



Corporate Treasurer

AWARDS 2021

ENTRY KIT





CorporateTreasurer

AWARDS 2021

About *CorporateTreasurer*

Launched in April 2012 *CorporateTreasurer* is the only independent publication in Asia dedicated to serving treasury teams and chief financial officers. Published by Haymarket Financial Media, *CorporateTreasurer* was born out of *FinanceAsia*'s corporate treasury news and has become a forum for market intelligence and long-term strategic insight for senior finance professionals across Asia.

Our website, www.thecorporatetreasurer.com, provides a forum for breaking news, opinion and market analysis, supported by e-newsletter announcing industry news.

About *CorporateTreasurer* Awards

The *CorporateTreasurer* awards recognise excellence in transaction banking/ services, as well as all-new corporate/CFO awards to recognise the achievements of our readership.

CorporateTreasurer is inviting all treasurers, CFOs, vendors and financial institutions in Asia to tell us who is the 'best of the best' in the region this year. As always, we are looking to celebrate standout individuals and strategies that redefine how treasury functions are managed in Asia.

We invite submissions from: treasurers, CFOs, banks, consultants, technology vendors, accountancy firms – and anyone with an interest in supporting the improvement of Asian treasury and finance.



Corporate Treasurer AWARDS 2021

KEY DATES & ELIGIBILITY

KEY DATES

Open for Entry:

6 July 2021 (Tuesday)

Entry Deadline:

19 August 2021 (Thursday)

Shortlist Announcement:

18 October 2021 (Monday)

Winner Announcement:

22-26 November 2021 (Monday – Friday)

*Entry deadline cut-off time is at 6pm HK time (UTC/GMT +8:00).

(Dates are subject to change)

ELIGIBILITY PERIOD:

The eligibility period is **1 January 2020 – 19 August 2021**

All entries must relate to achievements ONLY during the eligibility period.

Written entries which do not focus on the eligibility period but include achievements outside the review period may be disqualified.

CATEGORIES

The below categories are open for submissions.

MARQUEE AWARDS

- Best Treasurer
- Best CFO
- Best Treasury Team
- Best Treasury Consultant

BEST TREASURY & FINANCE STRATEGIES

CATEGORIES

HOUSE AWARDS Financial Institutions (Asia Pacific)

This category is open to financial institutions only.

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

The above categories are open to the regions as per listed:

- **Australia and New Zealand (two awards to be given)**
- **China and Hong Kong (two awards to be given)**
- **Frontier Markets**
(To cover Cambodia, Laos, Mongolia, Myanmar, Vietnam)
- **North East Asia**
(To cover Japan, South Korea, Taiwan)
- **South Asia (two awards to be given)**
(To cover India, Pakistan, Bangladesh, Sri Lanka)
- **Southeast Asia (three awards to be given)**
(To cover Indonesia, Malaysia, the Philippines, Singapore, Thailand)
- **Asia Pacific**
This category is not open for submissions.

HOUSE AWARDS Service Providers (Asia Pacific)

This category is open to service providers only.

- Asset/Liquidity Management Service
- Auditor
- Cloud Service Provider
- Consultant
- Credit Ratings Agency
- ERP Provider
- Forecasting/Budgeting
- Investment Bank
- Legal Advisor
- Software Provider
- Tax Advisor

ENTRY SUBMISSION GUIDELINES

HOW TO SUBMIT

Entries are to be submitted online via entry platform. Please click **'ENTER NOW'** to submit an entry.

The Organiser will not accept any entries which are not submitted via the dedicated entry platform.

The entry is considered as completed upon receiving an Email confirmation which is generated from the system. Should you have any queries, please contact the Organiser at **CT.awards@haymarket.asia**.

ENTRY SUBMISSION

Written submission: The written entry paper is your key part of the submission and must be uploaded on the entry platform.

Page Limit & Font Size: No more than 10 pages and font size should be no less than 10-point.

Executive summary: A summary of 150-250 words to be submitted via the online entry form. This summary will be used for publication (should the entry win) and should therefore highlight the company/nominee and justify why it should win. Do not include any sensitive or confidential information.

Jurisdiction: "Asia-Pacific" is defined as Asia including Japan, Australia and New Zealand.

Supporting Material: A maximum of five (5) files can be uploaded as part of your supporting material.

Confidentiality: If there is certain information in the written entry paper or supporting documents that must be kept confidential, please indicate it clearly by highlighting the information in **yellow**.

Third Party Submission: If you would like to submit a third-party entry (on behalf of a client for example) that includes performance quantitative data, then please seek your client's approval first.

JUDGING & CRITERIA

JURY PANEL

Corporate Treasurer will team up with a made up of the region's highest practising CFOs and treasurers to select shortlisted candidates and winners. All entries will go under close scrutiny from the judging panel.

