



Ask the Experts: CreditLens Spreading Tips, Tricks, and Newly Released Features

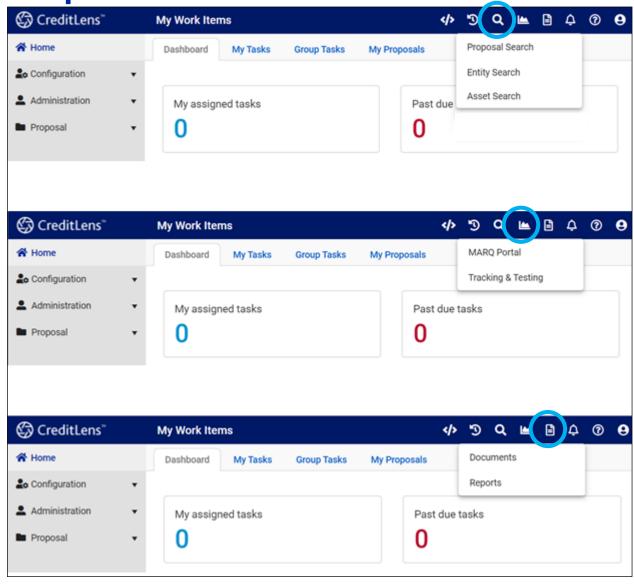
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Newly Released Features: Updates on Shared Platforms and CreditLens CRE

Navigation and UI Enhancements

- 1. Utilize the new Frame Design Standard that will be implemented across Banking.
- 2. Add icons and nav minimize feature which is already being used across Banking.
- 3. Move global menu items to the top bar, simplifying the left nav.
- 4. Make the nav responsive (show and hide menu items) to give the user an intuitive navigation experience increasing findability.
- 5. Global Search
- 6. Property Analysis: If you search for a CRE Property vs Asset Analysis for non-CRE Assets
- 7. Context-Bar for Asset, Product/Loan, Deal

Top Bai



Benefits

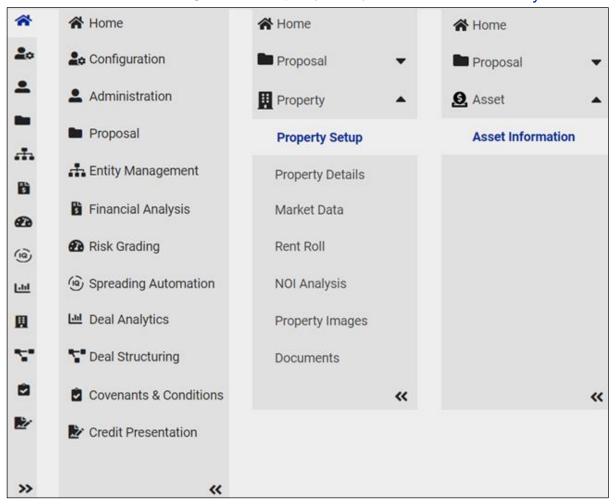
Functions consolidated into the top bar for convenience:

- All Search
- MARQ Portal and Tracking & Testing
- Documents and Reports

Alerts has also been moved to the top bar

Left Navigation

Minimize/Maximize Navigation Property Analysis Asset Analysis

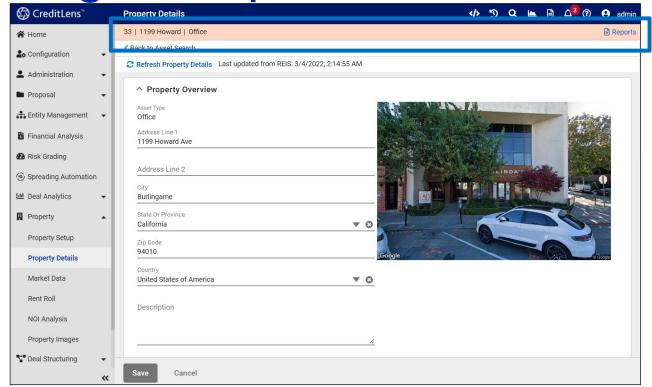


Benefits

- The left navigation will collapse to show only the icons, freeing up real estate.
- Simplify the left navigation based on a user's search, hiding unnecessary icons.
- Make the navigation responsive (show and hide menu items) to give the user an intuitive navigation experience increasing findability.

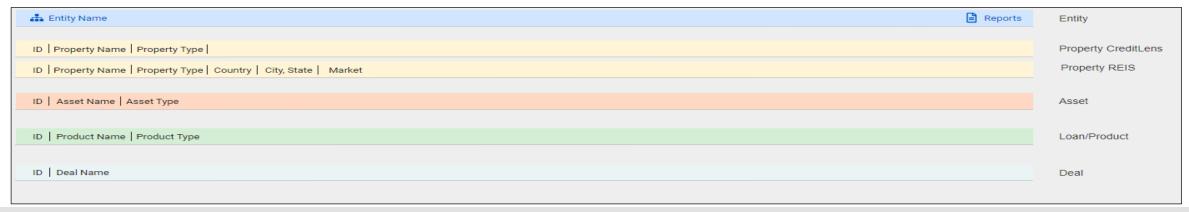
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Angular Update and Context Bar



Benefits

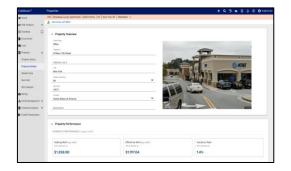
- CRE Pages are updated with a modern look and feel, consistent with our other banking applications.
- The secondar top bar identifies the type of data being viewed on the screen.
- Below marks the different color code.



