



THE DEALS OF THE YEAR AND TREASURY TEAM OF THE YEAR AWARDS, WITH THEIR STRESS ON CONTINUED EXCELLENCE IN TREASURY, ARE PROUDLY SUPPORTED BY LLOYDS TSB CORPORATE MARKETS.

Nominations are now open for the Deals of the Year Awards, which The Treasurer magazine is once again delighted to be organising. The awards celebrate the achievements of corporate treasurers in successfully accessing the debt and equity markets on behalf of their companies. In each category, all types of deal will be considered and judged on the basis of meeting the criteria (explained below), rather than on the size of the deal.

The awards will be celebrated at the Deals of the Year Awards Dinner, an exclusive evening event for corporate treasurers to be held on Wednesday 3 February 2010. The winners will be announced and presented with their awards at the dinner.

Previous winners include Invensys, AB-InBev, Rexam, Cookson, Bayer, Grainger, and Tesco.

AWARDS CATEGORIES

- **Bonds** including high-yield bonds
- **Corporate Finance** hybrids, asset-backed, IPOs, convertibles and other equity
- **Liability Management** management/restructuring of existing debt facilities, with a potential element of new finance
- **Loans, UK & Continental Midmarket Corporates** (deal size <£750m)
- **Loans, UK Larger Corporates** (deal size >£750m)
- **Loans, Continental European Corporates** (deal size >£750m)

PLUS

- **Overall Deals of the Year Winner** selected from the winners of the above categories
- AND**
- **Treasury Team of the Year** (market cap >£2bn)
- **SME Treasury Team of the Year** (market cap <£2bn)

For private equity deals, leveraged buy-outs and other deals that span several categories, the deal should be nominated 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 categories.

Deals will be considered from the corporate treasury perspective. The fundamental 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; and
- 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.

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

Only deals completed between 1 January 2009 and 31 December 2009 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 NOMINATIONS PROCESS Deals may be nominated by any ACT member and readers of *The Treasurer*, as well as bankers and advisers involved in those deals.

Nominations may be made in two ways:

- marketing and communications teams of banks or advisers should fill in and submit the nominations form (available as a download from <http://tinyurl.com/lwquxz>) with up to three pages of supporting information; and
- members of the ACT and readers of *The Treasurer* should provide 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 relevant deal data, such as details of tranches, pricing, coupon, issue/re-offer, spread and shares; and
- as much fee information as possible – fees are an important element in the panel's deliberations.

The Awards panel may make further inquiries but banks will not be asked to do a presentation to the panel.

THE DEALS OF THE YEAR AWARDS PANEL

A distinguished group of experts from across the spectrum of corporate finance and funding make up the Deals of the Year Awards panel. The panel will give full consideration to all nominated deals and use the criteria set out in this article to select the winners of each category, plus an overall winner.

The members of the panel are:

- **Jonathan Slade**, Rio Tinto (*chair*)
- **Francis Burkitt**, NM Rothschild & Sons
- **Mary Finn**, Burton Foods
- **Ian Fitzgerald**, Lloyds TSB
- **Lesley Flowerdew**, WS Atkins
- **Sean Hanafin**, Citi
- **Peter Matza**, ACT
- **Claudio Menghi**, Nestlé
- **Nick Mourant**
- **Neill Thomas**, KPMG Corporate Finance
- **Paul Watters**, Standard & Poor's
- **Henryk Wuppermann**, E.ON

DEADLINES The initial deadline is Wednesday 11 November 2009.

Nominations for any deals completed after 1 November should be sent to the ACT within one week of the close of the deal if they are to be considered.

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 capitalisation >£2bn)
- SME Treasury Team of the Year (market cap <£2bn)

The panel will take into account the relative sizes of the company and treasury team and will be looking for teams which across all treasury disciplines – cash management, corporate finance and funding, governance and risk management – demonstrate all or any of the following :

- sound treasury management;
- strong technical knowledge and ability;
- innovation in technology and systems; and
- the ability to build strong relationships with the company's bankers and advisers.

Teams may be nominated by all members of the ACT and readers of *The Treasurer*, as well as anyone in the treasury community. Only corporate treasury teams will be considered, and the team must be based in the UK or have its head office in the UK.

The concept of treasury "team" should 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 include brief details of the team and your reasons for choosing them. Client relationships should be declared.

A MESSAGE FROM OUR SPONSOR

Lloyds TSB Corporate Markets is proud to continue its support for the *The Treasurer's* Deals of the Year Awards and is delighted that as a through-the-cycle relationship bank Lloyds Banking Group has been able to support our customers in achieving their financing requirements during 2009.

These prestigious awards, voted for by respected market practitioners, will recognise those companies and individuals that have shown innovation and excellence in treasury over the last 12 months.

The recent economic environment has presented many challenges to all of us in business and specifically to treasury teams seeking to raise finance in the markets. Despite this, many transactions are still successfully being executed and there have been some truly great examples over the past year. I would like to encourage all treasurers, bankers and advisers to nominate their deals for the *Treasurer's* Deals of the Year Awards 2009.

Diana Brightmore-Armour, CEO Corporate Banking, Lloyds Banking Group

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