

# Rating advisory for China-based, Greater-China-focused commercial bank

Fast turnaround of [Rating Advisory](#) (RA) solutions

Developed and executed a highly efficient process meeting client deadline

Delivered the project having a successful management meeting with the rating agency

## CLIENT CHALLENGES

- Lack of experienced RA staff in-house for the bank
  - Difficulty in hiring talent
  - High cost of function given one-time requirement
- Lack of a defined process and expertise in rating decisions
- Limited time to prepare a rating presentation due to stringent deadline
- Limited capability to build a detailed financial model

## OUR APPROACH

- Quickly set up a team, that was able to meet client deadline
- The team was well structured, comprised of specialists and led by an experienced senior to provide guidance and oversight
- Maintained high levels of client engagement
- Provided entire spectrum of services, which covered all requirements of the RA project:
  - Managing rating expectations
  - [Financial modelling](#) and forecasting
  - Compiling rating presentations
  - Preparing for management meetings and presentation

## IMPACT DELIVERED

- Provided critical views on potential rating outcome based on standardized rating methodology and peer comparison
- Compiled a financial forecasting and rating presentation within client deadline and prepared rehearsal material for the management team
- Management meeting was a success
- Provided material in Chinese and English, with required expertise covering local policy environment

### About Acuity Knowledge Partners

*Acuity Knowledge Partners is a leading provider of high-value research, analytics and business intelligence to the financial services sector. The company supports over 650 financial institutions and consulting companies through a team of over 6,000+ subject matter experts who work as an extension of the clients' teams based out of various global delivery centres.*

*We empower our clients to drive revenues higher. We innovate using our proprietary technology and automation solutions. We enable our clients to transform their operating model and cost base.*