CreditLens CRE Features in 2022



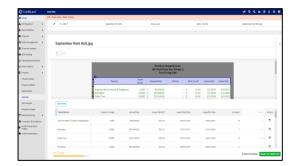
MA CRE Data Integration



- Auto-populate property, market data. Reduced processing time and manual entry
- Early screening of deals
- Monitoring key metrics over time



Automated Rent Roll Spreading



- Digitize and normalize rent-roll/ unit-mix data from any type of source document (pdf, excel, jpeg, png, etc.)
- Auto-import data into existing templates, eliminating manual entry & improving accuracy
- Key data output is exported to NOI template



Enhanced NOI Grid



- Streamlined NOI and DSCR analysis
- Additional insights at per unit and EGI (effective gross income) levels
- Capture and view historical rent-roll and unit mix data
- Simplified analysis details for a better user experience

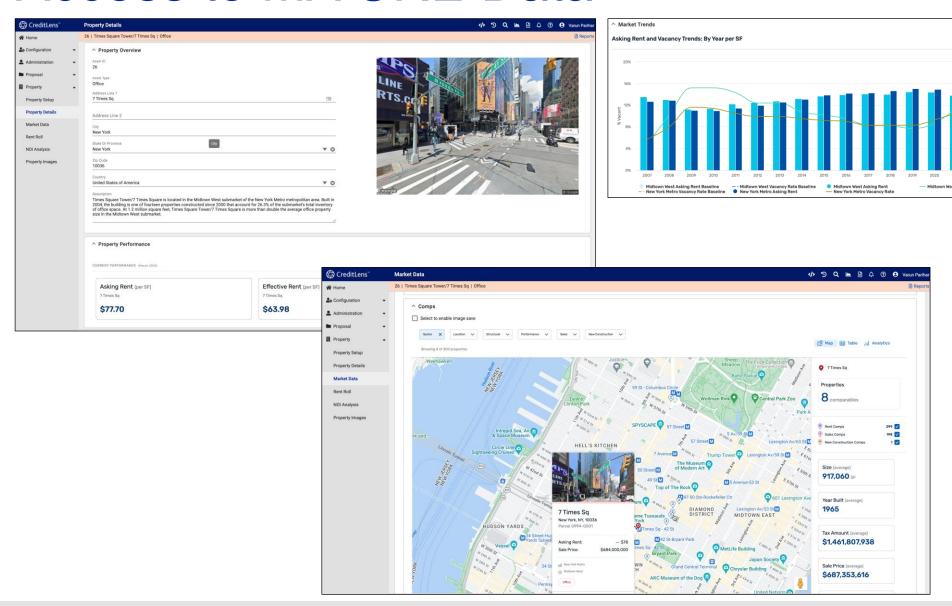


CRE Credit Memo with Live Preview



- Deal-level credit memos
- Live preview feature with sideby-side navigation
- Configurable paradigm that allows banks to include standard prompts/sections
- Flexible credit memo with prepopulated data, images and KPIs
- Improved UI and style
- New sub-reports

