

FinanceAsia
FINDING THE NEXT OPPORTUNITY

AUSTRALIA & NEW ZEALAND
ACHIEVEMENT
AWARDS
FinanceAsia

2020

RECOGNISING EXCELLENCE SINCE 1996



ACHIEVEMENT AWARDS 2020 – RECOGNISING THE BEST IN AUSTRALIA AND NEW ZEALAND

FinanceAsia is pleased to accept submissions for its annual end-of-year Achievement Awards, recognising excellence in finance in Australia and New Zealand.

Submissions are due by **Friday, November 6**. Each submission must include a brief pitch in a PDF document explaining why your institution deserves to win a given award. Please keep each submission to five pages only. Please email submissions to **Jackie.horne@haymarket.asia**

The editorial team will make the final decision assisted by an advisory board of external experts (individual board members will be recused if there is a conflict). The winners will be announced on **www.financeasia.com** on **November 30**, with full write-ups in *FinanceAsia's* winter edition, published in January 2021.

The winners will also be presented with plaques at our annual Awards Dinner. We hope to hold the ceremony in the Harbourside room at Sydney's MCA in February 2021, subject to the latest COVID19 advice.

We will contact you if we have specific questions about your submissions. We will be presenting awards based on the categories below covering Houses, Deals and Issuers. The period under consideration for these awards is 1 January 2020 to the time of submission. We use Dealogic data for our decisions. If you choose to use another league table provider please also include Dealogic's league table.

We do not give full credit for self-led deals. See the **FAQ** below for more information on what to include in your pitch documents.



HOUSE AWARDS

BEST INVESTMENT BANK

Submissions should demonstrate a bank's success this year across M&A, ECM and DCM.

BEST INVESTMENT BANK – NEW ZEALAND

Submissions should demonstrate a bank's successes this year in M&A, ECM and DCM.

ISSUER OF THE YEAR - CORPORATE

Submissions are welcome for this category. We are looking for an issuer with a broad spectrum of deals or deals that show innovation.

ISSUER OF THE YEAR - FINANCIAL INSTITUTION

Submissions are welcome for this category. We are looking for an issuer with a broad spectrum of deals or deals that show innovation.

ISSUER OF THE YEAR SUSTAINABILITY

Submissions are welcome for this category. We are looking for an issuer with a broad ESG strategy or a deal that shows innovation.

BEST EQUITY HOUSE

Includes IPOs, follow-ons and equity inked deals. Aftermarket performance and innovation will be taken into account.

BEST M&A HOUSE

For the house with the most innovative and market-defining transactions (completed and announced).

BEST LOCAL BOND HOUSE

For the house that has the strongest commitment to the Aussie dollar bond markets.

BEST INTERNATIONAL BOND HOUSE

The best at raising international debt for Australian borrowers in US dollars, euro, sterling, yen and other foreign currencies.

BEST DEBT FINANCE HOUSE

For the best in debt finance, including securitisation, structured finance, project and trade finance, and loan syndication. We want clever financing solutions.

BEST SUSTAINABLE FINANCE HOUSE

For the house that demonstrates commitment to developing an innovative market in green and sustainable debt finance.



DEAL AWARDS

The best deals in Australia/New Zealand are awarded to companies or financial sponsors originating the transaction, with the support of lead bookrunners or advisors. Nominations welcome. Please list all bookrunners or advisors that worked on the deal in addition to your own bank. Also list legal advisors on both sides of the transaction.

BEST IPO

BEST SECONDARY OFFERING

BEST HYBRID DEAL *(INCLUDES EQUITY-LINKED)*

BEST M&A DEAL

BEST LOCAL BOND DEAL

BEST INTERNATIONAL BOND DEAL

BEST PROJECT FINANCE DEAL

BEST DEBT FINANCE DEAL *(INCLUDES SECURITISATION AND STRUCTURED FINANCE)*

BEST SUSTAINABLE FINANCE DEAL - CORPORATE

BEST SUSTAINABLE FINANCE DEAL - FINANCIAL INSTITUTION

MOST INNOVATIVE DEAL

BEST NEW ZEALAND DEAL

BEST CAPITAL RAISE DURING COVID19

This award recognises the deal whose issuer and sponsors acted quickly, nimbly and decisively amid the pandemic's challenges. We hope this will be a one-off award!!



AWARDS FAQ

Am I required to include the names of other joint lead managers on deal awards?

Yes.

Am I required to include the names of legal advisors on deal awards?

Yes. On both sides of the transaction.

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

Yes.

For the house awards, should I provide a table of deals showing date, issuer, size and all bookrunners.

Yes.

For individual deal awards, are they for Australia-only except the Best New Zealand deal category?

Yes.

For house awards, are one-page deal case studies acceptable and how many should I include?

Yes, about three please.

For the best secondary offering award, can it be any follow-on offering (including primary capital raising) or does it have to be a block/secondary sell-down?

Any follow-on is acceptable.

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

Yes.

Can we enter more than one deal for each category?

No.

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

Yes.

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 in during the calendar year.

THANK YOU