

Case study

Provided end-to-end credit research and internal credit rating support to US-based AMC, reducing research time by 30%



About the client

US-based asset manager with assets under management of over \$800 billion

The client's challenges



Bandwidth

- Security selection and active portfolio monitoring are tedious and time-consuming processes
- Each client-side analyst covering ~100 companies is required to maintain up-to-date internal credit ratings for invested securities

Coverage expansion

- Lack of credit research support may result in an opportunity cost
- Bandwidth constraint limits portfolio expansion

Our solution



Dedicated FTE support: Mapped a dedicated FTE to respective client-side analysts.

Active portfolio monitoring: Provided support in —

- Updating financial models, including projections, drafting investment theses and reviewing quarterly earnings
- Tracking the news for merger and acquisition (M&A) announcements, regulatory/policy changes and other corporate events
- Reviewing each credit rating at least once in 12 months

Coverage expansion: Provided credit research support to identify new investment opportunities (non-covered issuers).

Ad hoc tasks: Provided extensive support in —

- Building credit rating models for financial institutions and covered bonds
- Creating an environmental, social and governance model framework
- Conducting capital structure analysis for financial institutions
- Performing a tariff sensitivity analysis
- Preparing client presentations, getting ready for sell-side hosted conference meetings, data mining and preparing investor call notes during M&A announcements or new issuances

Impact and results



Security selection:

Expanded coverage pool and improved security selection across sectors and geographies.

Portfolio allocation:

Improved accuracy of investment decisions and portfolio allocation.

Efficiency:

Allowed client to focus on other analytical tasks like sector reviews as a result of a more efficient credit research process.

Sector expertise:

Better process integration and nuanced credit views with sector expertise.

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

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About Crisil

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Large and highly respected firms partner with us for the most reliable opinions on risk in India, and for uncovering powerful insights and turning risks into opportunities globally. We are integral to multiplying their opportunities and success.

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