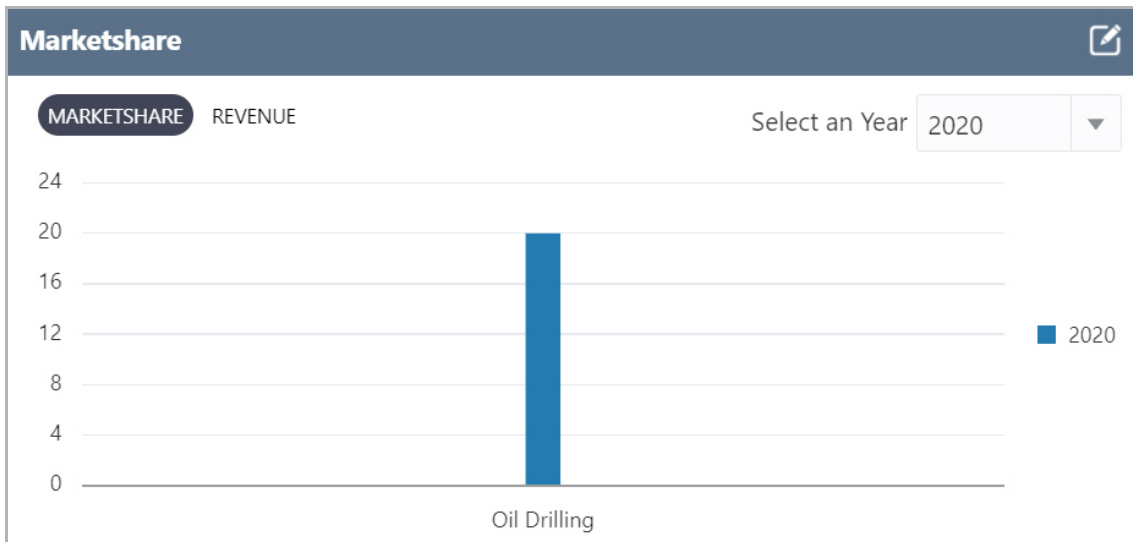
2020	2020	2019
Marketshare %	Marketshare %	Marketshare %
Growth %	Growth %	Growth %
Approx. Sales Contribution	Approx. Sales Contribution	Approx. Sales Contribution
\$500,000,000.00	\$566.00	\$10,000.00

Close

101. To modify the market share details, click **Edit** and make necessary changes.

102. To add market share details for another year, click **+ New Market Share** and perform the above steps.

103. To exit the Market Share Details window, click **Close**.



In the **Marketshare** tile, you can view the marketshare details for a particular year by selecting the year from the **Select an Year** drop down list.

# Chapter 5 - Credit Analysis

## Financial Performance

This tile allows you to add financial details of your customer prospect and analyze their financial performance.

104. Click **Enrich** in the **Financial Performance** tile. The *Financial Performance Analysis* page appears:

Financial Performance Analysis

1 Financial Performance 2 Analysis 3 Comments

Financial Performance

+ [Share] [Trash]

No items to display.

Back Next Save & Close Cancel

### Adding Financial Performance Details

105. Click the add icon. The following window appears:

Financial Performance

Year FY2019-2020

Shareholder's Equity \$30,000.00

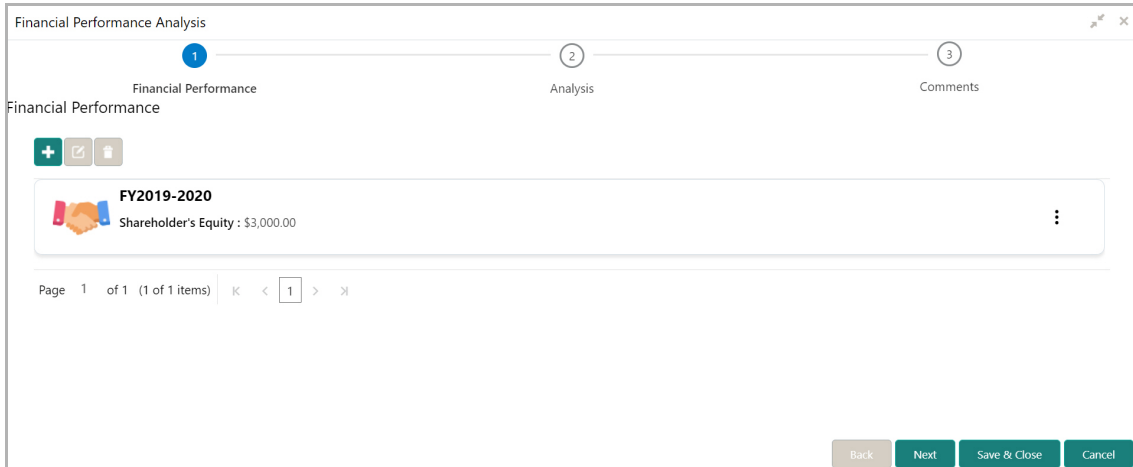
Save Cancel

106. Select the financial **Year** for which the financial performance details are to be added.

107. Specify the customer prospect's **Shareholder's Equity** for the selected financial year.

# Chapter 5 - Credit Analysis

108. Click **Save**. The details are added and displayed as shown below:



109. To Edit, Delete or View the added financial performance details, click the hamburger icon in the corresponding record and select the required option.

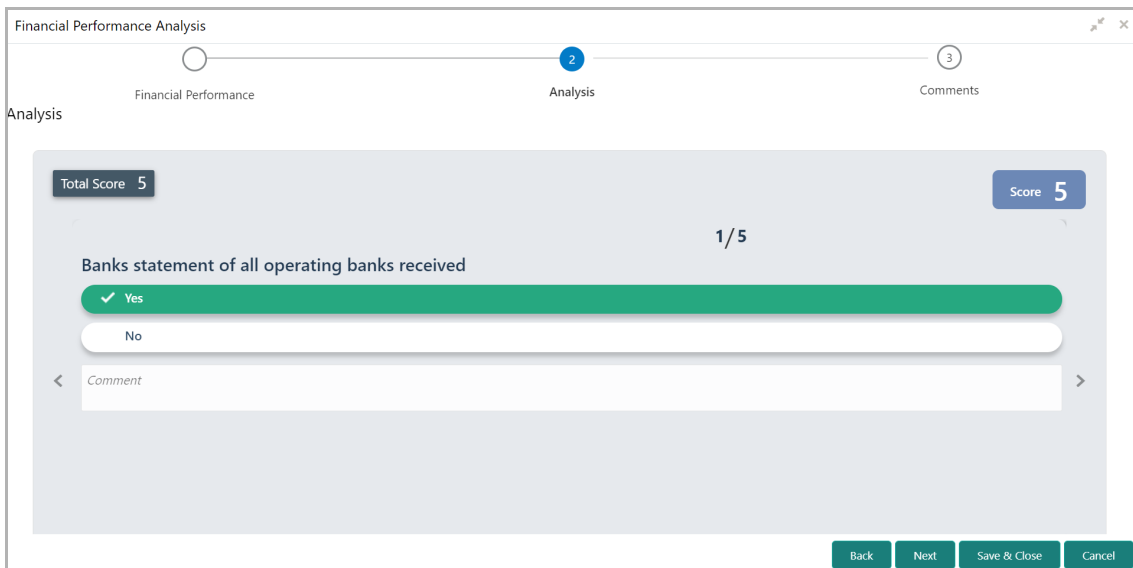


You can alternatively use the edit and delete icons beside the add icon to modify and delete the financial performance detail.

To modify and delete the financial performance detail using these icons, select the record from the list and then click the corresponding icon.

## Analyzing Financial Performance

110. To analyze the financial performance of customer prospect, click **Next** in the *Financial Performance* page. The *Analysis* page appears:



# Chapter 5 - Credit Analysis

111. Select answer for all the questions. A score is generated for the financial performance based on the selected answers.



To view the next question, use right arrow at the side of the Analysis page.

112. Click **Next**. The *Comments* page appears:

Financial Performance Analysis

Financial Performance Analysis

Financial Performance Analysis

Comments

Enter text here...

Post

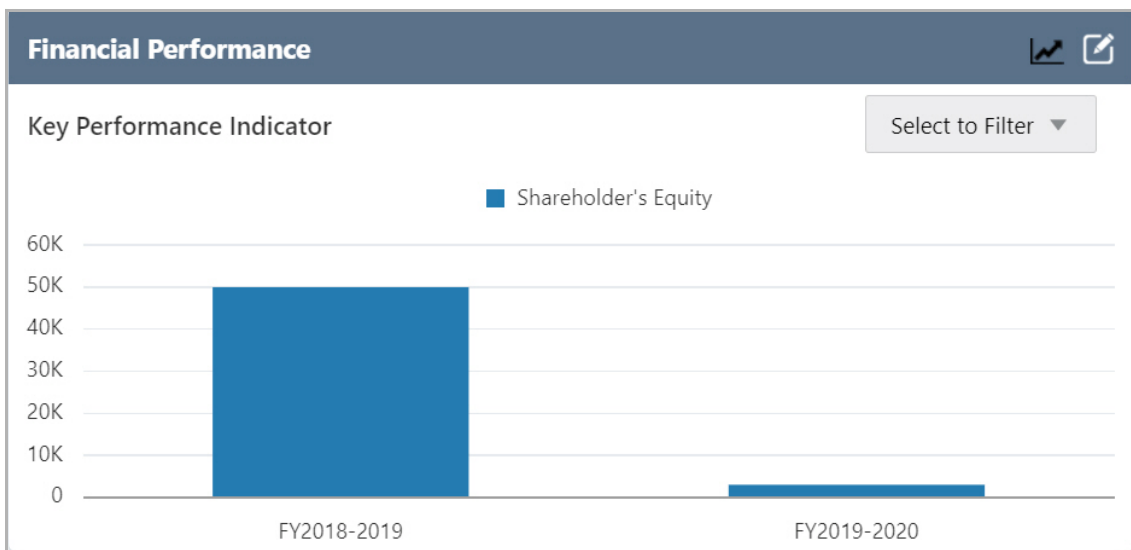
No items to display.

Back Next Save & Close Cancel

113. Type the overall Comments for the financial performance analysis.

114. Click **Post**. Comments are posted below the **Comments** box.


115. Click **Save & Close**.

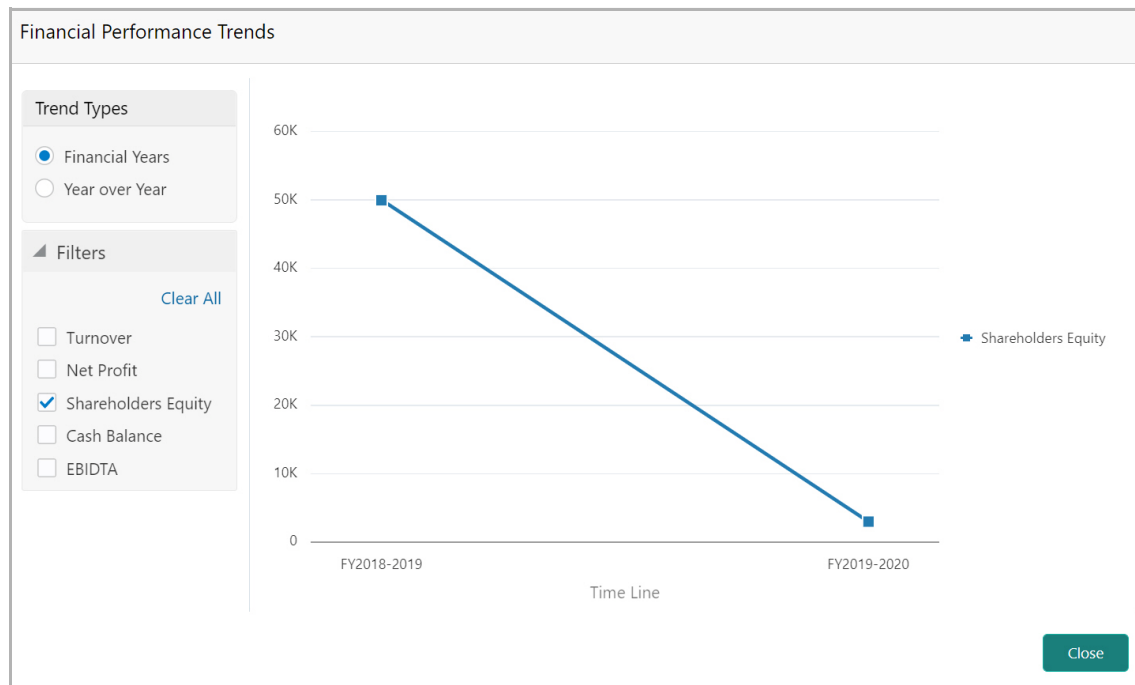


In the **Financial Performance** tile, you can filter the data displayed by selecting required option from the **Select to Filter** drop down list.

# Chapter 5 - Credit Analysis

## Viewing Financial Performance Trends

116. To view financial performance trends, click  the Trend Analysis icon in **Financial Performance** tile. The following window appears:



117. Select the **Trend Types**. The options available are: Financial Years and Year over Year.

If Financial Years option is selected, financial performance trend is displayed for all the years for which data is available.

If Year over Year option is selected, **Choose Year 1 vs Choose Year 2**. The financial performance trend is displayed for the selected years for comparison.

118. To filter and view trend for particular component, select the component from **Filter** section. The following components are available for selection: Turnover, Net Profit, Shareholders Equity, Cash Balance, and EBIDTA.

119. To reset the filter, click **Clear All**.

120. To exit the *Financial Performance Trends* window, click **Close**.

## Credit Scoring

If the external agency has provided credit score for your customer prospect, you can add and analyze the credit scoring details from this tile.

121. Click **Enrich** in the **Credit Scoring** tile. The *Credit Scoring* page appears:

# Chapter 5 - Credit Analysis

Creditscoring

1 Credit scoring details 2 Analysis 3 Comments

Credit scoring details

Select Year  
All

Add

No Credit Rating Available

Back Next Save & Close Cancel

## Adding Credit Score Details

122. To add credit scoring details, click **Add**. The following window appears:

Add Credit Score

Year of Rating \*  
2020

Agency Name \*  
CIBIL

Score \*  
10

Identification Type \*  
GST Number

Identification No \*  
78894313567

Issue Date  
Apr 1, 2019

Expiry Date  
May 25, 2021

Save Cancel

123. Select the year in which credit score is provided from the **Year of Rating** drop down list.

124. Select the name of agency which provided the credit score from the **Agency Name** drop down list.

125. Specify the **Score** provided by the selected agency in specified year.

126. Select the **Identification Type** for the customer prospect. The options available are: Registration Number, PAN, and GST Number.

