



## 2021 ENTRY KIT

[www.faachievementawards.com](http://www.faachievementawards.com)

Entry Deadline: 8 October 2021

# INTRODUCTION

## ***FinanceAsia Achievement Awards 2021***

*FinanceAsia's* annual end-of-year Achievement Awards recognise excellence in bringing issuers and investors together to develop Asia Pacific's financial markets.

Showcasing true talent across the region, our 2021 awards process coincides with the celebration of our 25th year of publication. While Asia's capital markets may look very different today compared with when we launched our coverage back in 1996, the region continues to offer diverse opportunities and challenges to participants within the financial industry.

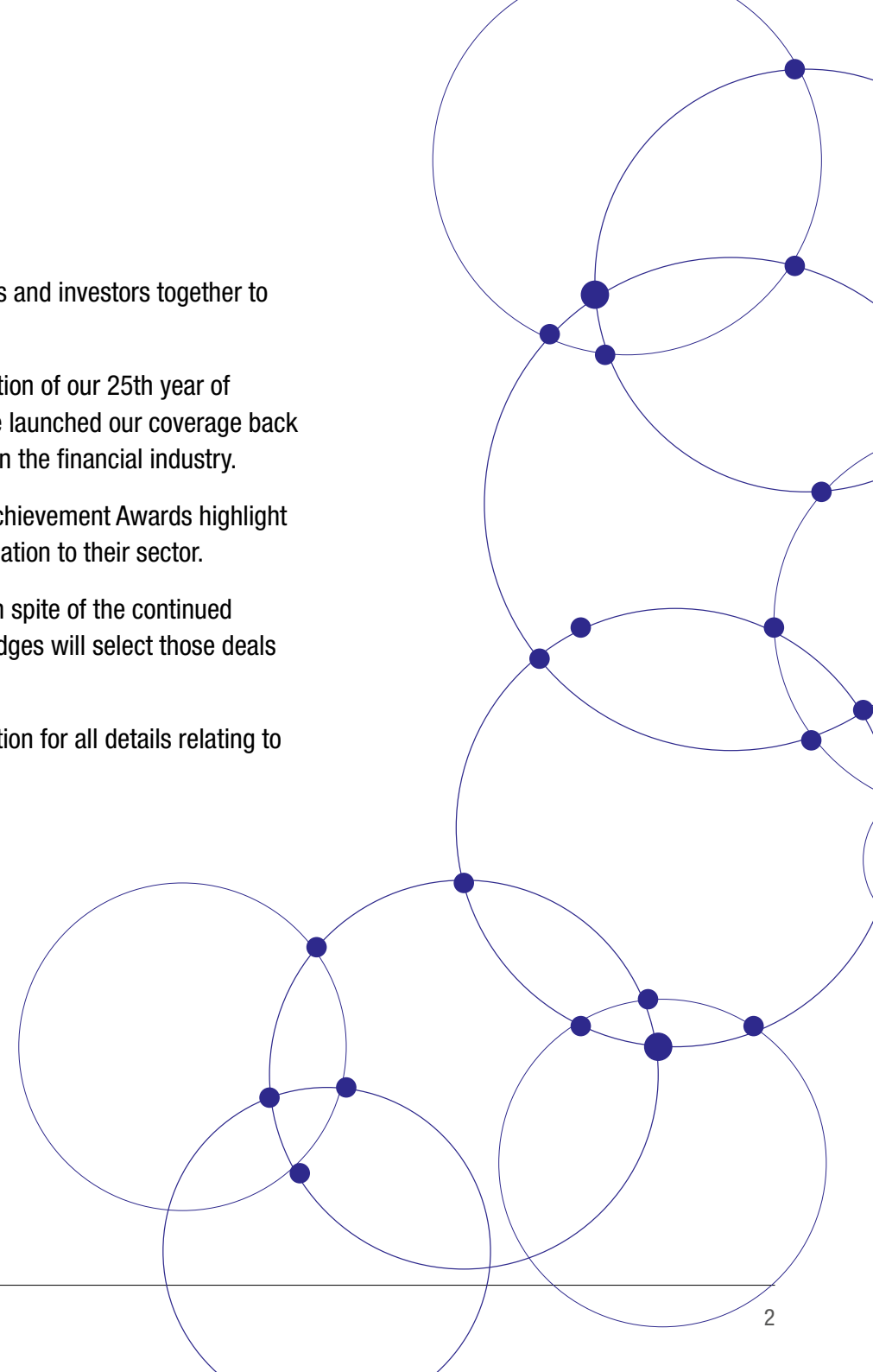
Covering three key categories - Deal Awards, House Awards and Regional Deal Awards - our Achievement Awards highlight the achievements of key players across Asia and Australia/New Zealand that have shown dedication to their sector.

Putting a spotlight on those who have demonstrated perseverance, resilience and innovation, in spite of the continued market disruption brought about by the global pandemic, our robust panel of industry expert judges will select those deals and teams that stand out from their peers.

Open for nomination across Asia and Australia/New Zealand, please refer to our categories section for all details relating to the submission of entries, judging criteria and the timing of our selection process.



