

**** NEW FOR 2018 ****
CEE SYNDICATED LOANS EXECUTIVE BRIEFING AGENDA
WEDNESDAY 17 JANUARY 2018

At the conclusion of the annual Euromoney CEE Forum 2018, Euromoney Conferences will be holding an exclusive ticketed Executive Briefing on the syndicated loans market in CEE. With a maximum capacity of only 60 participants, the Executive Briefing will provide delegates with the opportunity to hear and learn from and engage with heads of loan syndication, corporate borrowers, and private equity professionals from across CEE. This fully interactive agenda will provide valuable insight into lender sentiment; deal structures and volumes; case studies featuring active loan market borrowers; and potential for new deals in 2018.

13.00-14.00 **LUNCH AND REGISTRATION FOR EXECUTIVE BRIEFING**

A post-conference executive briefing on the syndicated loan market in central and eastern Europe – entrance by ticket only

14.00-15.00  Session 1: **Syndicate strategy roundtable**

Leading arrangers will discuss how to make the loan market more attractive to corporate borrowers.

- Overview of 2017's most notable deals
- Contrasting different arranging strategies: making the market attractive for borrowers
- Which jurisdictions are best placed to see greater loan market volume: Poland, Czech Rep., Hungary, Turkey
- The challenges of structuring a loan in a borrowers' market
- Loan market vs. DCM: weighing up the benefits

Moderator:

Panellists:

15.00-15.30  Session 2: **Legal presentation**

What should you look out for when structuring your next leveraged, project, trade, or acquisition finance deal? What regulatory pitfalls must loan market professionals be wary of?

This session will help you understand the challenges facing CEE loan bankers and borrowers, giving you a comprehensive understanding of the local environment.

Speaker:

15.30-15.45  **COFFEE**

15.45-16.45  Session 3: **Corporate borrowers' perspective**

Three leading corporate borrowers will analyse the attractiveness of the syndicated loan market compared to other fundraising methods.

- To what extent is corporate borrowing in CEE still relationship-driven?
- Do club deals allow borrowers to attain the funding they need?
- Working capital, acquisitions, infrastructure: what requirements do loans fulfil for corporates?
- Local currency vs EUR vs USD: why is currency important?
- International vs local bank financing: why do borrowers choose one over the other?

Moderator:

Panellists:

16.45-17.30  Session 4: **Private equity and leveraged finance**

Private equity firms divulge the critical factors that have guided leveraged finance issues in CEE this year

- Macro drivers of leveraged finance
- Analysing the impact of European leveraged lending guidelines on deal volume
- Weighing the advantages of leveraged loans vs high-yield bonds
- Which sectors are seeing the most appetite from underwriters?
- Which regions contain the most liquidity?
- Are we seeing investor pushback on pricing, and lenders maintain the current pace of issuance?

Moderator:

Panellists:

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