Access to MA CRE Data



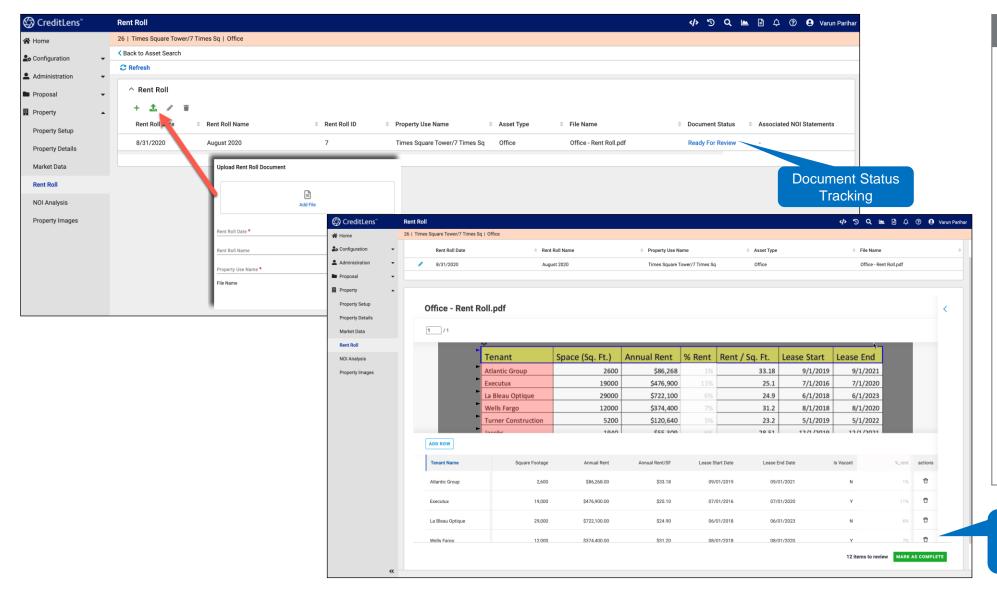
Benefits

 Access to Property & Market key insights early in the lending journey

\$40

- KPIs
- Rent & Vacancy Trends (Historical & Forecast)
- Supply Analysis & Absorption Trends
- Demographics data
- Run Comps analytics on preferred properties
- Data rich reporting

Rent Roll Enhancement & Automation

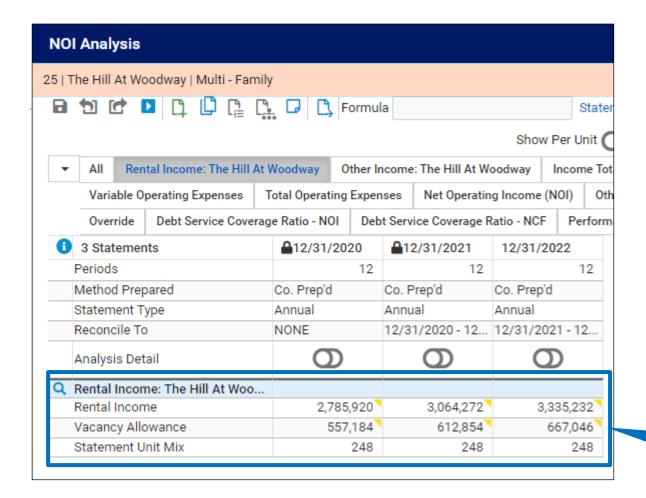


Benefits

- Supports rent roll tracking for multiple periods & maintains history
- Eliminates time-consuming manual data entry activities thus improving efficiency & accuracy
- AI/ML based document processing
- Supports different type of files such as PDF, Excel, JPEG, PNG, etc.
- Document status tracking
- UI to review & approve the processed data
- Auto-populate the data in CreditLens

Review & Complete the Document processing

Combine Unit Mix-level accounts into summary-level account



Points to Highlight

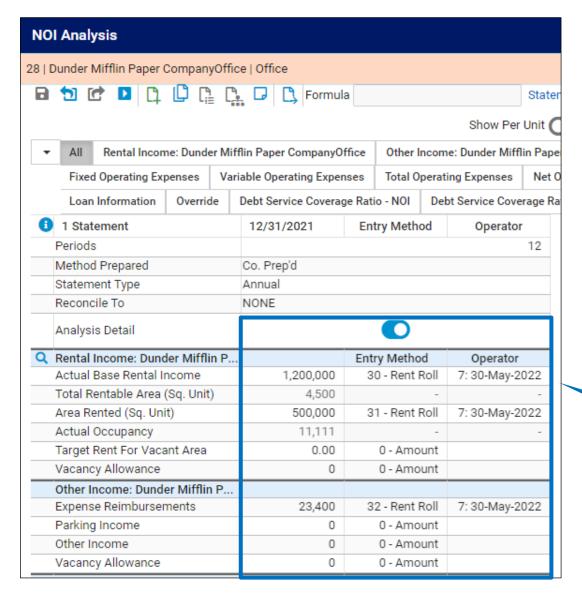
 3 new entry methods were created to fetch the combined values directly from the unit mix screen

Benefits

- Less cluttered view of NOI Grid without loss of functionality
- Consistent implementation with commercial rent rolls

Even if there are several units, the rental income and vacancy values will be shown combined

Use the Rent Roll information on NOI



Data, Steps and Points to Highlight

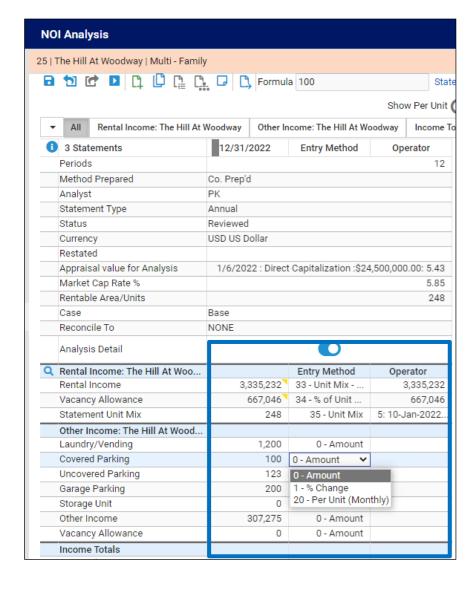
- 3 new entry methods were created to fetch the values from Rent Roll screens
- Information for the fields can be retrieved from the rent roll screen: Actual Base Rental Income, Area Rental (Sq.Unit) and Expense Reimbursements.

