



**Credit Market Services Ltd.**

## **CMSL SOURCE**

**Sourcing of Risk Management Capabilities for Excellence**

CMSL brings the concept of outsourced risk management solutions called SOURCE. Source is a repository of customized services bringing the International Best Practices and deployable skills that are directed towards providing outsourced services in two specific areas i.e. Buy Side Risk Management and Credit Appraisal.

### **SOURCE for Buy Side Risk Management**

CMSL offers a customized and totally firewalled Risk Management Department (RMD) to clients such as Banks, Insurance companies, Mutual Funds, Hedge Fund, etc., who are operating in any part of the World. This service provides the client a fully operational outsourced Risk Management Department, with the exception of a local Risk Controller. Primarily, CMSL is geared to function as a Virtual Chief Risk Officer (CRO) and responsible for Risk reporting and interaction, including person to person, with local and global regulatory authorities.

In addition, the CRO and the Risk Management department can manage the Regulatory and External Audits, if necessary, on site. CMSL is in the process of scaling up the human resources with highly qualified, regulatory compliance oriented and dedicated staff for this purpose. All the information and data pertaining to the client will be firewalled so as to ensure confidentiality since the information is proprietary in nature and this condition is maintained on a permanent basis. Going forward, CMSL has plans to scale up this facility on a 24x7 basis and gear up to provide staff dedicated to a client.

By availing the virtual CRO services of CMSL, the clients get the value-add in terms of lower cost but also access to

'Best Practices' and 'Thought Leadership' with no additional investment.

### **SOURCE for Credit Appraisal**

CMSL provides Credit Appraisal as an Independent evaluation. The credit appraisal services offered by CMSL are not only independent but also neutral to the consortium lenders. It embodies a deep level of skill in the appraisal of firms in India combined with a thorough understanding of Indian macro and micro environment.

SOURCE for Credit Appraisal seeks to fill the gap in appraisal resources between consortium leaders and consortium members, especially in the Specialized Lending Segments (such as Retail, Telecom, Infrastructure, etc.). Apart from providing this service to non-lead members of lending consortiums, it adds value to the Lead Lenders' appraisals by providing an independent and neutral view.

CMSL for Credit Appraisal begins from an analysis of key factors that determine a rating, such as ownership structure and collateral, and drills down to identify specialized situations, suggests measures and methods to handle specialized situations in the rating process.

The CMSL for Credit Appraisal solution adds value to the non-lead banks in terms of optimal use of their scarce resources, and to lead banks in consortia to neutrally enhance their appraisal of obligor credit risk. It adds a degree of freedom to the banks to take steps to mitigate these risks. Finally, it provides economies of scale - both in size and scope - to the banks, in turn enabling them to free up resources to conduct more syndications, and directly and indirectly adding more value to the banks' bottom line.

