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ASIA PAC (INC-JAPAN)

BOOKRUNNERS: 1/1/2013 TO 18/9/2013

	Managing bank or group	No. of issues	Total US$(m)	Share (%)
1	Mizuho Financial Grp	462	88,444.76	20.7
2	Mitsubishi UFJ Finl Grp	587	63,851.71	14.9
3	Sumitomo Mitsui Finl Grp	463	59,367.79	13.9
4	State Bank of India	52	20,531.75	4.8
5	China Development Bank	19	17,673.98	4.1
	Total	2,236	427,596.76	

Source: Thomson Reuters (SDC code: S3a)

ASIA PAC (EX-JAPAN, EX-AUSTRALASIA)

BOOKRUNNERS: 1/1/2013 TO 17/10/2013

	Managing bank or group	No. of issues	Total US$(m)	Share (%)
1	State Bank of India	55	19,691.5	8.1
2	China Development Bank	27	18,595.2	7.6
3	Bank of China	126	18,286.8	7.5
4	DBS Group	88	10,651.0	4.4
5	Standard Chartered	106	9,175.9	3.8
	Total	783	244,597.4	

Source: Thomson Reuters (SDC code: S3f)

Sponsors of the US$10bn ROY HILL iron ore project have asked commercial lenders to submit credit-approved commitments by mid-November.

The request for proposals was issued at the end of September, after months of negotiations between the shareholders led by Australian mining magnate Gina Rinehart and export credit agencies.

Rinehart's privately held Hancock Prospecting owns 70% of Roy Hill, and the remainder is held by Posco, Taiwan's Chinese Steel Corp and Marubeni Corp.

Total debt involved is US$7bn-plus. ECAs are providing direct loans as well as guaranteed tranches, and there is an uncovered commercial bank tranche. Lenders have been asked to commit to both guaranteed and uncovered tranches, as well as bid the margin and fees, which is the standard bookbuilding process.

The door-to-door tenor is between 10 and 11 years, with a seven-year repayment period after construction. Financial close is targeted for early 2014. The 55m tonnes-a-year project is expected to begin production in 2015.

Some banks expect the margin for the uncovered commercial bank tranche to start in the 300bp-plus range, and stepping up when the project starts operations.

Commitment amounts have not been specified, although the sponsors have stressed banks putting in large commitments will be rewarded with additional roles in the deal.

BNP Paribas and *National Australia Bank* are advising on the project financing.

The financing from the ECAs is not completely bedded down, although lenders have been given a range of financing scenarios. The sponsors expect the ECAs to provide a minimum 40% of total financing, though they are keen to maximise the ECA contribution given the volume of debt required and the cost of commercial bank funding.

The ECAs, including *Export Import Bank of Korea*, *Japan Bank for International Cooperation* and *Nippon Export & Investment Insurance*, as well as *US Export-Import Bank*, had received some concessions from the shareholders to provide higher guarantee amounts to ensure the project reaches completion. Additionally, shareholders have agreed to provide payment guarantees in the event Chinese steel manufacturers renege on their ore purchase obligations, as the majority of Roy Hill's output will be sold to Chinese steel manufacturers.

Minority shareholders Marubeni and South Korean steel giant Posco will purchase some of the ore in proportion to their equity contribution to Roy Hill.

The project will be Australia's fourth-largest iron ore producer. It is set to come on stream as demand from China starts to cool. However, lenders stress the cost of Roy Hill's production is relatively low and the business case for the project can withstand significant drops in the price of iron ore. Spot iron ore was at US$133.70 a tonne on Thursday.

PACTERA TECHNOLOGY INTERNATIONAL, China's largest technology outsourcing company, agreed to be taken private by a consortium led by Blackstone Group for US$625m, after a month of wrangling over the sale price.

Pactera agreed to an offer price of US$7.30 per American depositary share, an 11.6% premium to the stock's US$6.54 closing price on Wednesday.

The buyers, which include Pactera's management, initially offered US$7.50 per ADS in May, but cut that to US$7.00 last month, citing the company's weakening financial performance. Pactera gave no reason for the latest price revision.

Bank of America Merrill Lynch, *Citigroup* and *HSBC* will provide debt financing for the deal.

Last year Beijing-based Pactera was formed through a merger of HiSoft Technology International and VanceInfo Technologies; it offers technology outsourcing and consulting services to companies across the world.

LOUIS DREYFUS COMMODITIES has mandated *ANZ*, *DBS Bank*, *HSBC* and *Standard Chartered* for an around US$400m three-year financing.

The firm completed an increased US$710m three-year revolver in May that pays a margin of 190bp over Libor and a commitment fee of 25bp if more than or equal to 50% is drawn and 30bp if less than 50% is drawn. That facility was to refinance an existing US$580m portion of a 364-day revolver the company entered in May 2012.

