

KMB DEAL FLOW Talking points:

Issuing bank(s): Deutsche Bank, HSBC, Credit Suisse

Interest rate: 5.5% EUR, 7.5% USD

Price: 60-70%, dependent on contract size and issuing bank

Min. contract: 50B

Fees: 1% of face valued divided equally between buy and sell sides

Settlement: Euroclear

KMB Required documents:

Client Information Sheet

Passport

Evidence of Financial Capability

Cash on deposit – account statement, NEW 3 day old tear sheet, etc. at acceptable bank.

Credit line – Evidence of existence of line at acceptable bank. Please note for buyers wishing to use their credit lines they will need to add the seller as an additional signatory on the line for the duration of the contract

Note...there is no LOI, corporate resolution, non-solicitation or other typical broker paperwork required in advance.

Additional documents:

IMFPA – Have the buyer's mandate select a document acceptable to his buyer since he's paying the fees. Contact me prior to submission and I'll provide paymaster information for the sell side, and for the first box on the buy side. The first box is not closed, but the paymaster has already been nominated.

After submission of buyer documents the seller will contact the buyer to complete contractual arrangements, finalize pricing, establish tranching schedule, etc. so the transaction can be successfully entered.

Seller will provide an exit buyer if the buyer so requires.

KMB AAQ's (Already Asked Questions)

Which buyer banks are acceptable? WEB, Middle East banks such as those in Dubai, Major Hong Kong banks. No US banks. No African banks. No Indonesian banks.

Can the buyer evidence their capability via Authorization to Verify on a bank to bank basis. Seller has accepted this methodology in the past

Can the buyer evidence their capability with funds on Euroclear? Seller has accepted this methodology in the past

Will the seller contact the buyer's attorney for POF? No

Can we have a mandate conference? I'm happy to engage my counterpart.

Will the seller do DVP? No

Can I have the ISIN/CUSIP? Yes, on the corporate invoice but not in advance

Can we POF with a CD or time deposit? Not directly, but the instrument can be blocked in favor of the seller and a credit line drawn for settlement. Requires further discussion between principals.

Can we do this on a no POF basis? No

Do you want to put these into a trading program? No

Can they do a +2? Please submit on a +1 basis. If 500M in fees for the intermediaries is not enough for you then please look elsewhere.

Can anyone at KMB DEAL FLOW fit in the first box on the buyer's side?  
Yes

Can the seller do D2D or B2B or both? B2B yes with seller approval

After POF is it just EUC SBP without MT103/23? Yes, the seller does not require funds first or blocked funds