**Ella Arwyn Jones**  
*Editor*  
***FinanceAsia***



# KEY DATES AND ELIGIBILITY

## ENTRY DEADLINE:

Friday, 8 October 2021

## WINNERS ANNOUNCEMENT:

**Asia Awards:** Monday-Wednesday 15-17 November 2021

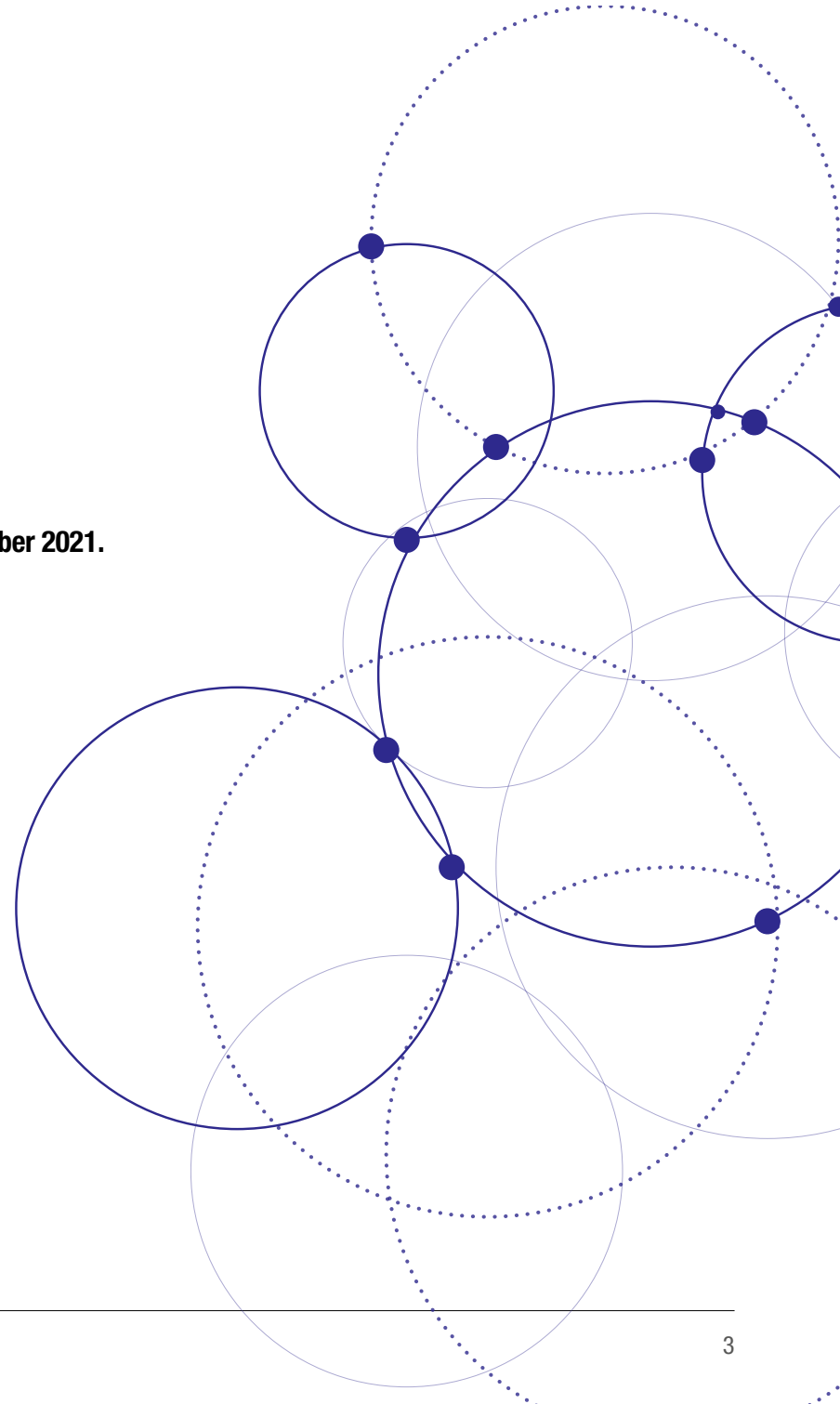
**ANZ Awards:** Thursday-Friday, 18-19 November 2021

## ELIGIBILITY PERIOD

Submissions should cover achievements for the period of **Thursday, 1st October 2020 – Friday, 8th October 2021.**

## AWARDS ENQUIRIES:

Please contact the Awards Team at: [financeasia.awards@haymarket.asia](mailto:financeasia.awards@haymarket.asia).



# ENTRY SUBMISSION GUIDELINES

## HOW TO ENTER

Entries are to be submitted online, please register via our entry platform. Please click the **ENTER NOW** button at [www.faachievementawards.com](http://www.faachievementawards.com) to submit your entry.

*FinanceAsia* will not accept any entries which are not submitted via the dedicated entry platform.

If you are having issues, please email the team at [financeasia.awards@haymarket.asia](mailto:financeasia.awards@haymarket.asia) for assistance.

## ENTRY SUBMISSION

The **written entry paper** is your key part of the submission. Please follow the judging criteria to craft your entry.

## FORMAT

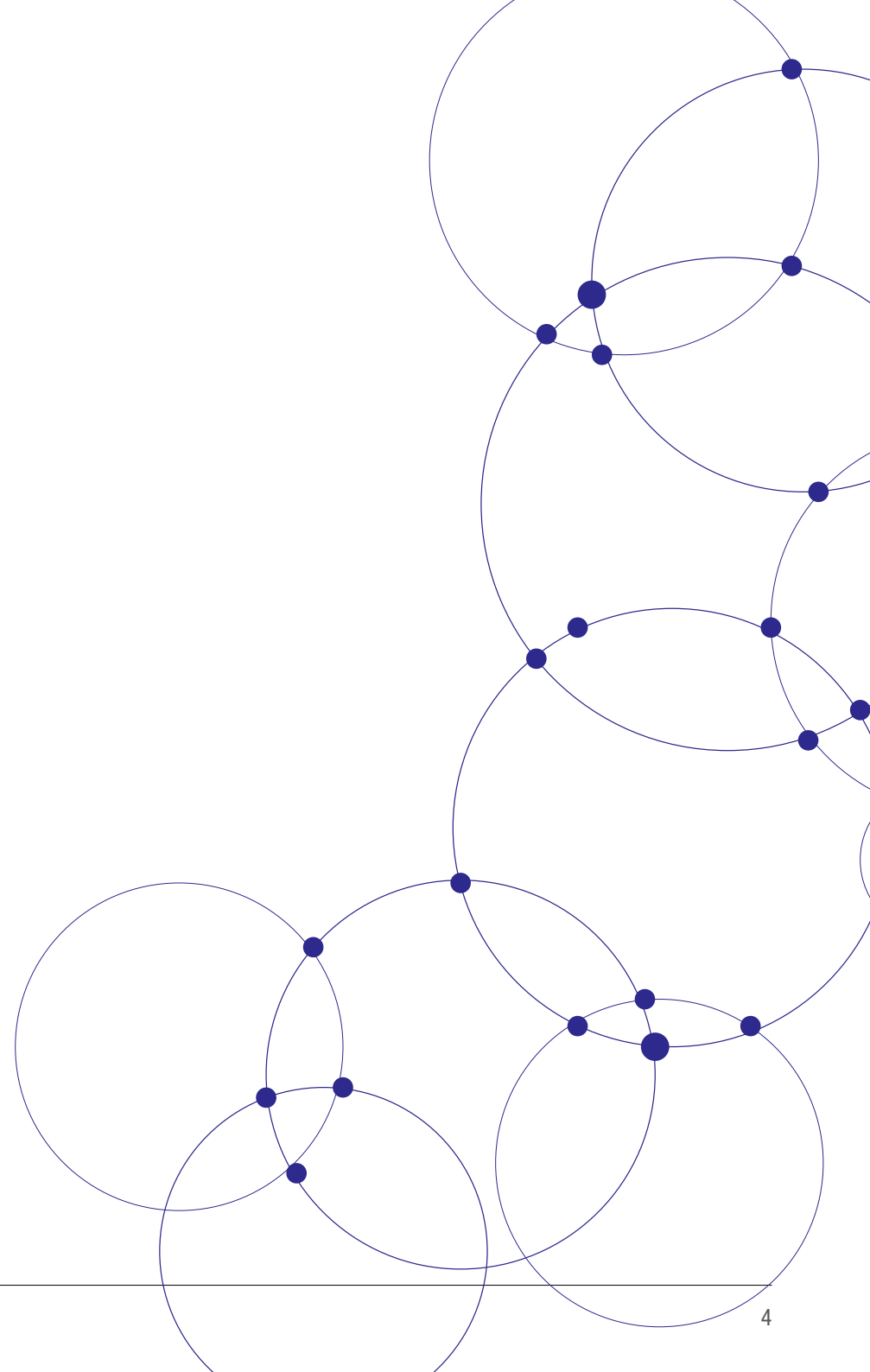
**Page Limit & Font:** No more than **five (5)** single-sided pages of A4 size. Font size should be no less than 11-point in Arial. Blank pages will be treated as one page.

