

PI ETA CONSULTING COMPANY

Tapping into the Syndicated Loan Market

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OUTLINE FOR TAPPING INTO THE SYNDICATED LOAN MARKET PROGRAM, A 2-DAY PROGRAM

- **Overview of the Loan Syndication Market**
 - Major players in the market
 - Lenders, Borrowers
 - Types of roles banks play in the syndication market
 - Market Segmentation
 - League Tables
 - Major syndication markets
 - How to obtain market information on the syndication market

- **Understanding the Borrower's Objectives in Entering the Syndication Market**

- **Additional Credit Issues in Syndicated Loans**

- **General Structure of Syndicated Loans**
 - Discussion on the various aspects of the term sheet
 - Types of commitment to the borrower
 - Types of fees payable / market practice
 - Cost analysis for the borrower

- **Step by Step Walk Through of the Transaction Cycle for a Syndicated Loan**
 - Introduction to the principal phases
 - The syndication time schedule

- **Phases of the Transaction Cycle**
 - Pre-mandate phase
 - How mandates are obtained
 - Key information required before bidding for the mandate
 - Likely strategies used by the borrower in awarding the mandate
 - Considerations for pricing the transaction
 - How the arranger can attract potential lenders through various syndication strategies?
 - Ways to allocate fees
 - Balancing between fees and margins
 - Calculating effective yield to lenders
 - Post-mandate Phase
 - Preparation of information memorandum
 - Content of a typical Info Memo

- **Understanding the Documents Relating to the Information Memorandum**
 - Letter of consent to release information
 - Confidentiality letter
 - Disclaimer

- **Legal Issues**
 - Documentation Process
 - Understanding the key features of the facility agreement
 - How to check the loan agreement

- **Roles of the Arranger in Running the Books**
 - Preparing for the signing ceremony
 - After the syndication process
 - Secondary market transfer
 - Defaults, enforcements and workouts
 - Remedies
 - Restructuring

For more information, please contact PI ETA Engagement Resource (PEER) Group at
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PROGRAM FACILITATOR

Mr. Adam K. K. Wong

B.Acc., FCPA, Certified Professional Trainer

Mr. Adam K. K. Wong is a Business Domain Expert Facilitator with PI ETA Consulting Company. He is also an adjudicator of the Financial Industry Disputes Resolution Centre in Singapore.

Prior to his current appointments, he was a General Manager with Standard Chartered Bank and other international banks with 22 years of successful track record in Cash Management, eCommerce, Corporate Banking and Trade Finance and Small & Medium Enterprises. Having strong strategic orientation and regional exposure in South East Asia and Hong Kong, he is credited with significantly growing global banks' SME assets by 450% and net profit by 140% over a 3-year period in Singapore. He also started a new cash management business for a leading bank in Asia and grew it to a multi-billion business annually.

Adam is a very experienced trainer who has a gift of making complicated subjects simple. He has conducted numerous workshops for banks in Singapore, Hong Kong, Shanghai, Taiwan, Bahrain, Sri Lanka, Vietnam, Indonesia, Malaysia, and Pakistan with consistently good appraisals. He is one of the few successful developers of training programmes accredited under the Institute of Banking and Finance Standards

Mr. Wong is a Fellow Chartered Accountant (Singapore) and a Fellow Certified Public Accountant (Australia). He is also a Certified Credit Risk Management professional, a Certified Professional Trainer and member of the Singapore Institute of Directors.