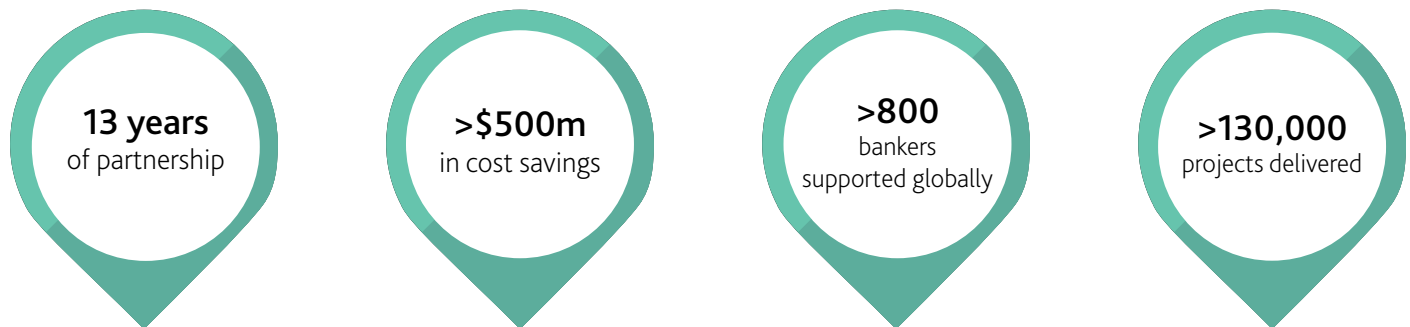


## Impact Story – Investment Banking Research & Analytics

### Europe-based Investment Bank



#### Why they chose us?

- » The client is a Europe-headquartered, bulge-bracket investment bank (IB); Moody's Analytics Knowledge Services has been in partnership with their corporate finance division since 2003
- » The goal was to set up an offshore platform to support a lean, onshore junior banking team globally with the following key objectives:
  - o Realize cost savings by limiting the strength of the front-office team, with the flexibility of scaling up the offshore team
  - o Retain key strengths in-house while offshoring standard analyses to free up onshore bandwidth for more productive and client-centric activities
  - o Provide better work-life balance to junior banker population
- » Moody's Analytics Knowledge Services demonstrated a high-quality and highly scalable model to deliver on all client objectives
- » From a single team engagement, the offshore client-dedicated team grew to become an integrated global platform, supporting multiple client teams on a variety of IB projects and value-added tasks

#### How we solved the problem?

- » Deployed a team of research associates providing standard but quality research
- » Created standard methodologies to ensure consistent output and quality
- » Incorporated robust quality checks to ensure the highest level of quality
- » Gradually broadened the coverage universe to include different investment banking products
- » Introduced a dedicated engagement manager to improve communication with client managers and bankers

#### What we did differently?

- » Dedicated team model: Established industry/product-aligned teams to provide value-added support with strong integration
- » Flexible staffing: Ensured optimal utilization of resources across teams and regions
- » Standardization and automation: Automated standard and repetitive tasks to improve productivity and efficiency; achieved over 25,000 hours of savings on an annual basis
- » Virtual network: Transitioned to the client's virtual environment, delivering stronger integration and improving information security
- » MDS rationalisation: Achieved cost savings by rationalizing the use of market data sources

### About Moody's Analytics Knowledge Services

We enable global financial organizations to innovate and transform in an ever-changing world. Our combination of subject matter experts and technology solutions drive operational efficiency, and seamless scaling. 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 financial institutions, asset managers, Fortune 100 corporations, mid-tier companies, and boutique investment banks. We support over 150 institutional clients through our team of 2,600+ employees and our global delivery centres, located in close proximity to our clients.