

Streamlining Corporate Finance Workflows Across Multiple Teams

THE CLIENT:

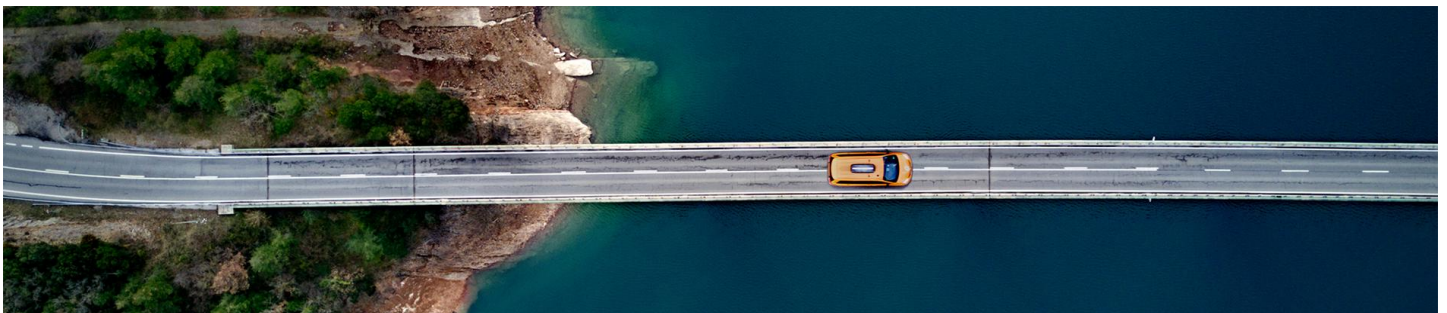
A large-scale, global technology company focused on interactive networking.

USERS:

Members of the finance department

It is essential that companies work as efficiently as possible in today's fast-moving and intensely competitive marketplace. By leveraging common datasets and agreed upon processes, analysis and decision-making can be more consistent and easier to understand across different internal teams.

This large global technology company has a complex finance department with many specialized teams throughout the organization, each needing to monitor economies, industries and companies to meet their specific responsibilities. For example, one team closely monitors the operating environment and financial performance of individual customers to identify potential problems with payments. Another takes a broader view, looking across industries and companies to pinpoint and vet possible merger and acquisition targets. The teams were drawing on multiple data sources and using a range of different approaches to handle their daily workflows. The head of the finance department felt that more standardization was needed.



Pain Points

Many of the firm's finance teams had ad hoc processes in place to support their analysis.

Team members realized that better access to a common set of high-quality data and tools could help streamline their workflows and create more consistent views across the department. In particular, they wanted to identify one provider that could offer:

- **A single integrated source** of data, analytics and research.
- **Detailed company financial information** to support deep company and industry analyses.
- **Robust credit analytics** to evaluate the creditworthiness of suppliers and buyers.
- **Tools for deal sourcing**, including easy-to-use screeners and an Excel Plug-in for valuation analysis.
- **Better ways to stay on top of market developments** with dashboards and alerts.

The firm turned to S&P Global Market Intelligence ("Market Intelligence") to discuss how the company works with finance and corporate development departments.

The Solution

Market Intelligence started by discussing the many features on the S&P Capital IQ Pro platform. This is a one-stop solution for essential intelligence that provides market-leading data, tech-forward productivity tools, news and research. The discussion then moved to Credit Analytics, a suite of models that provide the ability to assess the creditworthiness of companies of any size and put in place an early warning system to detect possible defaults. The models include: Probability of Default Fundamental Model (PDFN), CreditModel™ and Market Derived Signals Model. Finally, the specialists discussed the Country Risk Investment Model (CRIM), one of the many capabilities now available after the merger with IHS Markit. CRIM forecasts and measures the expected financial impact different types of risk will have on cash flows and investment returns. Combined, these capabilities would enable the finance and corporate development departments to:

This global technology firm has grown quickly over the past several years and needed to standardize data access and analytical processes to produce more consistent results across team and enhance efficiencies.



Easily assess the performance of public and private companies

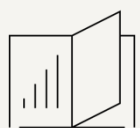
Premium Financial provides standardized data for 5,000+ financial, supplemental and industry-specific data items for 150,000+ companies globally, including 95,000+ active and inactive companies across multiple industries.¹ Data is available at numerous frequencies, and point-in-time representations of a financial period include press releases, original filings and restatements.

Private Company Dataset covers 50+ million company profiles, 9.6+ million with recent financial statements, 85+ million details on private company professionals, 3+ million corporate structures relationships and 1+ early stage companies supported by data from Crunchbase.



Monitor companies and markets

The **Aftermarket Research** subscription features 35+ million reports from 1,800+ global investment research providers, including top-ranked investment banks, high-quality regional brokers, boutiques and independents from around the world. Combined with S&P Capital IQ Pro's strong research, this extensive information enables users to gather valuable and unique insights on companies of interest, monitor global industry trends and track market developments.