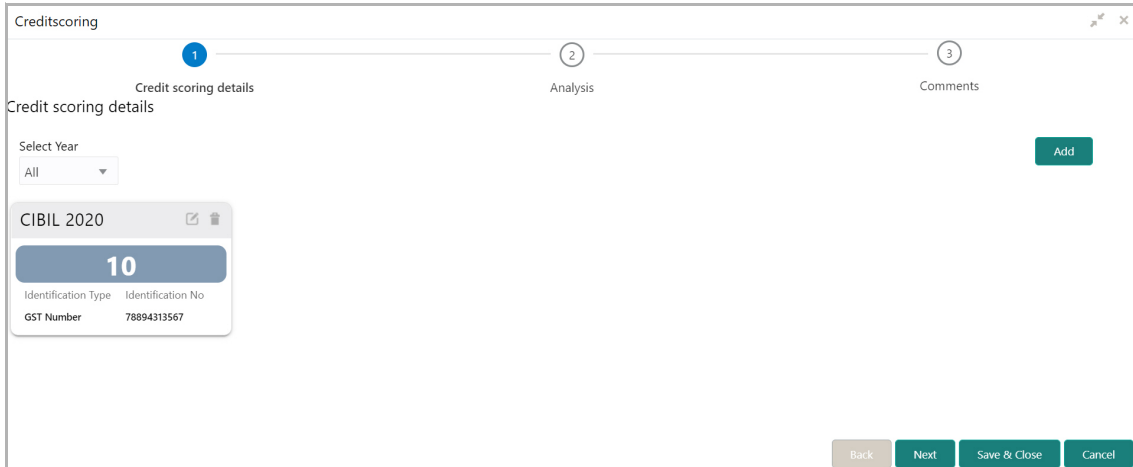
127. Specify the **Identification No** for the selected identification type.

# Chapter 5 - Credit Analysis

128. In the **Issue Date** field, specify the date on which the credit score is issued by the selected agency.

129. In the **Expiry Date** field, specify the date till which the credit score is valid.

130. Click **Save**. The details are added and displayed in the *Credit Scoring Details* page as shown below:

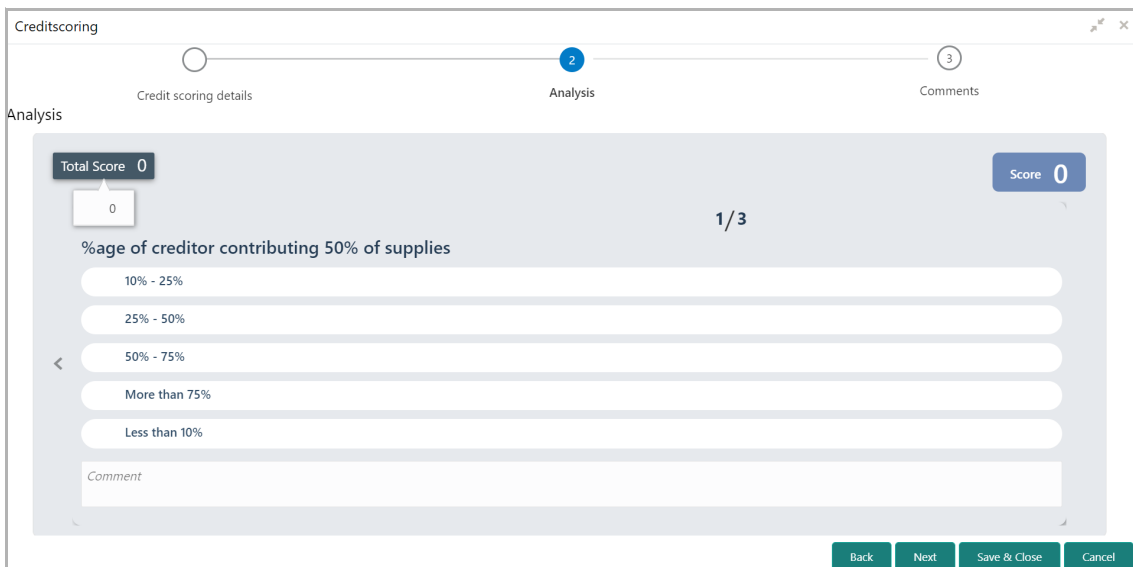


131. To edit or delete the added scoring detail, click the corresponding icon.

132. To filter the scoring record based on scoring provided year, **Select Year** from the drop down list.

## Analyzing Credit Score

133. To analyze the customer prospect credit score, click **Next** in the *Credit Scoring Details* page. The *Analysis* page appears:





# Chapter 5 - Credit Analysis

134. Select answer for all the questions. A score is generated based on the selected answers.



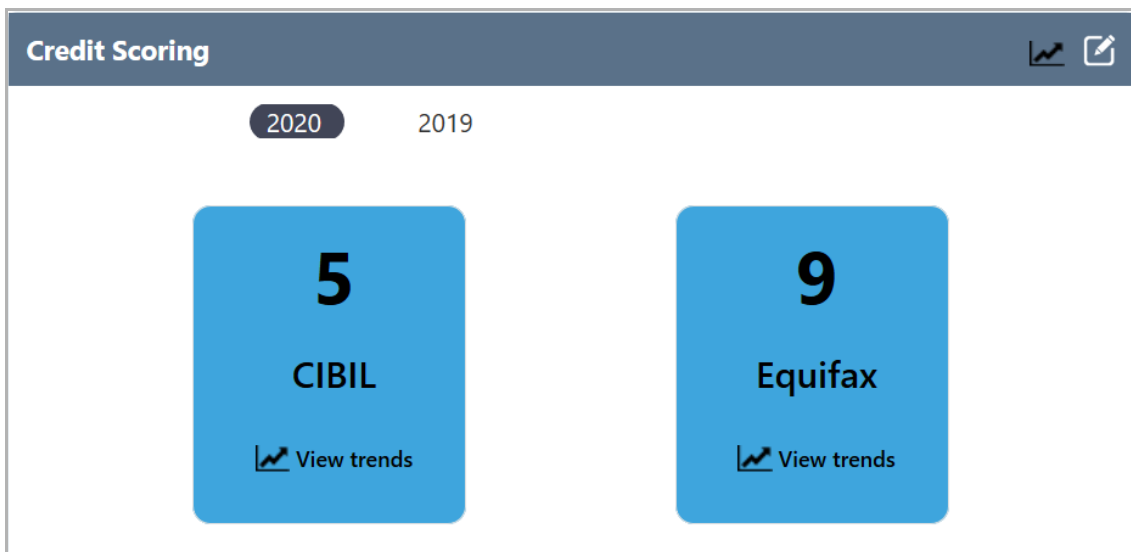
To view the next question, use right arrow at the side of the Analysis page.

135. Click **Next**. The *Comments* page appears:

136. Type the overall Comments for the credit scoring analysis.

137. Click **Post**. Comments are posted below the **Comments** box.

138. Click **Save & Close**.

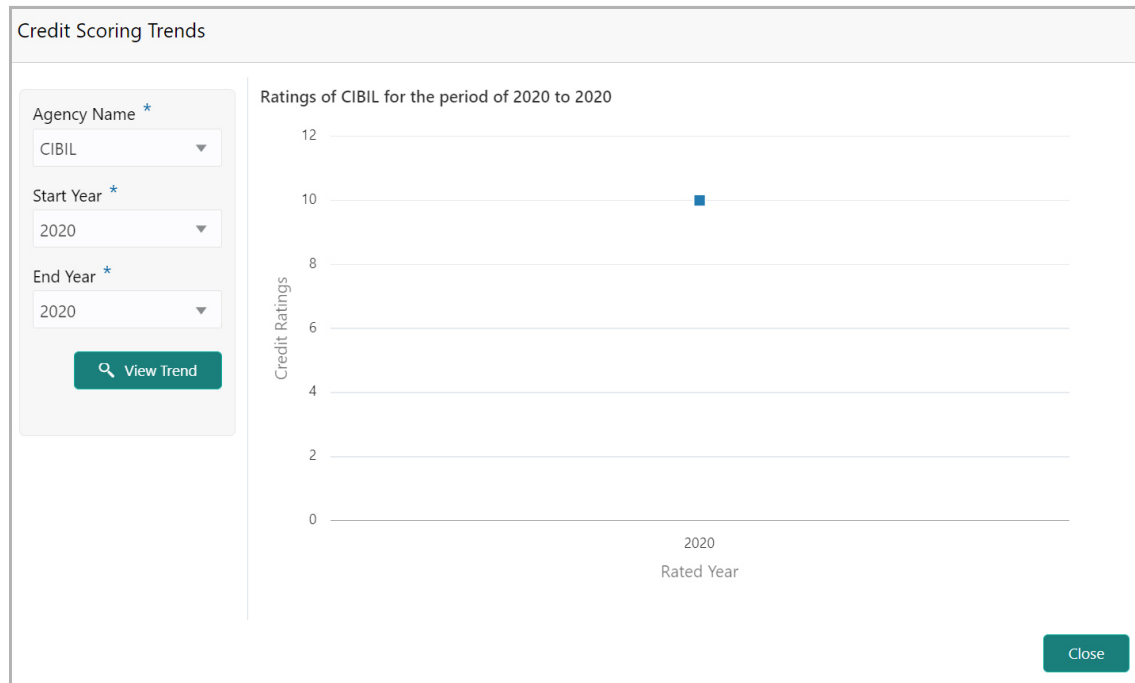


In the **Credit Scoring** tile, click on the year to view the customer prospect's credit scoring in specific year.

# Chapter 5 - Credit Analysis

## Viewing Credit Scoring Trends

139. To view credit scoring trends, click  the Trend Analysis icon in **Credit Scoring** tile. The following window appears:



140. Select the **Agency Name**.

141. Specify the period for which you want to view credit scoring trend by selecting **Start Year** and **End Year**.

142. Click **View Trend**.

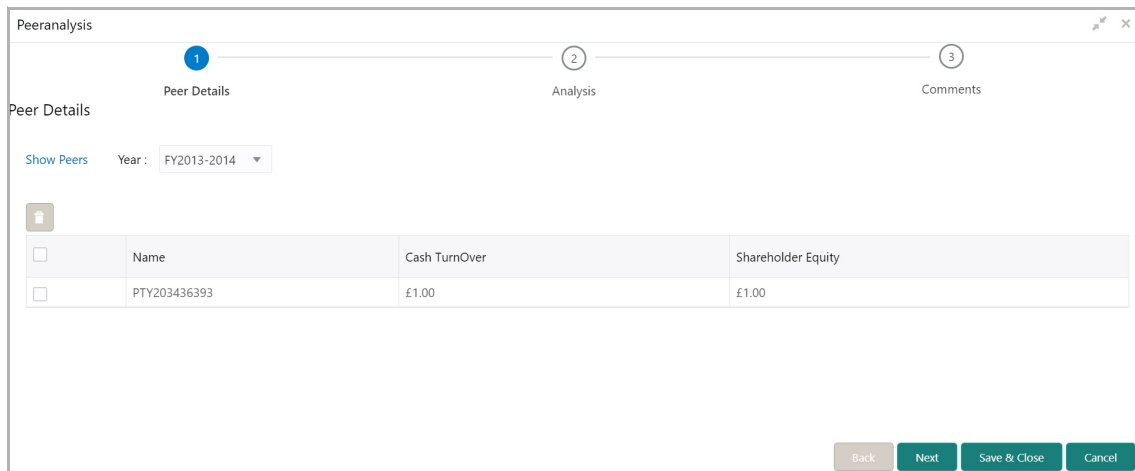
143. To exit the Credit Scoring Trends window, click **Close**.

## Peer Analysis

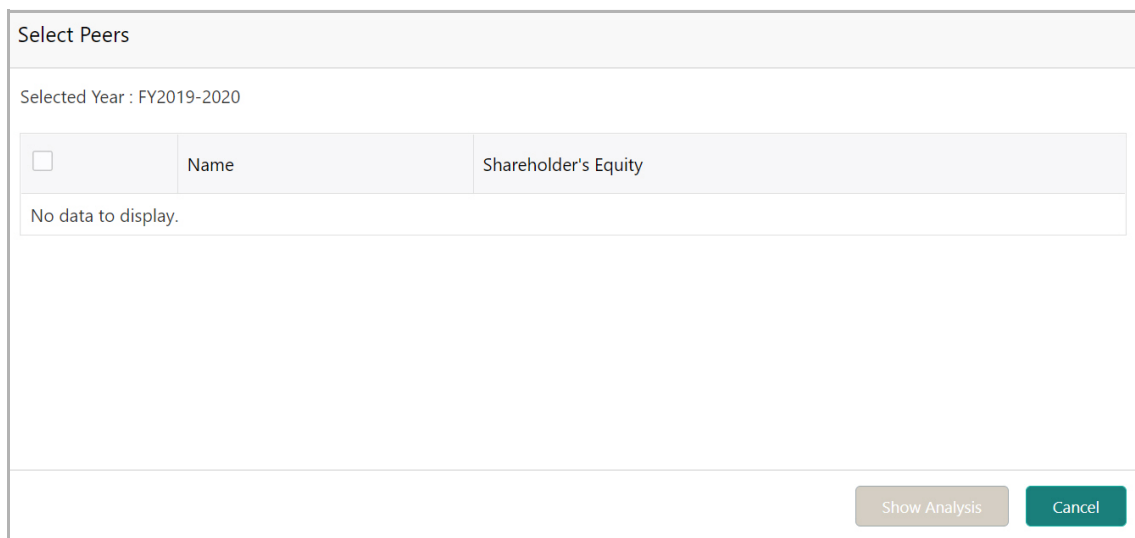
This data segment allows you to compare financial performance of the customer prospect with its peer entities. To perform peer analysis, financial performance details of the customer prospect and the peer entities must be available in the system.