In May 2012, Louis Dreyfus Commodities Asia and LD Commodities Australia Holdings extended a three-year multi-tranche financing sealed in 2010 by two years, and expanded the facility size to US$419.36-equivalent from around US$400m. That three-year facility, guaranteed by Louis Dreyfus Commodities, comprised a US$281.75m term loan, a US$77.25m revolving credit, an A$45m term loan and an A$15m revolver after the increase in size.

Louis Dreyfus is a diversified commodity merchant and processing company with businesses in grains, oilseeds, sugar, coffee, cotton, juice, rice and freight.

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HSBC, *State Bank of India* and *Sumitomo Mitsui Banking Corp* have launched a US$250m five-year bullet loan for Indian state-owned RURAL ELECTRIFICATION CORP. The unsecured loan offers a margin of 150bp over Libor.

Lead arrangers joining with US$15m or more get a top-level all-in of 190bp via a 200bp upfront fee, while co-arrangers get an all-in of 185bp via a 175bp fee for commitments of US$10m–$14m. Lead mangers receive an all-in of 180bp via a 150bp fee for commitments of US$5m–$9m.

Roadshows are scheduled for October 21 in Singapore, October 23 in Taipei and October 24 in Hong Kong. Responses are due on November 11. Funds are mainly for infrastructure projects in the power sector.

REC got Reserve Bank of India approval in July to raise US$1bn in external commercial borrowings in the financial year ending March 2014.

This latest financing marks REC's return to the offshore loan markets after eight months. In January, it raised US$250m through a three-year loan clubbed by Bank of America Merrill Lynch and SBI. The all-in pricing was around 200bp.

Last November, REC sealed a US$250m three-year bullet loan which paid a top-level all-in of 240bp via a margin of 190bp over Libor. On that facility, six banks joined leads SBI and SMBC.

A second bank meeting is scheduled for October 24 in Singapore for potential lenders on the US$150m five-year offshore loan for CHINA MINZHONG FOOD CORP.

It follows an earlier meeting on July 19, also in Singapore, attended by representatives from more than 20 banks.

The loan was launched into general syndication in mid-July. However, in early September, Indonesia's Indofood Sukses Makmur launched an offer for Singapore-listed China Minzhong Food Corp at S$1.12 per share, valuing the company at around S$734m (US$593m), Reuters reported.

On September 2, Indofood launched the general offer, following which it stood to own or control 33.49% of Minzhong.

Prior to Indofood's offer for Minzhong, three banks had already joined the US$150m loan, which carries an average life of 4.25 years and offers a margin of 260bp over Libor. It offers a top-level all-in of 283.5bp via an upfront fee of 100bp, and the MLA title, for banks joining with US$30m or more.

Citigroup and *Standard Chartered* are the mandated lead arrangers and bookrunners on the loan.

China's Big Four banks have signed a Rmb13.55bn (US$2.22bn) 30-year financing for the WEST RING RAILWAY construction project in Hainan province.

China Construction Bank's Hainan branch is the mandated lead arranger, holding Rmb6bn. The Hainan branches of *Agricultural Bank of China*, *Bank of China* and *Industrial & Commercial Bank of China* came in with Rmb3.05bn, Rmb3bn and Rmb1bn, respectively.

The facility pays a margin of 100% of the PBOC rate and repays in semi-annual instalments after a four-year grace period.

Hainan East Ring Railway is the borrower, the borrower's parent, state-owned Guangzhou Railway (Group) Corp, is the guarantor.

Signing took place at the end of September.

The 344km West Ring Railway has total investment of Rmb21.7bn, the biggest infrastructure project so far in Hainan province, according to local media. The first phase kicked off construction in September 2012 and is expected to become operational by the end of July 2014, local media reported.

FUJIAN REFINING & PETROCHEMICAL has sealed its Rmb4.6bn (US$755m) multi-tranche financing for expansion. The loan comprises three 15-year tranches and one three-year tranche, with two of the tranches denominated in US dollars.

Agricultural Bank of China, *Bank of China*, *Bank of Communications*, *China Construction Bank*, *China Development Bank*, *Industrial & Commercial Bank of China* and *Sinopec Finance* are lenders in the club deal. ICBC is the agent.

For renminbi funds, the facility pays a margin of 100% of the PBOC rate. Signing took place in September.

An A$450m (US$433m) five-year refinancing for Western Australian gas infrastructure owner ATCO GAS AUSTRALIA LTD PARTNERSHIP is offering a margin of 170bp over BBSY.

The company is rated Baa2/BBB (Moody's/S&P). The loan, arranged by *ANZ*, has gone out to existing lenders for recommitments. The deadline for responses is October 25. The new deal refinances an existing A$450m deal maturing in June 2014.