

Rating advisory for Singapore-based, Asia-focused commercial bank

Improved client bandwidth - **33%**
more end client-facing time

Timely turnaround on urgent
requests

Covered debut/existing issuers
across **10+** sectors

CLIENT CHALLENGES

- » Preparation of an initial indicative rating assessment was time-consuming
- » Lack of capacity to prepare a rating presentation and build a detailed financial model
- » Less time to face clients
 - Needed more bandwidth for business development to face increasing competition
 - Difficulty to hire talent onshore
 - High cost of the function

OUR APPROACH

- » Quickly set up a team, with an experienced senior providing guidance and oversight
- » Implemented a well-structured training plan to fully meet client requirements
- » Efficient turnover targeting delivery of indicative rating products within 1.5 working days
- » Provided support across products, including but not limited to
 - Financial spreading/modelling
 - Indicative rating
 - Information requests/preparing for Q&A sessions
 - Pitch book support
 - Professional translation

IMPACT DELIVERED

- » Provided standardised output, based on rating agency methodology, enabling the client to achieve c.25% reduction in turnaround time
- » Integrated with the client team, providing the entire spectrum of value-added services to cover project requirements
- » Provide Chinese-language support and local-market expertise

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.