## CREDITS

All credits required on the online submission form must be filled in correctly. Entrants are responsible to ensure all credits are accurate at the time of the submission.

Once submitted, all information related to the entry including all credits will be **treated as FINAL**.

All credits submitted will be available to be published across all channels, related materials, trophies, *FinanceAsia's* editorial pages and website, as well as winners' announcements.



# ENTRY SUBMISSION GUIDELINES

## SUPPORTING MATERIAL

- A maximum of five (5) files for all categories.
- For supporting documents, please do not include excessive information - and the limit for supporting material is **15 pages**.
- All materials in languages other than English must be submitted with a translation.

## CONFIDENTIALITY

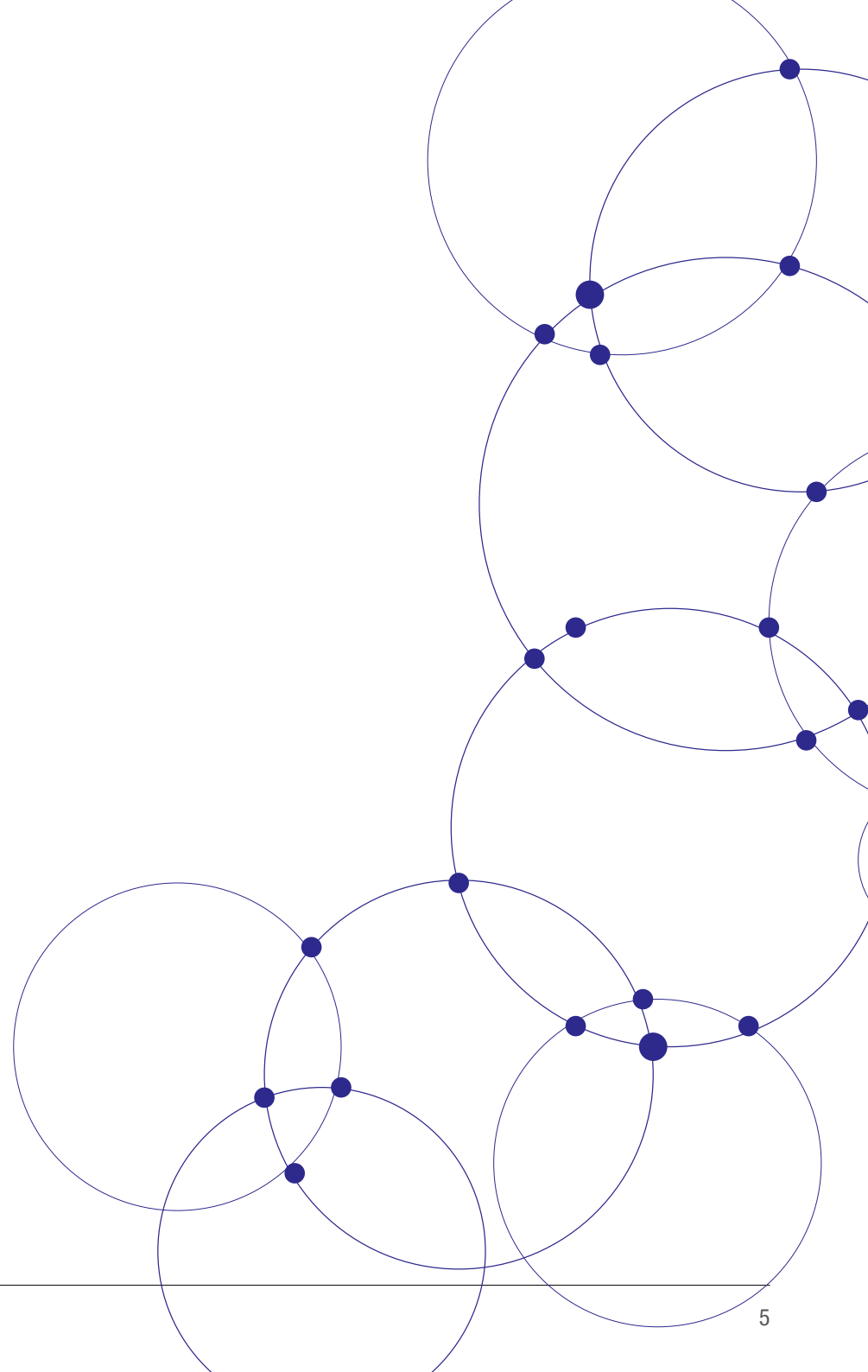
Entrants may mark on their entry and/or supporting documents any sensitive parts by highlighting the sensitive information only in yellow.

Information highlighted in yellow will be treated as confidential and shall not be used for publishing purposes. Please be specific about the information that cannot be disclosed – **do not simply mark the entire entry in yellow**. *FinanceAsia* reserves the right to publish details of the entries which are not marked as confidential.

## EXECUTIVE SUMMARY

A summary of **150-200 words** to be submitted via the online form.

- The summary will be used for judging and publication and used during the awards presentation - it should therefore highlight the nominee and justify why it should win.
- **DO NOT** include company credentials or other sensitive/confidential information. Once submitted no changes are allowed.



# JUDGING & CRITERIA

## JURY PANEL

An Advisory Board of external experts will support the editorial team, providing technical guidance and advice during the selection and decision-making process.

## JUDGING CRITERIA

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.

Data for winning deals' advisors and service providers will be sourced from Bloomberg or Dealogic to ensure consistency across multiple deals and submissions.

The judging criteria for all deals should be self-explanatory based on the award name.

