



*Awards and rankings are broken into four categories: Three categories of submissions-based awards, and one category of benchmark-driven rankings.*

## Submissions-based

### 1. Marquee Awards for Asia-Pacific

- Best Treasurer
- Best CFO
- Best Treasury Team
- Best Treasury Consultant

### 2. Best Treasury & Finance Strategies in Asia-Pacific

- Best Technology Platform
- Best Working Capital Solution
- Best Payment Strategy
- Best Trade Financing Strategy
- Best Supply Chain Financing Strategy
- Best Financial Planning & Analysis Strategy
- Best Short-term Investment Strategy
- Best Liquidity Management Strategy
- Best Hedging Strategy
- Best Forecasting Strategy
- Best Cost and Budget Management Strategy

### 3. Country Awards: Best Bank (cash management, trade finance, and risk management (FX, Interest rates etc))

- Best Bank in Australia
- Best Bank in China
- Best Bank in Hong Kong
- Best Bank in India
- Best Bank in Indonesia
- Best Bank in Japan
- Best Bank in Korea
- Best Bank in Malaysia
- Best Bank in The Philippines
- Best Bank in Singapore
- Best Bank in Taiwan
- Best Bank in Thailand
- Best Bank in Vietnam

## Benchmark-driven

### 1. Customer Satisfaction Rankings (in exclusive partnership with East & Partners)

#### ● Trade finance services

- \* Trade Credit Process
- \* Risk Advice and Management
- \* Value for Money
- \* Full Supply Chain Financing
- \* Knowledge of Customer's Industry

#### ● Cash management services

- \* Understanding of Customer's Business
- \* Value for Money
- \* Credit Approval Turnaround Times
- \* Response Times on Queries
- \* Quality of Overall Service Delivery

#### ● Best Bank in Asia- Pacific

- \* The aggregate winner of the above ten awards

**TOTAL: 39 Awards and Rankings**



## WHO SHOULD ENTER

*The Corporate Treasurer Awards recognises the entire treasury industry. We invite submissions and nominations from: treasurers, CFOs and their teams, bankers, consultants, technology vendors, accountancy firms, and anyone with a vested interest in Asian treasury and transactions banking.*

### **Marquee Awards for Asia-Pacific**

- **Eligible for award:**  
Corporate (including insurance and NBFIs) treasurers, CFOs and their teams are eligible for Best Treasurer, Best CFO, and Best Treasury Team. Any individual or entity acting as a consultant on treasury matters is eligible for Best Treasury Consultant.
- **We invite nominations from:**  
Treasurers, treasury managers, CFOs, client-vendors, client financial institutions (on behalf of client).

### **Best Treasury & Finance Strategies in Asia-Pacific**

- **Eligible for award:**  
Corporate (including insurance and NBFIs) treasurers and CFOs. Vendors and financial institutions will be recognised for their role played, if applicable.
- **We invite nominations from:**  
Treasurers, CFOs, client-vendors, client financial institutions (on behalf of client).

### **Country Awards: Best Bank (cash management, trade finance, and risk management)**

- **Eligible for award:**  
Financial institutions with operations in Asia-Pacific.
- **We invite nominations from:**  
Financial institutions (those who are able to provide client case studies to supplement the nomination are at an advantage).

### **Customer Satisfaction Rankings**

- **Eligible for award:**  
Any financial institutions with operations in Asia-Pacific

\* Please note: You cannot submit for these awards. It is based on independent research conducted by East & Partners in conjunction with CT.



## METHODOLOGY

### Marquee Awards for Asia-Pacific

#### ● Best Treasurer

When submitting for this award, please consider, how the individual (or yourself) has managed aspects of the business. For example:

- \* Good funding strategies
- \* Matching treasury solutions to needs of business
- \* Risk management
- \* Solutions to enable business (e.g. finding financing for customers)
- \* Use of technology

#### ● Best CFO

When submitting for this award, please consider, how the individual (or yourself) has managed key aspects of the business. For example:

- \* Cash flow
- \* Company Liabilities
- \* Company Performance (consider peer group)
- \* Financial Relationships
- \* Finance or Raising Capital

#### ● Best Treasury Team

When submitting for this award, please consider how the team has managed key aspects of the business. For example:

- \* Overall treasury performance
- \* Managing large flows of business
- \* Fulfilling projects and exceeding expectations
- \* Cost savings

#### ● Best Treasury Consultant

When submitting for this award, please consider how the individual or entity has consulted on key aspects of treasury. For example:

