

IFR AWARDS 2020 PROCESS

We are inviting banks to pitch for the IFR Awards 2020.

We have made some changes to the awards process and dinner due to the coronavirus pandemic. Most significantly we are extending the period for eligible deals to the end of the year and publishing the winners on our website on February 26 and in the Review of the Year supplement dated February 27.

We are restricted by the ongoing pandemic but we hope to be able to present the awards at an event in spring 2021.

The awards year runs from November 16 2019 to December 31 2020.

To help with our selections, banks, advisers and issuers may submit brief written presentations along with supporting data. IFR journalists will also organise pitch meetings.

Pitching is entirely optional and consideration for an award will not be limited to advisers or issuers that participate in this way.

All written pitches should reach us by November 13.

We will continue to monitor the market until the end of the year and banks may submit addenda to include significant deals that price after submitting their pitches.

In your presentations for house awards you may want to summarise achievements in the awards year. For instance:

- How has your institution progressed over the course of the year?
- What strategic goals have been met?
- How have they been achieved?
- In what ways has your institution adapted to the trends that have driven market activity during the year?
- How has your institution supported clients through the coronavirus pandemic?
- What has been noteworthy about your deal roster, whether in terms of size, geographical and/or sectoral diversification, degree of innovation or complexity?

Presentations should include individual summaries of the main relevant transactions. Separate documents should be submitted for each major asset class. Pitch meetings with IFR journalists are

limited to a maximum of two hours per asset class. The contents of pitch meetings will be “on the record”, though comments can be made “off the record” if specifically stated at the time. Meetings will be held in November and December.

Pitch documents should be emailed to IFRAwards@refinitiv.com for Global, EMEA and Americas categories. Submissions for Asia-Pacific categories should be sent to steve.garton@refinitiv.com.

Please indicate for which awards you are pitching, giving appropriate contact details.

Final selections will be made by the senior editorial team.

Notes on award categories:

- 1) Banks do not need to be active across the whole region to be considered for regional house awards. Banks do not need to be active in all regions to qualify for global awards.
- 2) Only transactions where a firm is acting as a non-underwriting adviser are considered for Capital Markets Adviser.
- 3) M&A Adviser covers transactions completed in the awards year.
- 4) Bank for Financial Institutions, Governments and Financial Sponsors covers all capital markets activity across regions, from LME to rights issues, privatisations to century bonds, LBOs to IPOs and M&A and everything in between.
- 5) Bank for Sustainable Finance will espouse the creed it promotes having put ESG/sustainable issues at the heart of the firm, as well as being active in related capital market financings.
- 6) ESG/Sustainable House will recognise the pre-eminent bank in ESG/sustainable underwriting.
- 7) For M&A-related financing, loans will only be considered if the M&A transaction has completed in the awards year, as it is at this point they are funded. Bonds need to have priced within the awards year but are not contingent on the M&A having also completed.
- 8) Financing Package represents one financing programme across asset classes but all parts need not have been executed concurrently.
- 9) Pandemic Response Financing is for a single or package of transactions by an issuer in response to the coronavirus pandemic.
- 9) Leveraged and Mid-Market Loans feed up into Loan House awards.

10) Bond awards do not embrace structured finance, which is treated separately.

11) Bond and Bond House awards for Financial, SSAR and Covered are cross-currency.

12) US Bond House comprises all US dollar issuance in the US, including Yankees.

13) Only 144A and SEC-registered US dollar issues are eligible for US Bond and Yankee Bond awards.

14) SEC-registered and 144A deals from issuers based in emerging markets are included in Emerging Market categories (along with domestic bond issues, etc).

15) Regional Bond House awards are for any issuers in the relevant regional currencies, for example Europe Investment-Grade Corporate Bond awards are for investment-grade corporates in European currencies (including Eurodollars).

16) Yen Bond awards include Samurais.

17) Niche-Market Bond awards comprise bonds in non-core currencies or niche markets in major currencies, such as Formosa.