144. Click **Enrich** in the **Peer Analysis** tile. The *Peer Analysis* page appears:

# Chapter 5 - Credit Analysis

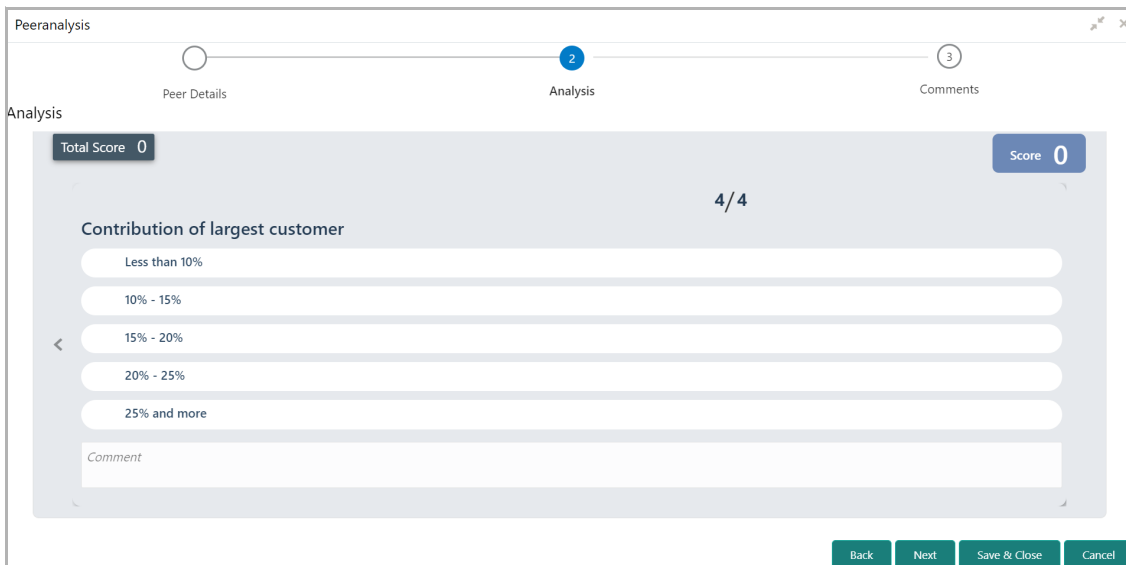


145. Select the **Year** for which financial performance details are to be compared.
146. Click **Show Peers**. The following window appears:



147. Select the required peer for comparison.
148. Click **Show Analysis**.
149. After viewing analysis details, click **Next**. The *Analysis* page appears:

# Chapter 5 - Credit Analysis

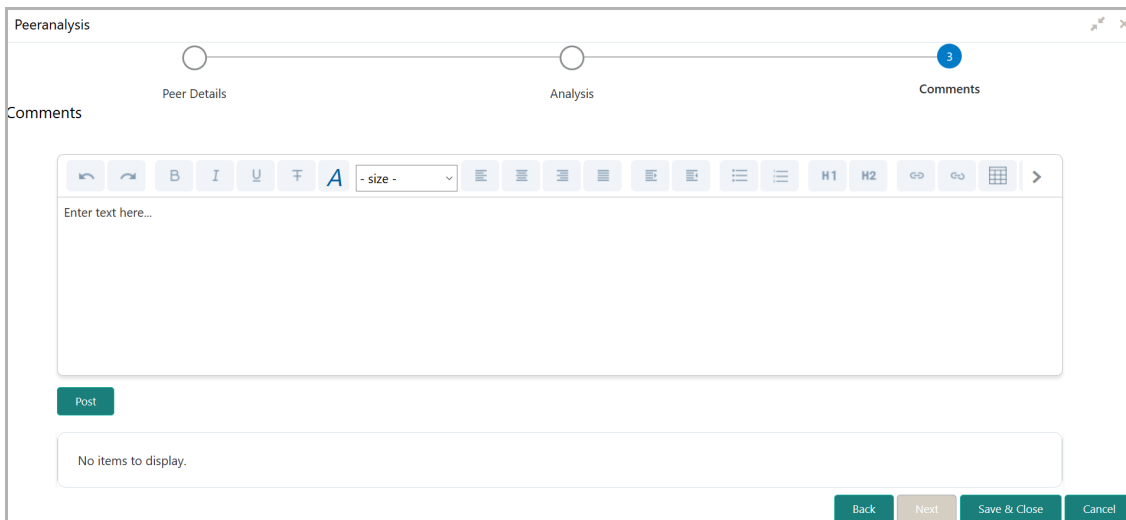


150. Select answer for all the questions. A score is generated based on the selected answers.



To view the next question, use right arrow at the side of the Analysis page.

151. Click **Next**. The *Comments* page appears:



152. Type the overall Comments for the peer analysis.

153. Click **Post**. Comments are posted below the **Comments** box.

154. Click **Save & Close**.

# Chapter 5 - Credit Analysis

## Comments

In this data segment, you can mention comments about the customer prospect's creditworthiness. Posting comments help the user of next stage to take better decision.

The screenshot displays the 'Customer Appetite Management - Credit Analysis' window. At the top, there are three tabs: 'Appetite Summary', 'Credit Analysis', and 'Comments'. The 'Comments' tab is active, indicated by a green checkmark. Below the tabs is a rich text editor with a toolbar containing icons for undo, redo, bold, italic, underline, text color, font size, bulleted list, numbered list, link, unlink, and table. The text area contains the placeholder 'Enter text here...'. Below the text area is a green 'Post' button. At the bottom of the window, there is a row of navigation buttons: 'Hold', 'Back', 'Next', 'Save & Close', 'Submit', and 'Cancel'. The 'Hold' button is currently highlighted.

155. Type the necessary comments in the text box and click **Post**. Comment is posted.

156. To hold the Credit Analysis task, click **Hold**.

157. To go back to the previous page, click **Back**.

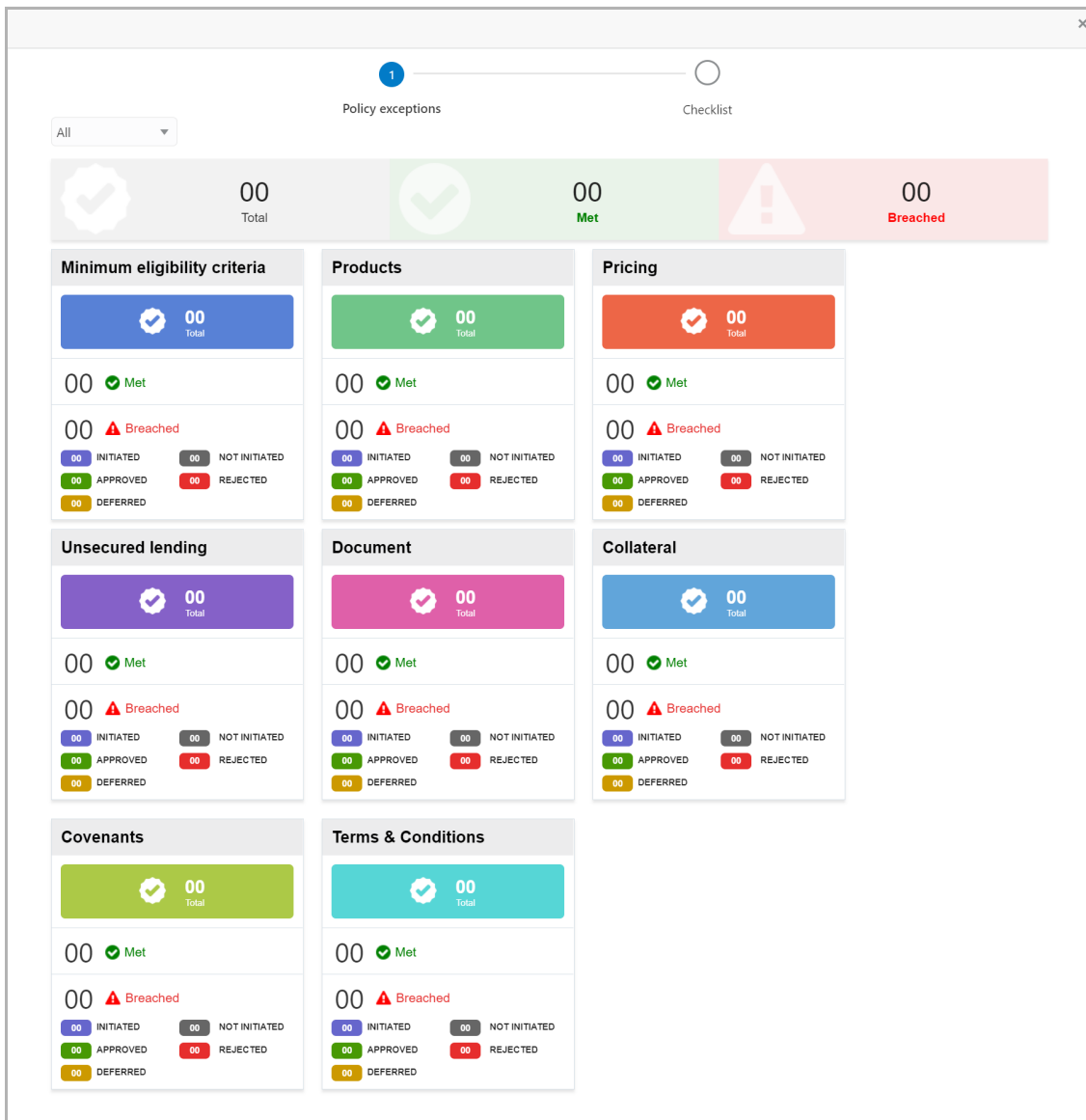
158. To save the captured information and exit the page, click **Save & Close**.

159. To submit the Appetite Management application to the Deal Structure stage, click **Submit**.

160. To exit the page without saving the captured information, click **Cancel**.

Upon clicking **Submit**, the *Policy Exceptions / Business* window appears based on configuration:

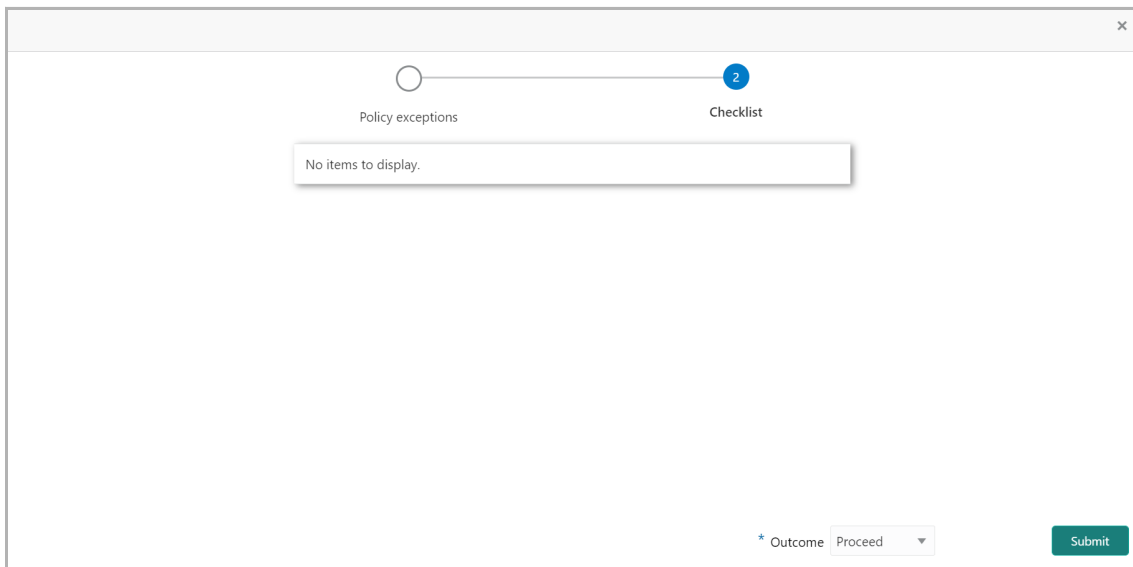
# Chapter 5 - Credit Analysis



By default, policy exceptions are displayed for both the party and child parties. To view the policy exceptions for particular party / child party, select the required party / child party from the drop down list at top left corner.

161. After viewing policy exceptions or overrides, click the **Checklist** data segment.

# Chapter 5 - Credit Analysis



In the above screen, the checklist for manual verification appears if it is maintained for this stage in Business Process Maintenance screen.

162. Manually verify all the checklist and enable the corresponding check box.
163. Select the required **Outcome**. The options available are: Proceed and Additional Info.
164. Click **Submit**.

If the **Outcome** is selected as Proceed, the Appetite Management application is moved to the 'Deal Structure' stage on clicking Submit.

If the **Outcome** is selected as Additional Info, the Appetite Management application is sent back to the 'Enrichment' stage on clicking Submit.

# Chapter 6 - Deal Structure

## Deal Structure

In this stage, appetite can be set for the customer prospect based on credit score generated for each dimension in the Credit Analysis stage.

