

Valuations and Complex Modelling Support for Investment Banking Division of GCC-based Bank

8+ years of partnership

Over 600 projects delivered

Timely turnaround of complex and critical projects

CLIENT CHALLENGES

- The client - [investment banking](#) team of a large [commercial bank](#) in the GCC
- Key challenges faced
 - Limited bandwidth of onshore bankers, restricting focus on deal-making and client-facing activities
 - Need for specialist services for complex [financial modelling](#) and valuation assignments
 - Longer turnaround time for deal closure
 - High cost of skilled onsite staff with relevant experience

OUR APPROACH

- [Acuity Knowledge Partners](#) created a flexible engagement model to address these challenges
- Appointed product specialists to provide support on financial modelling for [M&A](#), [leveraged finance](#), [due diligence](#), project feasibility studies and project finance
- The team developed an understanding of the client's requirements through continued engagement
- The key focus was on delivering high-quality and insightful valuation analysis, primarily on complex projects, enabling faster deal execution
- Customised analysis was carried out for business valuations, deal execution and project viability, primarily supporting on complex financial models and management presentations, across different sectors

IMPACT DELIVERED

- The team assisted in developing and validating complex financial models. With Acuity Knowledge Partners onboard, the client was able to timely analyse the transaction structure and identify gaps and key risk factors to models and discuss them with the stakeholders
- Discerning and insightful analyses on complex projects delivered through an experienced team, along with real-time support on live transactions, enabled the client to execute more transactions
- The support led to seamless onshore and offshore transitions, with the Acuity Knowledge Partners team eventually working as an integral, extended part of the onshore team, leading to higher volume

delivery, ad hoc projects and support on [marketing](#) and discussion materials across different sectors

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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