Every judge is required to sign a non-disclosure agreement (NDA) and are expected to adhere to the terms of the confidentiality agreement.

JUDGING CRITERIA

The judging criteria is listed under each of the award categories. It is recommended to follow the criteria when you are crafting your entry. The jury panel will base their evaluation as per the criteria listed.

Please note - for each award, there should also be a consideration for how the individual / team / organisation managed Covid-19.

For example:



How good were the business recovery plans?



How stable was the funding base?



How well did it adapt?



How well did the individual / team adapt to working from home?



Was treasury (and the company) able to keep business initiatives going, or did everything come to a halt, only maintaining essential operations?



Corporate Treasurer AWARDS 2021

1. MARQUEE AWARDS (Asia Pacific)

Self-nominations:

Corporate treasurers (including insurance firms and NBFIs), CFOs and their teams are eligible for **Best Treasurer, Best CFO, and Best Treasury Team Awards**. Any individual or entity acting as a consultant on treasury matters is eligible for **Best Treasury Consultant**.

Third Parties submission:

Third parties including client vendors and client financial institutions (on behalf of the client) can nominate an individual or team.

Please outline in your submission which individual or team you think most deserves consideration for the relevant award and offer reasons and examples.

Points to note during the submission process:

When submitting for these awards, please consider how the individual (or yourself) has managed (or consulted on) key aspects of the business.

The judging criteria for each category is in place to help you craft your entry. The judges will evaluate your submission based on the criteria as specified.

JUDGING CRITERIA

BEST TREASURER

- Good funding strategies (20%)
- Matching treasury solutions to the needs of the business (20%)
- Risk management (20%)
- Solutions to enable business (e.g. finding financing for customers) (20%)
- Technology and innovation (20%)

BEST CFO

- Cash flow and company liabilities (20%)
- Company performance (consider peer group) (20%)
- Financial relationships (20%)
- Finance or raising Capital (20%)
- Technology and innovation (20%)

BEST TREASURY TEAM

- Overall treasury performance (25%)
- Managing large flows of business (25%)
- Fulfilling projects and exceeding expectations (25%)
- Cost savings (25%)

BEST TREASURY CONSULTANT

- Risk management (20%)
- Cash management (20%)
- Financing (20%)
- Tax (20%)
- Regional treasury center (20%)



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2. BEST TREASURY & FINANCE STRATEGIES (Asia Pacific)

To ensure we capture the most revolutionary and invaluable case studies throughout Asia-Pacific, we are opening up submissions from **ALL areas of the treasury and finance function that positively affect the lives of a treasury and finance department.**

We welcome all relevant case studies – from accounting to zero-balance cash pooling. There are no limits on how many submissions can be made. Please provide a ‘real’ case study of how your solutions have benefited you or your client’s operations.

All financial institutions, service providers, treasury and CFO practitioners are welcome to submit.

For all awards in this category, we require a description of:

- The client’s need/problem
- The solution used to solve it
- How the solution was implemented
- The metrics set to measure success
- The use of technology and innovation



If you are pitching on behalf of a client, please provide a client testimonial, outlying the above elements in no more than 250 words. This will be treated as off-the-record.

We will select the **10 best strategies** - with emphasis on innovation, attention to client needs and the solution’s potential to benefit the wider treasury and finance peer group. The decision will also be based on showcasing a wide selection of case studies.



Corporate Treasurer AWARDS 2021

3. HOUSE AWARDS Financial Institutions (Asia Pacific)

This category is open to financial institutions only. Firms headquartered outside Asia Pacific can submit for the countries listed above via their specific regional office.

Australia and New Zealand (two awards to be given)

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

China and Hong Kong (two awards to be given)

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

Frontier Markets (two awards to be given)

(To cover Cambodia, Laos, Mongolia, Myanmar, Vietnam)

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

North East Asia (three awards to be given)

(To cover Japan, South Korea, Taiwan)

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

South Asia (two awards to be given)

(To cover India, Pakistan, Bangladesh, Sri Lanka)

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

Southeast Asia (three awards to be given)

(To cover Indonesia, Malaysia, the Philippines, Singapore, Thailand)

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank

Asia Pacific

This category is not open for submissions. The overall Asia Pacific winners will be selected from the winners of the regional categories:

- Best Transaction Bank
- Best Trade Finance Bank
- Best Cash Management Bank





3. HOUSE AWARDS Financial Institutions (Asia Pacific)

(continued)

JUDGING CRITERIA



Corporate client definition (20%)

- Small: Turnover 599.9 million or less
- Medium: Turnover \$100 million or over
- *MNC: Turnover \$1 billion or over, non-Asian headquartered company with treasury centre in Asia

**Combines an equal weighting between transaction banking services (cash), trade finance (Incl. supply chain), and FX and risk management*



Cash management (20%)

- How many corporate clients (not accounts) do you have in the relevant country? Please break that down into small, medium and MNC (as per CT's definition above).
- How many new customers (not accounts) in each category have you picked up in the last year (1 January 2020 - 19 August 2021)
- Who are your top five customers based on transaction volume? Name them and categorise them.
- What new products have you produced in the last year and what has been the take up? Exact numbers please.
- Provide one testimonial from a client. It should be no longer than 250 words. Testimonial must provide straightforward details on A) Problem B) Solution C) Ease of Implementation D) Customer Care.
- Please provide your fee structure.