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- Turn on the "Analysis Details"
 Select the entry method
- 3. Select which rent roll should be used

After click to save the value will be displayed on the result

New flow to use the entry method



Data, Steps and Points to Highlight

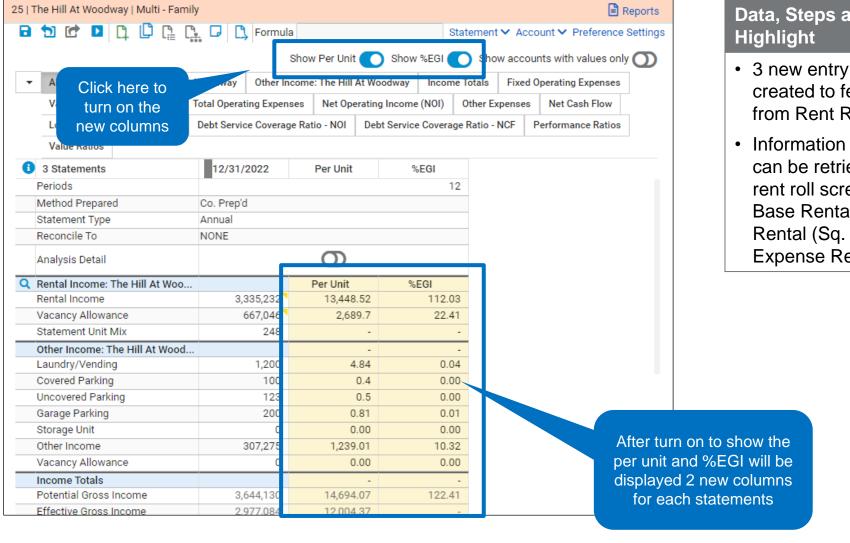
- To use the entry methods, need to turn on the Analysis Details
- A new operator concept was created to help on the calculation for some entry methods
- When some entry method needs a value to perform the calculation, it must be placed in the operator field

Benefits

- Ability to easily understand how a statement was constructed
- Removes friction from the process of changing entry methods.

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Show Per Unit and %EGI for each statement



Data, Steps and Points to

- 3 new entry methods were created to fetch the values from Rent Roll screens
- Information for the fields can be retrieved from the rent roll screen: Actual Base Rental Income, Area Rental (Sq. Unit) and Expense Reimbursements.

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NOI Results and Ratios

Q Loan Information							
Annual Debt Service - Existing I		0.00	0.00		0.00		
Annual Debt Service - Proposed		0.00	0.00		621,340.92		
Annual Debt Service - Senior E		0.00	0.00		0.00		
Annual Debt Service - Subordin		0.00	0.00		0.00		
Annual Debt Service - Forward		0.00	0.00		0.00		
Senior Existing Internal Loans		0.00	0.00		0.00		
Senior Proposed Loans		0.00	0.00		16,500,000		
Senior Existing External Loans		0.00	0.00		0.00		
Subordinate Existing External L		0.00	0.00		0.00		
Forward Loans		0.00	0.00		0.00		
Total Loans		0	0		16,500,000		
Total Debt Service	0		0				
Net Cash Flow after Debt Servi		1,072,970	1,267,300		621,341 1,154,631		
Net Cash Flow after Debt Servi			onvice Coverage Pat	io - N			
Override		Debt Service Coverage Ratio - N DSCR - Existing Internal			(0.00	
Total Loans Override		DSCR - Proposed			0.00		
Total Debt Service Override		DSCR - Senior External			0.00		
Debt Service Override 2		DSCR - Subordinate External			0.00		
Debt Service Coverage Ratio - N		DSCR - Forward Loans			0.00		
DSCR - Existing Internal	DSCR - Total Debt Service (excl			0.00			
DSCR - Proposed		DSCR - Total Debt Service Over			(0.00	
DSCR - Senior External		Performance Ratios					
DSCR - Subordinate External		Debt Yield %			(0.00	
DSCR Forward Loans					(

Operating Expense Ratio %

Appraised Value (Cap Rate)

Value Ratios

Appraised Value

LTV (Cap Rate) %

LTV (Appraised) %

Moved from Results and Ratios

- Income Totals
- Effective Gross Income
- Potential Gross Income
- Total operating Expenses
- Net Operating Income (NOI)
- Net Cash Flow
- Total Loans

