

## Case study

Supported a large Private Debt (PD) firm across investment management processes, leading to ~2x AUM growth



### Background



- Support required for in-depth due diligence and surveillance, on an ongoing basis, for a portfolio of private debt investments to facilitate buy/sell/hold investment strategies
- The client faced challenges, which constrained the deal team's bandwidth in higher-value tasks, such as target identification and new deal evaluation, and fostering growth through a cost-effective model

### Crisil Integral IQ solution



#### Deal underwriting

- Comprehensive support involving underwriting of new investments, including financial model with scenarios and return analysis, and analysis of business profile, strategy, competitive landscape and industry growth prospects
- Active support in preparing investment thesis and risks along with deal-level losses under base/stress/tail case economic scenarios presented to the investment committee

#### Active surveillance

- Ensures up-to-date database for financial and non-financial KPIs for all investments on client's proprietary data management platform
- Complete ownership of monitoring the client's private debt portfolio of 350+ investments and updated investment recommendations based on the latest financial performance
- Active support in preparing detailed credit summaries on private investments used for executive reporting

#### Ad-hoc support

- Collaborated with the client team to conduct periodic sector reviews

### Client impact



- ~2x expansion in portfolio coverage and assets under management (AUM) facilitated by optimization of investment team bandwidth
- Portfolio value creation supported by impactful insights and strategic recommendations to the investment committee
- ~30% operational cost savings driven by process improvements

### **About Crisil Integral IQ (formerly Global Research & Risk Solutions)**

Crisil Integral IQ delivers solutions and actionable intelligence to top financial institutions, driving strategic transformation, risk optimization, and operational excellence. Our offerings across research, risk, lending, analytics and operations have empowered clients to navigate complex markets, mitigate risks and unlock new opportunities. Our domain expertise, innovative solutions, future-ready technologies such as AI and data science give clients the confidence to accelerate growth and achieve sustainable competitive advantage. Our globally diverse workforce operates in the Americas, Asia-Pacific, Europe, Australia and the Middle East.

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### **About Crisil**

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Headquartered in India, Crisil is majority owned by S&P Global.

Founded in 1987 as India's first credit rating agency, our expertise today extends across businesses: Crisil Ratings, Crisil Intelligence, Crisil Coalition Greenwich and Crisil Integral IQ.

Our globally diverse workforce operates in the Americas, Asia-Pacific, Europe, Australia and the Middle East, setting the standards by which industries are measured.

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