

Corporate finance and capital markets support to a UAE-based bank

USD0.5m cost savings annually

Over 3,000 hours of work delivered

>25% more client and pitch review time

CLIENT CHALLENGES

Client is one of the leading UAE banks ranked high on the league tables

Key challenges faced by the bankers:

- » The client was restructuring its core Investment Banking Advisory business and, as a result, a new sector-agnostic team was set up at the client's end
- » The head of the team envisioned world-class customer service, for which they sought support
- » A top-heavy team without any junior support
- » Lack of training time for new hires
- » Inadequate client-facing time for the bankers

OUR APPROACH

- » Set up an offshore team with varied skill sets to support M&A and capital markets deals
- » Fully productive from day 1, delivering client-ready deliverables, with hands-on experience in regional offerings
- » Quick turnaround to support live deals and client pitches
- » Acuity Knowledge Partners provided support in creating standardised templates and guidelines for varied analysis
- » The team also prepared a Middle East investor repository for quick reference during deals

IMPACT DELIVERED

- » Provided support on live deals, including at the pre- and post-mandate stages, with detailed valuation and financial analysis, industry studies, regulatory reviews, and potential target and buyer identification
- » Introduced and set up periodic market updates for ECM and M&A for the bank's clients (tangible marketing material)
- » Quick go-to-market and shortened response time to pitches
- » Saved training costs at the client's end

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.