Debt Manager's Network Webinar 30 September 2014 Pamella McLaren

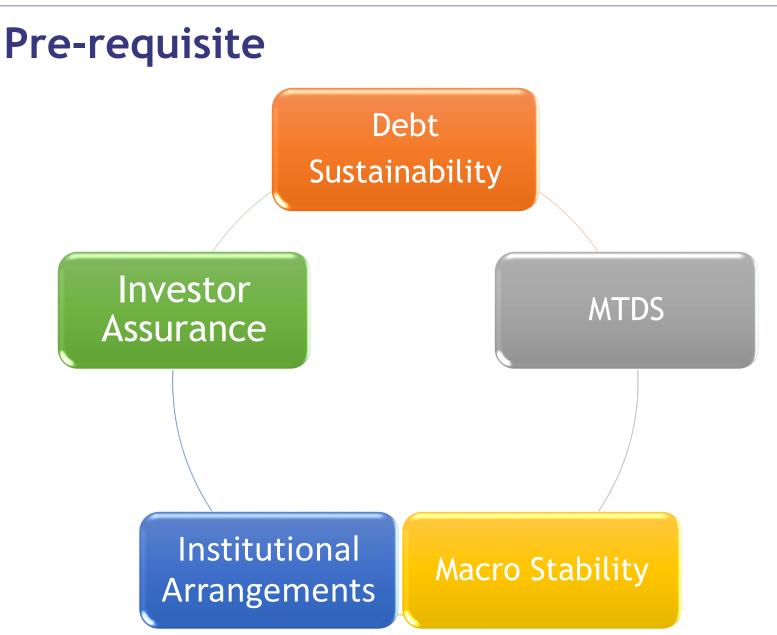




Outline

- Pre-requisite
- Objectives
- Considerations
- Pros
- Cons
- Procedures
- Current Environment



