A USD 2 BILLION GLOBAL BANKING GROUP

SC Lowy is a privately-owned global banking group. Headquartered in Hong Kong with a strong and growing presence in Europe spread between London and Milan, the firm focuses on credit markets and is recognised as a major player in the debt asset class. The firm also has an onshore presence in Korea and Australia.

SC Lowy was established in 2009 and has grown into a diverse team of more than 250 professionals. SC Lowy is backed by a number of blue-chip institutional shareholders who help support the growth and development of the firm.

Our laser-focused and flexible organisation allows us to respond to opportunities with speed and efficiency. Clients are able to take advantage of our in-house specialist credit expertise and professionalism to transact in an environment of absolute trust and confidentiality.

KEY FACTS 2019

SC LOWY, CREDIT MARKET SPECIALISTS
We create value out of risk, where others can’t

A market leader in Europe for stressed/distressed debt
USD 20+ bn volume transacted since 2016
Market share in Asia-Pacific and ME secondary loan trading

* Based on SC Lowy estimates of market trades

MILESTONES

- SC Lowy established in Hong Kong
- Opened London office
- Choeun Savings Bank acquisition (Korea)
- Investec heads consortium of new shareholders
- Opened Milan Office
- Solution Bank (Italy)

RANKING*

- Voted #8 on Top 10 in Ship Finance as part of Lloyd's List 2018 Top 100 most influential in shipping.

TOP 10

www.sclowy.com

Entities within SC Lowy Group are regulated for their activities by respective local regulators
SALES & TRADING

We provide liquidity all along the credit capital structure. Our global coverage enables us to gain invaluable insights into key sectors that drive our markets including energy, infrastructure, manufacturing, telecoms & media, metals & mining, finance, shipping, retail and real estate.

Our strong balance sheet empowers us as a major market-maker in high-yield corporate bonds, loans, trade claims and special situations while acting as principal in all transactions.

As a leading credit market specialist, SC Lowy has built a global institutional client network of over 1,000 international and regional banks, asset managers, hedge funds, private equity investors, family offices and corporates.

The firm is focused on its core competency of assessing undervalued assets. Our discrete skill is the ability to dig deep in order to comprehend and ultimately execute complex deals, informed by an unrivalled commitment to understanding the asset, hence allowing us to price risk optimally, utilising an array of inputs.

Our sales, trading and origination teams are fortified by insight from arguably the deepest analyst bench in the market, with an emphasis on bottom-up information that triggers the recognition of hidden value.

Nearly one third of our team are analysts, focused on understanding and assessing company business models, capital structures and cash flow needs.

Since inception in October 2009, SC Lowy has ranked among the market leaders with total trading volumes of loans and bonds eclipsing USD 85bn in that time and over USD 25bn in 2018 alone.

ASSET MANAGEMENT

SC Lowy possesses the unique credit analysis skills and experience which enables the firm to look at complex situations and value future potential. Industries in transition often represent opportunities. We perform intensive analysis of an individual company and its industrial sector before making any investment decision. We are guided by well-developed investment themes and continually monitor macro views and strategies. Our key focus is investing in distressed debt, high-yield and other special situation opportunities in EMEA and APAC. Our investment process supported by our strong sales and trading activity, ensures best practice as found in leading investment banks. We provide co-investment opportunities to form close partnerships with our clients to access these markets.
BANKING

The group recapitalised and took control of traditional deposit taking local banks, Solution Bank, formerly Credito di Romagna in Italy in 2018 and Choeun Savings Bank in Korea in 2013, holding a combined balance sheet of over USD 1 billion. The banks’ restructurings have led to expanding services beyond the traditional retail offerings. Ownership of these banks provides key strategic advantages in core markets. Most notably, this allows for superior services to local corporates as well as access to local investment opportunities for our global client base.

SOLUTION BANK

Solution Bank is based in Emilia Romagna, one of the richest Italian regions, with 11 branches and over 25,000 customers including 6,000 corporates. A new management team appointed by SC Lowy is aiming to reinforce their key position in the regional economy, further empower corporate and retail customers and to expand its corporate banking offering. Solution enables SC Lowy to have a competitive advantage in accessing the Italian secondary loan market while providing the banking platform necessary to acquire Italian sub-performing loans for its investment partners. Solution and SC Lowy recently demonstrated their growing synergies, from sourcing to distribution, by together completing the largest-ever Italian shipping debt transaction with a total gross book value of $160 million.

We work closely with our bank management teams to enhance operational and investment efficiencies. SC Lowy continues to demonstrate its long-term commitment while improving and expanding its client opportunities. These acquisitions continue to strengthen our position in Italy and Korea and support our strategy of building a strong local presence with a long-term view, wherever we do business.

CHOEUN SAVINGS BANK

Choeun Savings Bank provides banking services for its SME and retail customer base. Operating in a stable regulatory and bankruptcy system, the bank delivers unique access to the large but relatively insular Korean market and its active deal flow. Since the acquisition, the bank has been successfully restructured, its balance sheet expanded and, in the process, its return on investment and headcount increased significantly. SC Lowy has invested in Korea for over 9 years. Acquiring a local banking license helped create the traction which has allowed the company to close deals such as the country’s first USD 85 million DIP financing, confirming our strong complementary partnership.

PARTNER WITH SC LOWY

SC Lowy is the only independent global banking and asset management group with a specialised focus on credit markets. As a dominant player, we strive to build long term partnerships and deliver accretive value. We build trust, create win-win opportunities and demonstrate our loyalty to clients every day.
CORPORATE SOCIAL RESPONSIBILITY

SC Lowy is a proud supporter of EMpower, a global philanthropy focused on at-risk youth in emerging market countries.

CONTACT US

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