

LMA Syndicated Loans Conference

25 Sep 2018

Poll results

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What will be the most significant topic that drives the Syndicated Loan Market over the next 12 months?

Brexit/political uncertainty



Monetary policy of Central Banks



Trade wars



Competition amongst banks



Credit/economic downturn



What are your volume expectations for the next 12 months in the EMEA syndicated loan market?

Increase by more than 20%

 2 %

Increase by more than 10%

 12 %

Rather unchanged

 50 %

Decrease by more than 10%

 33 %

Decrease by more than 20%

 4 %

Where do you see most growth potential in the market over the next 12-18 months?

Corporate Refinancing



M&A Financing



Private Debt Markets



Leveraged Market



Developing Markets



Where do you see the best opportunities in the Developing Markets over the next 12 months?

Africa



Middle East



Russia & CIS



Outside of the EMEA



Do you anticipate an increase or decrease in lending activity over the next 12 months?

Increase



Decrease



About the same



What would you consider could have the greatest adverse impact in lending activity over the next 12 months?

Fears over a trade war



Lack of bankable deals



Regulatory pressures and sanctions



The potential impact of rising interest rates



What do you think is the most important driver for a Borrower in determining their preferred syndication approach?

Pricing



Relationship



Covenant package



Tenor



Other



How many of you could provide a loan linked to SONIA?

Yes, today



In 3 months



In a year



Never



What is the volume of green loan issuance since 2007?

€60 billion



€120 billion



€180 billion



€240 billion



What is the likelihood of a cataclysmic hack of a major financial institution?

Unlikely

3 %

Possible

23 %

Likely

34 %

Inevitable

40 %

Can financial and related professional services do more to create social purpose ?

Not enough

3 %

Possibly

7 %

Probably

18 %

Certainly

73 %

Is this time different?

No, leveraged loan investors have short term memories and we are back to 2007



Yes, defaults will be lower in the next downturn though recoveries may be lower as well



Yes, asset selection and cov-lite mean defaults will be lower and recoveries will be consistent with previous cycles



How does your organisation see digital/technological innovation?

An opportunity



A threat



It's not even on the radar



In which part of the syndicated loan market do you think technology will have the biggest impact?

Primary origination and distribution platforms



Agency/operations-related services



KYC



Legal due diligence, including reviews of existing loan books



Secondary trading and settlement