- \* Risk management
- \* Cash management
- \* Financing
- \* Tax
- \* Regional treasury centre

### Best Treasury & Finance Strategies in Asia-Pacific

#### For each transaction:

- Please provide a synopsis of the need (in any award classification) and then detail the product/transaction that was created that helped resolve the issue. Innovation, efficiency, and evidence of the working benefits are key elements.
- If you are pitching on behalf of a client, please provide a client testimonial, outlying the above - no more than 250 words. This will be treated as off-the-record.
- Where relevant, the product/strategy needs to have been fully implemented and operational within the awards period.
- For **“Working Capital Solution”** please provide a synopsis for a solution that combines a host of facets that complete a full working cash management solution.
- Please note: for nominations made on behalf of a client, the editors of The Corporate Treasurer may look to corroborate the information with the client directly.



## Asia-Pacific Country Transaction Bank Awards

### ● Corporate client definition:

- \* Small: Turnover \$99.9 million or less
- \* Medium: Turnover \$100 million or over
- \* MNC: Turnover \$1 billion or over. Non-Asian headquartered company with treasury centre in Asia

Combines an equal weighting between transaction banking services (cash), trade finance (incl. supply chain), and FX and risk management

### ● Cash management (in-country):

- \* How many corporate clients (not accounts) do you have in the relevant country? Please break that down into small, medium and MNC (as per CT's definition above).
- \* How many new customers (not accounts) in each category have you picked up in the last year (Dec 9, 2015 - Dec 8, 2016)
- \* Who are your top five customers based on transaction volume? Name them and categorise them.

- \* What new products have you produced in the last year and what has been the take up? Exact numbers please.
- \* Provide one testimonial from a client. It should be no longer than 250 words. Testimonial must provide straightforward details on A) Problem B) Solution C) Ease of Implementation D) Customer Care.
- \* Please provide your fee structure.

### ● Trade finance (in-country):

- \* Same as the above, but please also provide: What is your market share in A) Trade flow finance and B) Supply chain finance? Please explain clearly your metric and how you report it (e.g. Dealogic).

### ● FX and risk management

- \* Same as above, but please focus on your annual FX and corporate hedging volumes and the range of services (including range of currencies) you provide your customers. Please explain clearly your metric and how you report it.



## Corporate Treasurer Awards 2016

### Customer Satisfaction Rankings

In exclusive collaboration with East & Partners (E&P), CT will be honoring the top financial institutions as ranked by the top CFOs and treasurers in the region. **You cannot nominate for these categories.**

The ranking are based on eleven markets covered by E&P: Australia, China, Hong Kong, India, Indonesia, Malaysia, Philippines, Singapore, South Korea, Taiwan, and Thailand.

The categories are the top 5 most important service qualities as ranked by CFO and treasurers in the most recent East & Partners' "Asia Institutional Transaction Banking Markets" and "Asian Trade Finance Report", respectively.

The rankings are based on the aggregated highest satisfaction scores of each category over the eleven countries equally weighted. Satisfaction

East & Partners' fieldwork will take place in the December 2016 with a "near census" of the region's top 1,000 institutions having been interviewed (either on the phone or in person). Satisfaction is based on a score of one to five (one being very satisfied).

#### ● Best Bank in Asia-Pacific

The winner of this prestigious award is the financial institution with the best aggregated satisfaction score of the ten categories combined and equally weighted.



## HOW TO SUBMIT

- **Submission deadline: December 12th**
- **Eligible period:** December 9th, 2015 – December 8th, 2016
- **Judging period:** December 10 – January 11. Additional calls/interviews may be necessary for short-listed candidates during this period.
- **Length: 10 –pages per award** (font no smaller than 10pts)
- **Limit:** Maximum categories you can pitch for = 6 (Nominations for Marquee Awards are unlimited)
- **Jurisdiction:** “Asia-Pacific” is defined as Asia including Japan and Australia
- **Announcements:** Winners will be announced online January 18, 2017 and a full write-up made in early February online

Please note: When submitting, please clearly outline the award category, country (if applicable) and your company name.

- **Editorial procedure**

All interviews and vetting on short-listed pitches is conducted off-the-record with the editors of The Corporate Treasurer on which the final decision-making rests.

All submissions should be sent to the editorial director via email:

**[Daniel.flatt@haymarket.asia](mailto:Daniel.flatt@haymarket.asia)**