



ACHIEVEMENT
AWARDS

FinanceAsia

2017

Recognising
Excellence



Achievement Awards 2017

FinanceAsia is pleased to accept submissions for its annual end-of-year Achievement Awards, recognising excellence in bringing corporates and investors together and in developing Asia's capital markets.

The editors are also excited to announce a new set of awards focused on the development in countries along the **Belt and Road Initiative**. We look forward to your submissions.

Submissions are due by **20 October 2017**, each submission must include a brief pitch in a Word document explaining why your institution deserves to win a given award. Supporting documentation is welcome.

Please email submissions to awards@financeasia.com. You may also send hard copies to the attention of *FinanceAsia* Awards Committee, 10/F, Zung Fu Industrial Building, 1067 King's Road, Quarry Bay, Hong Kong.

In the event your submission is shortlisted, be prepared to expect a call from *FinanceAsia* to arrange a more involved pitch briefing. We will attend pitch meetings between November 6 and November 17.

The final decision will be made by our editorial team in November and announced on financeasia.com at the end of November.

We will be awarding financial institutions in the categories outlined below, including House awards and Deal awards.

In addition, we may also give awards to the best deal in a particular country. Please submit only one deal award per country. Please do not submit deals for in separate sets of awards.

The period under consideration for these awards is December 1, 2016 to the date we announce the awards.

See the **FAQ** below for more information.



House Awards the best in Asia

The regional house awards recognises the firms commercial and investment, who have proven beyond doubt they are truly capable of serving their clients in Asia with the capital raising solutions they need.

Bank of the Year	Recognises the bank with the greatest achievements in commercial and investment banking.
Belt & Road Bank	A lot has been said about supporting the BRI, but who really is using their strength of the franchise across B&R countries across all aspects of banking.
Investment Bank	What have you done for your clients lately across products and geographies?
Asian Investment Bank	An award for the Asia-headquartered bank that has best served its clients during the year.
Equity House	Includes IPOs, follow-ons and equity-linked deals. Aftermarket performance and innovation will be taken into account.
Bond House	For the best bank in the region's fixed-income primary markets, including international and local-currency offerings.
M&A House	For the house with the most innovative and market-defining transactions (completed and announced).
M&A Law Firm	The law firm that best served clients, notably in cross-border deals involving Asia.
Capital Markets Law Firm	The law firm that best safeguarded clients raising capital in Asia.
Private Equity Firm	Transactions, investment themes, innovative solutions and relationship with LPs will be taken into account. We welcome nominations.
Digital Financial Services Firm	Tech savvy and able to deliver solutions and meet clients needs in a way a traditional bricks and mortar banks ever could
Borrower of the Year	Consistent and balanced issuers in Asia's debt markets. We welcome nominations.
Visionary CEO	An individual who drives their company forward and is changing the shape of corporate Asia. The Visionary CEO could be leading a fast-growing start-up all the way through to well-run listed-companies. We welcome nominations.
Capital Markets Person of the Year	We welcome nominations.
Life-time Achievement	We welcome nominations.
Asian Private Bank	Based on a case study around our fictional client. For details, please contact silvia.barbiero@haymarket.asia
Global Private Bank in Asia	Based on a case study around our fictional client. For details, please contact silvia.barbiero@haymarket.asia



Deal Awards

The best deals in Asia are awarded to companies or financial sponsors originating the transaction, with the support of bookrunners or advisors. Nominations welcome, but please list all bookrunners or advisors, law firms and PR agencies that worked on the deal in addition to your own bank.

Deal of the Year

Equity Deal

IPO

M&A Deal (completed transactions only)

Investment Grade Bond

High Yield Bond

Local Currency Bond

Belt and Road Deal

Financing (early stage to pre-IPO)

ESG Deal

Leveraged Finance

Private Equity Deal (exit or entry)

Country Deal Awards

Many transactions deserving recognition may be overshadowed by higher profile deals. We therefore may recognise the best deal from each country in the region, be it equity, debt or M&A, provided it is significant. Please submit only one deal award submission per country. Countries considered:

Bangladesh

Cambodia

China

Hong Kong

India

Indonesia

Korea

Malaysia

Mongolia

Myanmar

Pakistan

The Philippines

Singapore

Sri Lanka

Taiwan

Thailand

Vietnam



Awards FAQ

Is it okay for submissions to contain graphics, tables, charts etc?

Yes.

For the country deal awards, do H-share deals count as China or Hong Kong?

This depends to some extent on the deal. We recommend submitting H-share deals as China/HK.

How can we participate in the private bank awards?

Please send an email to silvia.barbiero@haymarket.asia to request details about the fictional family and pitch requirements.

For individual deal awards, are one- or two-page case studies acceptable?

Yes.

Are deals eligible if they haven't closed by the submission deadline but are scheduled to close by year end?

Yes.

Are PE deals eligible for country deal awards?

Yes.

Can we enter one deal in different categories with a single pitch document?

Yes.

For the regional house awards, is it right that you do NOT include Australia/New Zealand and Japan?

Yes, these markets are covered by separate awards.

Do you consider announced deals for the M&A house award?

Yes, for the house award we consider the body of work that banks have been involved on during the calendar year.

Do we need to send a separate submission for the Deal of the Year category?

No, we will decide this award from the entire universe of deal submissions.

Will deals closed after we submit be considered for the house awards ?

Yes. We welcome early submissions but we also recognise that some banks may want to update us with news about a flagship deal they closed during the award period.

When do you schedule face-to-face meetings?

We will conduct meetings from November 6 to November 17.

We will contact banks directly to arrange times after receiving their pitches.