



Deals of the Year 2018 will be awarded by product and region

There will be five regions:

| | | |
|----------|--------------|-------------|
| Africa | Asia-Pacific | Middle East |
| Americas | Europe | |

In **each** region, there will be an award for the following 12 categories:

- Bonds: corporates
- Bonds: sovereigns, supras and agencies
- Capital raising: FIG
- Equities (including IPOs and equity-linked)
- Green finance
- Infrastructure and project finance (including project bonds)
- Islamic Finance
- Leveraged finance (including high yield bonds)
- Loans
- M&A*
- Restructuring
- Securitisation and structured finance

*Region of the award is determined by the location of the TARGET company

HOW TO SUBMIT ENTRIES

Please send an **individual** submission for each regional category entered. To ensure quick processing, name each submission in accordance with the following convention:

[YourCompany]_[Region]_[Category].*

Word documents, PDFs and Powerpoint slides are all accepted.

Entries must be submitted electronically to **DealsofTheYear@ft.com** by Friday, February 16th, 2018.

For any queries please contact:

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DEADLINE: FEBRUARY 16th, 2018

1. ENTRY REQUIREMENTS

Each category submission should be no longer than **four pages or slides**. Succinct and relevant entries are always more effective.

Participants can nominate **one deal only per category, per region**.

Each entry **MUST** include the following information:

- Name of the client
- Role of your bank (e.g. joint bookrunner)
- Names of other participating banks
- A relevant contact person within your bank – including contact details
- Description of the deal
- Value (and currency) of the deal
- Transaction dates

The deadline to enter is Friday, February 16th, 2018

The entry period runs from January 31, 2017 to February 16, 2018 – only deals completed within this time period will be eligible for entry.

2. JUDGING CRITERIA

The emphasis is on the degree to which client objectives were met, the complexity of the deal, innovation and the deal environment.

Pricing, performance and execution will also be key factors; the deal size will be a secondary factor.

3. CONTENT TIPS AND GUIDELINES

The content of your submission may include any of the following:

- Background and context of the deal (e.g. market environment)
- Highlights – what were the standout features that made the deal exceptional?
- Client objectives and specific challenges
- What obstacles were overcome and how?
- How was the deal innovative?
- Timeline of key events and developments
- Marketing strategy and tactics
- Demand by geographic distribution and investor type
- Comprehensive pricing information (including references and benchmarks)
- After-market performance
- Analyst/media comments
- Charts, tables and graphs tell the story better than words