1. Navigate to **Tasks > Free Tasks** from the left menu. The *Free Tasks* page appears:

Action	Priority	Process Name	Process Reference Number	Application Number	Stage	Application Date
Acquire & Edit	Low	Customer Appetite Man...	APP203580510	APP203580510	Credit Analysis	20-12-23
Acquire & Edit	Low	Policy Amendment	PL20218063	APP203590542	Business Recommendation	
Acquire & Edit	Low	Credit Origination	APP203590530	APP203590530	Proposal Initiation	20-12-24
Acquire & Edit		Facility Review Process			Facility Review Enrichment	
Acquire & Edit	Low	Post Sanction Process	APP203590522	APP203590522	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590521	APP203590521	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590520	APP203590520	Docket Generation	20-12-24
Acquire & Edit		Group Concentration Li...	APP203520407	APP203520407	Manual Retry	20-12-17
Acquire & Edit		Facility Amendment	APPTSTCFAM	APPTSTCFAM	Amendment Enrichment	18-08-16
Acquire & Edit	Medium	Covenant Tracking	INS202012232459	INS202012232459	RM Response	18-04-13
Acquire & Edit	Low	Financial Institution On...	APP203560033	APP203560033	Initiation	20-12-21
Acquire & Edit	Low	Financial Institution Am...	APP35678990	APP35678990	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678900	APP35678900	Initiation	20-12-18

2. **Acquire & Edit** the required Deal Structure task. The *Appetite Summary* page appears:

## Appetite Summary



# Chapter 6 - Deal Structure

Customer Appetite Management - Deal Structure
Documents

1 Appetite Summary
2 Write up
3 Deal Structure
4 Covenants
5 Terms and Conditions
6 Comments

### Appetite Summary

ASK

**Party Information**

ASK , A Domestic entity established & operating as a Pvt Ltd Company in

Party Id	Register No	Legal Status	Liability Amount	Is KYC Compliant	Share Holders	Contractors	Guarantors	Bankers
PTY210743323		Pvt Ltd		No	0	0	0	0

**Head Room Summary**

<span style="font-size: 1.5em; font-weight: bold;">INR</span> Appetite Currency	<span style="font-size: 1.5em; font-weight: bold;">₹5.0M</span> Total Liability Amount Proposed
<span style="font-size: 1.2em; font-weight: bold;">₹0.0</span> Funded	<span style="font-size: 1.2em; font-weight: bold;">₹0.0</span> Non Funded
Mar 31 2021	Mar 31 2022
Effective From	Effective Till

**Facility Summary**

No data to display

**Collateral summary**

<span style="font-size: 1.5em; font-weight: bold;">0</span> Total collateral value	No data to display
<span style="font-size: 1.5em; font-weight: bold;">0%</span> Customer LTV	

**Covenants**

0  
 Total Covenants

0 Entity Wise	0 Facility Wise	0 Financial	0 Non Financial
0 Newly Added	0 Financial	0 Non Financial	
0 Met	0 Financial	0 Non Financial	
0 Breached	0 Financial	0 Non Financial	

**Terms & conditions**

0  
 Total Terms and Conditions

0 Entity	0 Facility	0 Pre disbursement	0 Post disbursement
0 Newly added	0 Pre disbursement	0 Post disbursement	
0 Met	0 Pre disbursement	0 Post disbursement	
0 Breached	0 Pre disbursement	0 Post disbursement	

Hold
Back
Next
Save & Close
Cancel

For information on actions that can be performed in this page, refer Credit 360 User Manual.

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# Chapter 6 - Deal Structure

3. After viewing the appetite summary, click **Next**. The *Writeup* page appears.

## Writeup

4. Refer “[Write up](#)” on page 49 for information on adding writeup for available writeup categories.

5. After performing necessary actions in the *Writeup* page, click **Next**. The *Deal Structure* page appears.

## Deal Structure

In this data segment, you can set limit and associate collateral, covenant, and terms and conditions for each facility added in the Initiation and Enrichment stages.

## Facilities

In this tab, the facilities added in Initiation and Enrichment stages are displayed.

Customer Appetite Management - Deal Structure

Appetite Summary Write up Deal Structure Covenants Terms and Conditions Comments

Deal Structure

TESTINFACTY

Facilities Collaterals Covenants Terms & Conditions

Liability details

Filter Type to filter

FMS9 NEW

Facility Id: F2185053 Facility Description: desctest

Requested Amount: AED1.00 Facility Category: Term Loan

Facility Type: Funded Next Review Date: Mar 26, 2021

(showing 1 records out of 1) End Of List

Hold Back Next Save & Close Cancel



In this chapter, only information to set limit for the facility is provided. Refer “[Funding Requirement](#)” on page 12 for more information.

6. Click the hamburger icon in the facility record and select **Edit Facility**. The *Facility Details* window appears:

# Chapter 6 - Deal Structure

Term Loan - TL

**Facility Details**

Facility Basic Info

Exposure

Fee

Pricing

Facility collateral linkage

Credit Rating

Line Code \* 00

Line Serial Number \* 11

Facility Description \* Term Loan

Parent Facility Id

Facility Type \*  Funded  Non Funded  Cascade

Facility Category Term Loan

Next Review Date \* Apr 2, 2021

Line Start Date \* Apr 30, 2021

Line Expiry Date \* Apr 29, 2022

Currency \* INR

Requested Amount \* ₹200,000.00

Proposed Amount ₹200,000.00

Availability Period (in months)

Commitment Status  Committed  Uncommitted  Cascade

Secured?   Cascade

Revaluation Required

Rate Agreement Required

Additional Fields

No Additional fields configured!

Save

Close

7. Specify the **Proposed Amount**.
8. Click **Save**. Facility detail is updated with the proposed amount.
9. To exit the *Facility Details* window, click **Close**.

## Collaterals

In the **Collaterals** tab, you can add the collaterals to be associated with the facilities.

Customer Appetite Management - Deal Structure

Appetite Summary Write up Deal Structure Covenants Terms and Conditions Comments

Deal Structure

Facilities Collaterals Covenants Terms & Conditions

Collateral Collateral Pool

No items to display.

Page 1 of 0 (1 - 0 of 0 items)

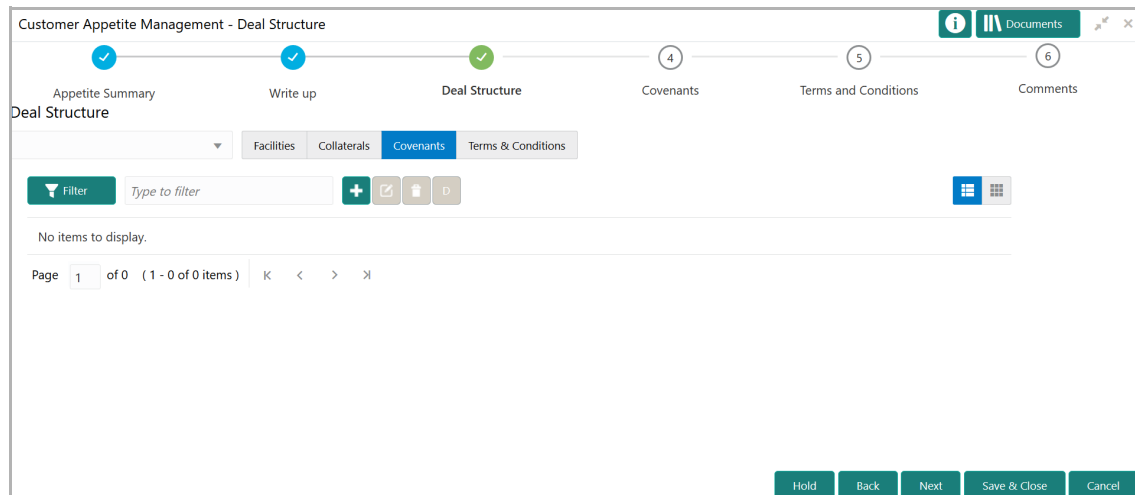
Hold Back Next Save & Close Cancel

10. Refer **“Collateral”** on page 39 for information on managing collaterals.

# Chapter 6 - Deal Structure

## Covenants

In the **Covenants** tab, you can add the covenants to be associated with the facilities.



11. Click the add icon. The *Covenant Details* window appears:



12. To link existing covenant, click the search icon and select the **Covenant code**. The covenant codes maintained in the *Covenant Maintenance* page are displayed in LOV.

Upon selecting the Covenant Code, **Covenant name**, **Covenant description** and **Classification type** get defaulted.

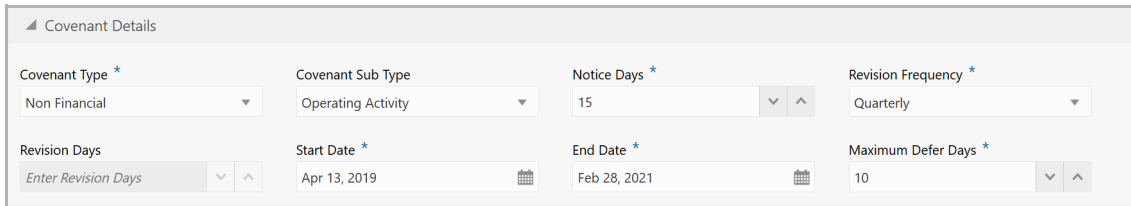
13. To create new covenant, click the **Click to add new covenant** link and specify the following details:

- Covenant code - A unique code for the covenant to be created
- Covenant name - Name for the covenant to be created

# Chapter 6 - Deal Structure

- Covenant description - A brief description about the covenant
- Classification type - Classification type of the covenant, such as Internal and External

14. Click and expand the **Covenant details** section..

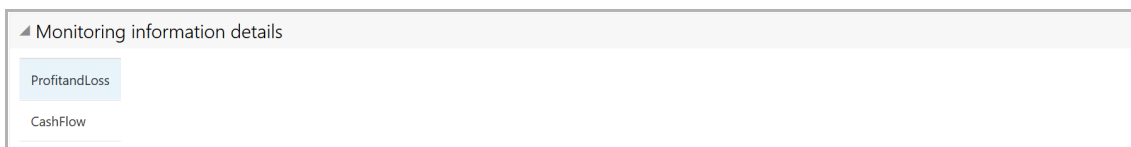


15. Specify the following details in respective fields:

- Covenant type - Type of the covenant, such as Financial and Non-Financial
- Covenant Sub Type - Sub type of the covenant
- Notice Days - Number of days before which the covenant tracking task has to be created
- Revision Frequency - Frequency for reviewing the covenant, such as Quarterly, Monthly, SemiAnnual, and Annual
- Revision Days - Number of days in which the covenant must be reviewed
- Start Date - Date on which the covenant becomes effective
- End Date - Date on which the covenant expires
- Maximum Defer Days - Number of days for which the covenant can be deferred

In case of linking existing covenant, you cannot modify the **Covenant Type** and **Covenant Sub Type**.

16. To capture monitoring information for the covenant, click and expand the *Monitoring Information Details* section.



17. Select the monitoring information. Monitoring information maintained in the Monitoring Information Maintenance module are displayed in the LOV.

18. To build a formula and validate the party against it, expand the **Formula Details** section.

# Chapter 6 - Deal Structure

19. Select a **Variable** from the drop down list. The options available are **Debt**, **Asset**, **Debt Ratio** and **Asset Ratio**.

20. Select the required operator from the available **Operators**.

21. Select another **Variable** or provide a **Custom Value**, if required.



You can use any number of variables and operators to build the formula based on your requirement.

22. Click **Build Formula**. The formula is built and displayed below the formula box.

The system will also display whether the formula is valid expression or invalid expression below the formula box. You must change the formula in case it is invalid expression.

23. Select the **Target Type** from the drop down list. The options available are: **Value**, **Percentage**, and **Ratio**.

24. Select the **Covenant check condition** from the drop down list. The options available are: Greater than, Greater than or equal to, Between, Less than or equal to, Equal to, and Less than.

If **Between** is selected as the covenant check condition, **Target Value 1** and **Target Value 2** fields appear. You need to specify the range of target values.

25. Specify the **Target Value(s)**.

# Chapter 6 - Deal Structure

The system will periodically derive the built formula with the values obtained from customer prospect's financial documents and validate it against the set target values based on covenant check condition.

26. To add other covenant details, expand the **Others** section.

The screenshot shows a web form titled "Others". It contains the following elements:

- Compliance Status:** Radio buttons for "Met" and "Breach".
- Waiver Status:** A dropdown menu currently showing "Waive all".
- Last Check Value:** A text input field with the placeholder "Last Checked Value".
- Deferred Due Date:** A date picker field.
- Remarks:** A large text area for entering notes.
- Rich Text Editor:** A toolbar with icons for bold, italic, underline, text color, font size, bulleted list, numbered list, link, unlink, table, and a right arrow. Below the toolbar is a text area with the placeholder "Enter text here...".
- Buttons:** A "Post" button at the bottom right of the rich text editor, and "Create" and "Cancel" buttons at the bottom right of the form.
- Message:** A grey box at the bottom left containing the text "No items to display."

27. Select the current covenant **Compliance Status** of the party. The options available are: **Met** and **Breach**.

28. Select the **Waiver Status** from the drop down list. The options available are: Waive and Waive all.

29. Specify the target value observed during the last covenant check in the **Last Check Value** field.

30. Specify the **Deferred due date**. The covenant review can be postponed till the mentioned date.

31. Capture overall **Remarks** for the covenant.

32. Click **Create**. Covenant details are added and displayed in the **Covenants** tab.

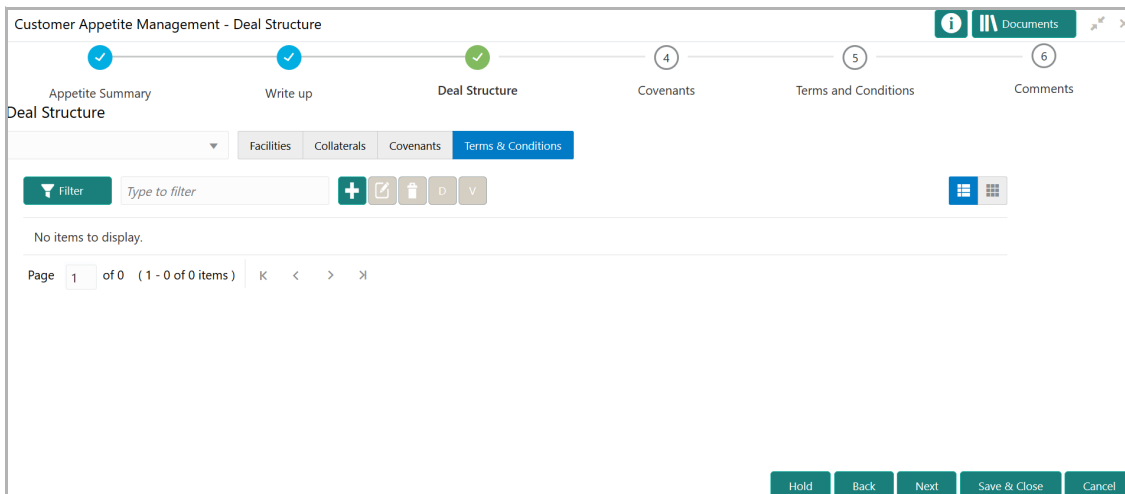
33. To edit the added covenant, select the covenant record and click the Edit icon.