## DEAL AWARDS

- Achievement against Objectives **(40%)**
- Challenges & Risk **(25%)**
- Technology & Innovation **(15%)**
- Effectiveness and Success **(20%)**

## HOUSE AWARDS

- Achievement against Objectives **(30%)**
- Challenges & Risk **(25%)**
- Customer Relationship **(25%)**
- Technology & Innovation **(10%)**
- Success **(10%)**

# CATEGORIES

We are open to submissions for both Asia awards and Australia/New Zealand awards.



## ASIA AWARDS

- DEAL AWARDS
- REGIONAL DEAL AWARDS
- HOUSE AWARDS



## AUSTRALIA/NEW ZEALAND AWARDS

- DEAL AWARDS
- HOUSE AWARDS

# CATEGORIES - ASIA AWARDS



## DEAL AWARDS

The individual deals in this category are awarded to companies or financial sponsors originating the transaction, with the support of lead bookrunners, and advisors that worked on the deal in addition to your own bank. Also list legal advisors on both sides of the transaction.

- Best Equity Deal
- Best Project Finance Deal
- Best IPO
- Best Venture Capital / Private Equity Deal
- Best M&A Deal
- Best ESG Deal
- Best Bond Deal
- Best Property Deal
- Best Islamic Finance Deal



# CATEGORIES - ASIA AWARDS



## REGIONAL DEAL AWARDS

Our individual deal award winners will become automatic winners in this category too. But we recognise that many transactions deserving recognition are often overshadowed by a handful of very high-profile deals.

This category commends benchmark deals from across the region whether they be equity, debt, M&A, project or Islamic finance transactions.

Further, to acknowledge the contribution of domestic capital markets as a global funding source, we will give special consideration to deals by foreign issuers for one of the awards in each regional award category where applicable.

Please submit no more than three deals per region.

**We will consider transactions across the following:**

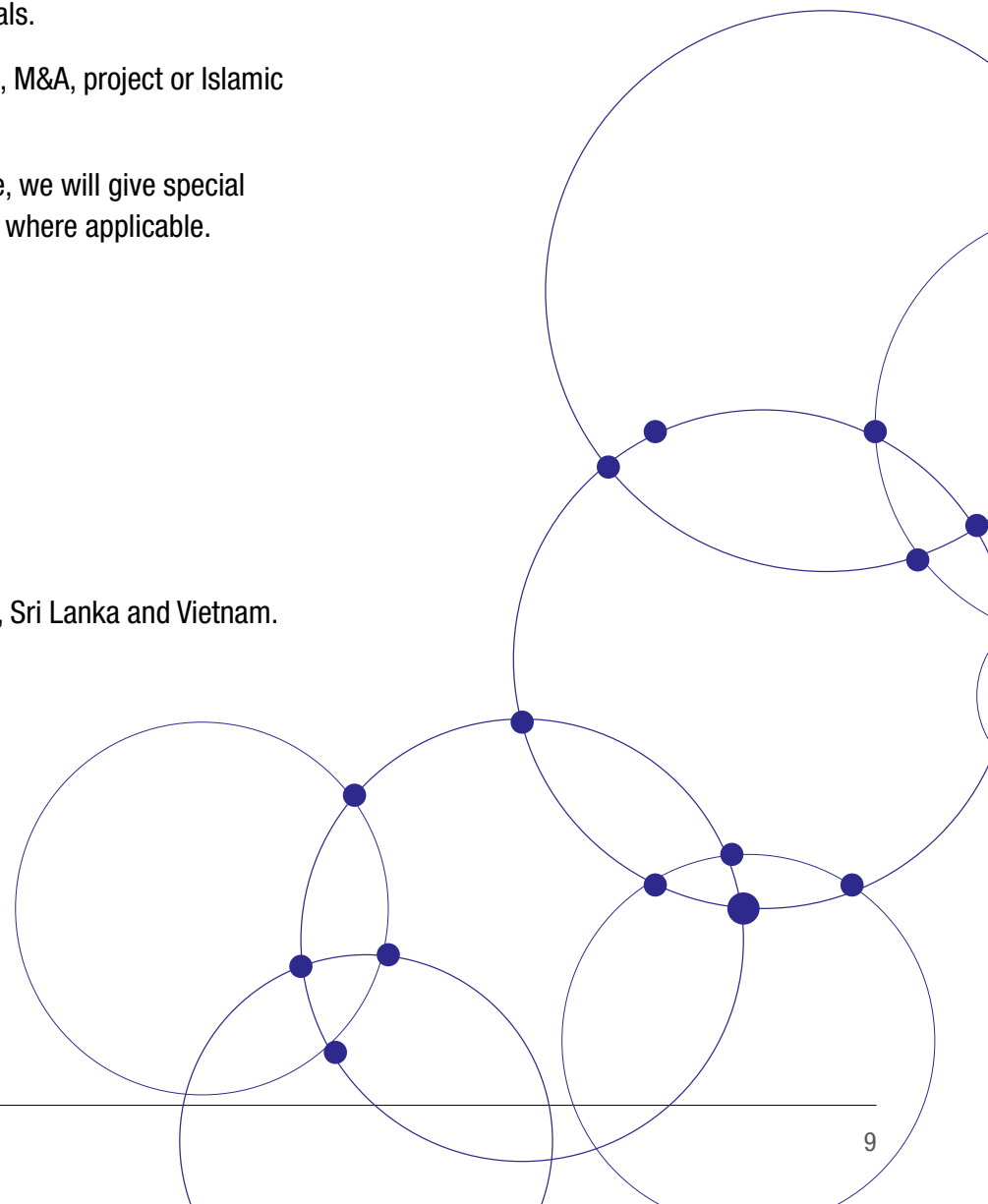
**Northeast Asia:** To cover Japan, South Korea and Taiwan

**South Asia:** To cover India and Pakistan

**Southeast Asia:** To cover Indonesia, Malaysia, the Philippines, Singapore and Thailand

**The Frontier Markets:** To cover Bangladesh, Cambodia, Kazakhstan, Laos, Mongolia, Myanmar, Sri Lanka and Vietnam.

- **Best of China / Hong Kong**
- **Best of The Frontier Markets**
- **Best of Northeast Asia**
- **Best of South Asia**
- **Best of Southeast Asia**



