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# Deals of the Year Awards 2011

AS AUTUMN COMES AROUND, THOUGHTS TURN TO THE TREASURER'S DEALS OF THE YEAR AWARDS AND THE CHANCE FOR TREASURERS TO CELEBRATE THEIR ACHIEVEMENTS. **PETER MATZA** EXPLAINS.

The Treasurer magazine is delighted to be organising once again its Deals of the Year Awards, which celebrate the achievements of corporate treasurers and finance managers in successfully managing and accessing the debt, corporate finance and equity markets on behalf of their companies. This will be the Awards' 14th year and we are expecting the range and quality of nominations to continue to be of the highest standard. These Awards are the only treasury awards where the winners are judged by fellow practitioners and market professionals, who know the difficulties involved in organising and executing deals. Similarly, the Teams of the Year Awards offer treasury teams recognition for their considerable and enduring contribution to their companies.

In each Deal of the Year category, all types of deal of whatever size or level of complexity and from across the EU are considered and judged on the basis of meeting the criteria. In previous years we have reviewed deals varying in size from \$25m to \$45bn coming from

diverse companies in Spain, Finland, Italy, Poland and the UK. The roll call of previous winners demonstrates the breadth of companies involved, and includes ABB, BHP Billiton, Babcock, Essar, Heidelberg and Telety.

Nominations for the Awards will open towards the end of September. Treasurers themselves as well as their advisers and bankers are encouraged to nominate as many of their own deals as they wish. All readers of the magazine are potential winners and are urged to make sure they enter their nominations in time. Lloyds Bank Corporate Markets is proud to continue its support of The Treasurer's Deals of the Year Awards.

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## The fundamentals of success

The deals are 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.