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Refinitiv LPC's Lender Survey: Do you have better control of your downtime?

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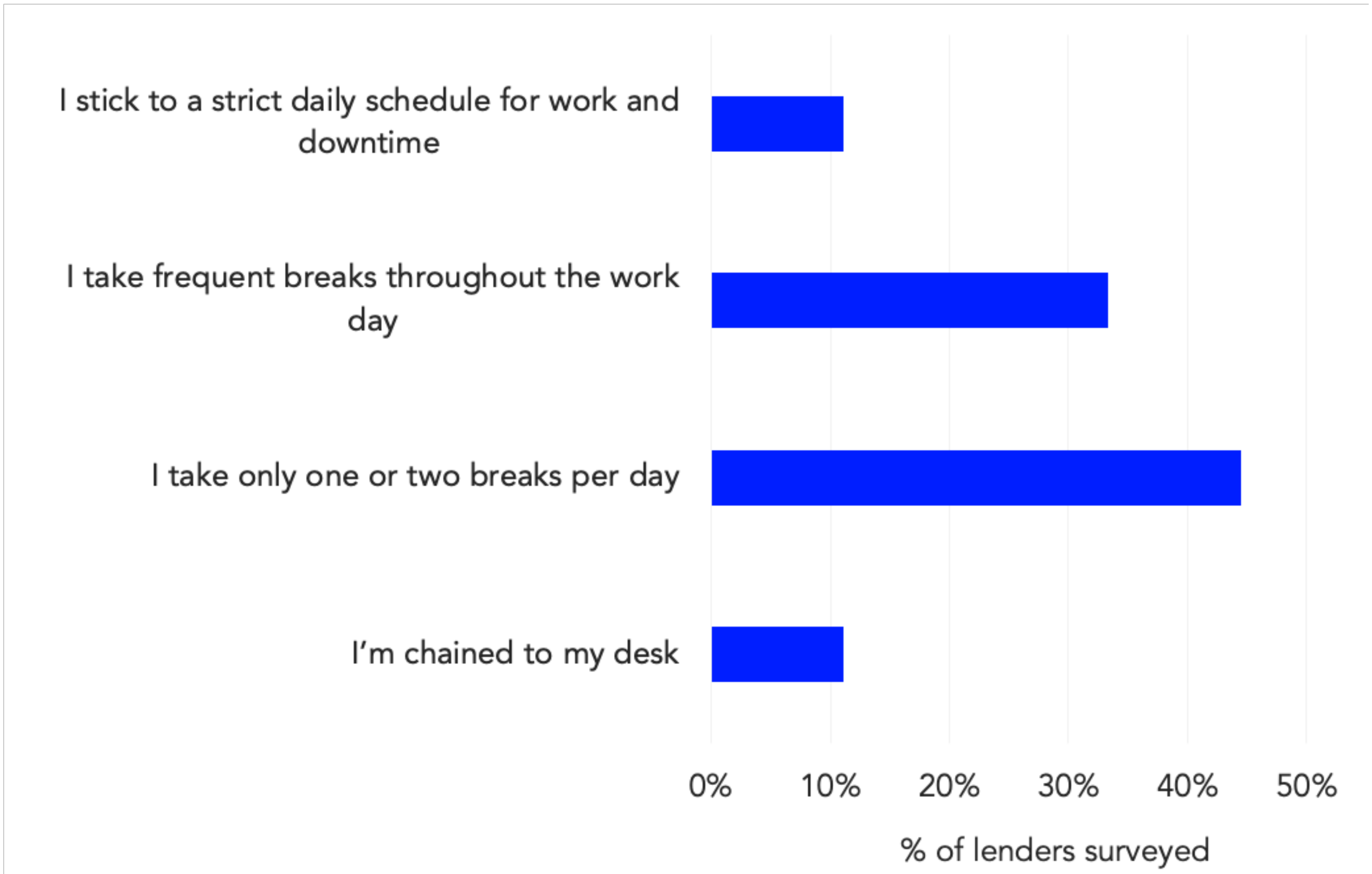

When asked if they have better control of their downtime, 44% of large corporate buyside and sellside lenders surveyed by Refinitiv LPC said they take only one or two breaks per day. However, responses were widely dispersed with 33% reporting that they take frequent breaks throughout the workday. At either end, 11% said they are chained to their desk while 11% also said they stick to a strict daily schedule for work and downtime. When asked to write in the top three priorities on their radar when they start each day, responses fell across common themes starting with checking on wellbeing of staff, in the new VOE (Virtual Office Environment), planning for the day, and checking headlines and markets. Top priorities included following up on top revenue opportunities and assessing new deal indications which involved, asking, "What do my clients need and how do I get into that food-chain?" and "Can I tell my clients something new?" and "How do we generate good underwrites in a competitive market?" Lenders also reported reviewing: amendment requests, new deals/pitches and requests to set up pitches, comp database, and upcoming maturities/refis. Managers also listed speaking with investors and managing risk in their portfolios, especially as they tried to assess customer credit risk/impact of pandemic. Others commented on internal reporting, keeping their “house in order,” including prepping for internal update calls, and reading internal priorities to ensure they can deliver on given what they are pitching.

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