

**COUNTRY
AWARDS**

2019

FinanceAsia

**INTERNATIONAL
BANKING AWARDS 2019**

RULEBOOK

INTERNATIONAL BANKING AWARDS

COUNTRY
AWARDS

2019

FinanceAsia

Submissions for FinanceAsia's Annual Country Awards are due on **Friday, March 29** (close of business) through the dedicated [Nominations Platform](#).

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

Submissions should cover the period of April 1, 2018 to March 31, 2019.

Territories from which submissions are accepted:

COUNTRY	BEST FOREIGN BANK	BEST FOREIGN INVESTMENT BANK
BANGLADESH	*	*
HONG KONG	*	*
INDIA	*	*
INDONESIA	*	*
SOUTH KOREA	*	*
MALAYSIA	*	*
PAKISTAN	*	*
PHILIPPINES	*	*
SINGAPORE	*	*
SRI LANKA	*	*
TAIWAN	*	*
THAILAND	*	*
VIETNAM	*	*

** Please see [Frequently Asked Questions \(P.5\)](#) for more information.*

BEST FOREIGN BANK

COUNTRY
AWARDS

2019

FinanceAsia

Submissions should contain all published financials on the bank's operation 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 in the period?)
- What are the key business lines the bank undertakes in the country and their approximate percentage contribution to the bottom line?
- List all key transactional business executed by the bank, such as important participations in a loan, an important in-country cash management mandate, an increase in the bank's custody business in the June-May period, 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 come 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](#)

BEST FOREIGN INVESTMENT BANK

COUNTRY AWARDS

2019

FinanceAsia

What is your on-the-ground presence?

- List number of staff and breakdown by department.
- List key deals executed in debt, equity and M&A, with explanation of importance, structure and date executed. Please list other joint bookrunners or advisers on each deal.
- League table position since April 1, 2018 in debt, equity and M&A from the country concerned.
- Provide details of key local client relationships and repeat business executed.
- How long has your institution been in the relevant country?
- Do you have any senior staff members who are well known within the country for their many years of expertise or their career history outside the firm?
- Testimonials from satisfied clients will get credit. No more than five testimonials should be included from clients for whom you have executed investment banking transactions. Testimonials should come 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 Foreign Investment Bank for Hong Kong*

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

COUNTRY
AWARDS

2019

FinanceAsia

In what format should we provide submissions?

Please fill in the online submission form, any additional document in attachment to the form is accepted (.pdf, .doc, .ppt, etc..). Please do not submit password-protected documents.

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

Yes, only in attachment to the submission form

Why are mainland China and Australia not included?

They are covered by 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 6 where we have additional questions.

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.

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.