

Investment banking research and analytics support to a UAE-based commercial bank

8+ years of partnership

>600 projects delivered

1- to 8-hour turnaround for urgent requests

10,000+ hours of work to date

CLIENT CHALLENGES

- » The client is one of the top three financial institutions and one of the largest retail lenders in the UAE; Acuity Knowledge Partners has been in a partnership with its investment banking division since 2011
 - The goal was to set up an offshore platform to free up the bandwidth of the bankers onshore to focus on value-added tasks
 - The client wanted to productively utilise in-house onshore talent for client-facing activities and exploring new opportunities in the investment banking space
- » Key challenges faced by the investment banking team:
 - Lack of time to address the market more quickly and efficiently
 - Difficulty in retaining local talent
 - High cost of functioning

OUR APPROACH

- » Acuity Knowledge Partners created a flexible engagement model to address these challenges
 - Appointed product specialists to provide support on leveraged finance, capital markets, loan syndications and project finance tasks
 - Provided real-time support, taking advantage of the time zone
 - Automated standard products
 - Quickly turned around urgent tasks in addition to delivering high-quality output
 - Provided support on all standard and non-standard projects, including credit packs, IMs and debt models

IMPACT DELIVERED

- » The engagement freed up bankers' time for more client facing activities
- » Seamless onshore and offshore transition through specifically designed end-to-end process maps
- » Higher work volumes and complex projects delivered through an experienced team and efficient processes

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.