Meeting Notes

Intro:

* Hi all, thank you for joining this meeting, on this call, we had Mark and David, and i fromt he data sceince team. Perry Jones from the corp MI team and Paul and Hannah from TWC business Managment Team.
* its been a while since our last meeting Paul, it took longer than expected to get the sales finance balances and especially the India trade balances into the dashboard. After finally getting those into a shape I want, I think I am at the stage where we are happy to go through the next steps.

Agenda

* Go through the data sources
* Go through the reconciliation of the difference balances with the front end report and understand why there might be differences and if you’re happy to accept them.
* I’ll then take you through the dashboard
* Finally I think it would be good just to discuss hear your thoughts on the dashboard and go through how you intend yo use it and understand the business value
* This will help us better understand the dashboard and consider the next steps

Data Sources

* I’ll briefly go through the datasources I’ve used for this project. I’ve taken data from various databases from BIW1 such as GCA for trade balances. Ive also used Zeus for DG rating and EWL list.
* I tried to replicate as much from the COVID report as possible - managed to get the daily trade balances from gca, sales finance balances from rep and trade balances from UAE and India.
* Note I couldn’t get balances for Italy or include client limits in the dashboard.

GCA reconciliation

* In the next following slides I’ll go through any differences between my output and the balances from the front-end reports.
* I’ll fist go through GCA, the front end report is sent by Shradha from the finance team
* Just something to note, the front-end report doesn’t seem to include balances where the client segment is unallocated or book non coverage
* As you can see, in total the unallocated clients makes up around 200m daily balances - these might occur when a new client joins the bank.
* Another thing to note is that the front end report also seems to exclude some of the bbuk coverage e..g there is never any trade services and only BGIs balances for Below, is an example of the front end report for BBUK
* From GCA, we can see there is a difference in balances, we can see a 1.1m balance for trade services for USD, which is exclude
* To match the eur balances from the previous slide, I’ve only included where sub team type is MB
* With these filters in place, comparing the output balances from BIW1 with the front end report for period 1st Aug to 8th Oct,
* Only in Aug was there a considerable difference where the average difference is 24m
* The below graph shows the daily differences, just to note, the 25m balance is being investigated by Rob Price from the Corp MI team as it appears it was showing up previously but dropped off after September.
* Rob believes this is due to an issue with ACBS and customer system mapping which is why it dropped off.
* Even with this, the differences in balances is still less than 1% of the total balances. - are you happy to accept these changes.

RFP Sales Finance

* Moving onto the sales finance balances
* The sales finance balances from GCA isnt exactly cor rect and so i had the get it from the RFP database in BIW1
* Just an important note, I tried to get the the balances matching to the daily sales finance report from the finance team but could never really get it matching - i think this is due to SRF products.
* Instead i will be using the EOM CAPs monitoring report.
* Comparing the balances for different balances for EOM july and Aug, we can see all the balances for currencies
* There is a very slight difference each month for EURs and GBP
* Comparing this for more months, we see that the, however this difference comapred to the total balance is very small less than 1% of the total.
* Next, i'll go through some caveats on the sales finance products on the dashoard. The first table shows the product coee from biw1 and right is the products from the CAPS report.
* There is much more products from RFP and so we willgroup the products non SRF has CID/ABL
* Another important thing to note is the SRF balance does not seem to match well between RFP and CAPs report, i suspect this is due to the client mapping,as the srf maker is only updated at end of the month for BIW1.
* One possible solution is to use the RFP client number from the CAPs report and manually change these as SRF product - however this will require monthly update to the code and it will also be one month out of date
* As the CAPs report is only produced for the end of previous month.
* I guess we also have client level data for these Sales finance product so you can still see any significant drop in balances and investigate further

Are you happy with these changes?

UAE:

* for the UAE balances i've taken this from the UBS database in BIW 1
* i've taken these from summary tables in the database so its very highlevel product level data withg no client level details.
* I' ll be using the report sent by the UAE team to reconcile with BIW1.
* in the red boxes is the ones im trying to replicate
* Just to note, the balacnes from UBS BIW is in AED so i will be getting the exchange rate from GCA to convert it to GBP.
* Comparing the balances for certain dates in May to Sept
* The first graph shows the differences for the products, the differences is mainly due to the guarantees, trade loans and export discounting.
* Looking at the total differences compared to the total balance, we see it is less 2%,
* Are you happy with these changes?
* Also just to note: i've grouped up the invidiual products to the main groupings as GCA trade e.g. Guarantees to BGI, export/import bills or LC as Trade services and finally trade loans or short term loans as Trade finance.

India Balances

* Now finally, the India trade balances - which probably caused me the most problems.
* I take the data from the biw1 database E\_SUNSHINE\_BASE
* I’ll first go through the process for the front-end report from how I understand it
* The BI team has a number of SQL scripts and SAS scripts that extracts the data and does a number of transformation to the data from BIW1
* I managed to replicate these scripts
* The transformed dataset is then sent to the finance team who does some more processes including applying a client mapping such as the segments, or classification whether they are corporate or wealth.
* For the
* This client mapping is maintained by their team and I do not have access to this.
* Since I don’t have access to this, I tried to filter out the wealth clients using the relationship manager details which the India team recommended.
* Below is an example of the most recent report from the India team - they only send this one or twice a month.
* In the red boxes are the balances we are trying to replicate.
* We are not interested in the GSU booked blanches.
* For the India trade it can be split into two parts - on-balance sheet and off-balance sheet.
* I’ll first through the product codes used
* The on-balance sheet consists Bills and Loans products which is shown on the first table.
* The second table shows the of the products excluded, it appears debt products is excluded including export bills
* For the off-balance sheet products it only includes letter of credits but not collections.
* Reconciling with the reports from the India team for certain dates between may and Oct, if we were to exclude wealth clients on certain dates it seems to match closely except for July, aug and October for the on balance sheet part and oct for the of balance sheet. Where I am picking up less than the balance
* If we were to include wealth clients, we will pick up much more balances compraed to the report but for October the balances matches more closely. However for the other months it is massively difference.

Some of these differences can be explained by the FX rates but I suspect the this is mainly due to difference in client mapping between the finance team and what’s on the database.

For the October balances, I suspect this was due to a new client who’s assigned the wealth RM and I’ve asked the India finance team what segment they have for that client.

* I wasn’t sure wether to exclude wealth clients or not so I was thinking about including them in the dashboard but allowing the user to filter them out themselves.

Daily drawdowns:

* From Trade manager - I’ve included BGIs, import and export LC however this requires additional checking as the daily drawdowns report contains duplicates and its quite hard to check
* But we can easily see the changes in the balances on the client dashboard which I will show you in a minute.
* I’ve also included in the sales finance drawdowns which I managed to add in last week, I couldn’t find any drawdowns details or payment requests in the RFP system, so I had to the GPP payments data to extract out RFP requests.
* I think I managed to get most of the drawdown reque