

Bank Loan Report

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IntraLinks/iSiD To Offer Platform For Japanese Loan Market

Just as the Japanese loan syndication market has begun to hit its stride, online workspace provider **IntraLinks** and Japan-based technology consulting firm **Information Services International-Dentsu (iSiD)** have collaborated to offer a Japanese-language version of IntraLinks' online loan-servicing platform to support Japanese loan transactions.

The new service, set to launch in the fourth quarter 2006, will help streamline the Japanese loan syndication process in a more cost-effective, compliant and secure manner, said **Christopher Thomas**, senior vice president of business development at IntraLinks. "There is an incredible boom in the Japanese loan market. With that kind of growth, it is important that there is an automated process.... This provides critical infrastructure into the Japanese loan markets." Indeed, Japanese syndicated loan volume increased to ¥16.7 trillion in 2004, from less than ¥1 trillion in 1998, according to **Thomson Financial**.

The current syndication process in

Japan is very unruly and incredibly inefficient, said Thomas, explaining that the market still relies heavily on a combination of syndication correspondence via such methods as e-mail, facsimile, couriers and overnight mail. But as the market grows, there needs to be a more efficient process.

"This platform will really advance the loan syndication process in Japan," he said, noting that IntraLinks believes the Japanese loan market is in the same stage as the US loan market was in in 1997, when IntraLinks first launched its platform. "Japan is a perfect market for us in terms of opportunity. Japan recognizes our brand and our ability to help banks involved in the loan syndications market," Thomas explained.

The new IntraLinks/iSiD platform for the Japanese loan market would comprise the full suite of offerings offered in IntraLinks' other markets, such as in the US, Europe and Australia. "We have brought our best practices that we've developed in the US and

Europe and applied them to the loan market in Japan," Thomas said.

"With the introduction of IntraLinks, the Japanese financial services community will recognize greater efficiency, and the market will eventually witness a major shift in the way companies manage complex, document-intensive business processes," IntraLinks further noted in a public statement.

IntraLinks provides on-demand workspaces that connect the loan community on one single platform. The workspaces allow a secure and streamlined flow of documents and confidential information among deal participants. Beyond the loan community, where IntraLinks first began to market its workspaces in 1997, the company also supports the M&A, private equity and corporate markets. Thomas said that initially, IntraLinks will offer its workspaces to the loan markets in Japan. But as the service becomes more established in the region, IntraLinks would also extend its M&A, private equity and corporate services to the Japanese markets. — *JM*