

# THE TREASURER Deals of the Year



# 2006

CHAIRMAN OF OUR DEALS OF THE  
YEAR PANEL **MATTHEW HURN**  
REFLECTS ON THE SUCCESS OF  
THIS YEAR'S WINNERS AND  
HIGHLY COMMENDED.



**C**ongratulations to the winners and highly commended runners-up in this year's Deals of the Year Awards. In the ninth year of these awards, the quality and quantity of entrants both continue to reach new highs, and the winners can feel justifiably proud that their achievements have been recognised by their treasury peers.

Our Deals of the Year are the only treasury awards where the winners are judged by fellow practitioners, who know what it is like at the sharp end.

My thanks go to all those treasurers and bankers who entered their deal, to all those who voted, and to my fellow judges, who worked so hard and conscientiously at their difficult task.

The winners and highly commended in each category reflect the underlying confidence that has sustained European capital and credit markets over the year. Those treasurers involved with the winning deals can feel proud that they have been part of some sound deals which have proved a credit to their profession and which any treasurer would be proud to claim as their own.

This year promises to be another fascinating one for deals and we expect Deals of the Year 2007 to be as keenly contested as ever. So please: start thinking about the deals you want to enter for Deals of the Year 2007.

Matthew Hurn is Group Treasurer at DSG international.

CATEGORY	WINNER	HIGHLY COMMENDED
Overall	NXP	
Equity & Equity-Linked	Bayer	Laird
High-Yield Bonds	NXP	TDC
Hybrids	Linde	Lottomatica
Investment-Grade Bonds	British Land Company	Wellcome Trust Finance
Loans	Invensys	E.ON
Mid-market Financing	Croda	Seton House Group
Securitisation and Structured Finance	Arsenal Football Club	Vega ContainerVessel/CMA CGM

Deals were considered in each of the following categories:

- equity and equity-linked;
- high-yield bonds;
- hybrids;
- investment-grade bonds;
- loans;
- mid-market financing; and
- securitisation and structured finance.

They were reviewed and judged based on the following criteria from a corporate treasury perspective:

- sound treasury management;
- efficient pricing;
- optimal or innovative structure; and
- relative success in prevailing market conditions.

## JUDGES

**Chairman:** Matthew Hurn, *Group Treasurer, DSG international.*

Philip Brown, *Group Treasurer, Tate & Lyle.*

Francis Burkitt, *Managing Director Corporate Finance, JPMorgan Cazenove.*

Simon Collins, *Chief Executive Officer Corporate Finance, KPMG.*

Karl Fenlon, *Head of Tax and Treasury, Hanson.*

Ian Fitzgerald, *Director and Head of Syndication and Distribution, Lloyds TSB.*

John Jackson, *Group Treasurer, Scottish & Newcastle.*

Peter Matza, *Policy and Technical Officer, ACT.*

Chris Mitchell, *Managing Director, Head of Institutional Solutions, Financial Markets Lloyds TSB.*

Nick Mourant, *Group Treasurer, Tesco.*

Jonathan Slade, *Director, Capital Markets & Corporate Finance, Diageo.*

Paul Watters, *Head of Loan and High Yield Ratings Europe, Standard & Poor's Credit Market Services.*

Bob Williams, *Treasury Consultant.*