




Case Study

Mobilink US\$88m Short and Long Term Financing


Joint Advisor / Arranger to Mobilink for Issue of a Short Term Bridging Facility and Issue of the Largest Private Sector Corporate Bond in Pakistan

2006

**PKR 2,000m bridging facility
PKR 3,300m 7 year bond**



Advisors and Arrangers for a 6-month bridging facility and a 7 year corporate bond



■ *First Time Structures in Pakistan:*

- The Pakistani banking system was unable to handle the demand for increasing telecom debt caused by rapid expansion in the cellular sector, while the bond market in Pakistan remained under-developed
- Structure included a privately placed short term facility allowing the non-banking market (i.e. corporates, mutual funds, pension funds) to lend to Pakistan's second largest company followed by a larger listed corporate bond
- Market making was included for the first time as part of the deal to stimulate the growth of the corporate bond market and reduce the spread for Mobilink in future offerings

■ *Timely Execution*

- The bridging facility for Mobilink was closed in a record 1 week in Pakistan with disbursement to Mobilink in 3 weeks
- Selling of investment commitment
- A complex security pool for all lenders of Mobilink resulted in a complicated and cumbersome regulatory approval process that was handled within a record time

■ *Overwhelming Investor Response:*

- The bridging facility was subscribed by X number of institutions
- The pre-IPO was subscribed in by a record X number of institutions in Pakistan ranging from banks / corporations to pension funds
- The IPO was over-subscribed by the general public enabling Mobilink to exercise PKR X million in the greenshoe.