2.86

0.00

0.00

0.00

2.86 0.98

0.11

0.04

0.4

0.67

0.5

24,500,000

32,706,659.3

0.54

0.00

0.00

23,600,000

23,599,620.11

- Debt Service Coverage Ratio – NOI (class and accounts)
- Appraised Value

New Ratios

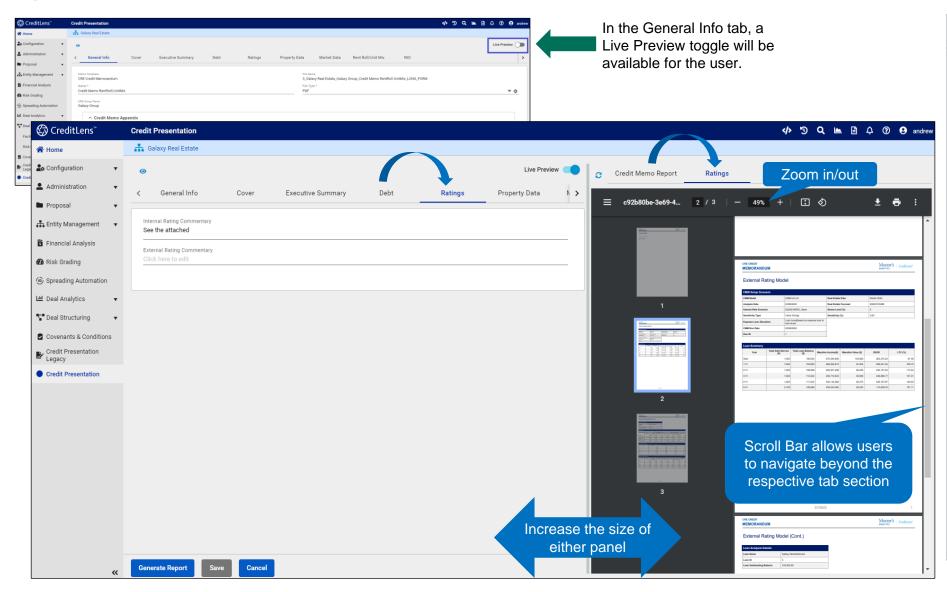
- Total Debt Service
- Net Cash Flow after Debt Service
- Net Cash Flow after Debt Service Override
- Total Loans Override
- Total Debt Service Override
- DSCR (NOI/Total Debt Service Override)
- Debt Service Coverage Ratio – NCF (class and accounts)
- Debt Yield
- Mortgage Constant
- Operating Expense Ratio
- LTV (Appraised)
- Appraised Value (Cap Rate)
- LTV (Cap Rate)
- Value (Market Cap Rate)

DSCR - Forward Loans

DSCR - Total Debt Service (excl...

DSCR - Total Debt Service Over...

Credit Presentation



Benefits

Once Live Preview is turned on, the user will be able to see in a single screen, Credit Memo data and narrative boxes for the user to provide supplemental information.

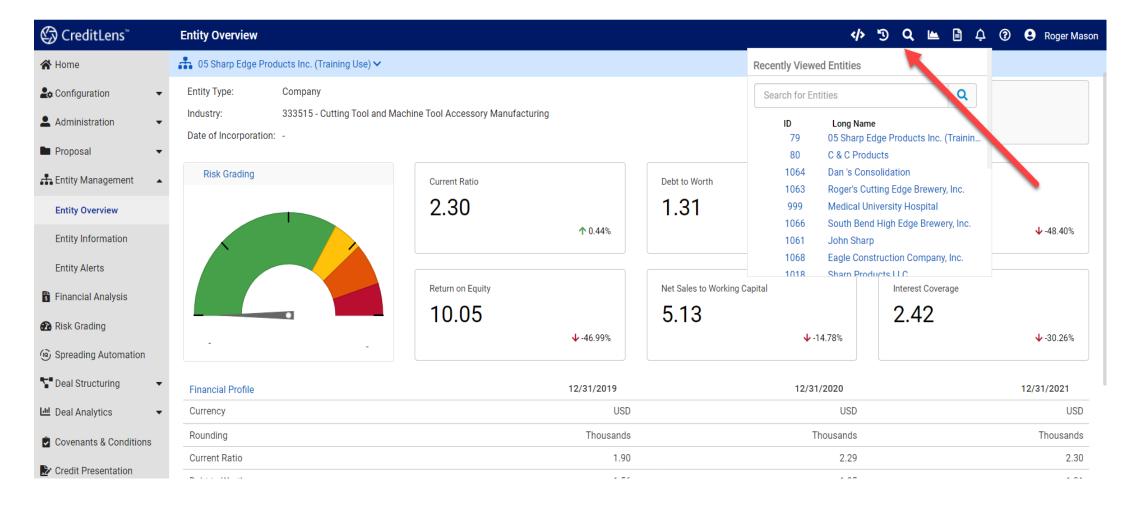
- The user will not have to generate a Credit Memo preview in a separate window to have side-by-side data.
- The user will not have to navigate away from Credit Presentation to view module information.
- The user can now review the entire Credit Memo in a single screen or specific sections with intelligent tagging.
- This provides the user with the ease of a single screen to work on.

