

Loan syndication support for a global investment bank

Saved over USD1m and over 42,000 hours of work

Provided support for over USD15bn worth of syndicated loans

Delivered faster turnaround

Provided real-time support

CLIENT CHALLENGES

- Among the top 10 global commercial banks with a diversified business portfolio
- Strong footprint in emerging markets
- Key challenges faced:
 - Onshore bankers had limited bandwidth, restricting focus on deal making and the distribution process in the Syndications value chain
 - Longer turnaround time for deal closure
 - Difficulty in retaining onshore talent
 - Cost pressure

OUR APPROACH

- Acuity Knowledge Partners deployed a specialised offshore team to support onshore bankers in key geographies, i.e., APAC, EMEA, SSA and the Americas
- The support team's key focus was on delivering high-quality and insightful analysis, enabling faster deal execution and improvement of client coverage
- The team developed an understanding of the client's requirements through continuous engagement and training conducted for the team
- Built customised analysis for deal execution, primarily on information memorandums (IMs), financial models and market updates
- Targeted faster turnaround for time-sensitive projects (within a day), delivering high-quality output on deal origination

IMPACT DELIVERED

- Our team's specialised analysis enabled the onshore Syndications team to focus on their role as 'deal makers'
- Provided regular updates and insights on key market segments, enabling the client to define new

market opportunities and track competition

- Efficiency improvement was channelled to deliver higher volumes, ad hoc projects and high-complexity analysis
- Provided real-time support on live transactions, enabling the client to execute more transactions in a year
- Extended multilingual support across emerging markets in the APAC region
- Better management of onshore resources

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.

