

Fixed Income Research for a Japanese Investment Bank

\$3m

in savings since inception

50%

time savings

\$1m

annualized cost savings

20%

coverage expansion

CLIENT CHALLENGES

- The client, a bulge-bracket Japanese [investment bank](#), wanted to offshore [credit research](#) support for its corporate bond trading desk in the high yield and distressed space. Its requirements included
 - Building credit models on the issuers of bonds
 - Monitoring the coverage universe through regular model updates and major news/events analysis
 - Undertaking relative valuation analysis for the existing portfolio of bonds
 - Preparing credit reports and write-ups on various companies and sectors

OUR APPROACH

- Kicked-off as a single-member engagement to update models and summarize earnings calls
- Worked closely with client analysts to understand their idiosyncrasies and created a more standardized template for both models and earnings calls to gain efficiencies
- Identified additional areas of support, including updates to the quarterly handbook and preparation of organizational structures
- Deployed supervisory overlay to ensure accuracy and timeliness of deliverables
- Provided periodical supervisory governance to ensure timely feedback was sourced and incorporated in deliverables

IMPACT DELIVERED

- Grew the engagement, which began with only one analyst, to a five-member team
- Provided support on European (Developed Markets), European (Emerging Markets), and US markets coverage
- Supported the client on timesensitive ad hoc research and analytical tasks
- Standardized tasks, helping the client save an additional 10% of total time spent
- Freed up bandwidth, enabling client analysts to spend more time with companies' management and investors, and to generate ideas
- Saved over \$1m annually for the client

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 400+ financial institutions and consulting companies through a team of over 4,000+ 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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