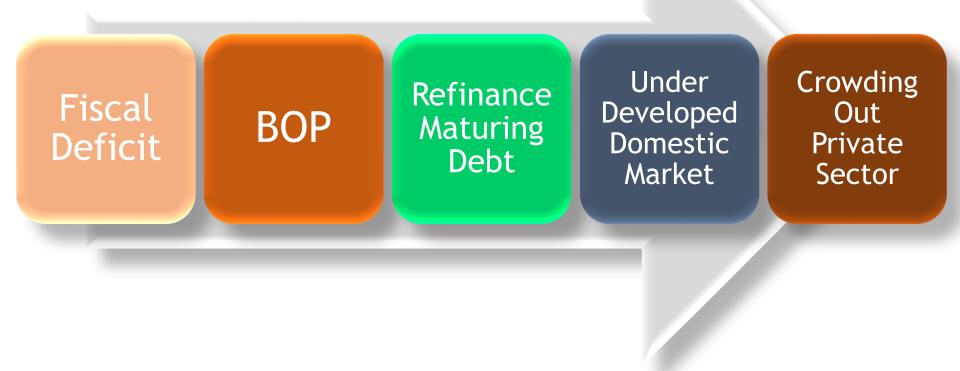








Objectives**Core**





Objectives....Secondary

Benchmarking For Private Sector Borrowing

Diversify Investor Base

Debt Restructuring

Maturity Extension



Objectives....Seasoned Issuers

Re-opening to Build Benchmark

Liability Management Operations

Other Public Debt Management Objectives

Reduce Refinancing Risk

Considerations



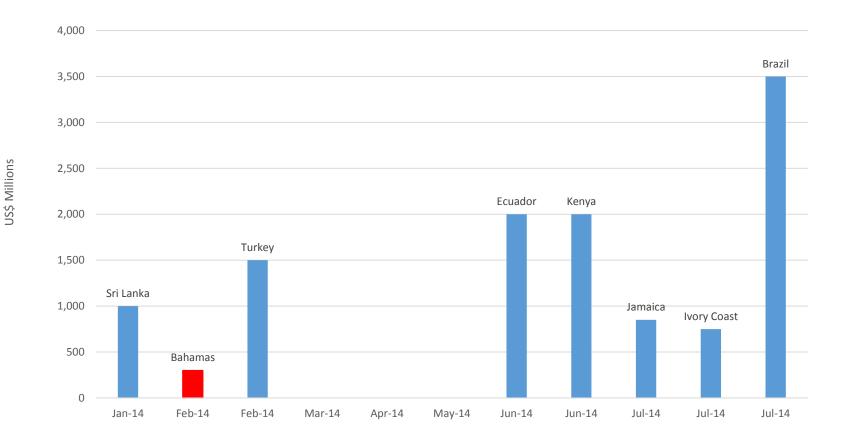


Considerations...Issuance Strategy



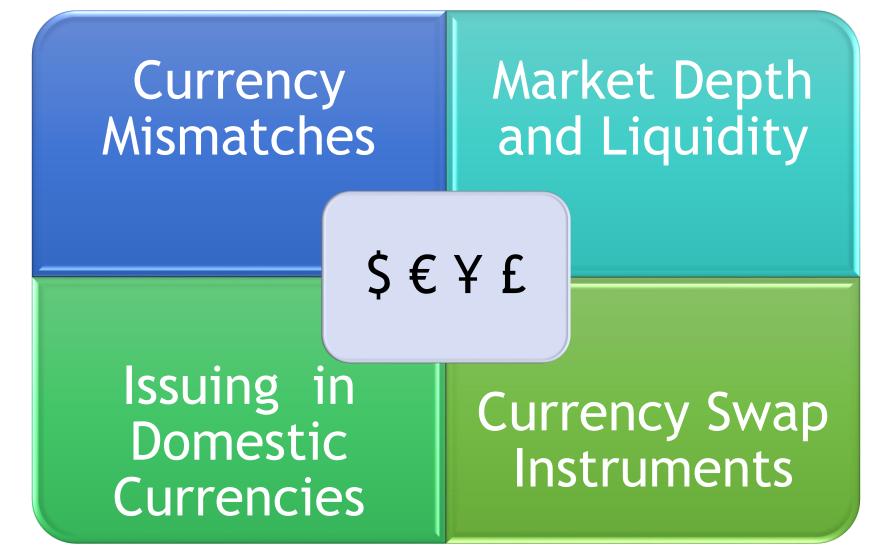


Considerations....EMBI vs Non-EMBI



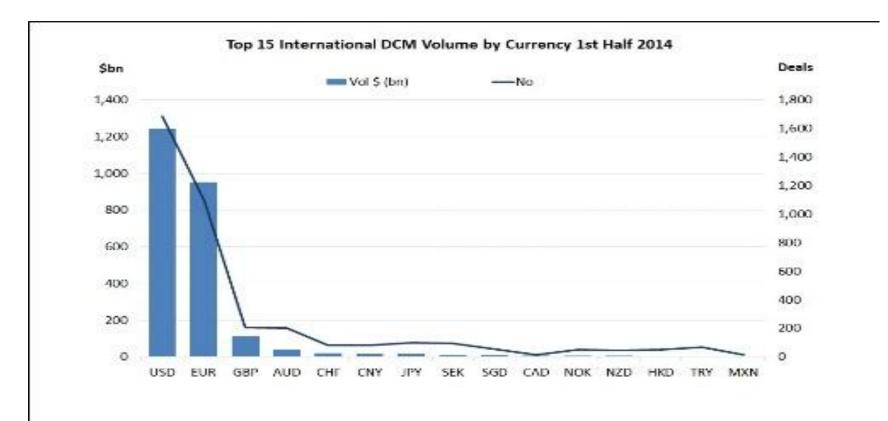


Considerations....Currency





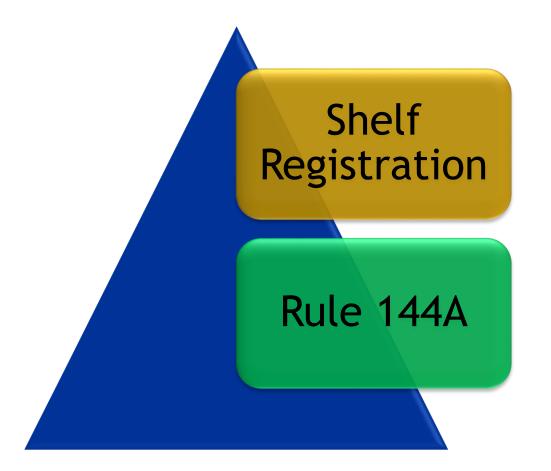
Considerations....Currency



Source: Dealogic