34. To delete the added covenant, select the covenant record and click the Delete icon.

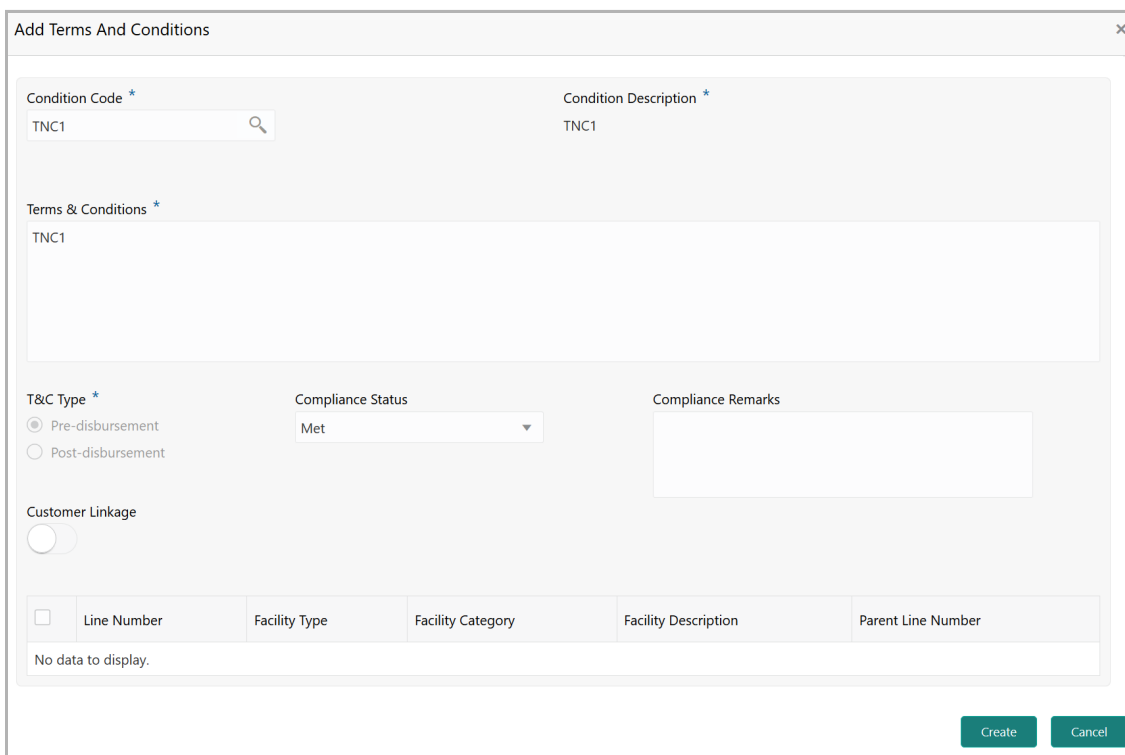
## Terms and Conditions

In the **Terms and Conditions** tab, you can add the terms and conditions to be associated with the facilities.

# Chapter 6 - Deal Structure



35. Click the add icon. The *Add Terms and Conditions* window appears:



36. Search and select the **Condition Code**. Terms and Conditions maintained in the **Maintenance** module are displayed in the LOV.

Upon selecting the **Condition Code**, **Condition Description**, **Terms & Conditions**, and **T&C Type** maintained for the condition code get defaulted.

37. To modify the terms and conditions specific to facility, edit the required text in the **Terms & Conditions** text box.

38. Select the **Compliance Status** of terms and conditions. The options available are **Met** and **Breached**.



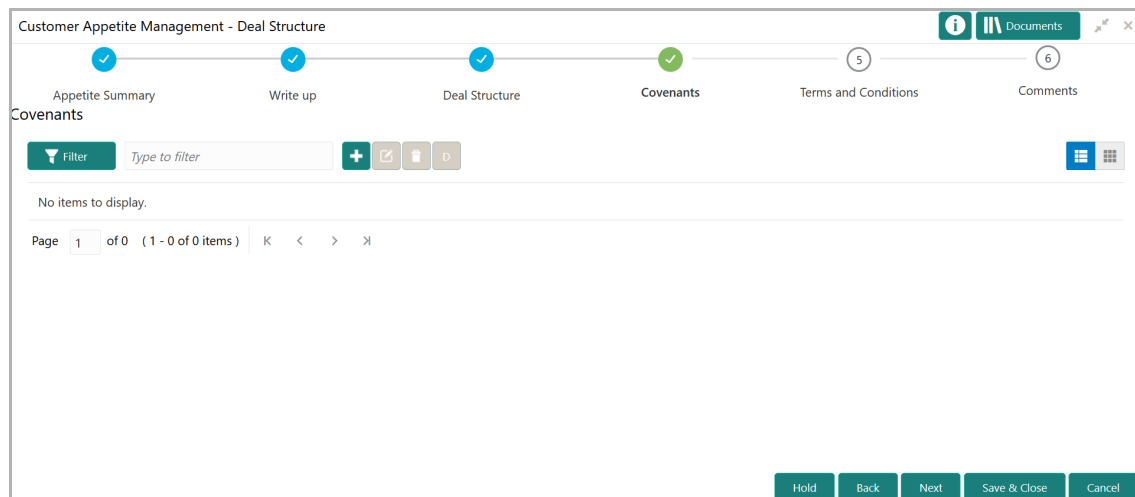
# Chapter 6 - Deal Structure

39. Specify the **Compliance Remarks**.
40. Select the required facility.
41. Click **Create**. Terms and conditions are linked to the facility and displayed in the **Terms and Conditions** tab.
42. To edit the added terms and conditions, select the terms and conditions record and click the Edit icon.
43. To delete the added terms and conditions, select the terms and conditions record and click the Delete icon.
44. To link documents related to terms and conditions, select the required terms and conditions record and click the **D** icon.
45. To view a particular terms and conditions, select the required terms and conditions record and click the **V** icon.



In case of linking the terms and conditions with customer prospect, click the add icon in the **Terms and Conditions** data segment and perform the above steps. Instead of selecting facility from facility table, enable the **Customer Linkage** flag.

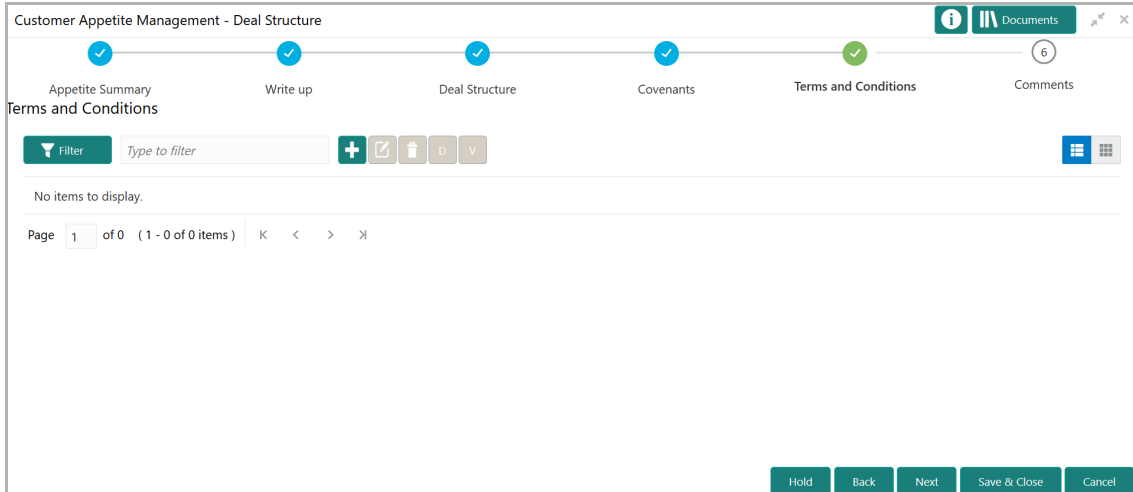
## Covenants



46. Refer "[Covenants](#)" on page 95 for information on managing customer covenants.
47. After performing necessary actions in the *Covenants* page, click **Next**. The *Terms and Conditions* page appears.

# Chapter 6 - Deal Structure

## Terms and Conditions

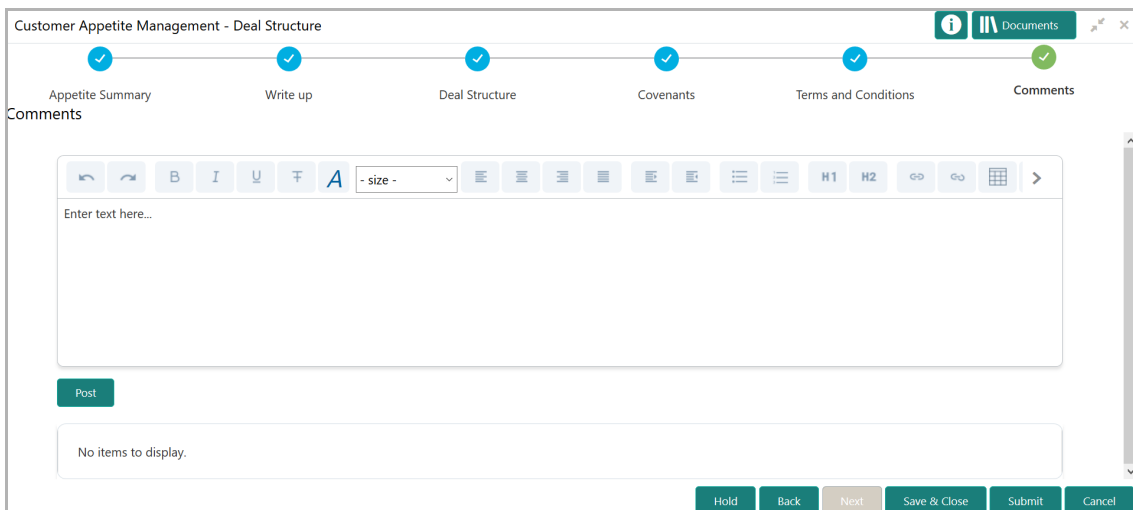


48. Refer “[Terms and Conditions](#)” on page 98 for information on managing customer terms and conditions.

49. After performing necessary actions in the *Terms and Conditions* page, click **Next**. The *Comments* page appears.

## Comments

In this data segment, you can mention comments for this stage if any. Posting comments help the user of next stage to take better decision.



50. Type the necessary comments in the text box and click **Post**. Comment is posted.

51. To hold the Deal Structure task, click **Hold**.

52. To go back to the previous page, click **Back**.

53. To save the captured information and exit the page, click **Save & Close**.

# Chapter 6 - Deal Structure

54. To submit the Appetite Management application to the Approval stage, click **Submit**.

55. To exit the page without saving the captured information, click **Cancel**.

Upon clicking **Submit**, the *Policy Exceptions / Business* window appears based on configuration:

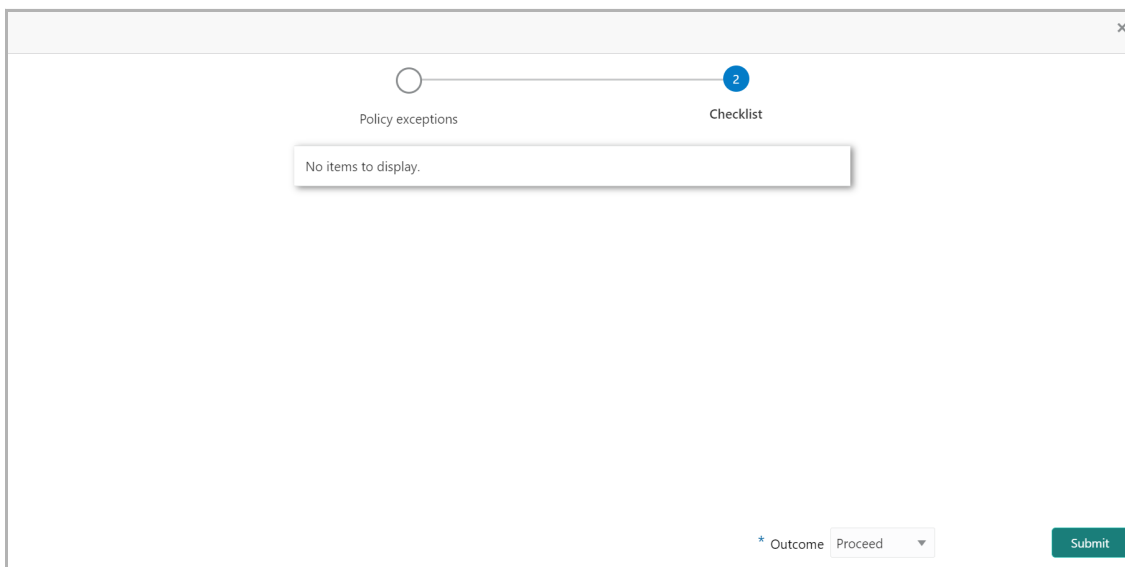
The screenshot displays a dashboard titled "Policy exceptions" with a progress indicator showing 1 step completed. At the top, there are two tabs: "Policy exceptions" (active) and "Checklist". A dropdown menu is set to "All". The dashboard features a summary bar with three sections: "Total" (00), "Met" (00), and "Breached" (00). Below this, there are eight criteria cards, each with a "Total" count and a status indicator (Met or Breached). Each card also includes a breakdown of counts for "INITIATED", "NOT INITIATED", "APPROVED", "REJECTED", and "DEFERRED".

Criteria	Total	Met	Breached
Minimum eligibility criteria	00	00	00
Products	00	00	00
Pricing	00	00	00
Unsecured lending	00	00	00
Document	00	00	00
Collateral	00	00	00
Covenants	00	00	00
Terms & Conditions	00	00	00

By default, policy exceptions are displayed for both the party and child parties. To view the policy exceptions for particular party / child party, select the required party / child party from the drop down list at top left corner.

56. After viewing policy exceptions or overrides, click the **Checklist** data segment.

# Chapter 6 - Deal Structure



In the above screen, the checklist for manual verification appears if it is maintained for this stage in Business Process Maintenance screen.

57. Manually verify all the checklist and enable the corresponding check box.
58. Select the required **Outcome**. The options available are: Proceed and Additional Info.
59. Click **Submit**.

If the **Outcome** is selected as Proceed, the Appetite Management application is moved to the 'Approval' stage on clicking Submit.