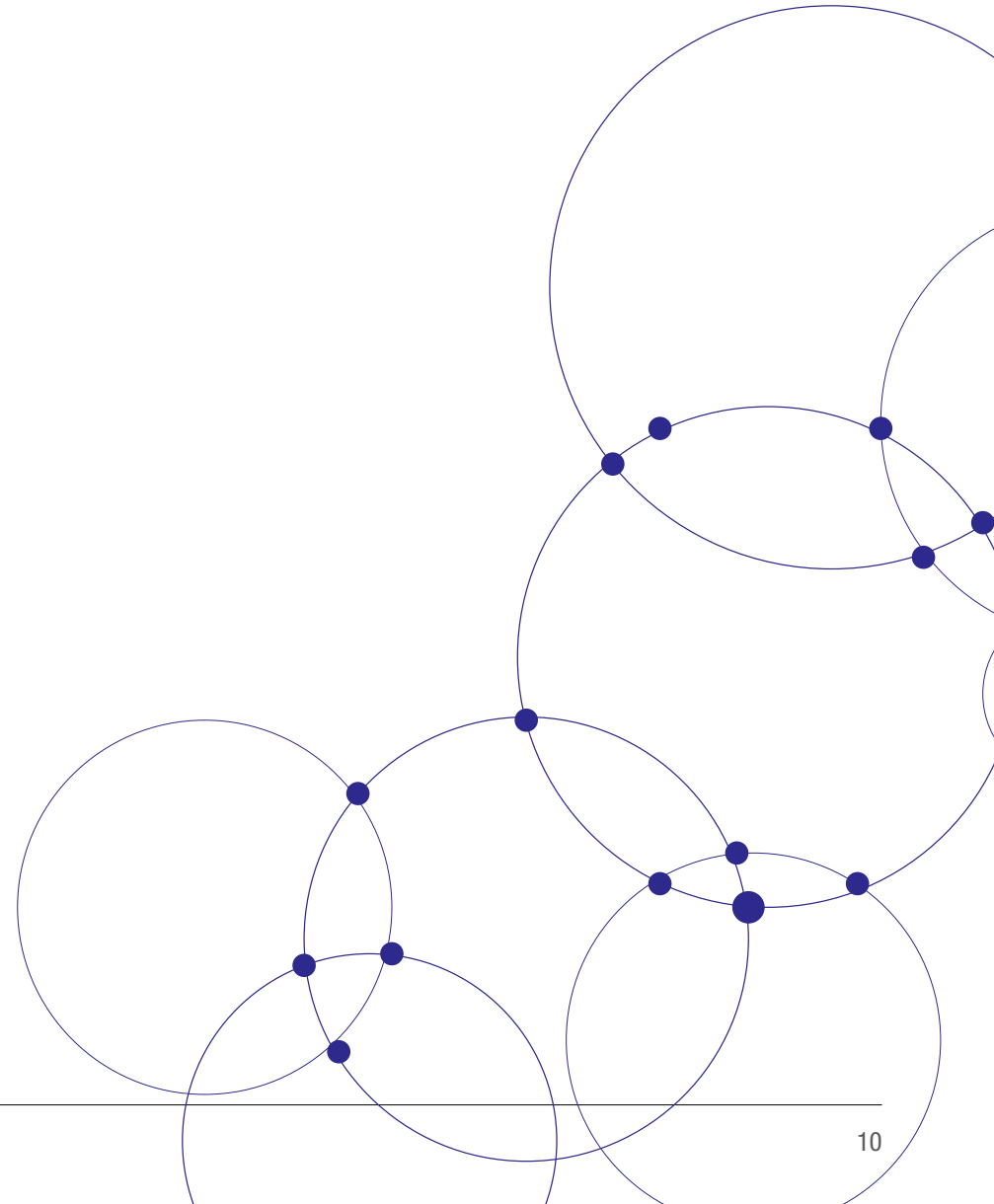
# CATEGORIES - ASIA AWARDS



## HOUSE AWARDS

These awards reflect the overall impact made by houses in specific areas of the financial markets during the period under consideration for this year's awards.

- Best Investment Bank
- Best Equity House
- Best Debt House
- Best M&A House
- Best Syndicated Loan House
- Best Sustainable Finance House
- Best Islamic Finance House
- Best Project Finance House
- Best Credit Ratings Agency
- Best Law Firm
- Best Issuer - Sovereign
- Best Issuer - Corporate
- Best Issuer - Financial Institution
- Best Issuer - ESG



# CATEGORIES - ASIA AWARDS



## HOUSE AWARDS

### BEST INVESTMENT BANK

This reflects what the individual bank has achieved for clients in terms of innovation and significance across products and geographies within Asia.

### BEST EQUITY HOUSE

This includes IPOs, follow-ons and equity-linked deals. After-market performance and innovation will also be considered.

### BEST DEBT HOUSE

This focuses on the region's fixed-income primary markets, including international and local currency offerings.

### BEST M&A HOUSE

For the house with the most innovative and market-defining transactions (deals will only be considered for the award if they are both announced and completed).

### BEST SYNDICATED LOAN HOUSE

This considers significance and innovations in the market.

### BEST SUSTAINABLE FINANCE HOUSE

For the house that has shown its commitment to sustainable finance while executing benchmark and market-defining deals during the year.

### BEST ISLAMIC FINANCE HOUSE

This recognises achievements in both commercial and investment banking. Structural innovation and working in new non-traditional markets are important factors in the judging process.

### BEST PROJECT FINANCE HOUSE

This should include information on innovative ways that projects have been structured and the complexity of the arrangements. Depth and breadth of coverage is also important.

### BEST CREDIT RATINGS AGENCY

This is for any regional player that can demonstrably prove its coverage is as diverse as it is inclusive. The judges will look for evidence of innovation, operating across a wide array of asset classes and, crucially, following robust and ethical criteria.

### BEST LAW FIRM

This is focused on firms that can show excellence in serving clients within Asia's financial markets, notably in the region's cross-border deals.

# CATEGORIES - ASIA AWARDS



## HOUSE AWARDS

### BEST ISSUER – SOVEREIGN

We recognise the quality of different types of issuers and their contribution to the region and its financial markets specifically in Asia's debt markets.