Uncover additional intelligence

Transcripts review data on earnings, M&A activity, company conference calls and special calls. A Document Viewer supports an easy look-through of multiple documents to find the mention of a company name or topic, such as ESG.

Key Developments provides information on 1+ million developments, based on 160+ standardized topics. This includes 20,000+ news sources, such as press releases and regulatory filings.

Ownership provides detailed historical equity ownership data on 90,000+ public and private companies, institutional investment firms, mutual funds and insiders/individual owners.



Quickly find what is needed

A **smart screener** enables users to instantly find information across companies, news, documents, research, transcripts and investor presentations. The Document Viewer incorporates AI-based searches to speed up the discovery process for text-based insights across filings and transcripts.



Streamline workflows with powerful analytical tools

Find Buyers and other screening and targeting tools help users identify and create customized lists of companies, transactions, securities, professionals, key developments and more using the quantitative or qualitative criteria of choice. Users can also view auto-generated lists of trading and transaction comparable with unique, proprietary algorithm-based Peer Comps and Transaction Peer Comps tools.



Evaluate the creditworthiness of smaller-sized companies

PDFN evaluates the one- to five-year default risk of public and private banks, corporations and REITS. PDs can be mapped to quantitatively derived credit scores (i.e., 'bbb') for increased comparability.² Workflows are optimized by accessing a pre-scored database leveraging comprehensive and timely data on 50+ million companies globally. Users may also determine the default risk of a single company or a portfolio of companies.

¹ All coverage numbers as of January 2022.

² S&P Global Ratings does not contribute to or participate in the creation of credit scores generated by S&P Global Market Intelligence. Lowercase nomenclature is used to differentiate S&P Global Market Intelligence PD credit model scores from the credit ratings issued by S&P Global Ratings.



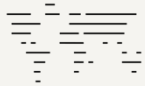
Evaluate the creditworthiness of mid- and large-cap companies

CreditModel's suite of statistical models, trained on credit ratings from S&P Global Ratings, quickly evaluates the long-term creditworthiness of mid- and large-cap, public and private banks, insurance companies and corporations globally. The models utilize financial statement and macroeconomic data to generate a quantitative credit score that statistically matches a credit rating from S&P Global Ratings. These scores can be mapped to observed default rates to quantify risk. Analysis can be streamlined by accessing a database of 58,000+ pre-scored entities going back 15+ years.



Create an early warning system for defaults

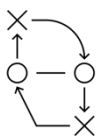
The Market Derived Signals Model is a statistical model that evaluates credit default swap spreads to provide an early warning of potential credit changes by capturing the market's daily view about a company's perceived risk.



Dig deep on country risks

CRIM calculates a country risk premium by evaluating the following sources of risk: contract enforcement; fiscal terms and conditions; political violence; business disruption; expropriation; cost and availability of resources; regulation change and application; profit repatriation and currency depreciation; export and domestic sales; and, corruption and crime. CRIM enables users to:

- Quantify country risks in financial terms, generating specific Net Present Values (NPVs) and Internal Rates of Return (IRR) to test potential investments against changing risk scenarios.
- Compare and evaluate different potential investments and projects within a country, across a region or around the world.
- Identify the risks that can impact future cash flows and target risk mitigation strategies to improve the long-term profitability of investments.
- ...and more.



Leverage formulas and models

An Excel Plug-in and suite of office tools seamlessly powers proprietary models and streamlines presentations. Users can access a library of hundreds of ready-to-use models and templates, or partner with Market Intelligence's support analysts to build their own. Users can integrate data from Excel to PowerPoint or Word and refresh formulas in Excel with just one click.

Key Benefits

The finance department saw many benefits from having access to this rich set of solutions and subscribed to all the offerings that Market Intelligence suggested. Today, the users see value in having:

- **Apples-to-apples company comparisons** based on a standardized methodology for reporting financials, including adjustments that can be easily viewed.
- **Robust monitoring capabilities** to stay on top of important developments with watch lists and alerts focused on companies and industries of interest.
- **Aftermarket insights** from a wide range of third-party specialists.
- **A comprehensive suite of credit risk models** to help avoid potential negative exposure.
- **Insights into potential country risks** and their financial implications to support profitable investment strategies.
- **An extensive selection of prebuilt model templates, reports and charts**, including trading, deal and credit comps, as well as M&A and leveraged buyout models.
- **A sophisticated Find Buyers tool** to quickly search and rank potential M&A or private placement investors based on detailed criteria.
- **The ability to track ongoing M&A activity** with information on deal valuations, size, termination fees, target spreads, multiples, enterprise value and more.

[Click here](#) to explore some of the datasets mentioned in this case study.

See How Your Company Can Set the Pace

In an intensely competitive and unpredictable marketplace, it's not enough to respond to the status quo. As a single, trusted source, S&P Global Market Intelligence's solutions, data and expertise drive multiple workflows across organizations, helping you enhance decision-making and accelerate growth. See how your company can **Set the Pace.**

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