

CASE STUDY

Aftermarket Research Provides Insights for Private Equity (PE) Deals

THE CLIENT:

A leading investment firm in Asia with expertise in PE and venture capital (VC)

USERS:

The investment team

Asia-based PE/VC firms are overwhelmingly optimistic going into 2021, with the majority of respondents to an S&P Global Market Intelligence survey¹ expecting to see fundraising conditions improve and their focus shift toward making new investments. While the specter of the COVID-19 pandemic still looms large, as is somewhat indicated by the top three sectors gaining attention — IT, Consumer and Healthcare respectively — respondents are also preparing for other risks, including the speed of technological changes and changing consumer behavior. In addition, for many 2021 will see a widespread commitment to improving, or at least addressing, ESG-related factors.

The investment team at this leading firm is charged with identifying potential portfolio companies that have steady and reliable cash flows that would help the firm meet its interest payments. The team is also responsible for monitoring existing portfolio companies to pinpoint any important developments that could affect their financial outlook.

¹ “Private Equity and Venture Capital (PE/VC) Firms’ Outlook in Asia-Pacific”, S&P Global Market Intelligence, <https://pages.marketintelligence.spglobal.com/PE-Survey-2021-APAC-Infogram.html>.



Pain Points

The investment team needs to gather as much information as possible to adequately assess developments with the firm's current portfolio and identify potential new candidates. The firm was a long-time user of S&P Capital IQ's platform for detailed company financials and analytical capabilities and wanted to supplement this with brokerage research. In particular, there was an interest in having:

- **Extensive expert knowledge** from a wide range of well-known brokerage firms available in one easy-to-access location.
- **Strong search capabilities** to quickly zero-in on companies of interest.
- **Thumbnail views of reports** to assess the content before downloading.
- **Side-by-side comparisons of reports** to easily spot differences.

In addition, the investment team required personalized logins to benefit from a tailored service (e.g. granular alerts, dashboard) to enhance user workflows, efficiencies and timeliness.

The investment team spoke with S&P Global Market Intelligence ("Market Intelligence") about its offering in this area.

The investment team needed to closely monitor industries and dig deep into specific companies to stay on top of developments with the firm's existing portfolio and spot attractive opportunities.



The Solution

Market Intelligence described its Aftermarket Research offering that includes contributions from top global and regional firms, such as J.P. Morgan, UBS Investment Bank, HSBC, Deutsche Bank, Macquarie, Nomura Securities, Credit Suisse, CICC, Barclays, and RBC Capital Markets. Citigroup research is available exclusively as part of the offering. Access to this rich information would enable the team to



**Access expert
market views on
companies and
industries**

The Aftermarket Research collection features more than 32million reports from 1,970+ global investment research providers, including small- to middle-market brokers,² to help users gain essential perspectives on the companies, sectors, and industries they track.

Users can search on numerous fields, including:

- Ticker(s)/Company name
- Analyst
- Keywords
- Date range
- Contributors
- Categories
- Asset class
- Industries
- Geography
- Languages
- Page length

² Data as of March 2021

Searches can be saved for quick retrieval, and **users can learn about a report of interest before downloading**, using precision search capabilities to evaluate:

- **Relevancy:** Locate pertinent reports, ranked according to keyword search relevancy.
- **Table of Contents:** View a page-by-page summary of sections and tables in each report.
- **Document Thumbnails:** Preview the contents and layout of a report before downloading.
- **Keywords in Context:** Discover the context for a specific keyword or phrase of interest. Keyword searches also support synonyms and acronyms with keyword snippets and visualizations to quickly surface relevant research reports.
- **Multi-Preview Options:** Compare and contrast multiple reports using keyword mentions, table of contents, and report synopsis.

In addition, users can:

- **Organize** downloads by using batch-preview print and download functions.
- **Monitor** the information of most interest by creating saved searches and email alerts.
- **Use mobile apps** for smartphones and iPads to access the latest research to stay connected to markets and companies.