### BEST ISSUER – CORPORATE

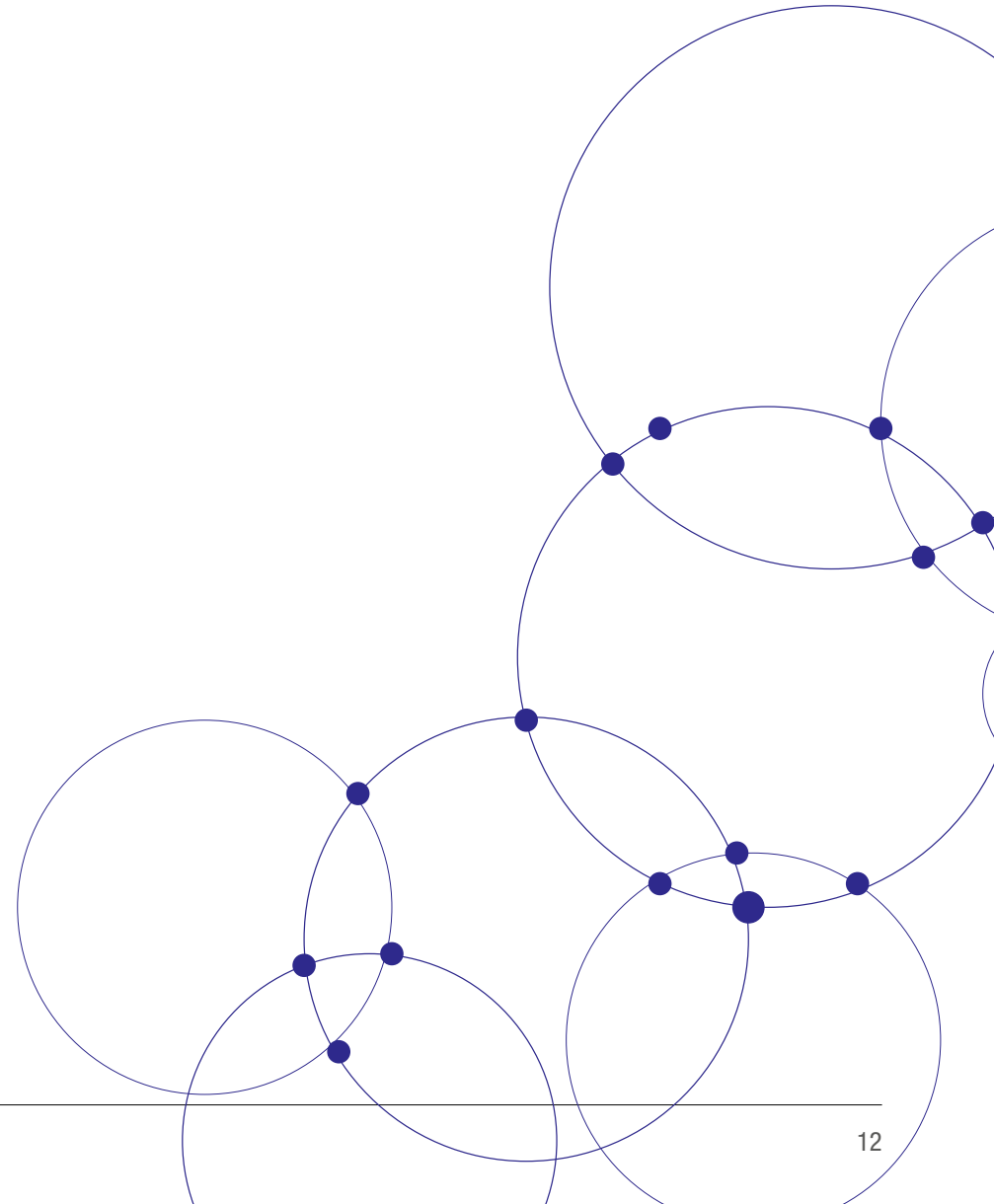
We recognise the quality of different types of issuers and their contribution to the region and its financial markets across Asia.

### BEST ISSUER - FINANCIAL INSTITUTION

We recognise the quality of different types of issuers and their contribution to the region and its financial markets specifically in Asia's debt markets.

### BEST ISSUER – ESG

We recognise the quality of different types of issuers and their contribution to the region and its financial markets across Asia.





## CATEGORIES – AUSTRALIA/NEW ZEALAND AWARDS

### AUSTRALIA/NEW ZEALAND

We will be presenting awards based on the categories below covering Houses, Deals and Issuers. We use Dealogic data for our decisions. If you choose to use another league table provider, please also include Dealogic's league table.

We do not give full credit for self-led deals. See the [FAQ](#) below for more information on what to include in your pitch documents.

### DEAL AWARDS

The individual deals in this category are awarded to companies or financial sponsors originating the transaction, with the support of lead bookrunners, advisors, that worked on the deal in addition to your own bank. Also list legal advisors on both sides of the transaction.

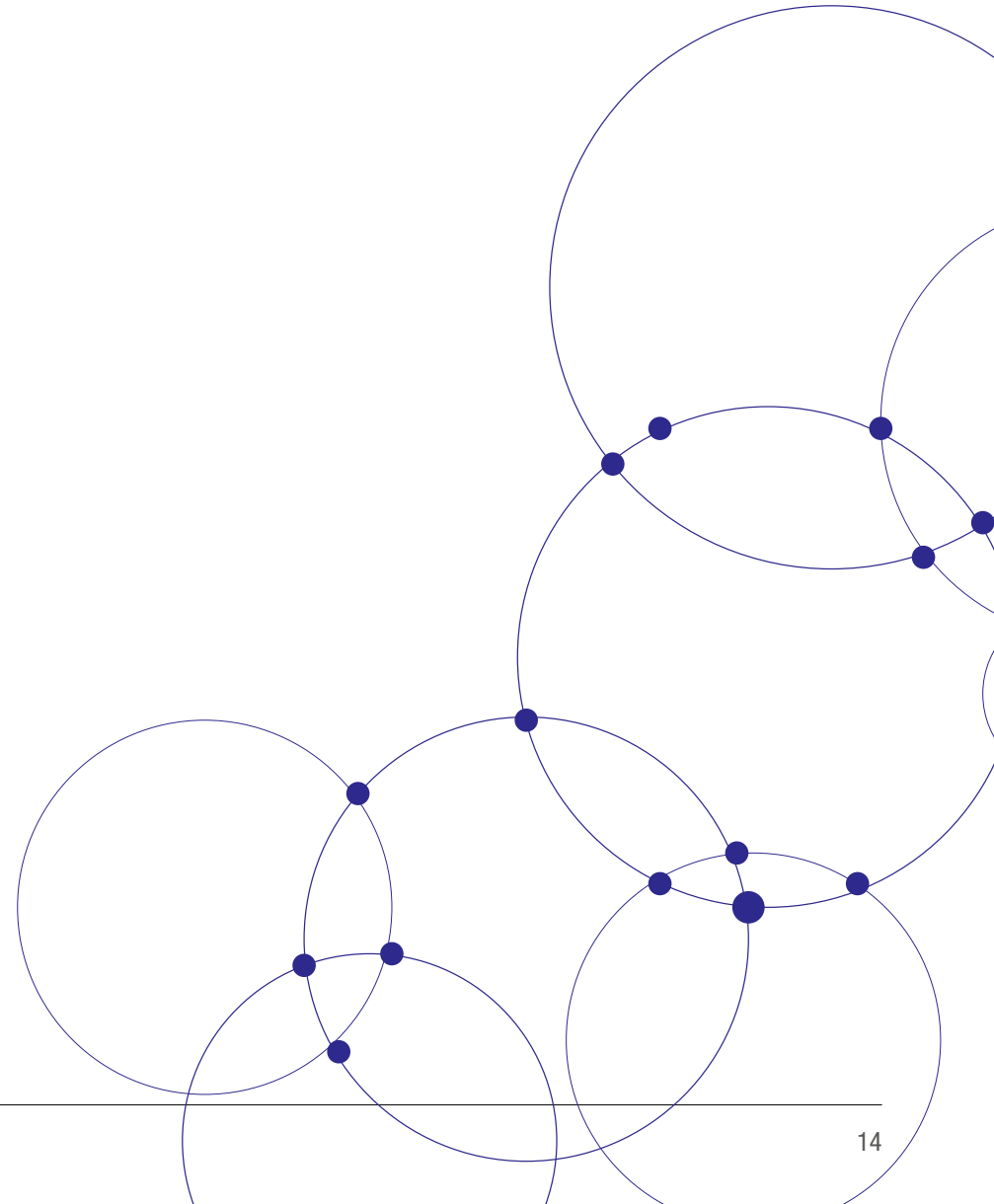
- Best IPO
- Best Secondary Offering
- Best Hybrid Deal (Includes Equity-Linked)
- Best M&A Deal
- Best Local Bond Deal
- Best International Bond Deal
- Best Project Finance Deal
- Best Debt Finance Deal (*Includes Securitisation And Structured Finance*)
- Best Sustainable Finance Deal – Corporate
- Best Sustainable Finance Deal - Financial Institution
- Best Innovative Deal
- Best New Zealand Deal

