



# **Tapping into the Syndicated Loan Market**

**- Learn How to Arrange a Syndicated Loan**

## ***Highlights***

- A practical 2-day interactive training programme which provides participants with a deep understanding of the syndicated loan market, its processes and the business potential
- Overview of the Syndication Market
- Skills required of an Originator
- Details of the various phases in the Transaction Cycle
- Examine Distribution Strategies
- Gain insight into the various documents required in a Syndicated Loan
- Be acquainted with the various protocols in the Signing Ceremony
- Understand the various Legal issues in a Loan Document

**Seminar Facilitator**  
**Mr. Adam K. K. Wong, B.Acc, FCPA, Certified Professional Trainer**

**Seminar Duration**  
**2 Days, 9:00am to 5:00pm**

## Seminar Background

In our highly competitive banking environment, there is a constant need to increase profitability. The syndication market allows banks to earn good fees without committing too much capital. Arranging and participating in the syndication market also enhances the bank's reputation and deepens the relationship with clients.

## Seminar Content

- **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

## **Benefits of Attendance**

This programme will provide participants with the necessary skills to immediately seek mandates and arrange syndicated loans for their customers. For lenders who are contemplating to enter the syndicated market, it will allow them to access to lending opportunities with low marketing costs and the ability to participate in future syndications.

It will also provide corporate treasurers with an in depth understanding of syndicated loans its benefits.

## **Who should attend?**

- For bankers who need to know how to arrange/ lead manage a syndicated transaction
- For bankers who need to know what to expect when participating in a syndicated transaction
- For bankers who need to learn more about the syndicated market
- For corporate treasurers who needs to understand the benefits and the mechanics of syndicated loans

## Seminar Facilitator

**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 USD35 billion business annually.

Mr. Wong graduated in Accountancy and is a Fellow Certified Public Accountant. He is also a Certified Credit Risk Management Professional and a Certified Professional Trainer.

Mr. Wong has contributed actively to the development and training of professionals in the financial services sector for the past 17 years by sharing his expertise regularly through The Institute of Banking and Finance, Singapore and various other organizations in Malaysia and Indonesia.

He has also conducted programmes in the area of banking and finance for Australian and local universities.