



## Factsheet – RMA FCQ

# RMA Dual Risk Rating scorecards now available within Fusion CreditQuest

RMA scorecards enable banks to evaluate both the borrower and the loan, delivering greater accuracy and consistency in managing credit risk.

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*Scorecards have been developed by experienced member banks, a Big 4 consulting firm and the RMA's own data, expertise and investment. Before release, the RMA scorecards were tested with live data, reviewed with industry stakeholders and then packaged for deployment."*

Fusion CreditQuest's Rating Manager module supports a wide range of rating scorecards to enhance credit risk management.

It now includes access to a suite of powerful Dual Risk Rating scorecards from the Risk Management Association (RMA).

RMA Dual Risk Rating overcomes the inconsistency and inefficiencies of basic rating systems, combining a borrower rating scale with a facility rating scale to offer more granularity and insight.

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The RMA borrower rating methodology combines quantitative risk factors from financial statements with clearly defined and transparent qualitative risk factors. It offers a high level of granularity to organize and separate risks:

- **Borrower scale:** 14-point scale from Prime to Loss
- **Facility scale:** 10-point scale calculated as total outstanding balance/sum discounted collateral

Scorecards are helpful for indicating probability of default, ratings migration, portfolio management, reporting and strategy, relationship management, pricing, and portfolio strategy.

RMA Dual Risk Rating is seamlessly integrated with Fusion CreditQuest, so this advanced methodology becomes part of your own process.

## Currently available scorecards (more are added based on demand)

- ☒ C&I (Commercial & Industrial) - Middle Market & Small Business Scorecard
- ☒ CRE (Commercial Real Estate) - Income Producing
- ☒ CRE (Commercial Real Estate) - Construction
- ☒ General
- ☒ High-Net-Worth Individual
- ☒ Public Debt-Rated
- ☒ Facility

# On-demand reports include



**Borrower credit database.**  
Document borrower history in one place to create and package reports for loan approval



**Peer benchmarking and analysis.**  
As more and more RMA member banks use Dual Risk Rating, you'll get access to risk rating benchmarks

# Benefits



**No "black box".**  
Understand why and how risk rating scores are generated thanks to transparent risk categories, factors, weighting, and adjustments



**Better decisions.**  
Dual Risk Rating offers a more intuitive and defensible way to evaluate risk, and it enhances portfolio management by calculating credit loss



**Affordable annual subscription.**  
Comprehensive, modern risk rating solution at a competitive price



**On-demand portfolio insights.**  
Flexible reporting on your portfolio to analyze risk concentrations and benchmark against other banks



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### North American Headquarters

744 Primera Boulevard  
Suite 2000  
Lake Mary, FL 32746  
United States  
T: +1 800 989 9009