# CATEGORIES – AUSTRALIA/NEW ZEALAND AWARDS



## HOUSE AWARDS

- Best Investment Bank - Australia
- Best Investment Bank – New Zealand
- Best Issuer - Corporate
- Best Issuer - Financial Institution
- Best Issuer- Sustainability
- Best Equity House
- Best M&A House
- Best Local Bond House
- Best International Bond House
- Best Debt Finance House
- Best Sustainable Finance House



# HOUSE AWARDS

## **BEST INVESTMENT BANK - AUSTRALIA**

Submissions should demonstrate a bank's success this year across M&A, ECM and DCM.

## **BEST INVESTMENT BANK – NEW ZEALAND**

Submissions should demonstrate a bank's successes this year in M&A, ECM and DCM.

## **BEST ISSUER – CORPORATE**

Submissions are welcome for this category. We are looking for an issuer with a broad spectrum of deals or deals that show innovation.

## **BEST ISSUER - FINANCIAL INSTITUTION**

Submissions are welcome for this category. We are looking for an issuer with a broad spectrum of deals or deals that show innovation.

## **BEST ISSUER - SUSTAINABILITY**

Submissions are welcome for this category. We are looking for an issuer with a broad ESG strategy or a deal that shows innovation.

## **BEST EQUITY HOUSE**

Includes IPOs, follow-ons and equity inked deals. Aftermarket performance and innovation will be taken into account.

## **BEST M&A HOUSE**

For the house with the most innovative and market-defining transactions (completed and announced).

## **BEST LOCAL BOND HOUSE**

For the house that has the strongest commitment to the Aussie dollar bond markets.

## **BEST INTERNATIONAL BOND HOUSE**

The best at raising international debt for Australian borrowers in US dollars, euro, sterling, yen and other foreign currencies.

## **BEST DEBT FINANCE HOUSE**

For the best in debt finance, including securitisation, structured finance, project and trade finance, and loan syndication. We want clever financing solutions.

## **BEST SUSTAINABLE FINANCE HOUSE**

For the house that demonstrates commitment to developing an innovative market in green and sustainable debt finance.



# TERMS & 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

*FinanceAsia* 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. Please be specific and do not mark the whole entry as confidential.

## 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 in 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 *FinanceAsia*.

## 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).

## ENTRY SUBMISSION PLATFORM

All written entry submission papers should be submitted using the online nomination platform. Do not send your submission via email and contact *FinanceAsia* should you have any issue with the platform.



# TERMS & CONDITIONS

## 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 *FinanceAsia* nor the judging panel will enter into any correspondence about them. In cases whereby the number of participating entries is less than three 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.

## PUBLICATION

*FinanceAsia* 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

*FinanceAsia* reserves the right to withdraw any entry, which breaches any of the Awards' rules. In the event of a complaint against any winning or shortlisted entry, *FinanceAsia* 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.

# SUBMISSION PROCESS GUIDE

## 1. REGISTRATION

- Click ENTER NOW via FAA website to register as user.
- Registration will be verified via email and once verified, you can create your profile.

## 2. CREATE PROFILE

- The Person who registered will be the key contact, that is the “Primary Entrant”.
- Secondary contact must be provided and different to registered entrant.

## 3. CREATE NEW ENTRY

- You can log in with your username and password which you registered.
- You can create an online entry form to fill in all details and upload all files related to your entry.

## 4. SAVE AS DRAFT

- You can click SAVE AS DRAFT button if the entry is not ready to submit and you can log back in later to complete editing.

## 5. PREVIEW

- You can also click the PREVIEW / SUBMIT button to double check your submission before confirming to submit.
- You can edit your entry again should you wish to, if not then you can proceed to confirm to submit.

## 6. CONFIRM TO SUBMIT

- From the preview page, you can SUBMIT YOUR ENTRY.
- Upon confirming your submission, a confirmation email will be sent to you.

Congratulations, you have now completed the entry submission!

