



Continuous coverage of Approved and Recommended universes for Advisory team

Client

Advisory team of a top-10 Swiss-headquartered private bank.

Opportunity

With the MiFID-II implementation looming, the client's Europe team had a strict timeline of producing research on their Approved Universe, comprising 1,200+ equities and credit issuers around the globe. In addition, the client's Asia team was required to produce research on 700+ credits in the Recommended universe to conform with the HKMA's compliance requirements. Apart from initiating the coverage, both the teams needed i) ongoing maintenance of the coverage, ii) a daily refresh of data in all the factsheets and iii) the flexibility to churn the portfolio anytime during the year.

2,000+ **100%** **7,000+** **99.9%**

Unique global equity and credit names covered

Alignment with bank's in-house investment philosophy

Reports delivered annually via a secure file transfer platform

Timeliness of automatic daily data refresh and delivery

Value Delivered

1

A white-labeled, multi-year solution with standardized research output at ~60% lower costs compared to a similar team being deployed onshore.

2

Transfer of intellectual property (IP) enabled consumption of factsheets for various purposes across the bank's stakeholders including regulators, relationship managers, and end clients.

3

Automation-driven execution and lower time to market, with >99% of reports being finalized without material changes.

4

Expansion of Recommended universe to over 250 credits from 50 within 3 months.

Solution

- Designed the template keeping in mind the client's preferences, and automated the data extraction process to ensure quick update of market data and financials.
- Formed a flexible team of 20 senior analysts based on rating categories, sectors and geographies to deliver all initiation reports within 4 months of commencement.
- Prepared a project tracker to ensure that 100% of the names were covered regularly in every quarterly reporting season, and monitored the universe for major events.
- Delivered ready-to-distribute reports in sync with the client styling and formatting guidelines, along with the option to add region-specific disclaimers.
- Created an automated solution to i) refresh the files on a daily basis, ii) rename it based on client guidelines, iii) create a RIXML file for each report produced, and iv) upload it on a highly secure, access-controlled SFTP platform for client consumption.
- Supported in expansion of universe across developed and emerging markets by creating equity/bond screeners and new debt issuances trackers.



To know more about our Investment Research Services write to us on investmentresearch@sganalytics.com or contact us on **+1 315 503 4760**