

Loan syndication support for a global investment bank

Saved over **USD1m**
and over **42,000**
hours of work

Provided support for
over **USD15bn** worth
of syndicated loans

Delivered faster
turnaround

Provided real-time
support

CLIENT CHALLENGES

- » Among the top 10 global commercial banks with a diversified business portfolio
- » Strong footprint in emerging markets
- » Key challenges faced:
 - Onshore bankers had limited bandwidth, restricting focus on deal making and the distribution process in the Syndications value chain
 - Longer turnaround time for deal closure
 - Difficulty in retaining onshore talent
 - Cost pressure

OUR APPROACH

- » Acuity Knowledge Partners deployed a specialised offshore team to support onshore bankers in key geographies, i.e., APAC, EMEA, SSA and the Americas
- » The support team's key focus was on delivering high-quality and insightful analysis, enabling faster deal execution and improvement of client coverage
- » The team developed an understanding of the client's requirements through continuous engagement and training conducted for the team
- » Built customised analysis for deal execution, primarily on information memorandums (IMs), financial models and market updates
- » Targeted faster turnaround for time-sensitive projects (within a day), delivering high-quality output on deal origination

IMPACT DELIVERED

- » Our team's specialised analysis enabled the onshore Syndications team to focus on their role as 'deal makers'
- » Provided regular updates and insights on key market segments, enabling the client to define new market opportunities and track competition
- » Efficiency improvement was channelled to deliver higher volumes, ad hoc projects and high-complexity analysis
- » Provided real-time support on live transactions, enabling the client to execute more transactions in a year
- » Extended multilingual support across emerging markets in the APAC region
- » Better management of onshore resources

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.