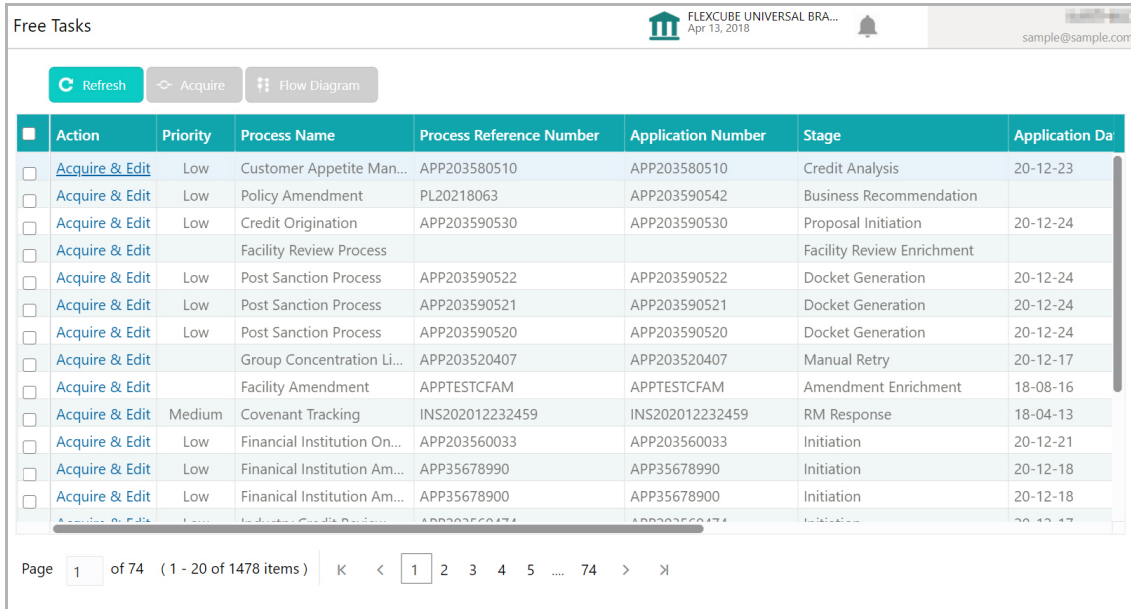
If the **Outcome** is selected as Additional Info, the Appetite Management application is sent back to the Credit Analysis stage on clicking Submit.

# Chapter 7 - Approval

## Approval

In this stage, the Credit Approver in bank can approve, reject or send back the appetite management application based on customer prospect's creditworthiness.

1. Navigate to **Tasks > Free Tasks** from the left menu. The *Free Tasks* page appears:



Free Tasks

FLEXCUBE UNIVERSAL BRA...  
Apr 13, 2018

sample@sample.com

Refresh Acquire Flow Diagram

Action	Priority	Process Name	Process Reference Number	Application Number	Stage	Application Date
Acquire & Edit	Low	Customer Appetite Man...	APP203580510	APP203580510	Credit Analysis	20-12-23
Acquire & Edit	Low	Policy Amendment	PL20218063	APP203590542	Business Recommendation	
Acquire & Edit	Low	Credit Origination	APP203590530	APP203590530	Proposal Initiation	20-12-24
Acquire & Edit		Facility Review Process			Facility Review Enrichment	
Acquire & Edit	Low	Post Sanction Process	APP203590522	APP203590522	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590521	APP203590521	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590520	APP203590520	Docket Generation	20-12-24
Acquire & Edit		Group Concentration Li...	APP203520407	APP203520407	Manual Retry	20-12-17
Acquire & Edit		Facility Amendment	APPTSTCFAM	APPTSTCFAM	Amendment Enrichment	18-08-16
Acquire & Edit	Medium	Covenant Tracking	INS202012232459	INS202012232459	RM Response	18-04-13
Acquire & Edit	Low	Financial Institution On...	APP203560033	APP203560033	Initiation	20-12-21
Acquire & Edit	Low	Financial Institution Am...	APP35678990	APP35678990	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678900	APP35678900	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678974	APP35678974	Initiation	20-12-17

Page 1 of 74 (1 - 20 of 1478 items) K < 1 2 3 4 5 ... 74 > X

2. **Acquire & Edit** the required Approval task. The *Appetite Summary* page appears.

## Appetite Summary

# Chapter 7 - Approval

Customer Appetite Management - Approval
Documents

1 Appetite Summary
2 Write up
3 Approval
4 Covenants
5 Terms and Conditions
6 Comments

**Appetite Summary**

ASK

**Party Information**

ASK , A Domestic entity established & operating as a Pvt Ltd Company in

Party Id	Register No	Legal Status	Liability Amount	Is KYC Compliant	Share Holders	Contractors	Guarantors	Bankers
PTYZ10743323		Pvt Ltd		No	0	0	0	0

**Head Room Summary**

<p><b>INR</b> Appetite Currency</p> <p style="font-size: 1.5em; color: #0070c0;">₹0.0</p> <p>Funded</p>	<p><b>₹5.0M</b> Total Liability Amount Proposed</p> <p style="font-size: 1.5em; color: #27ae60;">₹0.0</p> <p>Non Funded</p>
-------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------

Mar 31 2021  
Effective From
Mar 31 2022  
Effective Till

**Facility Summary**

No data to display

**Collateral summary**

<p>0</p> <p>Total collateral value</p>	<p>No data to display</p>
<p>0%</p> <p>Customer LTV</p>	

**Covenants**

0  
Total Covenants

0 Entity Wise	0 Facility Wise	0 Financial	0 Non Financial
------------------	--------------------	----------------	--------------------

0 Newly Added	0 Non Financial
0 Met	0 Non Financial
0 Breached	0 Non Financial

**Terms & conditions**

0  
Total Terms and Conditions

0 Entity	0 Facility	0 Pre disbursement	0 Post disbursement
-------------	---------------	-----------------------	------------------------

0 Newly added	0 Post disbursement
0 Met	0 Post disbursement
0 Breached	0 Post disbursement

Hold
Back
Next
Save & Close
Cancel

For information on actions that can be performed in this page, refer Credit 360 User Manual.

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# Chapter 7 - Approval

3. After viewing the appetite summary, click **Next**. The *Writeup* page appears.

## Writeup

4. Refer “[Write up](#)” on page 49 for information on adding writeup for available writeup categories.

5. After performing necessary actions in the *Writeup* page, click **Next**. The *Approval* page appears.

## Approval

In this page, the facilities for which limit has been proposed in the Deal Structure stage are displayed. You can review each facility and take any of the following actions based on requirement: Approve, Reject, and Send Back.



In this chapter, only procedure to Approve, Reject, Send Back the facility is provided.

For information on managing Collateral, refer “[Collateral](#)” on page 39

For information on managing Covenants, and Terms and Conditions, refer **Deal Structure** chapter.

Customer Appetite Management - Approval

Appetite Summary Write up Approval Covenants Terms and Conditions Comments

Approval

TESTINFCY

Filter Type to filter

Facilities Collaterals Covenants Terms & Conditions

Income Potential

FMS9 NEW

Facility Id: F2185053

Proposed Amount:

Approved Amount:

Requested Amount: AED1.00

Facility Description: descstest


Next Review Date: Mar 26, 2021

Facility Type: Funded

Facility Category: Term Loan


(showing 1 records out of 1) End Of List

Hold Back Next Save & Close Cancel

6. To approve a facility, select the facility and click  the **Approve** icon. The *Approve Facility* window appears:

# Chapter 7 - Approval

Approve Facility



Line Number: 11      Requested Amount: ₹200,000.00      Product Type: F  
Facility Description: Term Loan      Proposed Amount: ₹200,000.00      Facility Category: TL  
Approved Amount: ₹200,000.00

Comments

Approved

No items to display.

Approve    Cancel

7. Specify the **Approved Amount**.

8. **Post** the approval **Comments**.

9. Click **Approve**.


10. To send back the facility to previous stage for modification, select the facility and

click  the **Send Facility Back for More Info** icon. The *Send Facility Back* window appears:



# Chapter 7 - Approval

Send Facility Back For More Info



**Line Number:** 11      **Requested Amount:** ₹200,000.00      **Product Type:** F  
**Facility Description:** Term Loan      **Proposed Amount:** ₹200,000.00      **Facility Category:** TL  
**Approved Amount:** ₹200,000.00

Comments

Need more information on customer prospect's current debt

Post


No items to display.

Required More Info    Cancel

11. Type the necessary comments for requesting additional information in **Comments** box.


12. Click **Post**. Comment is posted below the **Comments** box.

13. Click **Required More Info**.

14. To reject a facility, select the facility and click  the **Reject** icon. The *Reject Facility* window appears:

# Chapter 7 - Approval

Reject Facility



Line Number: 11      Requested Amount: ₹200,000.00      Product Type: F  
Facility Description: Term Loan      Proposed Amount: ₹200,000.00      Facility Category: TL  
Approved Amount: ₹200,000.00

Comments

High risk found in market share

Post

No items to display.

Reject      Cancel

15. Type the rejection comments in the **Comments** box.
16. Click **Post**. Comment is posted below the **Comments** box.
17. Click **Reject**.
18. After performing necessary actions in the *Approval* page, click **Next**. The *Covenants* page appears.

## Covenants

Refer [“Covenants” on page 100](#) for information on managing Covenants.

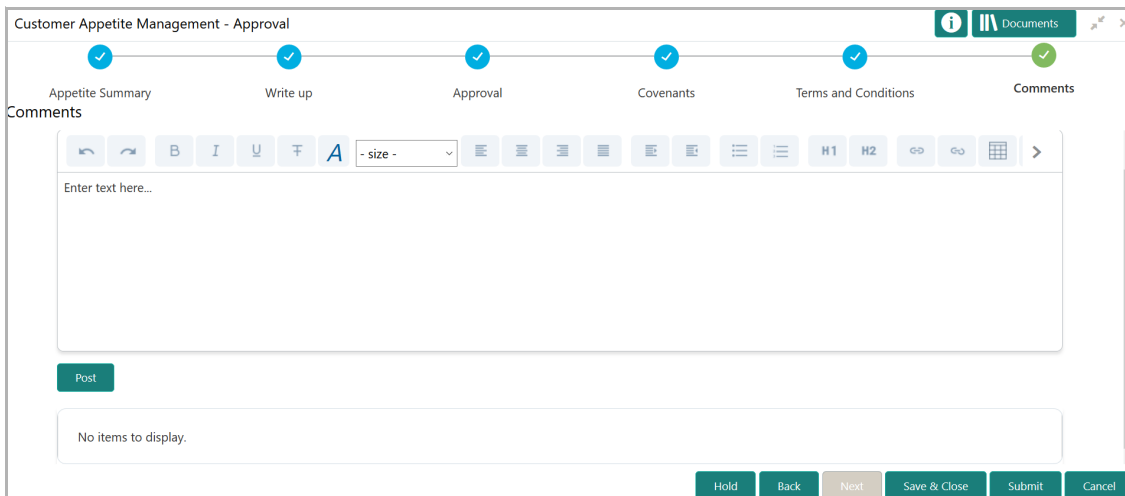
## Terms and Conditions

Refer [“Terms and Conditions” on page 101](#) for information on managing Terms and Conditions.

## Comments

In this data segment, you can mention comments for the actions (approve, send back, and reject) taken in this stage. Posting comments help the user of next stage to take better decision.

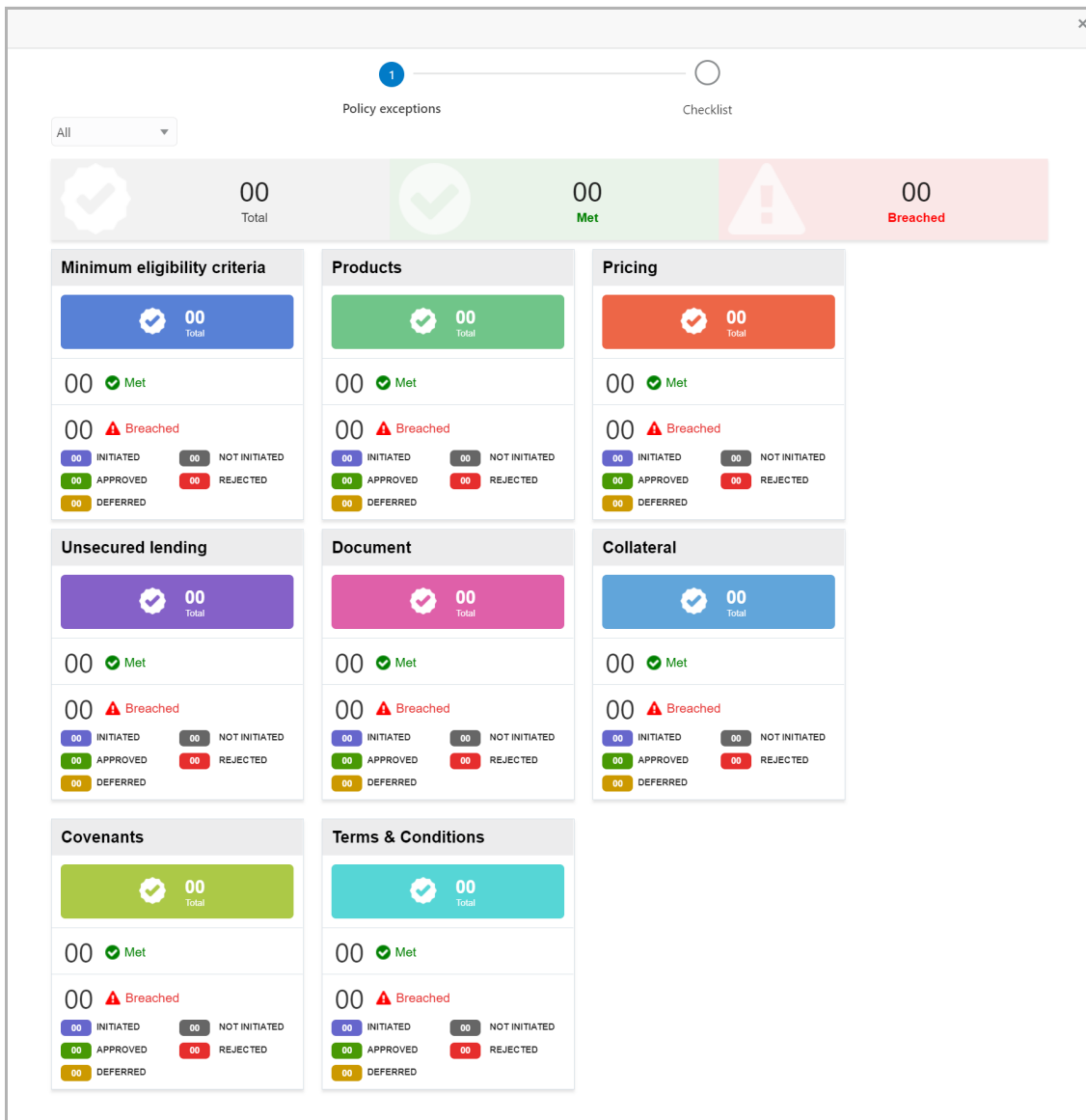
# Chapter 7 - Approval



19. Type the necessary comments in the text box and click **Post**. Comment is posted.
20. To hold the Approval task, click **Hold**.
21. To go back to the previous page, click **Back**.
22. To save the captured information and exit the page, click **Save & Close**.
23. To submit the Appetite Management application to the Draft Generation stage, click **Submit**.
24. To exit the page without saving the captured information, click **Cancel**.