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Spreading Tips & Tricks

Recently Viewed Entities

End Users

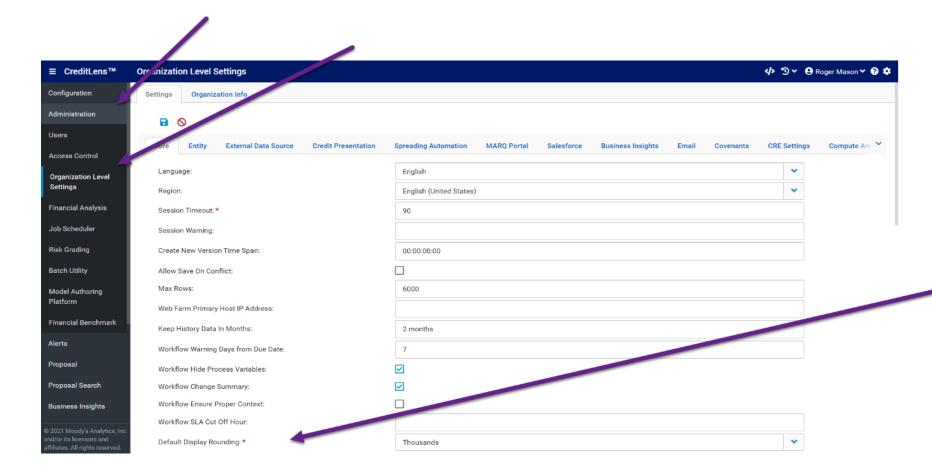


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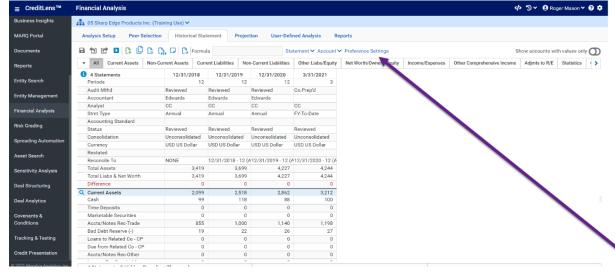
Default Rounding

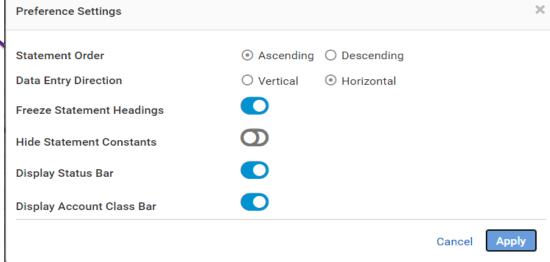
Administrators (must have admin rights)



