



## Debtomain is a global leader in web-based systems for bank loan syndication.

Most loans by banks to a corporate borrower of about USD 25 million and above are made by a syndicate of bank lenders. Debtomain's online document sharing, customer relationship management and management reporting tools enable the interested parties to collaborate on a complete package of functions in the loan syndication process, from pitch to maturity. The 'life' of a loan can be from one year to 10 years or more.

Functions provided by the software include pipeline reporting (tracking potential deals), deal set-up (when a bank receives a mandate from a borrower other institutional lenders are invited to participate), data gathering and distribution, bookrunning (tracking progress of the syndication), distributing financial statements between syndicate lenders after the deal closes, and tracking amendment voting.

With its headquarters in London, UK, and subsidiaries in New York, the US, Singapore and Hong Kong, Debtomain has a client base of international and smaller regional banks. Its turnover more than quadrupled between 2008 and 2011.

### About the sector

The syndicated loan market in its present form has been in existence for about

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25 years. It originated in the late 1980s and started to grow significantly in the late 1990s.

Debtomain was founded in 2000 as an online trading market place in the dot-com era. In 2002-03, the company innovatively reinvented itself into its present 'one-stop-shop' solution. The company remains privately owned and founders are still actively involved in the business.

The company's competitive advantages include its founders' practical experience in its clients' business (the co-CEOs are former investment bankers) and the company's balanced global reach.

### UHY services

UHY LLP performs the US GAAP audit of consolidated entities and UHY Advisors provides all related tax work. UHY's member firms in the UK, UHY Hacker Young Group, and in Singapore, UHY Lee Seng Chan & Co, provide statutory and related in-country tax work. Debtomain has also recently started operations in China (opening an office in Hong Kong in 2011).

### Why UHY?

Debtomain's legal counsel referred UHY in the US to the company in 2008. The lawyers had another client already working with UHY member firms. Debtomain co-CEO David Levy (pictured) was introduced to UHY Advisors' managing director John Wolfgang.

“UHY's global reach was the most important factor,” says David Levy. “We could have engaged one of the Big Four but we wanted a firm that had the right fit with our business. We were a relatively small company in 2008 and heading into a choppy financial market. UHY member firms in the US were able to work with us cost-effectively and competitively on fees. But the most important factor was UHY's member firm presence in the US, the UK and Asia.”



The other key reason for choosing the UHY network is local knowledge. “When you walk into a client bank in New York, you work with Americans who understand the local syndication market. Throughout our local markets there are common features, but just as many differences – in terms of deals, services and client expectations in their markets. There are also differences in the willingness to adopt syndication technology.”

### Working with UHY

Apart from local knowledge and global reach, David Levy appreciates being able to pick up the phone to reach the audit and tax teams at a senior level to discuss any issues and reach solutions.

