

Symphony Digest

Centre for Knowledge and Financial Mastery

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Toll Road Financing – Challenges and Strategies for Financial Close

**NEW! From Issuer's
Perspective!**

16 May 2017

Symphony Digest Sdn.

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*Symphony Digest Sdn. Bhd. is an official
training partner of Bond Pricing Agency
Malaysia Sdn. Bhd.*



For the first time, a new perspective from the Issuer / concessionaire on how to successfully raise financing for toll roads. This workshop is a must for bankers, corporate advisors, fund managers and also concessionaires to learn from a senior corporate executive on what goes on behind the scenes to achieve financial close.

Who Should Attend?

- ✓ Analysts
- ✓ Fund Managers
- ✓ Investment Bankers
- ✓ Commercial & Corporate Bankers
- ✓ Credit Officers

Course Outline

Fundamentals of Toll Road Project Finance

- 1) What is toll road project finance
- 2) The typical structures of toll road project finance

Ingredients for a successful toll road project

- 1) Toll road alignment
- 2) Traffic projections
- 3) Cash flow projections
- 4) Essential Project Agreements
- 5) Allocation of risks
- 6) Financing aspect

Funding sources for toll road financing

- 1) Equity
- 2) Term loans
- 3) Bond market
- 4) Advantages and disadvantages of various sources

Issues and risks

- 1) Pre-construction period
- 2) During Construction period
- 3) Operational Period

Upcoming Training

Corporate Exercises from Client's Perspective - IPOs and Takeovers (23 May 2017)

Project Financing – Structures, Issues and Risks (23 & 24 May 2017)

Abandoned Projects: Recourse for Buyers and Financiers (9 August 2017)

Trainer's Profile

The trainer is currently the Head of Group Corporate Finance and Analytics of UEM Group Berhad. She was graduated from University of Warwick, England with a degree in Accounting and Financial Analysis (BSc Honours) and is a fellow member of the Association of Chartered Certified Accountants (ACCA).

She has more than 20 years of experience in the corporate finance area with extensive focus on bond and sukuk issuances. Prior to joining UEM Group Berhad in November 2009, she was the Vice President of Corporate Finance at Axiata Group Berhad. Before that, she was heading the Project and Corporate Finance Department at Malakoff Corporation Berhad, the then largest independent power producer in Malaysia. Prior to Malakoff, she was at Citibank Berhad involved in corporate loan syndication.

She has been involved in many major corporate exercises. She led the team which privatised Plus Expressways Berhad. It was one of the largest privatization exercise in Malaysia and involved the issuance of the world's largest sukuk issuance at RM34 billion with one of the longest tenure in Malaysia outside of government bonds.

Internationally, she led the financing of the Cikopo-Palimanan toll road concession in Indonesia. The toll road is currently the longest in Indonesia under one concession at 116km. The IDR12 trillion project was financed by 22 banks including 2 international banks. The project has been completed and operating currently.

In the Middle East, Lila led the financing team for the developers of the first independent water and power plant in Saudi Arabia. The USD2.5 billion Shuaibah IWPP was awarded as the deal of year (2005) by Project Finance International, Euromoney, Global Water Intelligence and Trade Finance Magazine.

Other major infrastructure tenders which she was involved in were the Turkish Toll Road Privatisation (1,975km) which was valued at USD5.7 billion and a toll road asset in Queensland, Australia.

Registration: Toll Road Financing – Challenges and Strategies for Financial Close (16 May 2017)

Name:

Name:

Designation:

Designation:

Department:

Department:

Company:

Company:

Address:

Address:

Tel:

Tel:

Fax:

Fax:

Email:

Email:

Contact for administrative matters if different from above

Name:

Department:

Tel:

Fax:

Email:

Date: 16 May 2017

Workshop duration and time: 1 day, 9.00 am to 5.00 pm

Venue: Hotel Istana

Course fee (inclusive of course materials, lunch and 2 tea breaks):

For Registration On or Before 2 May 2017: **RM1,800**

For Registration After 2 May 2017: **RM2,100**

Registration is confirmed upon receipt of payment, unless otherwise notified.

Payment Options

Cheque

Bank _____ Cheque No. _____ Amount RM _____

Payable to **Symphony Digest Sdn. Bhd.**

**Please write company name and programme at the back of the cheque and mail to 69-3, Block F, Zenith Corporate Park, Kelana Jaya, 47301 Petaling Jaya, Selangor.*

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**Please e-mail or fax (03-7806 2800) us the bank-in slip / transfer confirmation together with the completed registration form.*

Note: For cancellations less than 14 days before event or non-arrival on the training day, no refund will be given. Substitution is allowed. Should the number of participants be too low to make the course a meaningful learning experience, Symphony reserves the right to postpone or cancel the course.