

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 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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