Considerations....Issuing Mechanism





Considerations...Placement

Investor

Base

- Hedge Fund Manager
- Asset Manager
- Investment manager

Other

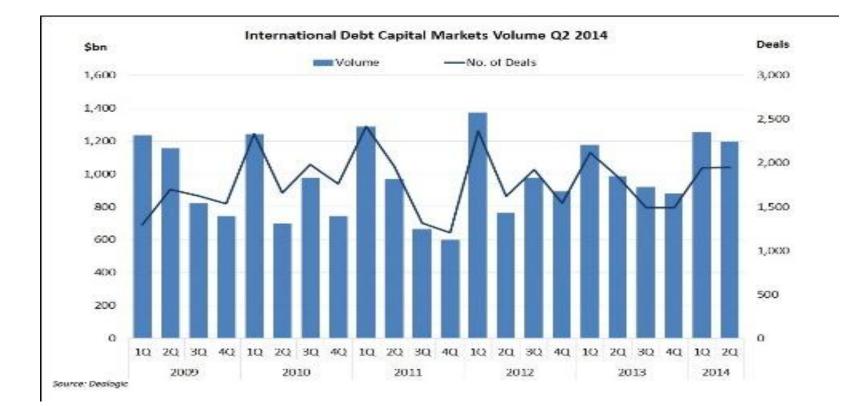
- Legal Jurisdiction
- Geographical distribution

Post Issuance

- Secondary Market Trading
- Re-opening



Considerations....Market Issuance



Pros





Pros....





Flexibility in use of Proceeds/Conditionalities

Board Approvals







Cons....Is it Worth It?





Cons....High Cost

Reduced Access Concessional Financing

High Debut Premium

Illiquidity Premium



Cons



Procedures



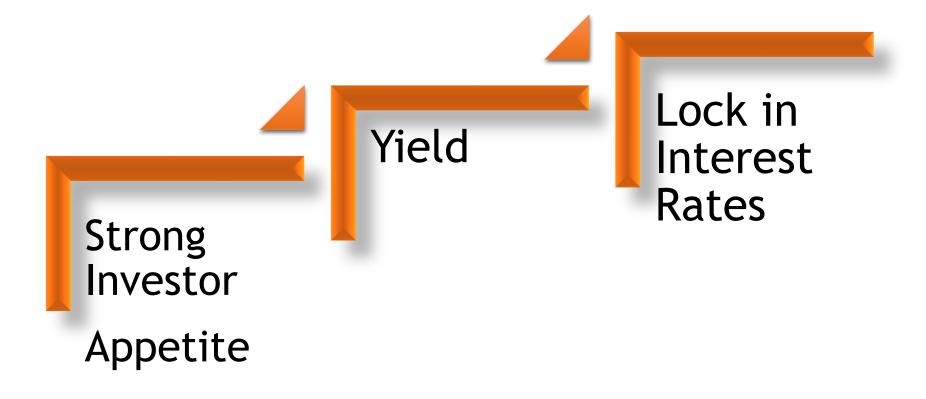


Procedures





Current Environment







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