Upon clicking **Submit**, the *Policy Exceptions / Business* window appears based on configuration:

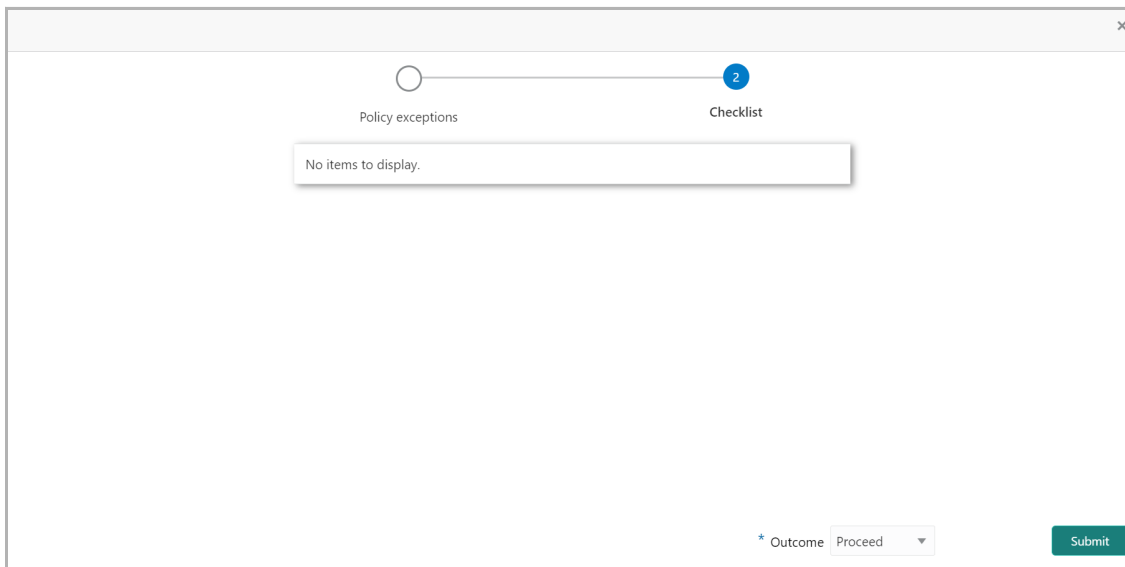
# Chapter 7 - Approval



By default, policy exceptions are displayed for both the party and child parties. To view the policy exceptions for particular party / child party, select the required party / child party from the drop down list at top left corner.

25. After viewing policy exceptions or overrides, click the **Checklist** data segment.

# Chapter 7 - Approval



In the above screen, the checklist for manual verification appears if it is maintained for this stage in Business Process Maintenance screen.

26. Manually verify all the checklist and enable the corresponding check box.
27. Select the required **Outcome**. The options available are: Approved and Reject.
28. Click **Submit**.

If the **Outcome** is selected as Approved, the Appetite Management application is moved to the 'Draft Generation' stage on clicking Submit.

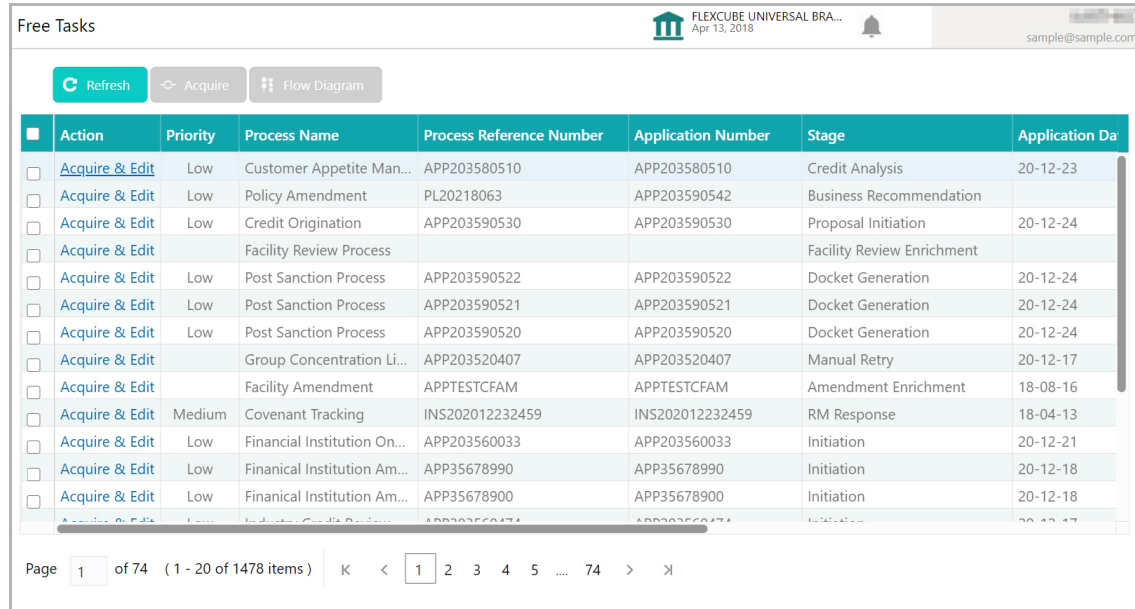
If the **Outcome** is selected as Reject, the Appetite Management application is sent back to the Deal Structure stage on clicking Submit.

# Chapter 8 - Draft Generation

## Draft Generation

In this stage, the draft proposal with appetite details can be generated and sent to the customer prospect.

1. Navigate to **Tasks > Free Tasks** from the left menu. The *Free Tasks* page appears:



Free Tasks

FLEXCUBE UNIVERSAL BRA...  
Apr 13, 2018

sample@sample.com

Refresh Acquire Flow Diagram

Action	Priority	Process Name	Process Reference Number	Application Number	Stage	Application Date
Acquire & Edit	Low	Customer Appetite Man...	APP203580510	APP203580510	Credit Analysis	20-12-23
Acquire & Edit	Low	Policy Amendment	PL20218063	APP203590542	Business Recommendation	
Acquire & Edit	Low	Credit Origination	APP203590530	APP203590530	Proposal Initiation	20-12-24
Acquire & Edit		Facility Review Process			Facility Review Enrichment	
Acquire & Edit	Low	Post Sanction Process	APP203590522	APP203590522	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590521	APP203590521	Docket Generation	20-12-24
Acquire & Edit	Low	Post Sanction Process	APP203590520	APP203590520	Docket Generation	20-12-24
Acquire & Edit		Group Concentration Li...	APP203520407	APP203520407	Manual Retry	20-12-17
Acquire & Edit		Facility Amendment	APPTESTCFAM	APPTESTCFAM	Amendment Enrichment	18-08-16
Acquire & Edit	Medium	Covenant Tracking	INS202012232459	INS202012232459	RM Response	18-04-13
Acquire & Edit	Low	Financial Institution On...	APP203560033	APP203560033	Initiation	20-12-21
Acquire & Edit	Low	Financial Institution Am...	APP35678990	APP35678990	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678900	APP35678900	Initiation	20-12-18
Acquire & Edit	Low	Financial Institution Am...	APP35678974	APP35678974	Initiation	20-12-17

Page 1 of 74 (1 - 20 of 1478 items) K < 1 2 3 4 5 ... 74 > X

2. **Acquire & Edit** the required Draft Generation task. The *Appetite Summary* page appears.

# Chapter 8 - Draft Generation

Customer Appetite Management - Draft Generation

Documents

✓  
 Appetite Summary

✓  
 Draft Generation

3  
 Comments

### Appetite Summary

ASK

#### Party Information

ASK , A Domestic entity established & operating as a Pvt Ltd Company in

Party Id PTYZ10743323	Register No	Legal Status Pvt Ltd	Liability Amount	Is KYC Compliant No	Share Holders 0	Contractors 0	Guarantors 0	Bankers 0
--------------------------	-------------	-------------------------	------------------	------------------------	--------------------	------------------	-----------------	--------------

#### Head Room Summary

<span style="font-size: 1.5em; color: #f1c40f;">INR</span> Appetite Currency	<span style="font-size: 1.5em; color: #f1c40f;">₹5.0M</span> Total Liability Amount Proposed
<span style="font-size: 1.5em;">₹0.0</span> Funded	<span style="font-size: 1.5em;">₹0.0</span> Non Funded
Mar 31 2021 Effective From	Mar 31 2022 Effective Till

#### Facility Summary

No data to display

#### Collateral summary

<span style="font-size: 1.5em;">0</span> Total collateral value	No data to display
<span style="font-size: 1.5em;">0%</span> Customer LTV	

#### Covenants

<span style="font-size: 1.5em;">0</span> Total Covenants
<div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Entity Wise                 </div> <div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Facility Wise                 </div> <div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Financial                 </div> <div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Non Financial                 </div>
0 Newly Added <span style="font-size: 0.7em;">0</span> Financial <span style="font-size: 0.7em;">0</span> Non Financial
0 Met <span style="font-size: 0.7em;">0</span> Financial <span style="font-size: 0.7em;">0</span> Non Financial
0 Breached <span style="font-size: 0.7em;">0</span> Financial <span style="font-size: 0.7em;">0</span> Non Financial

#### Terms & conditions

<span style="font-size: 1.5em;">0</span> Total Terms and Conditions
<div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Entity                 </div> <div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Facility                 </div> <div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Pre disbursement                 </div> <div style="background-color: #0070c0; color: white; padding: 5px; text-align: center;"> <span style="font-size: 1.2em;">0</span>                      Post disbursement                 </div>
0 Newly added <span style="font-size: 0.7em;">0</span> Pre disbursement <span style="font-size: 0.7em;">0</span> Post disbursement
0 Met <span style="font-size: 0.7em;">0</span> Pre disbursement <span style="font-size: 0.7em;">0</span> Post disbursement
0 Breached <span style="font-size: 0.7em;">0</span> Pre disbursement <span style="font-size: 0.7em;">0</span> Post disbursement

Hold
Back
Next
Save & Close
Cancel

For information on actions that can be performed in this page, refer Credit 360 User Manual.

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# Chapter 8 - Draft Generation

3. After reviewing the *Summary*, click **Next**. The *Draft Generation* page appears.

Draft Generation

Screen ( 2 / 3)

FAC01

+ FAC01

Generate Document

Hold Back Next Save & Close Cancel

4. Click **Generate Document**. The *Draft Generation Details* window appears.

Draft Generation Details

Communication Type

Email

E-Mail To \*

john\_doe@example.com

E-Mail CC

john\_doe@example.com

Subject \*

Proposal draft

Cancel Generate

5. In **E-mail To** field, type the E-mail address to which the draft proposal has to be sent.

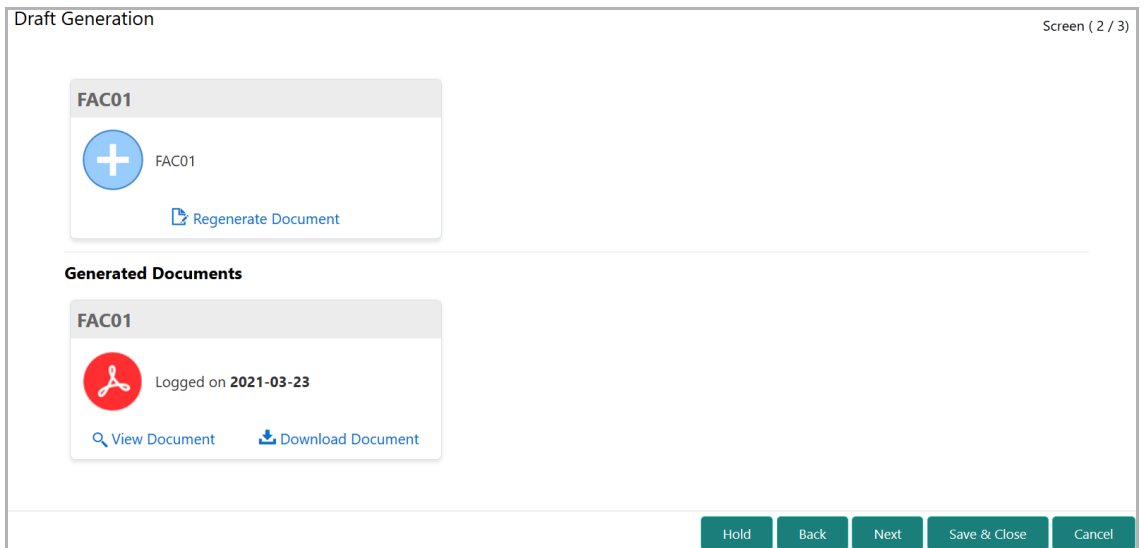
6. In **E-mail CC** field, type the E-mail address which has to be in CC of draft proposal mail.