Trade finance (20%)

Please refer to the criteria questions in Cash Management, and also include the below: What is your market share in A) Trade flow finance and B) Supply chain finance? Please explain clearly your metric and how you report it (e.g. Dealogic).



FX and risk management (20%)

Please refer to the criteria questions in Cash Management, but please focus on your annual FX and corporate hedging volumes and the range of services (including range of currencies) you provide your customers. Please clearly explain your metric and how you report it.



Technology and innovation (20%)

Please explain how your company has innovated during 2020 as a response to the effects of the pandemic and how you have used technology or other innovative solutions to keep moving the business forward.



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3. HOUSE AWARDS Service Providers (Asia Pacific)

This category is open to service providers only. Firms headquartered outside Asia Pacific can submit for the countries listed above via their specific regional office.

Asia's Pacific Best Service Providers

- Auditor
- Asset/Liquidity Management Service
- Cloud Service Provider
- Consultant
- Credit Ratings Agency
- ERP Provider
- Forecasting/Budgeting
- Investment Bank
- Legal Advisor
- Software Provider
- Tax Advisor

JUDGING CRITERIA



Examples of innovative solutions offered to clients (20%)

To include details of what the product or service is, the process behind its development, and why it is genuinely innovative.



How these solutions meet various client needs (20%)

To show, with examples where possible, the driver for creating the solution and the impact it had on the client's business – including in comparison with other offerings that were not as effective.



The metrics set to measure success (20%)

To highlight tangible evidence that helps the client determine the effectiveness and impact of the product or service in meeting the business need.



The use of technology and innovation (20%)

To describe the application of technology as part of the product or service, including the drivers for creating the offering in this way and how the technology benefits the solution and client outcome.



Service delivery (20%)

To explain the approach in terms of how the product or service was presented and implemented, including the pre- and post-sales support.



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TERMS AND CONDITIONS

Please ensure that each entry complies with the following rules. Failure to follow the rules may result in your entry being disqualified at an early stage in the judging process.

CONFIDENTIALITY:

The Organiser reserves the right to publish details of the entries in any related publications and materials. If there is certain information in the written entry paper or supporting documents that must be kept confidential, please indicate it clearly by highlighting the information in yellow and add the word **CONFIDENTIAL INFORMATION**.

DEADLINES:

Entrants must submit their entries according to the respective entry deadlines to allow sufficient time to process and resolve any issues before the entries are pushed forward for preliminary judging. Any delay might result to entry disqualification.

ENTRY CHANGES:

Any details related to the entry submission, summary, supporting material submitted via the online entry form are not allowed to change including images or video submission. Any request will be subject to review and prior approval by the Organiser.

ENTRY SUBMISSION:

You may enter in more than one category however you should tailor your information to the respective category as per criteria set. For each entry, you must provide separate documentation and supporting materials (if any). Judges may reassign the entries at their discretion.

FORMAT:

Formats and file sizes of the entry submission paper, images, supporting materials must be strictly adhered to.

JUDGING:

The judges determine if an entry is worthy of being shortlisted or winning an award. The judges' decisions are final and neither the Organiser nor the judging panel will enter into any correspondence about them. In cases whereby the number of participating entries is less than 3 in a single category, the judges have the right to re-distribute the entries into other relevant categories or not award the category.

LANGUAGE:

Entry submission such as the online entry form, submission paper must be in English only. Any supporting material or any video submission that are not in English should be accompanied by a translation to avoid being penalised during judging.

PUBLISH:

The Organiser reserves the right to publish non-confidential information for an entry or case study.

QUERIES:

Judges reserve the right to raise queries regarding the information provided and will penalise any entry if there is evidence of inaccurate and misleading claims, which could lead to the entry being disqualified.

RULES:

The Organiser reserves the right to withdraw any entry which breaches any of the Awards Organiser's rules. In the event of a complaint against any winning or shortlisted entry, the Organiser will conduct an investigation into each case and will request detailed documentation from all parties concerned including the complainant, the entrants and the client. If the complaint is upheld, entries and, if applicable, awards, will be withdrawn accordingly.

WRITTEN SUBMISSION:

All written entry submission papers should be submitted using the online entry platform.



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