



Strong position in the European LBO market

EMEA Sponsor-Led Leveraged Loans as Bookrunner (2017)

Ranking	Bookrunner	No. of issues	Value (EURm)
1	BNP Paribas	75	9,307
2	Deutsche Bank	74	10,993
3	UniCredit	66	6,405
4	HSBC	60	7,185
5	ING 	59	5,686
6	Goldman Sachs	58	9,233
7	Credit Suisse	57	8,247
8	Credit Agricole	54	5,836
9	JP Morgan	53	11,196
10	Societe Generale	49	4,516

EMEA Sponsor-Led Leveraged Loans as Bookrunner (2016)

Ranking	Bookrunner	No. of issues	Value (EURm)
1	BNP Paribas	65	6,069
2	UniCredit	54	5,684
3	Goldman Sachs	46	7,407
4	HSBC	45	6,046
5	Deutsche Bank	43	5,745
-	ING 	43	3,836
7	Credit Suisse	37	4,881
8	Credit Agricole CIB	36	2,923
9	Natixis	34	3,146
10	Societe Generale	31	2,512

Source: Bloomberg

Recent MLA roles

Country	Status	Date	Client	Value	Facilities	Role
France	Pending		Alvest	EUR 385m	Senior Secured Facilities	Bookrunner & MLA Airport Equipment
UK		01/18	Galileo Global Education	EUR 553m	Senior Secured Facilities	Bookrunner, MLA & Agent Education
Belgium		12/17	House of HR	EUR 680m	Senior Secured Facilities	Bookrunner & MLA Human Resources
Belgium		10/17	ADB Safegate	EUR 585m	Senior Secured Facilities EUR 100m Second Lien Facility	Bookrunner and MLA Industrial Manufacturing
UK		11/17	Belron	EUR 1,580m	Senior Secured Facilities	Bookrunner & MLA General Industries
UK		11/17	Pure Gym	£360m	Senior Secured Notes £60m Super Senior RCF	Bookrunner & MLA Leisure
Netherlands		10/17	Q-park	EUR 1,450m	Senior Secured Facilities	MLA Parking
Germany		08/17	STADA	EUR 2,100m	Senior Secured Facilities EUR 735m Senior Secured Notes EUR 340m Super Unsecured Notes	Bookrunner & MLA Pharmaceuticals
UK/US		07/17	Element	US\$1,295m	Senior Secured Facilities US\$220m Second Lien Facility	Bookrunner, MLA & Agent General Industries


ING is an established physical Bookrunner in the French Leveraged Finance market

ING has a strong track record of successful transactions in the French market

Recent Mandated Lead Arrangers roles in France

France	11/17	France	10/17	France	07/17	France	07/17	France	07/17	France	07/17						
Alvest	EUR 385m	Senior Secured Facilities	Nemera	EUR 215m	Senior Secured Facilities	Id verde	EUR 144m	Senior Secured Facilities	Worldwide Flight Services	EUR 50m	Bond tap EUR10m Super Senior RCF increase	Elitech	EUR 188m	Senior Secured Facilities	Colisée	EUR 460m	Senior Secured Facilities
	Bookrunner & MLA Airport equipment		Bookrunner & MLA Medical Devices		Bookrunner & MLA Landscaping services		Joint Bookrunner Transport & Logistics		Bookrunner & MLA Medical Equipment		Bookrunner & MLA Nursing homes						

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Source: Thomson Reuters SDC Platinum

France	03/17	France	01/17	France	01/17	France	01/17	France	11/16	France	11/16						
Spie	EUR 600m	Senior Unsecured Notes	Aqualung	EUR 120m	Senior Secured Facilities	Arkopharma	EUR 190m	Senior Secured Facilities	Groupe Ponroy Santé	EUR 165m	Senior Secured Facilities	Comexposium	EUR 394m	Senior Secured Facilities	Novacap	EUR 525m	Senior Secured Facilities
	Bookrunner & MLA Technical services		Bookrunner & MLA Aquatic equipment		MLA Phytotherapy		Bookrunner & MLA Pharmaceuticals		Bookrunner & MLA Trade Fairs Organisation		Bookrunner & MLA Pharma Chemicals						