

# Introduction to GLOBAL MARKETS CONSULTANTS ("GMC")



Global Markets Consultants

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# GMC Profile

- Specializes in business consulting for credit derivatives, particularly complex, illiquid transactions
- Selected as a “Preferred Supplier for Business Consulting” by Deutsche Bank for 2005 - 2010
- Founded in 2002 and achieving an average annual growth rate of 25%
- 30 consultants, 50% of whom have a Masters or higher Degree
- Services delivered in London, New York, Tokyo , Bangalore, Oslo and Frankfurt
- Business relationships with UBS, Deutsche Bank, Daiwa, Lloyds, Crédit Agricole and Bank of America Merrill Lynch
- Core Values: A passion to deliver results, client commitment, quality, innovation and partnership

# Why GMC?

- We maintain an absolute commitment to the success of our clients
- Understand client issues and deliver customized solutions
- Build and sustain strategic partnerships with our clients
- Build relationships with client professionals at all levels, and across functions and regions
- Adopt a highly result-oriented approach and provide robust project MIS
- Complete projects on time and within budget
- Deploy consultants with highly relevant experience and skills

# Client Businesses

- Credit Derivatives
- Correlation
- Repackaged Structures
- Principal Finance
- OTC Derivatives
- Commodities
- Equity Derivatives
- Operations

# Client Challenges

- Product complexity and volume growth
- P&L and risk analysis issues
- After-sales client valuations service issues
- Multiplicity of systems, processes and spreadsheets
- Multiple keying and manual reconciliations
- Business process re-engineering
- Controls, MIS and management
- Documentation and Settlements

# Solutions Delivered

- Analysis of complex derivative transactions, including modelling and P&L and Risk
- Business process analysis, re-design and implementation
- Root cause analysis and corrective measures implementation
- “Back to Basics” workflow design and implementation for complex products
- System conversions, automation and tactical solutions development
- Robust MIS design and implementation
- Strengthening of Controls and Management

# Consultants

- 65% with 8 years+ derivatives experience
- In-depth product, process and systems knowledge
- Proven track record in consulting projects with blue chip clients
- Result-oriented approach with robust MIS
- Commitment to delivering high quality, customized solutions
- Commitment to on-going learning and training
- Diverse backgrounds and work experience in major financial centres



# Services

- Business consulting
- Risk management
- Technology consulting
- Operations

# Services

## ■ Business Consulting

- Structured / complex transaction analysis
- Transaction data analysis in models / systems
- P&L and Risk analysis
- End-to-end business process analysis
- Business process re-design and implementation
- Robust MIS design and implementation
- Strengthening of Controls and Management
- Strategic business analysis and planning

# Services

## ■ Risk Management

- Modelling of complex transactions
- Risk analytics review (Deltas, Probs, etc.)
- Risk concentrations analysis by credit, time period, currency, etc.
- Client valuations of complex transactions
- Transactions analysis, including legal docs to model reconciliation as part of SOX and Basel II compliance
- P&L and risk analysis
- Audits and compliance requirements

# Services

## ■ Technology Consulting

- Project planning and management
- RAD solutions including interactive risk analysis tools, volume analysis tools utilising tactical databases, and CDO portfolio analysis
- Spreadsheet based trader tools with links to Bloomberg, Reuters and host risk
- Enhanced analytics (single name credit gamma, recovery rate risk, etc.)
- Structured trade valuations (CDOs, CDO<sup>2</sup>s and EDS)
- System implementation, conversions, performance testing and automation
- Risk based actioning (RBA) tools for Documentation and Settlements MIS (to ensure SOX & Basel II compliance)

# Services

## ■ Operations

- Trade capture and modelling, especially of complex structured trades
- Data integrity and reconciliation analysis
- Root cause analysis and implementation of corrective measures
- Design and implementation of robust MIS
- Workflow design, procedure manuals and customized training programmes
- Resolution of nostro and cash breaks
- Clearing of confirmations backlogs
- Onshore and offshore product knowledge, process and management training

# Examples of GMC Consultant Profiles

## ■ Business Management Consultant

B Tech (IIT), MBA (UCLA). One year Equity Sales and Trading work experience at Goldman Sachs. 13 years business consulting experience in Global Markets (ten years with Deutsche Bank) in New York, London, Tokyo, Zurich and Hong Kong. Product areas covered include credit derivatives, correlation, structured products, repack structures, structured capital markets, OTC derivatives, equity derivatives, commodities, convertibles and private clients business

## ■ Business Strategy Consultant

MBA (LBS), MLitt (Oxford), PhD (Cambridge). Eight years experience as Senior Corporate Finance and Equity Capital Markets Executive at major investment banks, including Merrill Lynch, and international academic experience. Eight years of business strategy, marketing and corporate finance consulting experience. Consultant in Exotic and vanilla Credit, Commodity, Equity, Rates and FX Derivatives for blue chip investment banks (Deutsche Bank, Crédit Agricole, Daiwa etc.) for eight years



# References

- Rajeev Misra, Global Head, Credit Derivatives, UBS
- Nicholas Arnold, Head of Technology, Credit Derivatives, UBS
- Matthew Hargreaves, Chief Operating Officer, Daiwa Capital Markets
- Mark Price, Chief Operating Officer, Credit Derivatives, Deutsche Bank
- Munish Verma, Managing Director, Deutsche Bank
- Susan Lambert, Director, Barclays Capital
- Benjamin Lamberg, Head of DCM Private Placements, Crédit Agricole
- Scott Eaton, Managing Director, Broadstreet Capital Markets

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