



FinanceAsia is pleased to accept submissions for its annual end-of-year Achievement Awards, recognising excellence in finance in Asia.

Submissions are due by Friday, November 1. Each submission must include a brief pitch in a Word document format of no more than 700 words explaining why your institution deserves to win a given award. Supporting documentation is welcome, but it is essential your firm outline in clear language the key reasons justifying your submission.

Please email submissions to **amber.daswani@financeasia.com**. You may also send hard copies to Amber Daswani, 23/f, The Centrium, 60 Wyndham Street, Central, Hong Kong.

If a deal occurs after the submission date, you may add them as a supplement until the end of November. The final decision will be made by our editorial team in early December and announced online at financeasia.com the week of December 9.

Please contact our editor at **alison.tudor-ackroyd@financeasia.com** to book time to present pitches. We will attend pitch meetings from November 18 to November 29.

We will be awarding financial institutions in the categories outlined below, including House awards and Deal awards.

In addition, we may also give awards to the best deal in a particular country. Please submit only one deal award per country. Please do not submit deals for Japan or Australia/New Zealand, which are considered separately.

The period under consideration for these awards is January 1, 2013 to the date we announce the awards.

We use Dealogic data for our decisions. 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.

HOUSE AWARDS

Best Bank	To recognize the bank with the greatest achievements in commercial and investment banking.
Best Investment Bank	What have you done for your clients lately? Across products and geographies.
Best Commercial Bank	Considering the strength of the franchise across retail and corporate banking.
Best Equity House	For performance in the region's equity primary markets, including IPOs, follow-ons and equity-linked deals completed this year; after-market performance and innovation will be taken into account.
Best Bond House	For the best bank in the region's fixed-income primary markets, including international, local-currency and renminbi offerings across the credit spectrum.
Best M&A House	For the house with completed, market-defining transactions; breadth of dealmaking; and avoidance of failed transactions. Please specify the announced date of the transaction and the close date.
Best Private Bank	Based on case studies around our prospective client. For more details, please contact amber.daswani@financeasia.com .
Best Law Firm	Law firms should submit a list of deals that helps us to match legal advisers with the deals being pitched by the banks in the categories above and below. Tell us the name of the matter, the completion date, the client(s), the transaction value. Categories include capital markets, mergers/acquisitions and most other public finance deals.
Borrower of the Year	We welcome nominations by banks.

DEAL AWARDS

Deal awards are given to companies or financial sponsors originating the transaction, with the support of lead bookrunners or advisers. Nominations welcome, but please list all bookrunners or advisers that worked on the deal in addition to your own bank.

Deal of the Year (either a transaction or an investment)

Best Equity Deal

Best IPO

Best Secondary Offering

Best Equity-Linked Deal

Best Mid-Cap Equity Deal (\$100m-\$300m deals for companies with a market cap of up to \$1b)

Best Cross-Border M&A Deal*

Best Domestic M&A Deal*

Best FIG Deal*

Best Investment Grade Bond

Best High Yield Bond

Best Local Currency Bond

Best Offshore Renminbi Offering

Best Sovereign Bond

Best Loan

Best Islamic Financing

Best Leveraged Financing

Best Private Equity Deal

* M&A deals must be completed before December 2013 for consideration

COUNTRY DEAL AWARDS

Many transactions deserving recognition may be overshadowed by higher profile deals. We therefore may recognise the best deal from each country in the region, be it equity, debt or M&A, provided it is significant. Please submit only one deal award submission per country.

The countries we will consider are:

Bangladesh, China, Hong Kong, India, Indonesia, Korea, Malaysia, Mongolia, Pakistan, Philippines, Singapore, Sri Lanka, Taiwan, Thailand and Vietnam.

THANK YOU

FinanceAsia appreciates that winning our awards requires your time and energy. We have reduced the number of awards on offer, making the process more competitive — and, we hope, more rewarding to the ultimate victors. Good luck and thanks for participating.

AWARDS FAQ

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

Yes.

For the country deal awards, do H-share deals count as China or Hong Kong?

This depends to some extent on the deal. We recommend submitting H-share deals as China/HK.

How can we participate in the private bank award?

This award is by invitation only.

For individual deal awards, are one- or two-page case studies acceptable?

Yes.

For the best secondary offering award, can it be any follow-on offerings (including primary capital raising) or does it have to be a block/secondary selldown?

Any follow-on is acceptable.

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

Yes.

Are PE deals eligible for country deal awards?

Yes.

Can we enter one deal in different categories — such as cross-border M&A and best country deal — with a single pitch document?

Yes.

For the regional house awards, is it right that you do NOT include Australia and Japan?

Yes, these markets are covered by separate awards.

Do you consider announced deals for the M&A house award?

Yes, for the house award we consider the body of work that banks have been involved on during the calendar year. However, for individual deal awards we only consider closed deals.

Do we need to send a separate submission for the Deal of the Year category?

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

Is there a limit to the number of deals we can submit per category?

In general, we prefer that banks select their single best deal for each category/country, but we understand that this is not always possible.

When do you schedule face-to-face meetings?

We will conduct meetings during the last two weeks of November, and will contact banks directly to arrange times.