



CATEGORIES AND GUIDELINES

CATEGORIES

MOST INNOVATIVE:

- Most innovative investment bank
- Most innovative independent investment bank
- Most innovative investment bank from Africa
- Most innovative investment bank from Asia-Pacific
- Most innovative investment bank from Central and Eastern Europe
- Most innovative investment bank from Latin America
- Most innovative investment bank from Middle East
- Most innovative investment bank from North America
- Most innovative investment bank from Western Europe
- Most innovative investment bank for Corporate Social Responsibility (CSR)

Please note: these regional awards are for banks that are originally domiciled in a particular region. For example, European domiciled banks that have a legal entity in Asia-Pacific are not eligible for the Asia-Pacific award.

Banks entering the regional awards are welcome to include activities from outside their home region in their submission, and these activities will be taken into account in the judging process.

Banks who wish to be considered for the overall categories, must also enter at least one product category.

PRODUCT AND COVERAGE AWARDS:

- Bonds
- Climate change and sustainability
- Emerging markets (includes all advisory work and capital markets transactions for EM entities)
- Equity-linked products (including convertibles and exchangeables)
- Equity derivatives
- Financial institutions group (includes all advisory work and capital markets transactions for FIG such as banks and insurers)
- Fixed income, currencies and commodities (FICC) trading
- IPOs and equity raising
- Infrastructure and project finance
- Islamic finance
- Leveraged finance (includes LBO loans, HY bonds and advisory work for financial sponsors)
- M&A
- Private placements
- Restructuring
- Risk management (includes managing clients' and banks' own credit, market, liquidity, inflation/interest rate and macro risks)
- Securitisation
- Small and medium-sized enterprises (SMEs)
- Sovereigns, supranationals and agencies (includes all advisory work, restructuring, privatisation and capital markets transactions for SSAs)
- Structured investor products
- Syndicated loans

CONFIDENTIALITY:

A write-up of each winner, including examples of their work, will be featured in the September edition of the The Banker magazine. If any transaction, advice, trade or other element of the submission should not be referenced in this write-up, it must clearly be marked as such by writing in bolded red **[CONFIDENTIAL - start]** at the beginning of the confidential information and **[CONFIDENTIAL - end]** at its end.

ENTRY & JUDGING CRITERIA:

Entries should contain more than one innovation. A series of innovations – whether in the form of transactions, products, strategies or solutions – should be used to show a business’s strength, momentum and consistency, but please ensure that each entry contains significant detail on at least one of the innovations. Where appropriate, entries should highlight the following:

INNOVATION

- Provide a full description of the product, structure or strategy.
- How does this innovation differ from anything similar in the market?
- What has been done to educate the market and ensure the appropriateness of the product?

UTILITY

- How has this benefited a client? How has this benefited an investor? How does it fulfil a need in the market? If appropriate, how has the innovation benefited the creator?
- Does the innovation bring greater clarity or transparency to the market?
- What was the context in which it was created: the problem it was created to solve, the objective it was created to meet?
- If possible, illustrate how this innovation has been monetised – ie, if it is a solution for a client, how much has it saved them? If it is a product, how much has been made?

TRANSFORMATION

- Does the innovation have the potential to transform the way a business or market works?
- How widely is the product/solution applicable in the wider market?
- Has the innovation been replicated? (If so, provide information on when, where, how).
- Has it become or does it have the potential to become an industry standard?

HOW TO ENTER

- Participants should supply a cover sheet with the entry, detailing the name of the bank, the entry category and the name, contact details and postal address of the person responsible for the entry.
- Participants should outline their entry in-line with the three areas for judging. Please give as much detail as possible:
 - 1) Innovation: What is being entered? How does it differ materially from what has gone before?
 - 2) Utility: How has it benefited a client or an investor? How has it fulfilled a need in the marketplace?
 - 3) Transformation: Does it have the potential to transform the market?
- If possible, provide a named customer endorsement
- Pitch books will not be accepted

The judging process will be governed by a confidentiality agreement, which will ensure that any information contained in the entries will be treated as private and confidential if it is marked as such in the entry.

ENTRIES

Entries should include relevant data from **June 2017 to June 2018**.

The closing date for entries is **Friday, June 15th, 2018**.

Please email your entries in separate documents, one entry per category, and one category per document to: **InvestmentBankingAwards@ft.com**

CONTACTS

If you have any queries about the entry process, please contact:

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