

The Banker

DEALS — OF THE — YEAR 2011

HOW TO SUBMIT ENTRIES

Entries should be submitted electronically. Please send them to:

DealsOfTheYear@ft.com

For any queries, please contact:

Amy Duffy

E: amy.duffy@ft.com

T: +44 20 7775 6359

F: +44 20 7775 6421

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Financial Times Building,
One Southwark Bridge, London
SE1 9HL
United Kingdom

Deals of the Year 2011 will be awarded by product and region.

There will be five regions:

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

In each region, there will be an award for the following 10 categories:

- M&A*
- Equities (including IPOs and equity linked)
- Bonds: Corporates
- Bonds: Sovereigns, supras and agencies
- Capital raising: FIG
- Loans
- Restructuring
- Infrastructure & Project Finance
- Structured Finance
- Islamic Finance

* country or region of the award is determined by the TARGET company

1. ENTRY REQUIREMENTS

There is no restriction on the size or format of entries but succinct, relevant entries are more effective.

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

Each entry MUST include the following information:

- Product category
- The name of the client
- The role of your bank (example: joint bookrunner)
- The names of other participating banks
- Relevant contact person within your bank – including contact details
- Description of the deal
- Value (and currency) of the deal
- Transaction dates

Entries must be in by 18 February 2011

The entry period runs from 31 January 2010 to 1 February 2011 – 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. TIPS TO IMPROVE THE IMPACT AND EFFECTIVENESS OF ENTRIES

Supporting information may include any of the following:

- Highlights – what were the standout features that made the deal exceptional
- Background and context to the deal (example: market environment)
- Client objectives (including background to the deal) and specific challenges
- What did the deal achieve? How did it meet client objectives? What obstacles were overcome and how?
- Client feedback
- What was the significance of the deal and in what way did it stand out from others?
- Timeline of key events/developments
- Marketing strategy and tactics
- Demand by geographic distribution and investor type
- Comprehensive pricing information (including pricing references/benchmarks) and aftermarket performance
- Analyst / media comments
- Charts, tables and graphs tell the story better than words