View this information along with additional company financials

The S&P Capital IQ platform, an offering of Market Intelligence, is a single source for a powerful array of financial data, Aftermarket Research, and analytics. The web-based platform combines deep information on companies, markets, and people worldwide with robust tools for analysis, idea generation, and workflow management.



Key Benefits

The investment team was impressed with the breadth of our Aftermarket Research coverage and the ability to easily access it through the S&P Capital IQ platform along with other financial data. In particular, they saw value in being able to:

- **Quickly gain access to thousands of analyst reports from well-known brokerage houses and market research providers** to obtain in-depth company and industry analyses.
- **Save time and improve workflows** with a one-stop data solution.
- **Easily locate the research needed** with advanced search tools and receive email alerts of newly available research reports that match their specific search criteria.
- **Preview thumbnail views** of a report before downloading it to understand the content and layout.
- **Compare reports** with a unique side-by-side preview capability.
- **Access our specialist research support 24/5** to maximize value derived from the collection and address questions as needed.
- Management can download **detailed usage**, when required.

[Click here to learn more about the Aftermarket Research solution.](#)

S&P Global

Market Intelligence

Contact Us

Asia-Pacific

+852-2533-3565

Europe, Middle East & Africa

+44-207-176-1234

The Americas

+1 877 863 1306

Copyright © 2021 by S&P Global Market Intelligence, a division of S&P Global Inc. All rights reserved.

These materials have been prepared solely for information purposes based upon information generally available to the public and from sources believed to be reliable. No content (including index data, ratings, credit-related analyses and data, research, model, software or other application or output therefrom) or any part thereof (Content) may be modified, reverse engineered, reproduced or distributed in any form by any means, or stored in a database or retrieval system, without the prior written permission of S&P Global Market Intelligence or its affiliates (collectively, S&P Global). The Content shall not be used for any unlawful or unauthorized purposes. S&P Global and any third-party providers, (collectively S&P Global Parties) do not guarantee the accuracy, completeness, timeliness or availability of the Content. S&P Global Parties are not responsible for any errors or omissions, regardless of the cause, for the results obtained from the use of the Content. THE CONTENT IS PROVIDED ON "AS IS" BASIS. S&P GLOBAL PARTIES DISCLAIM ANY AND ALL EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE, FREEDOM FROM BUGS, SOFTWARE ERRORS OR DEFECTS, THAT THE CONTENT'S FUNCTIONING WILL BE UNINTERRUPTED OR THAT THE CONTENT WILL OPERATE WITH ANY SOFTWARE OR HARDWARE CONFIGURATION. In no event shall S&P Global Parties be liable to any party for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including, without limitation, lost income or lost profits and opportunity costs or losses caused by negligence) in connection with any use of the Content even if advised of the possibility of such damages.

S&P Global Market Intelligence's opinions, quotes and credit-related and other analyses are statements of opinion as of the date they are expressed and not statements of fact or recommendations to purchase, hold, or sell any securities or to make any investment decisions, and do not address the suitability of any security. S&P Global Market Intelligence may provide index data. Direct investment in an index is not possible. Exposure to an asset class represented by an index is available through investable instruments based on that index. S&P Global Market Intelligence assumes no obligation to update the Content following publication in any form or format. The Content should not be relied on and is not a substitute for the skill, judgment and experience of the user, its management, employees, advisors and/or clients when making investment and other business decisions. S&P Global keeps certain activities of its divisions separate from each other in order to preserve the independence and objectivity of their respective activities. As a result, certain divisions of S&P Global may have information that is not available to other S&P Global divisions. S&P Global has established policies and procedures to maintain the confidentiality of certain non-public information received in connection with each analytical process.

S&P Global may receive compensation for its ratings and certain analyses, normally from issuers or underwriters of securities or from obligors. S&P Global reserves the right to disseminate its opinions and analyses. S&P Global's public ratings and analyses are made available on its Web sites, www.standardandpoors.com (free of charge) and www.ratingsdirect.com (subscription), and may be distributed through other means, including via S&P Global publications and third-party redistributors. Additional information about our ratings fees is available at www.standardandpoors.com/usratingsfees.