

Brokerage Increases Fixed Income Coverage by 2x

Client's Need	Amba's Solution
<ul style="list-style-type: none">• The head of the Fixed Income department of a brokerage house required support on new debt deals while retaining coverage on previously launched issues• The in-house research department did not have the bandwidth to initiate and maintain research on high-yield credits	<ul style="list-style-type: none">• Amba created modeling and report templates in discussion with the client to initiate and maintain research coverage• Reports delivered by Amba are in near-final form for publishing. Support has been further enhanced to include covenants and operating metrics analysis• Team also supports the client on presentations used in marketing bonds

Value/Outcome

Client doubled research coverage **within six months**. The reduction of lead time for research rollout has also enabled the client to gain visibility in the marketplace and concentrate on marketing/road show activities