



**COUNTRY
AWARDS**

2020

FinanceAsia

DOMESTIC AWARDS

RULEBOOK



DOMESTIC AWARDS



Submissions for *FinanceAsia's* annual Country Awards are due on **Friday, April 3** (close of business) through the dedicated [Nominations Platform](#).

The winners of the awards will be announced on [FinanceAsia.com](#) in May and in the Summer issue of *FinanceAsia* magazine (published in late-June).

Submissions should cover the period of April 1, 2019 to March 31, 2020.

Categories and territories for which submissions are accepted:

COUNTRY	BEST BANK	BEST INVESTMENT BANK	BEST SUSTAINABLE BANK (NEW)	BEST BROKER	BEST DCM HOUSE	BEST ECM HOUSE	BEST PRIVATE BANK	BEST LAW FIRM	BEST DOMESTIC RATINGS AGENCY	BEST OFFSHORE RATINGS AGENCY
BANGLADESH	*	*	*							
CAMBODIA	*	*	*							
CHINA ^	*	*	*	*	*	*	*	*	*	
HONG KONG	*	*	*	*	*	*	*	*		
HONG KONG ^ (CHINESE INSTITUTIONS)	*	*	*	*	*	*	*			*
INDIA	*	*	*	*	*	*	*			
INDONESIA	*	*	*	*	*	*	*	*		
KAZAKHSTAN	*	*	*							
LAOS	*		*							
MALAYSIA	*	*	*	*	*	*	*			
MONGOLIA	*		*							
MYANMAR	*		*							
PAKISTAN	*	*	*	*						
PHILIPPINES	*	*	*	*	*	*	*			
SINGAPORE	*	*	*	*	*	*	*	*		
SOUTH KOREA	*	*	*	*	*	*	*			
SRI LANKA	*	*	*	*						
TAIWAN	*	*	*	*	*	*	*			
THAILAND	*	*	*	*	*	*	*	*		
VIETNAM	*	*	*	*	*	*	*			

^ *This year the China Awards have been brought back within the remit of the Country Awards. In addition to the standard categories we will retain:*

- 'Best Ratings Agency' (applicable to 'China' only)
- 'Best Chinese Offshore Ratings Agency' (applicable to 'Hong Kong - Chinese Institutions' only)

* Please see **Frequently Asked Questions (P.7)** for more information.



DOMESTIC AWARDS



BEST BANK

- Please submit a description of the bank's performance during the past year, detailing key events and initiatives. This might include credit events, acquisitions/mergers, product launches and so on.
- Provide the bank's financials including the recent financial year (and where possible, latest quarter). This should include pre- and post-tax profits, the non-performing loan ratio, provisioning, return on equity, capital adequacy ratios and net interest margin. Please specify total assets, total loans, total deposits and total branch numbers. Please detail percentage changes from previous year.
- Please specify which metrics the bank itself is focused on based on internal targets.
- Describe the bank's vision and long-term strategy.
- Describe how the bank views its market position versus its nearest competitor.
- A breakdown of where the profits come from with a split between corporate banking, retail banking and treasury.
- Bank analyst feedback. Is the bank a 'buy' with a large number of analysts? Please detail which analysts have a 'buy' on the stock. Has the share price performed better than the peer group in the period since April 1, 2019?

BEST INVESTMENT BANK

This award will be given out in countries where we feel there has been excellence in corporate finance during the awards period.

- Details of firm's history, ownership structure, size and human resources.
- Provide details of all of the firm's advisory and M&A work since April 1, 2019 (up to five case studies).
- Where possible, provide information requested in the Best DCM House and Best ECM House categories.

BEST SUSTAINABLE BANK - NEW

This award will be given out in countries where we feel there is a demonstrable commitment to a sustainable future in business lines relevant to individual banks.

- Outline commitment (mission statement, concrete financing commitments, signatory to global principles), execution (internal re-organization, regulatory partnerships) and stakeholder engagement (reporting, monitoring).
- Commercial banking. Specify how the bank is incorporating sustainability factors into credit analysis and lending. Case studies that demonstrate sustainable lending practices since April 1, 2019.

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DOMESTIC AWARDS



- Investment banking. Describe how the bank is helping to develop sustainable financial markets, including case studies of significant transactions the bank has worked on (specifying exact role) since April 1, 2019.
- Broking. Describe how the bank is incorporating sustainability criteria into research reports, including case studies.
- Private Banking. Describe the bank's strategy to enable clients to make impactful investments. Provide examples of new products, partnerships since April 1, 2019.
- Retail Banking. What is the bank's policy on financial inclusion? Details of new initiatives, policies, targets and achievements since April 1, 2019.
- Citizenship. Examples of how the bank is trying to champion diversity, extend its CSR initiatives, alleviate poverty, partner with green suppliers, improve its carbon footprint etc.

BEST BROKER

This award includes domestically-owned brokerages and those headquartered in Asia ex-Japan.

