

# Corporate finance and capital markets support to a UAE-based bank

Over 3,000 hours of work delivered

> 25% more client and pitch review time

Support across M&A, ECM, DCM and Loan products

## CLIENT CHALLENGES

- Client is one of the leading UAE banks ranked high on the league tables, underwriting both conventional and [Islamic](#) products
- Key challenges faced by the bankers
  - The client was restructuring its core [Investment Banking Advisory](#) business and, as a result, a new sector-agnostic team was set up at the client's end
  - The head of the team envisioned world-class customer service, for which they sought support
  - A top-heavy team without junior support
  - Lack of training time for new hires
  - Inadequate client-facing time for the bankers

## OUR APPROACH

- Set up an offshore team with varied skill sets to support [M&A](#) and [capital markets](#) deals, gradually added support to their [DCM](#) and Loans team to support on both conventional and Islamic issuances
- Fully productive from day 1, delivering client-ready deliverables, with hands-on experience in regional offerings
- Quick turnaround to support live deals and client pitches
- [Acuity Knowledge Partners](#) provided support in creating standardised templates and guidelines for varied analysis
- The team also prepared a Middle East investor repository for quick reference during deals

## IMPACT DELIVERED

- Provided support on live deals, including at the pre -and post-mandate stages, with detailed valuation and financial analysis, industry studies, regulatory reviews, case studies, adhoc research and potential target and buyer identification
- Introduced and set up periodic market updates for DCM, Loans, [ECM](#) and M&A for client circulation
- Quick go-to-market and shortened response time to pitches

- Saved training costs at the client's end

### **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 350+ financial institutions and consulting companies through a team of over 3,000+ 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.*

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