



FinanceAsia is pleased to accept submissions for its annual end-of-year Achievement Awards, recognising excellence in finance in Asia. Submissions are due by **Friday, October 17**. 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, 23/F, The Centrium, 60 Wyndham Street, Central, Hong Kong.

The final decision will be made by our editorial team in November and announced on financeasia.com the week of November 24.

Please contact our editor at awards@financeasia.com to book time to present pitches.

We will attend pitch meetings from Monday October 20 to Friday November 7.

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 Japan or Australia/New Zealand, which are considered separately.

The period under consideration for these awards is December 1, 2013 to the date we announce the awards.

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

HOUSE AWARDS

Best Bank

Recognises the bank with the greatest achievements in commercial and investment banking

Best Investment Bank

What have you done for your clients lately across products and geographies?

Best Asian Investment Bank

An award for the Asia-headquartered bank that has best served its clients during the year

Best Commercial Bank

Considers the strength of the franchise across retail and corporate banking.

Best Equity House

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

Best Bond House

For the best bank in the region's fixed-income primary markets, including international, local-currency and renminbi offerings.

Best M&A House

For the house with completed, market-defining transactions.

Best Private Bank

Based on a case study around our fictional client. There are two awards: **Ultra**, for clients with investable assets of \$50 million or more (and a more global footprint), and **High Net Worth**, for clients with investable assets of \$25 million to \$50 million (with the majority of assets in a local market). Your organisation may pitch for only one.

For details, please contact silvia.barbiero@haymarket.asia.

Best Islamic Finance House

Which bank is spearheading development of this fast-growing asset class?

Best Law Firm

The law firm that best safeguarded clients in Asia during a year of increased regulation. Tell us about your deals with a minimum transaction value of \$200 million.

Borrower of the Year

We welcome nominations by banks.

DEAL AWARDS

Deal Awards are awarded to companies or financial sponsors originating the transaction, with the support of lead bookrunners or advisors. Nominations welcome, but please list all bookrunners or advisors that worked on the deal in addition to your own bank.

Deal of the Year (either a transaction or an investment)

Best Equity Deal

Best IPO

Best Secondary Offering

Best Equity-Linked Deal

Best M&A Deal (completed transactions only)

Best Investment Grade Bond

Best High Yield Bond

Best Local Currency Bond

Best Renminbi (offshore) Offering

Best Sovereign Bond

Most Innovative Deal (including both financing and advisory work)

Best Islamic Financing

Best Project Financing

Best Leveraged Financing

Best Loan

Best FIG Deal

Best 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.

The countries we will consider are:

China, Hong Kong, India, Indonesia, Korea, Malaysia, Philippines, Singapore, Taiwan, Thailand and 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 award?

This award is by invitation only.

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

Yes.

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

Any follow-on is acceptable.

Are deals eligible if they haven't closed by the submission deadline but are expected to close before 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. However, for individual deal awards we only consider closed deals.

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.

Is there a limit to the number of deals we can submit per category?

In general, we prefer that banks select their single best deal for each category/country, but we understand that this is not always possible.

When do you schedule face-to-face meetings?

We will conduct meetings from Monday October 20 to Friday November 7, and will contact banks directly to arrange times.

THANK YOU