- Breakdown of market share on the local exchange since April 1, 2019.
- This should include monthly ranking with percentages, as well as an average for the period concerned.
- Breakdown of the percentage of the business, which is retail versus institutional.
- Breakdown of the percentage of commissions that come from local accounts versus foreign.
- Successful examples as a distribution channel for IPOs and secondary offerings.
- Provide up to five examples of your firm's equity research, explaining how it made decisive calls.
- Specify ownership structure if a JV with a foreign entity.
- Please provide a written testimonial from one of your larger clients (in terms of volume that has been using your services for over three years).

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BEST DCM HOUSE

- A list of bond deals plus the amount the firm has executed (with exact role) in the country's local currency. Include dates executed.
- League table position, based on start date of April 1, 2019.
- Case studies (up to five of the largest, most significant transactions and their relevance to the market and its development).
- Background on the institution and the way that the fixed income department is organised.
- Positive influence the institution has had on the development of the local bond market since April 1, 2019.

BEST ECM HOUSE

- A list of IPOs, secondary offerings and convertible bonds (include amounts the firm has executed in the country's local currency), specifying role — for example, lead manager, co-manager, etc. Include dates executed.
- Specify participation in any international equity offerings, where relevant. Include dates executed.
- Provide case studies (up to five) of the largest, most significant transactions and their relevance to the market and its development.
- Specify ownership structure if a JV with a foreign entity.

BEST PRIVATE BANK

- Outline the size of the firm's business in relation to the overall bank (percentage of the bank's revenues/income and how that is changing).
- Detail the scope of business in terms of assets under management, number of customers, investment-to-deposit ratio, minimum asset threshold for clients.
- Explain the breadth of offerings the firm has, in terms of reach and span of client coverage. Provide examples of new product launches since April 1, 2019.
- Examples of digital initiatives that enable clients and relationship managers to optimise portfolio management.
- Specify any partnerships or joint ventures that expand the firm's business beyond its home market.

BEST LAW FIRM

- Showcase the work the firm has completed for clients, helping them to successfully navigate complex regulations, and capital markets.
- Emphasize scope: did the work involve multiple jurisdictions, parties, practice areas and/or sectors?
- Did the firm demonstrate innovation and creativity in service to clients? Did the firm work on groundbreaking transactions? Please provide case studies.

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DOMESTIC AWARDS

BEST RATINGS AGENCY (CHINA)

This award is open to domestic ratings agencies operating in China's onshore bond market.

- We will consider timeliness, integrity, transparency and accuracy of the institution's research and ratings of China's onshore bond markets.
- Provide evidence of value-add for clients in case studies.
- Please also illustrate market share as a total and across different bond products, (e.g. corporate, FIG, sustainable, structured finance, high yield, etc).

BEST CHINESE OFFSHORE RATINGS AGENCY ('HONG KONG – CHINESE INSTITUTIONS')

This award is open to Chinese ratings agencies operating in the international bond markets based out of Hong Kong.

- We will consider market share and the timeliness, integrity, transparency as well as the accuracy of ratings and research.
- Provide evidence of how the institution has added value for clients in case studies. Especially focus on unique insights not available from domestic and international ratings agency peers.

Please provide a contact person for each of the above categories for follow-up questions. Telephone and email address should be provided. FinanceAsia reserves the right not to award a category where our criteria are not met.

If you have any questions regarding the submission process or would like to arrange a meeting/ conference call, please contact us at financeasia.awards@haymarket.asia

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FREQUENTLY ASKED QUESTIONS



In what format should we provide submissions?

Please fill in the online submission form, then attach additional documents (.pdf, .doc, .ppt, etc..). Please do not submit password-protected documents.

Is there a limit to the number of pages for each submission?

Yes, each document should be limited to seven pages.

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

Yes, only in attachments alongside the submission form.

Why are Australia and New Zealand not included?

These countries are covered by a separate series of awards.

Will we be invited to schedule meetings or conference calls?

We will conduct meetings and conference calls between submission of the pitch documents and **May 1st** if an institution has been shortlisted.

What data do you use to make decisions?

We use various data suppliers including Dealogic, Bloomberg and S&P Global Market Intelligence for capital markets league tables and analysis of companies' performance. We do not give full credit for self-led deals. The editors are also supported by an Advisory Board of former senior bankers and fund managers who will provide technical guidance and advice during the selection process.

Which category do Chinese deals in Hong Kong count towards?

All Chinese capital markets deals in Hong Kong (such as IPOs and offshore renminbi bonds) will be considered under the Hong Kong category. The international businesses of Chinese financial institutions active in Hong Kong are invited to pitch under the category Hong Kong (Chinese financial institutions), which includes Best Bank, Best Investment Bank, Best ECM House, Best DCM House, Best Broker, Best Private Bank and Best Offshore Chinese Rating Agency.

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