

Fixed Income Research Support

Europe-based Asset Manager

30%

increase in new coverage

20%

time saving

\$1.0-1.5m

annualized cost savings

>3000

projects delivered

CLIENT CHALLENGES

- » A leading asset manager in Europe operating multiple funds in high yield and distressed debt had limited capacity to screen and evaluate new opportunities
- » This was leading to a delay in deployment of new funds; in addition, the high turnaround time was limiting the universe of investment opportunities
- » The client required support to monitor portfolio names for earnings and news/events due to insufficient bandwidth

OUR APPROACH

- » Deployed a team of credit analysts with experience in high yield and distressed research
- » Focused on screening and evaluating new investment opportunities, helping increase coverage of new issuance by more than 30%
- » Performed financial modeling, capital structure analysis, recovery analysis, covenant analysis, etc.
- » Monitored existing portfolio names to help client analysts focus on idea generation and other high-value activities

IMPACT DELIVERED

- » Standardized routine processes, which led to overall improvement in productivity and turnaround
- » Designed comprehensive initial evaluation template for high yield credits, providing a standardized framework to evaluate credits and make investment decisions relatively faster
- » Set up a strong monitoring framework involving watch lists, news alerts, and the earnings calendar, ensuring closer monitoring of the portfolio and timely decisions on the credit standardized routine processes, which led to overall improvement in productivity and turnaround

About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector.

Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines.

These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.