

DEALS OF THE YEAR 2011

DEALS OF THE YEAR AWARDS – CONTINUED EXCELLENCE IN TREASURY

Lloyds Bank Corporate Markets is proud to continue its support of **The Treasurer's Deals of the Year Awards**. As a through-the-cycle bank providing a unique customer-centric banking experience, underpinned by deep relationships, strong banking execution capability and a sophisticated product offering, Lloyds Bank Corporate Markets has continued its commitment in supporting its customers achieve their financing requirements throughout 2011.

These prestigious awards, selected by respected market practitioners, will recognise those companies and individuals that have shown innovation and excellence in treasury over the last 12 months. In each category, all types of deal will be considered and judged on the basis of meeting the consistent criteria set out, rather than on the size of the deal. We would like to encourage all treasurers, bankers and advisors to nominate your deals for **The Treasurer's Deals of the Year Awards 2011**.

The awards will be celebrated at the Deals of the Year Awards Dinner; an exclusive evening event for corporate treasurers to be held on Thursday 9th February 2012. The winners will be announced and be presented with their awards at the dinner.

The winners from 2010 were: Babcock, Essar, Heidelberg, Merck, OHL and Teleticity

AWARDS CATEGORIES

- **Bonds**, incl. high-yield bonds, US & UK PPs
- **Corporate Finance** (hybrids, asset-backed, IPOs, convertibles + other equity)
- **Liability Management** (management/restructuring of existing debt facilities, with a potential element of new finance)
- **Loans – UK & Continental Mid-market Corporates** (loan size < £750m)
- **Loans – UK Larger Corporates** (loan size > £750m)
- **Loans – Continental European Corporates** (loan size > £750m)

PLUS

- **Overall Deals Winner** – selected from the winners of the above categories

PLUS

- **Treasury Team of the Year – market cap > £2bn**
- **SME Treasury Team of the Year – market cap < £2bn**

For private equity deals, leveraged buyouts and other deals which involve several categories, the bank should nominate the deal for one category only.

CRITERIA AND THE SELECTION PROCESS

The Deals of the Year Awards Panel will select a winner and one or more highly commended deal from the list of nominations for each of the above categories.

Deals will be considered from the corporate treasury perspective – the basic criterion is that they show “excellence in corporate treasury”, as demonstrated by any or all of the following:

- Sound treasury management
- Efficient pricing
- Optimal or innovative structure
- Relative success in prevailing market conditions.

The deal must involve a corporate with a UK or Continental European domicile in which the corporate treasury team played a significant role.

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Only **non-financial corporate deals** are considered. Deals from organisations such as supranationals, agencies, municipals and financial institutions will NOT be considered. Deals may be in **any currency**.

Only deals completed between **1 December 2010 and 25 November 2011** qualify for consideration.

The Panel reserves the right to consider a deal in a different category from the one for which it was nominated.

THE DEALS OF THE YEAR AWARDS PANEL

The Deals of the Year Awards Panel comprises a distinguished group of experts from across the spectrum of corporate finance and funding. The Panel will give full consideration to all nominated deals using the stated criteria. The members of the Panel are:

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| o Lesley Flowerdew Atkins (Chair) | o Simon Allocca, Lloyds Bank Corporate Markets |
| o Mary Finn, Burton Foods | o Alex Hall, ABB |
| o Philip Learoyd, SAB Miller | o Peter Matza, ACT |
| o Richard Sedlacek, Rothschild | o Neill Thomas, KPMG Corporate Finance |
| o Charles Van der Welle, ITV | o Paul Watters, Standard & Poor's |
| o Henryk Wuppermann, E.ON | o Sergio Val, GDF Suez |

THE NOMINATIONS PROCESS

Deals may be nominated by members of the ACT and readers of The Treasurer magazine, as well as bankers and advisors involved in those deals. Nominations may be made in two ways:

1. For the **Marketing and Communications** teams of banks or advisors, by submitting the attached **nominations form** with up to three pages of supporting information.
2. For **members of the ACT and readers** of The Treasurer, by providing brief details of the nominated deal and reasons why the deal should be considered.

INFORMATION REQUIRED

Banks' Marketing and Communications teams must provide the following information:

- **Nominations form:** All nominations must be submitted using the relevant form
- All **relevant deal data**, i.e. data for each tranche, pricing, coupon, issue/re-offer, spread, shares
- **Fees** are an important part of the Panel's deliberations therefore please include as much fee information as possible

We may make further inquiries but banks/advisors will not be asked to do a presentation to the Panel.

DEADLINES

- **Initial deadline: Wednesday 2 November 2011**
- Nominations for any deals completed between 1 November and the final qualifying date of 25 November should be sent within **one week** of the deal close if they are to be considered.

DEALS OF THE YEAR 2010

TREASURY TEAM OF THE YEAR

CATEGORIES AND CRITERIA

There will be two categories for this award, to reflect different sizes of companies:

- **Treasury Team of the Year – market cap > £2bn**
- **SME Treasury Team of the Year – market cap < £2bn**

Taking into account the relative sizes of the company and treasury team, this would be the team which across all treasury disciplines – cash management, corporate finance and funding, governance and risk management – demonstrates all or any of the following:

- Sound treasury management
- Strong technical knowledge and ability
- Innovation in technology and systems
- Ability to build strong relationships with the company's bankers and advisors.

Teams may be nominated by members of the ACT and readers of The Treasurer magazine, as well as anyone else involved in the treasury community. Only corporate treasury teams will be considered; the team must be based in the UK or have its head office in the UK. The concept of treasury "team" should also be taken widely – it may consist of one or two people in the treasury department supported by a broader team of people who help perform the treasury function.

Nominations should be made by providing brief details of the team and your reasons for choosing them. Client relationships should be declared.

DEALS OF THE YEAR AWARDS DINNER

The winners of the Deals of the Year and the Corporate Treasury Teams of the Year will be announced on Thursday 9th February 2012 at the Deals of the Year Awards Dinner. This will be an invitation-only evening event with 150 invited guests, mostly treasurers from UK and Continental European corporates. Other than the sponsor, banks will be strictly limited to one banker per bookrunner on the winning deals.

PROMOTIONAL OPPORTUNITIES

Deals of the Year will be given extensive coverage in The Treasurer magazine, providing maximum branding opportunity to profile your bank's expertise in the debt and equity markets to our extensive UK and European corporate readership.

Tombstone advertising is available at special rates for the December/January, February and March issues.

For further information, contact Andrew Lawston on 020 7847 2554 or email alawston@treasurers.org

ABOUT US

The Treasurer magazine is published by The Association of Corporate Treasurers, the leading professional body for international treasury providing the widest scope of benchmark qualifications for those working in treasury, risk and corporate finance. It is circulated to over **9,000** treasury, finance and risk professionals in the UK, Continental Europe and globally.

For further information visit www.treasurers.org

The Treasurer's Deals of the Year 2011 are proudly supported by Lloyds Bank Corporate Markets