

Sustainable finance support for a global investment bank

Bespoke solutions for sustainable investing and green finance

Support to senior client MDs in London and Singapore on knowledge initiative projects and value-added insights

Covered the entire spectrum of investment banking products along the sustainable finance value chain, including green & social bonds

Real-time support

CLIENT PROFILE AND CHALLENGES

- » Among the top 10 global commercial banks, with a diversified business portfolio
- » Strong footprint in emerging markets
- » Key challenges faced:
 - A newly setup onshore team, primarily comprising senior MDs, with limited bandwidth for research
 - Sustainable investing, being a relatively new theme, involves far more investment in knowledge development
 - Centralising ESG-focused learning and knowledge was crucial
 - Onshore teams required fast turnaround of bespoke analysis
 - High cost of the function

OUR APPROACH

- » Provided domain expertise in the ESG and sustainable finance space, enabling onshore teams to streamline a newly created vertical
- » Mapped sustainable initiatives across sectors/companies to the UN's Sustainable Development Goals
- » Provided deep-dive analysis, streamlining ESG-focused taxonomy by sector
- » Provided support in identifying opportunities for sustainable investment across emerging markets and Europe
- » Developed internal knowledge documents on the ESG theme through continued client engagement
- » Targeted time-sensitive projects for fast turnaround with extended 24x7 coverage and support

IMPACT DELIVERED

- » Enabled onshore teams to focus on business expansion through extensive end-client engagement
- » Helped the bank launch an inaugural EUR500m sustainability bond focused on emerging markets
- » Updates on upcoming and trending ESG themes enabled the client to track and identify new market opportunities
- » Institutionalised ESG- and sustainable finance-focused knowledge
- » Efficiency improvement was channelled to deliver higher volumes and complex analysis
- » 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.