



## CATEGORIES AND GUIDELINES

*The Banker's* Investment Banking Awards recognise the banks that are putting sustainability at the heart of what they do, have gone above and beyond to provide excellent service and execution for their clients – even during the most challenging of circumstances – and that have introduced impactful innovation into their work.

The 2021 Awards categories and criteria reflect that being the best in the business means pushing the envelope across all of these areas.

### CATEGORIES

#### INVESTMENT BANK OF THE YEAR:

(Not available for direct entry, winners will be selected on the strength of their regional, product and coverage award entries)

- Investment bank of the year
- Independent investment bank of the year
- Investment bank of the year for sustainability

#### REGIONAL AWARDS:

- Investment bank of the year for Africa
- Investment bank of the year for the Americas
- Investment bank of the year for Asia
- Investment bank of the year for Europe
- Investment bank of the year for Central and eastern Europe
- Investment bank of the year for the Middle East

#### TECHNOLOGY:

- Most innovative trading system
- Best technology innovation in investment banking

For each individual award category, participants must provide a written submission outlining why they believe their bank deserves to win that award.

Please see page 2 for entry and judging criteria.

Please email your entries in separate documents, **one entry per category**, and **one category per document** to: [InvestmentBankingAwards@ft.com](mailto:InvestmentBankingAwards@ft.com) by Friday, July 16th.

#### PRODUCT AND COVERAGE AWARDS:

- Bonds
- Sustainable bonds (green, social and sustainability)
- Sustainable FIG financing
- Sustainable SSA financing
- Emerging markets (includes all advisory work and capital markets transactions for EM entities)
- Equity derivatives
- Equity raising (includes all non-IPO work, such as accelerated book builds and rights issues)
- IPOs
- Infrastructure and project finance
- Islamic finance
- Leveraged finance
- M&A
- Private placements
- Restructuring
- Securitisation
- Green/sustainability-linked loans
- Syndicated loans

#### CONFIDENTIALITY:

A write-up of each winner, including examples of their work, will be featured in the October edition of *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.

## GENERAL ENTRY & JUDGING CRITERIA

For each individual award category, participants should supply a cover sheet with their entry, detailing the name of the bank, the award category and the name, contact details and postal address of the person responsible for the entry.

For each individual award category, participants must provide a written submission outlining why they believe their bank deserves to win that award.

You are encouraged to provide case studies of relevant transactions to support your submission. But please be mindful of choosing examples that showcase the best of your abilities in relation to the criteria listed below.

## REGIONAL, PRODUCT AND COVERAGE AWARDS

Entries will be judged against the following criteria:

- The extent to which environmental, social and governance considerations have been a part of your business activity and how this has benefitted your clients
- How your bank has supported clients to achieve their goals on sustainability
- The extent to which your bank has introduced innovations that have benefitted clients or improved market operations
- The quality of service and execution provided to your clients
- How you overcame, or assisted your clients to overcome, obstacles and difficult market conditions
- How your bank has benefitted your clients and assisted them to meet their objectives

## TECHNOLOGY AWARDS

Entries will be judged against the following criteria:

- Why the innovation was introduced and what makes it useful
- The benefits created by the innovation for clients and/or your bank
- The extent to which the innovation was successful in achieving its goals
- What makes your innovation new or different from what has been done before
- The extent to which it has the potential to transform the broader market

## ENTRIES

Entries should include relevant data from **July 2020 to July 2021**.

The closing date for entries is **Friday, July 16th, 2021**.

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:  
Simon Duffy ([simon.duffy@ft.com](mailto:simon.duffy@ft.com))