Preference Settings

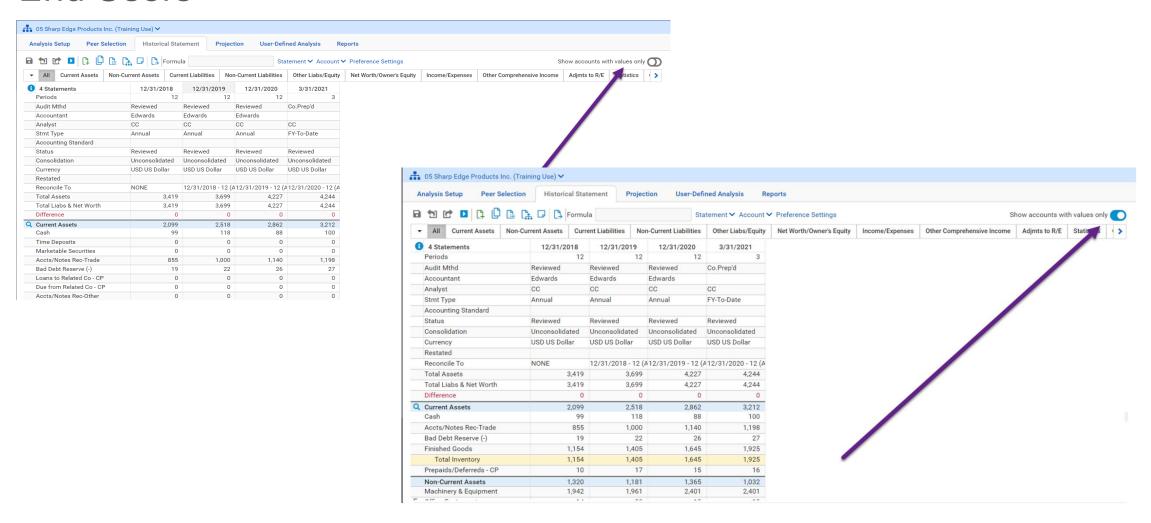
End Users





Show Accounts with Values Only

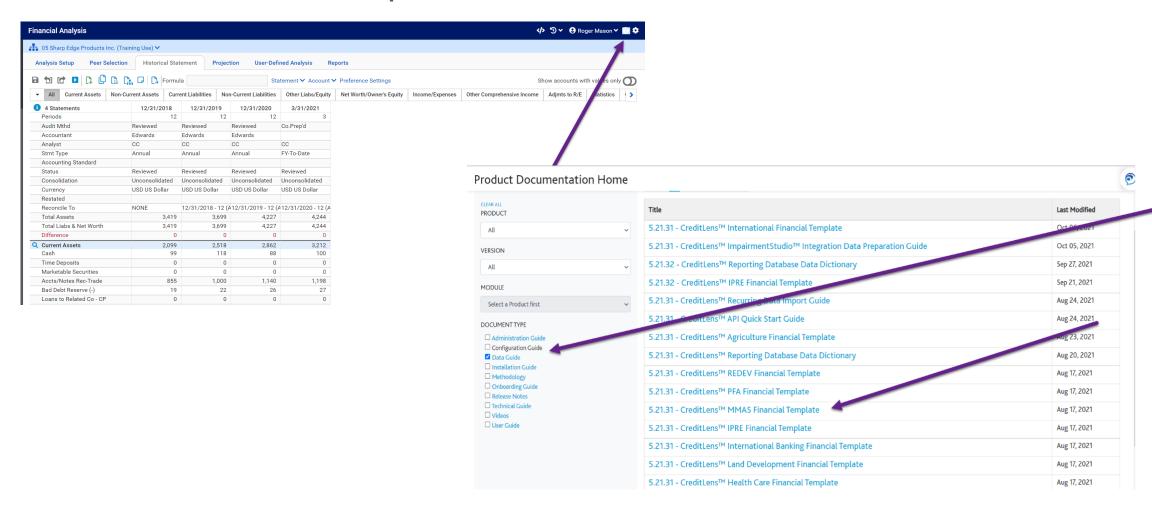
End Users



MOODY'S ANALYTICS

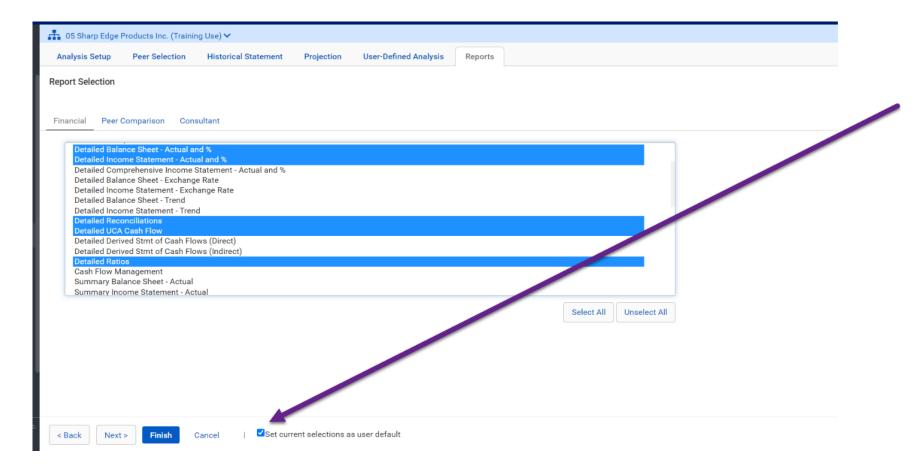
Help System

End Users – for example find calculations



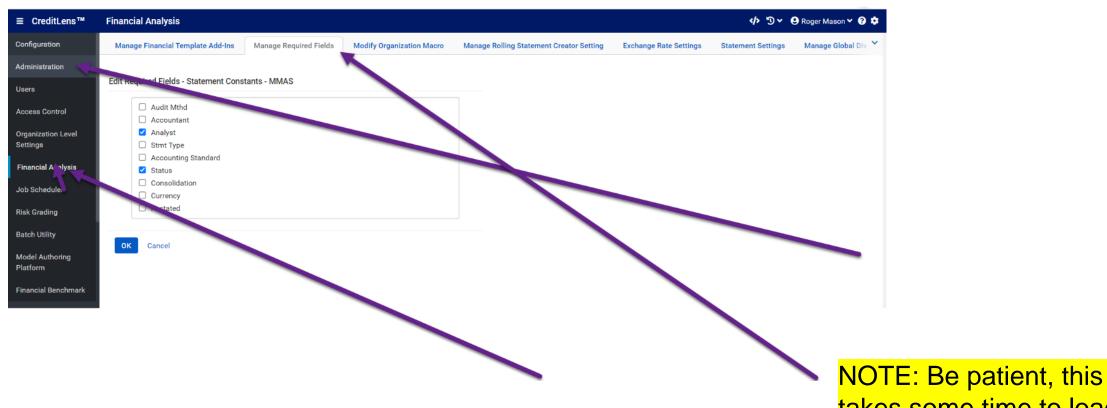
Default Reports

End Users



Required Fields

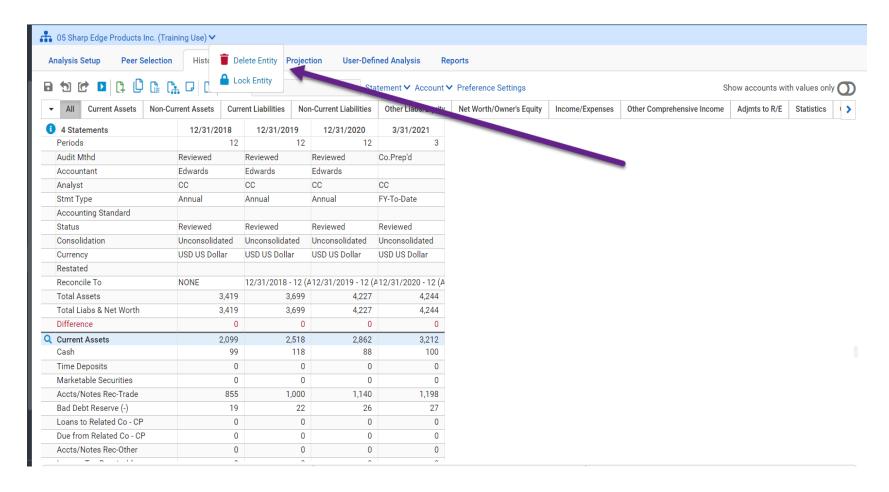
Administrators (must have admin rights)