7. In **Subject** field, type the mail subject.

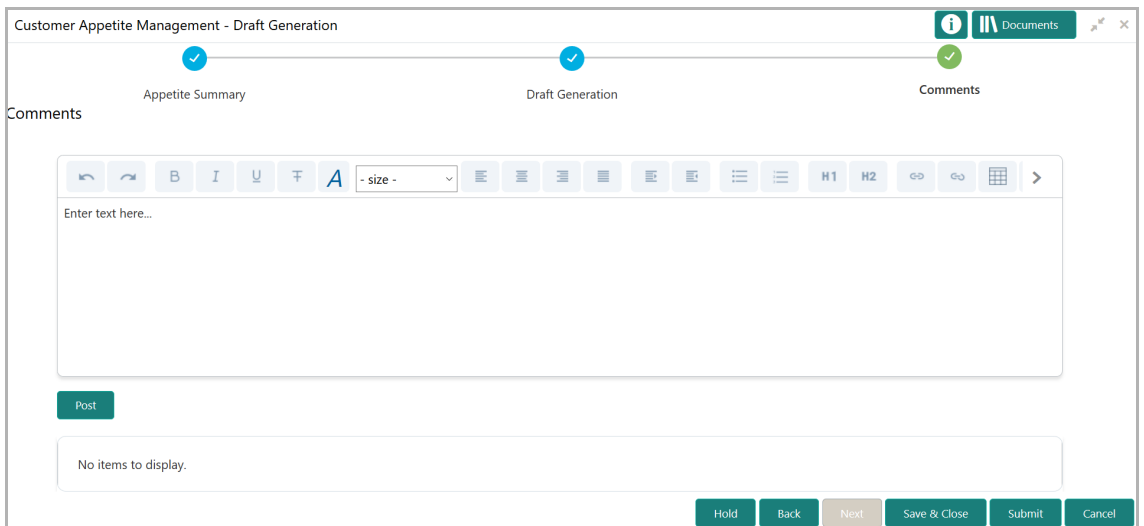
8. Click **Generate**. Draft proposal configured in the system is sent to the mail ID mentioned in **E-Mail To** field.



# Chapter 8 - Draft Generation



9. To view the generated draft document, click **View Document**.
10. To download the generated draft document, click **Download Document**.
11. After generating proposal draft, click **Next**. The *Comments* page appears:



12. **Post** comments, if any. Posted comment is displayed below the **Comments** box.
13. Click **Submit**. The *Policy exceptions* window appears.

# Chapter 8 - Draft Generation

The screenshot displays the 'Policy Exceptions' dashboard. At the top, there are two tabs: 'Policy exceptions' (active) and 'Checklist'. A dropdown menu is set to 'All'. A summary bar shows: Total (00), Met (00), and Breached (00). Below this, there are eight category cards, each with a 'Total' status and a 'Met' or 'Breached' status. Each card also includes a breakdown of counts for INITIATED, NOT INITIATED, APPROVED, REJECTED, and DEFERRED.

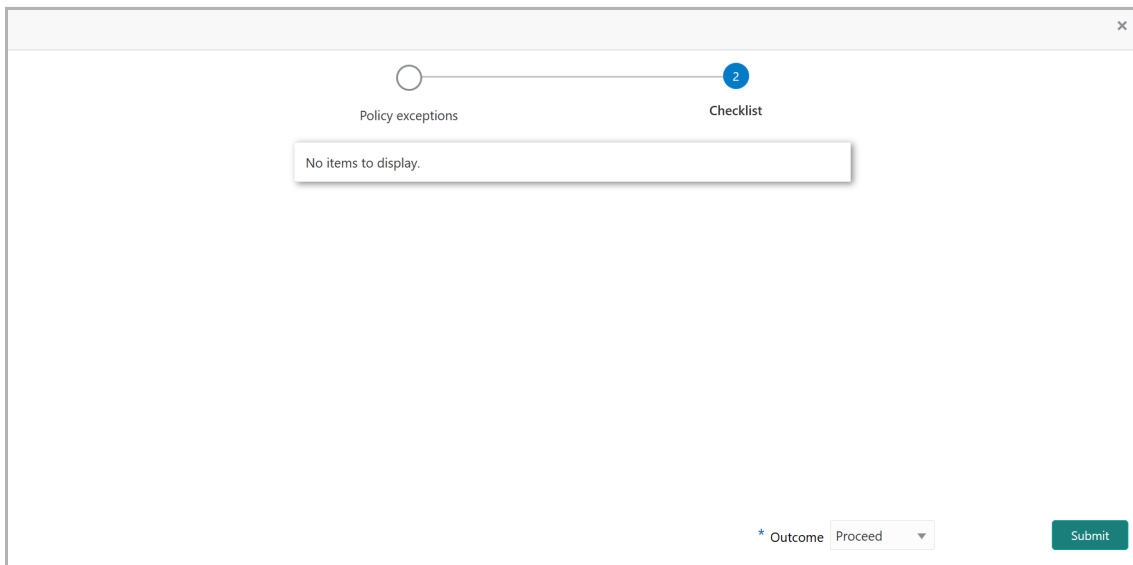
Category	Total	Met	Breached
Minimum eligibility criteria	00	00	00
Products	00	00	00
Pricing	00	00	00
Unsecured lending	00	00	00
Document	00	00	00
Collateral	00	00	00
Covenants	00	00	00
Terms & Conditions	00	00	00

By default, policy exceptions are displayed for both the organization (party) and its child party.

14. To view the policy exception detail specific to party or child party, select the party from the drop down list at top left corner.

15. Click the **Checklist** data segment.

# Chapter 8 - Draft Generation



16. Select the **Outcome** as **PROCEED**, if additional information is not required. Otherwise select the **Outcome** as **Additional Info**.

17. Click **Submit**.

If the **Outcome** is selected as PROCEED, the draft proposal is sent to the mentioned Email ID on clicking Submit.

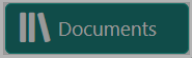
If the **Outcome** is selected as Additional Info, the draft proposal is sent back to the Approval stage on clicking Submit.

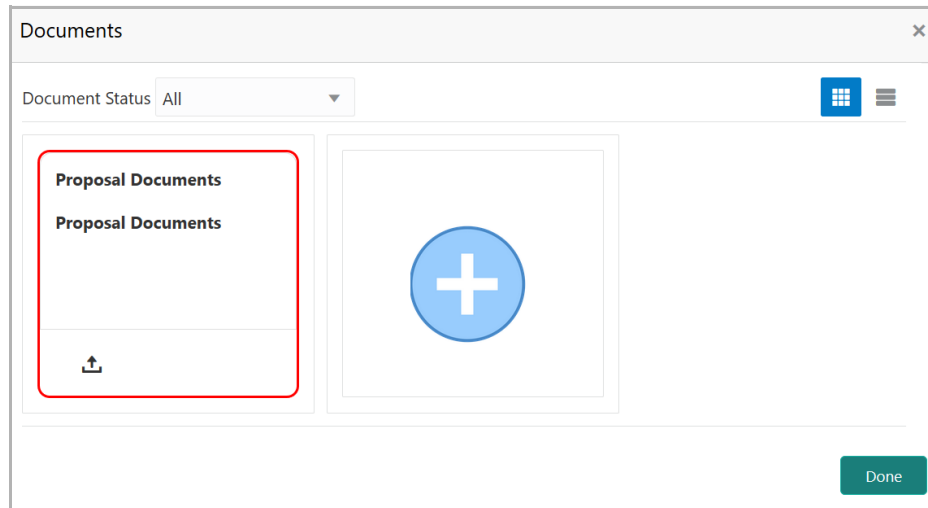
# Chapter 9 - Document Upload

## Document Upload and Checklist

In OBCFPM, supporting documents such as balance sheets and collateral documents can be uploaded in any stage of Appetite Management process. Supporting documents help the senior officers in bank to accurately evaluate the credit worthiness of the customer prospect and approve the Appetite Management application. Documents added can be removed whenever the document becomes invalid.

### Steps to upload documents

1. Click  at the top right corner of any page. The *Documents* window appears.

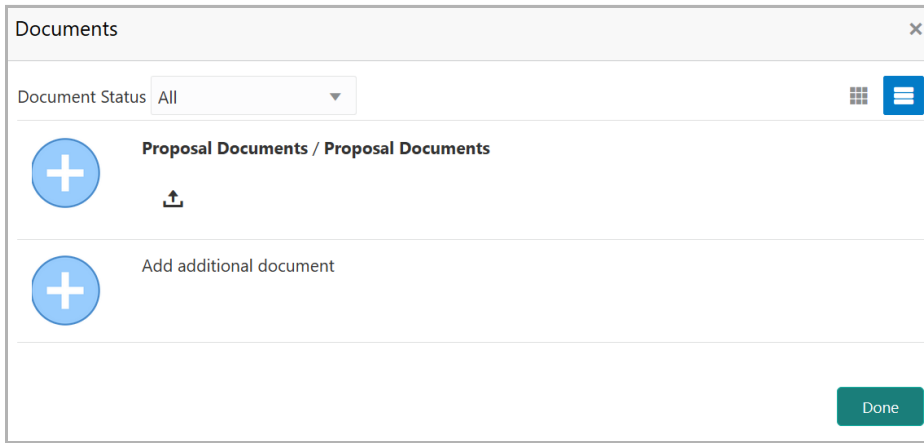


If the document list is configured in Business Process Maintenance, the same appears in the above window. You can also click the add icon to upload other documents.

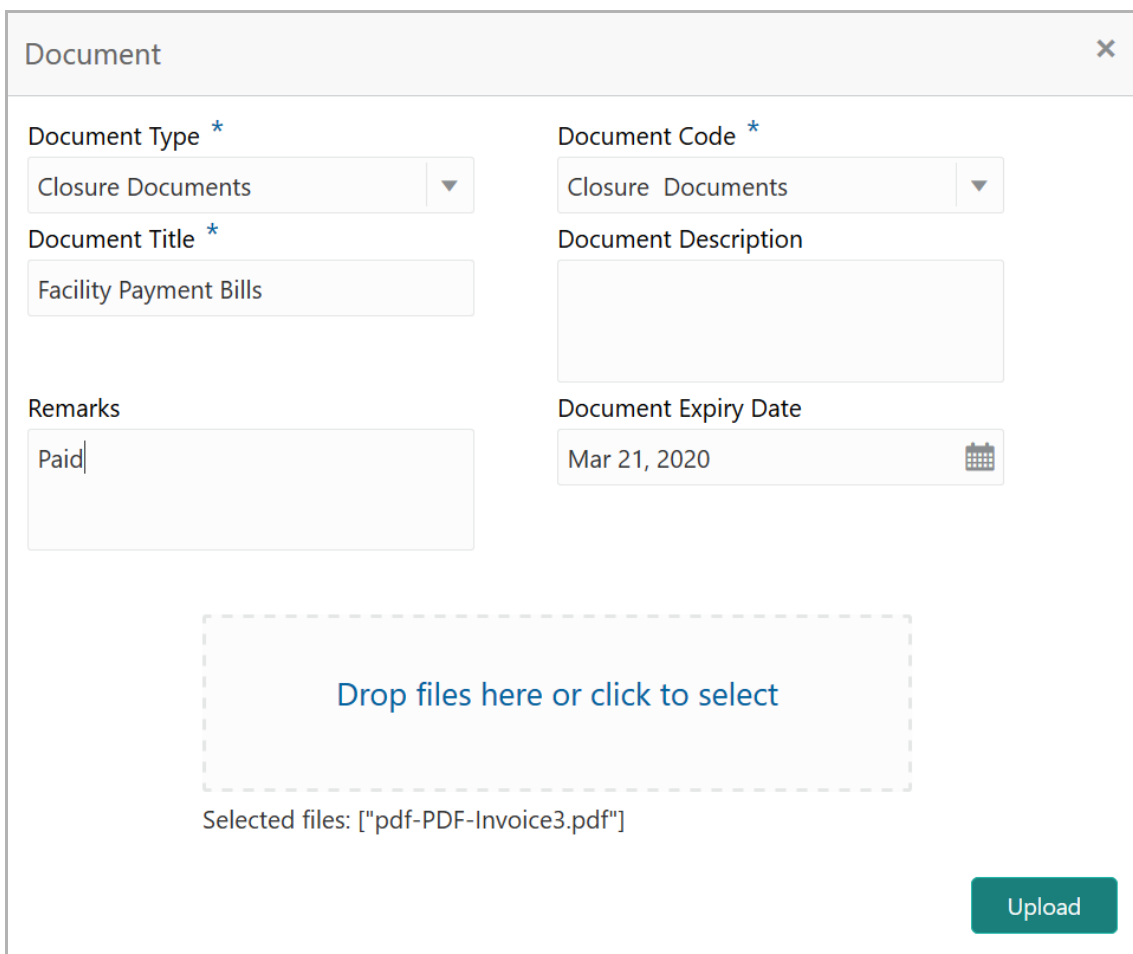
In case the mandatory document is not uploaded, the system prompts an alert. You need to upload the necessary documents and proceed further.

2. To change the table view to the list view, click the list icon at the top right corner. The *Documents* window appears as shown below.

# Chapter 9 - Document Upload



3. Click the add icon. The *Document Details* window appears.



4. Select the **Document Type** and **Document Code** from the drop down list. The options available are: Amendment Documents, Proposal Documents and Closure Documents.

5. Type the **Document Title**.

6. Type a brief description about the document in the **Document Description** field.

# Chapter 9 - Document Upload

7. Type the **Remarks**, if any.
8. Click the calendar icon and select the **Document Expiry Date**.
9. In **Drop files here or click to select** area, drag and drop the documents or click and select the documents. Selected files are displayed at the bottom.



To upload multiple supporting documents at the same time, drag and drop or click and select all the documents.

10. Click **Upload**. The *Checklist* window appears.

Checklist

Proposal Enrichment

<input checked="" type="checkbox"/> Company Registration document Uploaded	Remarks
<input type="checkbox"/> Incorporation document Uploaded	Remarks
<input type="checkbox"/> Collateral document Uploaded	Remarks

\* Outcome: Proceed

Submit

11. Manually verify all the checklist and enable the corresponding check box.
12. Select the **Outcome** as **Proceed**.
13. Click **Submit**. Document is uploaded and listed in Document window.
14. To edit or delete the document, click the edit or delete icons.

# Chapter 10 - Reference and Feedback

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## Reference and Feedback

### References

For more information on any related features, you can refer to the following documents:

- Oracle Banking Procedure User Guide
- Oracle Banking SMS User Guide
- Oracle Banking Common Core
- Oracle Banking Credit Facilities Process Management Installation Guides

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