# CATEGORIES LIST AT A GLANCE

## ASIA AWARDS - DEAL AWARDS

- Best Equity Deal
- Best IPO
- Best M&A Deal
- Best Bond Deal
- Best Islamic Finance Deal
- Best Project Finance Deal
- Best Venture Capital / Private Equity Deal
- Best ESG Deal
- Best Property Deal

## ASIA AWARDS - HOUSE AWARDS

- Best Investment Bank
- Best Equity House
- Best Debt House
- Best M&A House
- Best Syndicated Loan House
- Best Sustainable Finance House
- Best Islamic Finance House
- Best Project Finance House
- Best Credit Ratings Agency
- Best Law Firm
- Best Issuer - Sovereign
- Best Issuer - Corporate
- Best Issuer - Financial Institution
- Best Issuer - ESG

# CATEGORIES LIST AT A GLANCE

## AUSTRALIA/NEW ZEALAND - DEAL AWARDS

- Best Secondary Offering
- Best Hybrid Deal (Includes Equity-Linked)
- Best M&A Deal
- Best Local Bond Deal
- Best International Bond Deal
- Best Project Finance Deal
- Best Debt Finance Deal (Includes Securitisation And Structured Finance)
- Best Sustainable Finance Deal – Corporate
- Best Sustainable Finance Deal - Financial Institution
- Best Innovative Deal
- Best New Zealand Deal

## AUSTRALIA/NEW ZEALAND - HOUSE AWARDS

- Best Investment Bank - Australia
- Best Investment Bank – New Zealand
- Best Issuer - Corporate
- Best Issuer - Financial Institution
- Best Issuer- Sustainability
- Best Equity House
- Best M&A House
- Best Local Bond House
- Best International Bond House
- Best Debt Finance House
- Best Sustainable Finance House

# FREQUENTLY ASKED QUESTIONS

## FOR ALL AWARDS

### What type of information is best for us to submit?

In general, the more information you provide – and the more relevant it is – the stronger your nomination is likely to be. You can provide as per judging criteria set.

### Will there be an Awards Gala Dinner?

No. Given the current global uncertainty around physical events, *FinanceAsia* will not be hosting an Achievement Awards Gala Dinner in 2022 for the 2021 awards. Instead, winners will be offered promotional solutions that showcase their award across print, digital and social channels. All the award winners will be contacted by *FinanceAsia*'s commercial team to create a tailor-made advertising campaign to fit their requirements.

## FOR HOUSE AWARDS

### Will deals that close after we submit be considered?

Yes. We welcome early submissions, but we also recognise that some banks may want to update us with news about a flagship deal closed during the awards period.

## FOR INDIVIDUAL DEAL AWARDS

### Are one- or two-page case studies acceptable?

Yes. You can also include additional materials as supporting documents.

### Can we also submit graphics, tables, charts, etc?

Yes.

### Are deals eligible if they haven't closed by the submission deadline but are scheduled to close by year-end 2021?

Yes.

### Do we need to send a separate submission for the Best Deal category?

No, we will decide this award from the entire universe of deal submissions.

## FOR REGIONAL DEAL AWARDS

### Which type of deals are eligible?

- Equity (all types)
- Debt (all types including syndicated loans)
- M&A
- Islamic Finance
- Project Finance
- Venture Capital / Private Equity

### Is Japan included?

Yes. Domestic and cross-border Japanese (by both foreign and domestic issuers) are included in our regional deal awards. These deals will also be eligible for our overall deal of the year decided by *FinanceAsia*'s editorial team. However, they will not be eligible for our individual deal awards, nor for the house awards. The only Japanese deals eligible for all categories are Yen-dominated transactions by non-Japan Asian issuers.

# CONTACT US

## AWARDS TEAM

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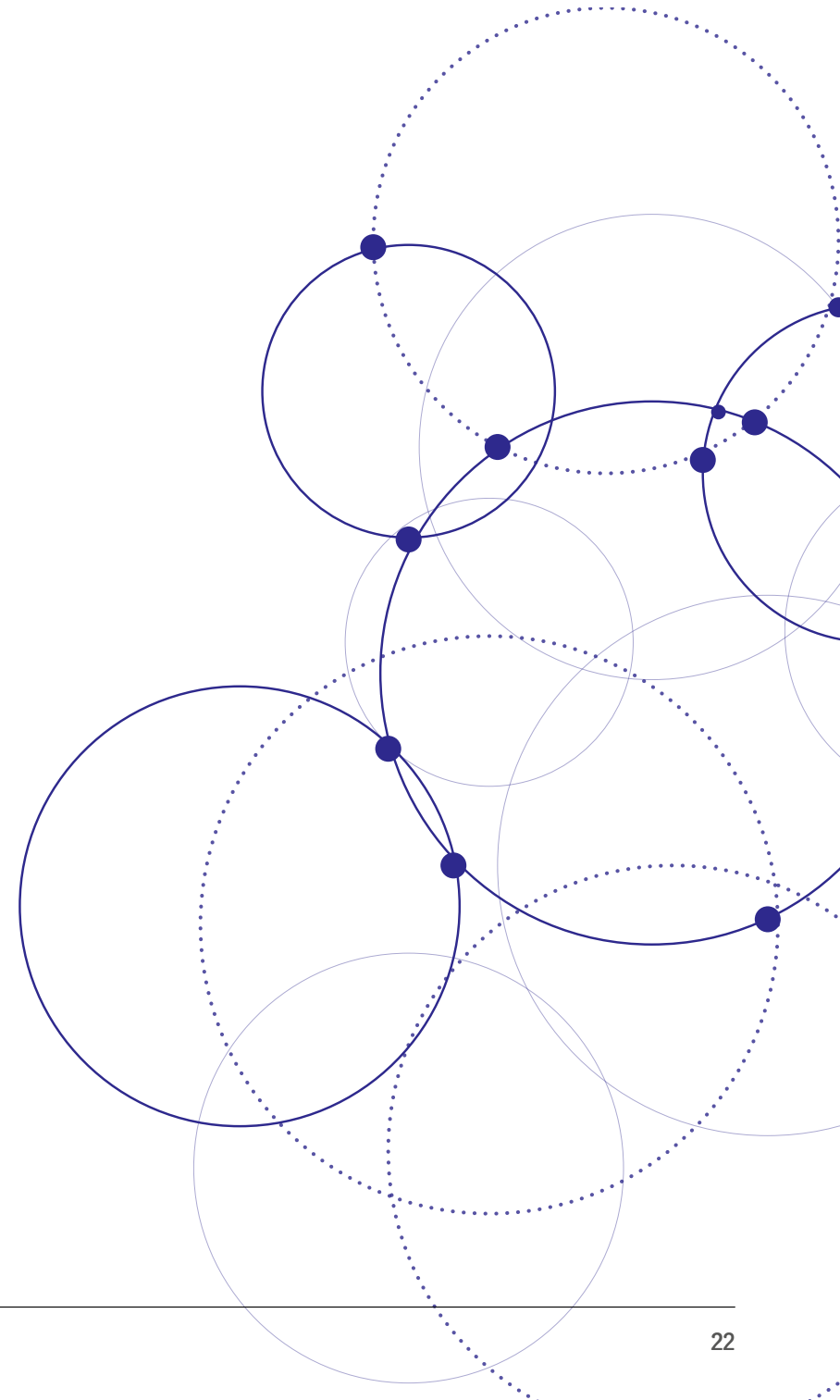
## EDITORIAL

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**25**  
*Years*  
**FinanceAsia**



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