takes some time to load

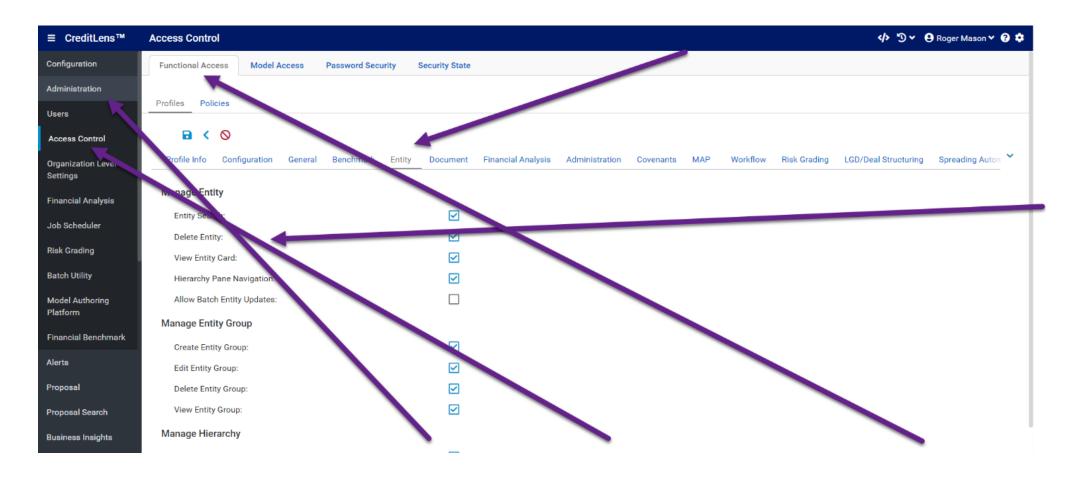
Deleting Entities

End Users



Deleting Entities

Administrators (must have admin rights)

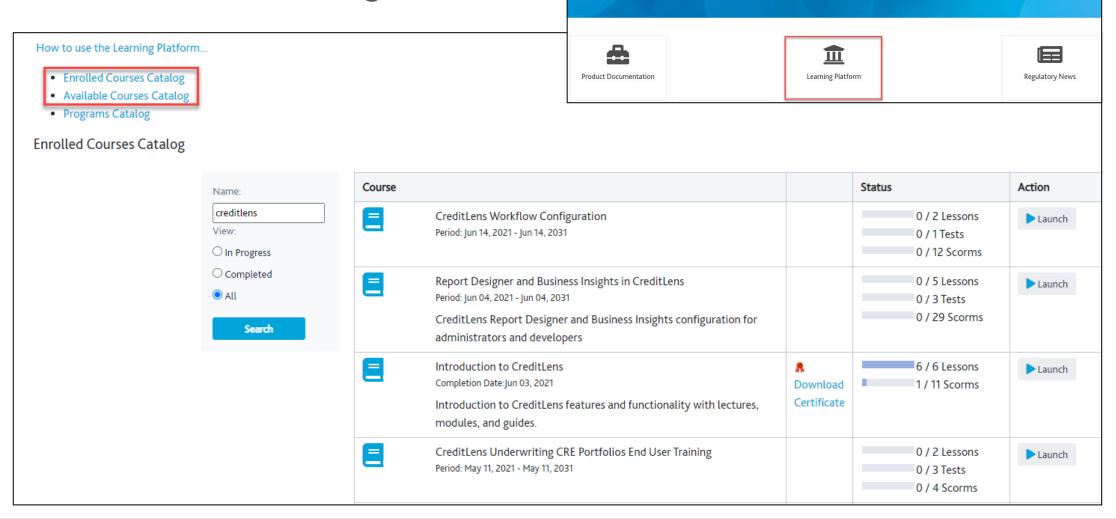


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Learning Platform

Learning Platform

CreditLens eLearning



Moody's Information Web

Resources and documentation for Moody's Analytics clients and partners

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