

## SERVICES FOR INVESTMENT BANKS



We are the market leader in providing research and analysis support to investment banks. Our clients range from bulge-bracket investment banks to mid-market and boutique firms, who we support throughout the transaction life cycle. As investment banks strive to adapt to increasingly shorter market cycles, there is pressure to reduce fixed costs and increase productivity. By combining deep analytical rigor with strong processes, we enable our clients to meet these twin objectives, reducing their operational costs and improving revenue growth.

### What we do

#### We support all investment banking groups

- » Client/Sector coverage/M&A advisory
- » Equity capital markets/Corporate broking
- » Debt capital markets/Leverage finance
- » Loan syndication

throughout the deal life cycle,



#### complemented by

- » Business information services
- » Presentations and graphics services

#### Indicative task list:

- » Company profiles
- » Industry overview
- » Target screening
- » Newsletters
- » Transaction case studies
- » Trading/Transaction comparables
- » Operating and financial benchmarking
- » Financial modeling
- » Investor profiles and presentations
- » Capital markets databases
- » ECM/DCM/M&A market updates
- » Capital structure analysis



### Value proposition



### Why us?

- ✓ Only third-party service provider to have successfully integrated IB analytics, publishing, and BIS services on a single platform on a large scale
- ✓ Flexible engagement models tailored to meet individual client preferences
- ✓ 24x7 coverage through a global delivery platform, with centers in India, Sri Lanka, Costa Rica, and China
- ✓ Industry pioneers with over a decade of experience, best-in-class workflow management practices, and stringent processes, enabling consistent delivery of high-quality auditable results with low turnaround time

## Investment Banking Credentials

	Client Mandate	Our Support	Results
Europe-base bulge-bracket bank	<ul style="list-style-type: none"> <li>▶ Realization of cost savings through a leaner front-office team</li> <li>▶ Extended-hours coverage</li> <li>▶ Better work-life balance for in-house bankers</li> </ul>	<ul style="list-style-type: none"> <li>▶ Relationship since 2003</li> <li>▶ 142-member dedicated team</li> <li>▶ Support to over 800 bankers in 22 locations</li> <li>▶ Creation of 20 sector dedicated teams for better integration with client teams</li> <li>▶ Chinese language support from our Beijing center</li> </ul>	<ul style="list-style-type: none"> <li>✓ Estimated cost savings of USD 500mn since 2003</li> <li>✓ Approximately 20% savings in the number of MDS licenses</li> <li>✓ Efficiency gains of over 36% due to continued process improvements and automation</li> <li>✓ Time savings due to reduced replication/increased reusability</li> </ul>
Asia-focused mid-size bank	<ul style="list-style-type: none"> <li>▶ Creation of additional bandwidth for in-house bankers by offshoring standard high-volume tasks</li> <li>▶ Centralized 24x7 library team to support bankers globally and optimize MDS usage</li> </ul>	<ul style="list-style-type: none"> <li>▶ Relationship since 2007</li> <li>▶ 59 dedicated members supporting 450 bankers in M&amp;A, Coverage, DCM, Ratings, Loan Syndication, and Lev Fin teams</li> <li>▶ 24x7 BIS support (chosen over building a team in-house)</li> <li>▶ Chinese language support from Beijing center</li> </ul>	<ul style="list-style-type: none"> <li>✓ Estimated cost savings of USD50m</li> <li>✓ Over 20% time savings due to standardization of templates and methodologies</li> <li>✓ Nearly 20% savings through MDS rationalization</li> </ul>
US-based boutique investment bank	<ul style="list-style-type: none"> <li>▶ Support to publish original research in the technology and media sectors in order to generate advisory business</li> </ul>	<ul style="list-style-type: none"> <li>▶ Relationship since 2013</li> <li>▶ 3.5 dedicated resources (3 IB and 0.5 DTP)</li> <li>▶ High level of integration with the client team; ongoing support on live deals</li> <li>▶ Extension of graphic support to develop templates for reports and client presentations</li> </ul>	<ul style="list-style-type: none"> <li>✓ Enabled client to generate value-added industry primers and leverage current market intelligence for increased deal flow</li> <li>✓ Increased engagement, which resulted in faster turnaround of projects</li> </ul>

## What clients say

"Very complimentary about the quality of support we are getting from your team in India. Also, people at a very senior level see the engagement as a core part of their staffing model."

**Vice Chairman and Co-Global COO, IBD;  
Bulge-Bracket Investment Bank**

"I am so proud of you and our partnership. I knew if I gave you the opportunity that all of you would step up. You guys are truly an extension of this team. Thank you."

**MD, Head of EMEA Technology,  
Bulge-Bracket Investment Bank**

"It was a very professional service, clear communication. Overall a very good experience. Thank you."

**Director, Mid-market Investment Bank**

### About Moody's Analytics Knowledge Services

We enable organizations to innovate and transform in an ever-changing world. Our global pool of domain experts enables businesses to innovate, scale, and reduce costs. Providing customized solutions is in our DNA – solutions that have a tangible impact on our clients' top-line and bottom-line, enabling them to achieve more with less.

Our clients include leading bulge-bracket financial institutions, asset managers, Fortune 100 corporations, mid-tier companies, boutique investment banks, and funds. We support over 150 institutional clients through our team of 2,600+ employees and our global delivery centers, located in close proximity to our clients.