

COUNTRY
AWARDS
FOR ACHIEVEMENT
2018

FinanceAsia

Domestic Banking
Awards

Country Awards 2018

Domestic Banking Awards

Submissions for FinanceAsia's annual Country Awards for Achievement are due on **Friday April 13th** (close of business). All materials should be submitted to **awards@financeasia.com**

The winners of the awards will be announced in the July/August issue of FinanceAsia magazine (published in late-June) and on FinanceAsia.com at the end of May.

Submissions should cover the period of April 1, 2017 to March 31, 2018

Categories and territories for which submissions are accepted:

Country	Best Bank	Best Investment Bank	Best Broker	Best DCM House	Best ECM House	Best Private Bank	Best Belt & Road Bank (New Category)
Bangladesh	*	*					
Cambodia	*						
China	*	*	*	*	*	*	*
Hong Kong	*	*	*	*	*	*	*
Hong Kong (Chinese financial institutions)	*	*	*	*	*	*	*
India	*	*	*	*	*	*	
Indonesia	*	*	*	*	*	*	*
South Korea	*	*	*	*	*	*	
Malaysia	*	*	*	*	*	*	*
Mongolia	*						
Myanmar	*						
Pakistan	*	*	*				*
Philippines	*	*	*	*	*	*	*
Singapore	*	*	*	*	*	*	*
Sri Lanka	*	*	*				*
Taiwan	*	*	*	*	*	*	
Thailand	*	*	*	*	*	*	*
Vietnam	*	*	*	*	*	*	*

See **Frequently Asked Questions** (P.5) for more information.

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Please provide all the information listed in each category — and in the required order.

Best Bank

- A description of the bank's performance in the past year, detailing key events the bank has faced. These might include credit events, mergers and so forth.
- 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 split between corporate banking, retail banking and treasury.
- Bank analyst feedback. Is your 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 your peer group in the period since April 1, 2017?

Best Investment Bank

This award will be given out in countries where we feel an overall best investment bank emerges based on excellence in corporate finance.

- 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, 2017.
- Where possible, provide information requested in the Best DCM House and Best ECM House categories

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Best DCM House

- A list of bond deals plus the amount your 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, 2017.
- Case studies (up to five of the largest, most significant transactions and their relevance to the market and its development).
- Background on your institution and the way that the fixed income department is organised.
- Positive influence your institution may have had on the development of the local bond market since April 1, 2017

Best ECM House

- A list of IPOs, secondary offerings and convertible bonds (include amounts your 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 Broker

- Breakdown of market shares on the local exchange since April 1, 2017.
- 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 where 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 Private Bank

Asia is getting richer and consequently we have noted an increase in the onshore wealth management firms offering private banking advice.

- Please demonstrate the size and scope of your business in the country in question, both in terms of assets under management and the number of customers you have.
- Explain the breadth of offerings you have, in terms of reach and span of client coverage

Best Belt & Road

The five official stated objectives of Belt and Road are: policy coordination, facilities connectivity, unimpeded trade, financial integration and communication between different people and communities

A key indicator of success is therefore a significant rise in cross-border transactions between China and countries along the Belt and Road. A dramatic reduction in the cost of transactions will act as a catalyst for this.

At FinanceAsia we want to see how financial institutions are supporting the Belt And Road Initiative to achieve these goals.

We are particularly interested to see how they are supporting the key pillars of trade development via hard infrastructure (transport, energy, power, telecommunications etc.) and soft infrastructure (basic services – health, education; custom and trade facilitating services).

To achieve this award, we require firm evidence of the precise role your institution has directly played in a Belt and Road project (during the awards period). We are equally interested in the companies you have served who are directly involved in the projects themselves, also.

We require information on:

- Individual Belt and Road projects/companies involved in those projects you are working on and key details (e.g. project type, present stage of project, industry project is tied to)
- The roles played by your institutions (e.g. lender, financial advisor, cash manager, trade financier, FX, interest rates service provider)
- Deal/transaction sizes and the exact proportion you were directly responsible for
- Data on the number of executives working on BRI-related projects, data on which markets within the BRI countries you have a presence in (e.g. Branch office, rep office)

All short-listed institutions will require a live interview from a FinanceAsia editor.

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 awards@financeasia.com

Frequently Asked Questions

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 online submission form

Why aren't Australia and Japan included?

These markets are covered by separate 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 11 where we have additional questions.

What data do you use to make decisions?

We use Dealogic for capital markets league tables. If you choose to use another league table provider please also include Dealogic's league table and reconcile the differences. We do not give full credit for self-led deals. We also use data from Bloomberg and SNL Financial.

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.