

Rating advisory for Singapore-based, Asia-focused commercial bank

Improved client bandwidth –
33% more end client-facing time

Timely turnaround on
urgent requests

Covered debut/existing
issuers across 10+ sectors

CLIENT CHALLENGES

- Preparation of an initial indicative rating assessment was time-consuming
- Lack of capacity to prepare a rating presentation and build a detailed financial model
- Less time to face clients:
 - Needed more bandwidth for business development to face increasing competition
 - Difficulty to hire talent onshore
 - High cost of the function

OUR APPROACH

- Quickly set up a team, with an experienced senior providing guidance and oversight
- Implemented a well-structured training plan to fully meet client requirements
- Efficient turnover targeting delivery of indicative rating products within 1.5 working days
- Provided support across products, including but not limited to:
 - Financial spreading/modelling
 - Indicative rating
 - Information requests/preparing for Q&A sessions
 - Pitch book support
 - Professional translation

IMPACT DELIVERED

- Provided standardised output, based on rating agency methodology, enabling the client to achieve c.25% reduction in turnaround time
- Integrated with the client team, providing the entire spectrum of value-added services to cover project requirements
- Provide Chinese-language support and local-market expertise

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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contact@acuitykp.com | [acuitykp.com](https://www.acuitykp.com)

