



**COUNTRY
AWARDS**

2020

FinanceAsia

**INTERNATIONAL AWARDS
RULEBOOK**



INTERNATIONAL 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.

Territories from which submissions are accepted:

COUNTRY	BEST INTERNATIONAL BANK	BEST INTERNATIONAL INVESTMENT BANK	BEST INTERNATIONAL RATINGS AGENCY
BANGLADESH	*	*	
CHINA ^	*	*	*
HONG KONG	*	*	
INDIA	*	*	
INDONESIA	*	*	
MALAYSIA	*	*	
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 International Rating Agency (relevant to China only)*

* *Please see **Frequently Asked Questions** (P.6) for more information.*



INTERNATIONAL AWARDS



BEST INTERNATIONAL BANK

Submissions should contain all published financials on the bank's operations in the country in question. In Malaysia, for example, it is possible to include ALL key financials such as net income numbers and return on equity. Where financials are not separately broken out or published, institutions should provide as much data as is possible.

- The number of branches and headcount (how has this changed during the awards period?)
- What key business lines does the bank undertake in the country and what is their approximate percentage contribution to the bottom line?
- List all key transactional business executed by the bank, such as: loan and project finance participation, in-country cash management mandates, any increase in the bank's custody business, trade finance, etc.
- Has the bank made any acquisitions? How have they improved the franchise? Give details.
- Testimonials from clients in the relevant countries will gain credit in the decision making process. No more than five testimonials should be included, with a balance between major local companies and multinationals operating in that country. Testimonials should be on the client's headed paper and more credit will be given where a client makes specific mention of why the bank is their preferred choice (as opposed to a boilerplate letter).

[Click here to start your nomination](#)



INTERNATIONAL AWARDS



BEST INTERNATIONAL INVESTMENT BANK

Please outline the bank's on-the-ground presence

- List number of staff and breakdown by department.
- List key deals executed in debt, equity and M&A, including an outline of the deal structure, an explanation of its importance and the date executed. Please list other joint bookrunners or advisers on each deal.
- League table position since April 1, 2019 in debt, equity and M&A in the country concerned.
- Provide details of key local client relationships and repeat business executed.
- How long has the institution been in the relevant country?
- Are any senior staff members well known within the country for their many years of expertise or their career history outside the firm?
- Testimonials from satisfied clients will gain credit. No more than five client testimonials. These should be delivered on the client's headed paper and more credit will be given where a client makes specific mention of why the bank is their preferred choice (as opposed to a boilerplate letter).

** Note: All China ECM & DCM deals in Hong Kong will be considered under the Best International Investment Bank for Hong Kong*

[Click here to start your nomination](#)



INTERNATIONAL AWARDS



BEST INTERNATIONAL RATINGS AGENCY

This award is open to international ratings agencies covering China's onshore and offshore bond markets.

- We will consider the timeliness, integrity, breadth, transparency and accuracy of research (and ratings where applicable) covering China's onshore and offshore bond markets.
- Provide evidence of value-add for clients in case studies.
- Explain how the agency is specifically helping to promote the development of China's onshore bond market and educate international investors.

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.

[Click here to start your nomination](#)



FREQUENTLY ASKED QUESTIONS



In what format should we provide submissions?

Please fill in the online submission form, then attach any 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 attachment to 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** for shortlisted institutions.

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 for a separate category in Hong Kong including Best ECM House, Best DCM House and Best Investment Bank among Chinese firms.

Can we use the Country Awards logo and award write-up?

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