

IFR AWARDS 2017 PROCESS

We invite banks to pitch now for the IFR Awards 2017.

In order to help with our selections, banks, advisers and issuers may submit brief written presentations along with supporting data.

IFR journalists will also organise pitch meetings. However, pitching is entirely optional and consideration for an award will not be limited to advisers or issuers that participate in this way.

All written pitches should reach us by October 16.

We will continue to monitor the market until the end of the awards year (the period in which deals must price for consideration) and banks may submit addenda to include significant deals that price after submitting their pitches.

The awards year runs from November 16 2016 to November 15 2017.

Presentations for house awards should summarise achievements in the awards year.

- How has your institution progressed over the course of the year?
- What strategic goals have been met?
- How have they been achieved?
- In what ways has your institution adapted to the trends that have driven market activity during the year?
- What has been noteworthy about your deal roster, whether in terms of deal size, geographical and/or sectoral diversification, degree of innovation or complexity?

Presentations should include individual summaries of the main relevant transactions. Separate documents should be submitted for each major asset class.

Pitch meetings with IFR journalists are limited to a maximum of two hours per asset class. The contents of pitch meetings will be considered to be “on the record”, though comments can be made “off the record” if specifically stated at the time.

Pitch documents should be emailed to IFRAwards@tr.com for Global, EMEA and Americas categories. Submissions for Asia-Pacific categories should be sent to steve.garton@tr.com.

Please indicate for which awards you are pitching, giving appropriate contact names.

Final selections will be made by the senior editorial team and the winners will be announced in the IFR Review of the Year published at www.ifre.com on December 15, and with the December 16 issue of IFR.

Notes on award categories:

- 1) Banks do not need to be active across a region in order to be considered for regional house awards.
- 2) Best Bank for FIG Issuers, Governments and Financial Sponsors cover all asset classes and regions, from LME to rights issues, privatisations to Century bonds, LBOs to IPOs and M&A and everything in between.
- 3) Capital Markets Adviser is open to non-underwriting advisory firms only.
- 4) M&A Advisory House covers transactions completed in the awards year.
- 5) For M&A-related financing, loans will only be considered if the M&A transaction has completed in the awards year, as it is at this point they are funded. Bonds need to have priced within the awards year but are not contingent on the M&A having also completed.
- 6) Financing package represents one financing programme across asset classes but all parts need not have been executed concurrently.
- 7) Leveraged and mid-market loans feed up into Loan House awards.
- 8) Bond awards do not embrace structured finance, which is treated separately.
- 9) The bond and bond house awards for Financial, SSAR and Covered are cross-currency.
- 10) US Bond House comprises all US dollar issuance in the US, including Yankees.

11) Only 144A and SEC-registered US dollar issues are eligible for US Bond and Yankee bond.

12) SEC-registered and 144A deals from issuers based in emerging markets are included in Emerging Market categories.

13) Regional bond house awards are for any issuers in the relevant regional currencies, for example Europe Investment-Grade Corporate Bond awards are for investment-grade corporates in European currencies (including Eurodollars).

14) Yen bond awards include Samurais.

15) Covered bonds are included in the Financial Bond categories.

16) Niche-Market Bond comprises bonds in non-core currencies or niche markets in major currencies, such as Formosa.

17) Structured equity comprises equity-linked transactions, including those with derivative components, and structured cash equity transactions. Corporate equity derivatives fall under the Equity Derivatives House award.

18) Structured equity feeds up into Equity House award.

19) Restructuring includes formal debt restructurings and balance-sheet restructurings.

If you have any questions about the awards process, please contact Editor Matthew Davies +44 20 7542 7504 m.davies@tr.com or Deputy Editor Owen Wild +44 20 7542 8541 owen.wild@tr.com.

For Americas specific questions contact Stephen Lacey +1 646 223 8808 stephen.lacey@tr.com and in Asia-Pacific Steve Garton, +852 2912 6670 steve.garton@tr.com

Presentation of the IFR Awards at the Grosvenor House Hotel, London will take place in the presence of HRH The Princess Royal, Patron of Save the Children, on January 30 2018.

Further details on the event can be found at www.ifrawards.com.