



DEALS OF THE YEAR 2015

DEALS OF THE YEAR AWARDS – CONTINUED EXCELLENCE IN TREASURY

These prestigious peer-reviewed awards - the only awards from a professional treasury association in the EU - continue to recognise those companies and individuals in the EU that have shown innovation and excellence in treasury over the last 12 months.

We would urge all treasurers, bankers and advisors to nominate your deals for **The Treasurer's Deals of the Year Awards 2015**.

Want to know why they are important?

Want to know how you can help your corporate clients?

Watch our videos or listen to our podcast at <https://www.treasurers.org/awards/2015> and hear from the Chair of our judges, our sponsor and a winning treasurer what makes these awards so special

The awards will be celebrated at the Deals of the Year Awards Dinner; an exclusive invitation-only evening event for corporate treasurers to be held in February 2016. The winners will be announced and be presented with their awards at the dinner.

Winners from 2014 included: Sky, Ryanair, Merck, J Sainsbury and Deutsche Annington

AWARDS CATEGORIES FOR 2014

• *Bonds, including high-yield bonds, private placements, multi-currency tranches, 2 categories*

❖ **Above** £500m (or equivalent value)

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• *Corporate Finance, (hybrids, IPOs, convertibles, M&A-related, trade finance and SCF)*

• *Loans, 2 categories*

❖ **Above** £750m (or equivalent value)

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PLUS

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

PLUS

• *UK Treasury Team of the Year – market cap > £2bn*

• *UK Medium sized business Treasury Team of the Year – market cap < £2bn*

• *EU Treasury Team of the Year*

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



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

Only non-financial corporates deals with a UK or Continental European domicile in which the corporate treasury team played a significant role 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 2014 and 31 October 2015** 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: (new judges may be announced)

The members of the Panel are:

- ***Lesley Flowerdew, Atkins (Chair)***
- ***Julie Fabris, Birds Eye Iglo***
- ***María De La Fuente, Iberdrola***
- ***Philip Learoyd, SAB Miller (Deputy Chair)***
- ***Peter Matza, ACT***
- ***Richard Sedlacek, Rothschild***
- ***Clare Francis, Lloyds Bank***
- ***Paul Watters, Standard & Poor's***
- ***Henryk Wuppermann, E.ON***
- ***Paul Johns, Selecta***

THE NOMINATIONS PROCESS

Deals may be put forward by anyone in a corporate treasury, **as well as** by bankers and any advisors involved in those deals. Supporting information can be sent to pmatza@treasurers.org

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

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

DEADLINES

- **Guillotine deadline: 3 November 2015**

TREASURY TEAM OF THE YEAR

CATEGORIES AND CRITERIA

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

- UK Treasury Team of the Year – market cap > £2bn
- UK Medium sized business Treasury Team of the Year – market cap < £2bn
- EU Treasury Team of the Year - any market cap

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 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.

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 in February 2015 at the Deals of the Year Awards Dinner. This will be an **invitation-only** evening event with invited guests, mostly treasurers from UK and Continental European corporates.

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

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tom.fountain@thinkpublishing.co.uk**