

CDO Marketing Practice

Case:

- CDO marketing practice
 - Before CDOs are sold to investors, there is a marketing period during which the arranging bank disseminates information to investors on the CDO and the CDO manager, and responds to investors' questions for further information.
 - The case involved determining whether the information shared by the arranging bank with CDO investors was sufficient for investors to understand their risks to the CDO.

Expertise needed:

- Direct experience in CDO structuring and marketing.
- Knowledge of CDO marketing practice and documentation.

Work done:

- Review the CDO marketing documentation and exchange of information between the arranging bank and CDO investors.
- Opine on market practice relating to the information disclosed to CDO investors during the marketing phase.

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