

Rating advisory for China-based, Greater-China-focused commercial bank

Fast turnaround of Rating
Advisory (RA) solutions

Developed and executed a
highly efficient process
meeting client deadline

Delivered the project having a
successful management
meeting with the rating agency

CLIENT CHALLENGES

- » Lack of experienced RA staff in-house for the bank
 - Difficulty in hiring talent
 - High cost of function given one-time requirement
- » Lack of a defined process and expertise in rating decisions
- » Limited time to prepare a rating presentation due to stringent deadline
- » Limited capability to build a detailed financial model

OUR APPROACH

- » Quickly set up a team, that was able to meet client deadline
- » The team was well structured, comprised of specialists and led by an experienced senior to provide guidance and oversight
- » Maintained high levels of client engagement
- » Provided entire spectrum of services, which covered all requirements of the RA project:
 - Managing rating expectations
 - Financial modelling and forecasting
 - Compiling rating presentations
 - Preparing for management meetings and presentation

IMPACT DELIVERED

- » Provided critical views on potential rating outcome based on standardized rating methodology and peer comparison
- » Compiled a financial forecasting and rating presentation within client deadline and prepared rehearsal material for the management team
- » Management meeting was a success
- » Provided material in Chinese and English, with required expertise covering local policy environment

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.