18) SPAC IPO House focuses on underwriting and structuring of cash shell IPOs rather than M&A on the back end.

19) Structured Equity comprises equity-linked transactions, including those with derivative components, and structured cash equity transactions. Structured Equity feeds up into Equity House awards.

20) Corporate equity derivatives feed into Equity Derivatives House.

21) Restructuring includes formal debt restructurings and balance sheet restructurings.

22) Middle East Bond House feeds up into Emerging EMEA Bond House.

If you have any questions about the awards process, please contact
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Details on the event will be available at
www.ifrawards.com.

IFR AWARDS 2020 PROCESS

■ TOP AWARDS

Bank of the Year
Bond House
Equity House
Loan House
Derivatives House
Emerging Markets Bond House
ESG/Sustainable House
Capital Markets Adviser
M&A Adviser
Restructuring Adviser
Bank for Financial Institutions
Bank for Governments
Bank for Financial Sponsors
Bank for Sustainable Finance

■ ISSUER AWARDS

SSAR Issuer
Financial Issuer
Corporate Issuer
ESG/Sustainable Issuer
Financing Package
Pandemic Response Financing

■ BOND AWARDS

US Bond House
US Bond
Yankee Bond
Euro Bond House
Euro Bond
Yen Bond House
Yen Bond
Sterling Bond House
Sterling Bond
Swiss Franc Bond House
Swiss Franc Bond
Niche-Market Bond House
Niche-Market Bond
North America Investment-Grade
Corporate Bond House
North America Investment-Grade
Corporate Bond
Europe Investment-Grade Corporate
Bond House
Europe Investment-Grade Corporate
Bond

North America Financial Bond House
North America Financial Bond
Europe Financial Bond House
Europe Financial Bond
SSAR Bond House
SSAR Bond
Covered Bond House
Covered Bond
North America High-Yield Bond House
North America High-Yield Bond
Europe High-Yield Bond House
Europe High-Yield Bond

■ STRUCTURED FINANCE AWARDS

North America Structured Finance
House
North America ABS Issue
North America RMBS Issue
North America CMBS Issue
EMEA Structured Finance House
EMEA Structured Finance Issue
Asia-Pacific Structured Finance Issue

■ EMERGING MARKETS AWARDS

Emerging EMEA Bond House
Emerging EMEA Bond
Middle East Bond House
Latin America Bond House
Latin America Bond
Latin America Local Currency Bond
Asia Bond House
Asia Bond

■ RESTRUCTURING AWARDS

EMEA Restructuring
Americas Restructuring
Asia Restructuring

■ DERIVATIVES AWARDS

Equity Derivatives House
Credit Derivatives House
Interest Rate Derivatives House
Foreign Exchange Derivatives House

■ LOAN AWARDS

Americas Loan House
North America Loan
Latin America Loan
EMEA Loan House
EMEA Loan
Asia-Pacific Loan House
Asia-Pacific Loan
North America Leveraged Loan
EMEA Leveraged Loan
North America Mid-Market/Private
Debt Loan
EMEA Mid-Market/Private Debt Loan

■ ESG/SUSTAINABLE AWARDS

ESG/Sustainable Bond
ESG/Sustainable Loan
ESG/Sustainable Equity/Structured
Equity Issue
ESG/Sustainable Opinion Provider

■ EQUITY AWARDS

North America Equity House
North America IPO
North America Secondary Equity Issue
Latin America Equity House
Latin America Equity Issue
EMEA Equity House
EMEA IPO
EMEA Secondary Equity Issue
Asia-Pacific Equity House
Asia-Pacific IPO
Asia-Pacific Secondary Equity Issue
SPAC IPO House
US Mid-Market Equity House

■ STRUCTURED EQUITY AWARDS

Americas Structured Equity House
Americas Structured Equity Issue
EMEA Structured Equity House
EMEA Structured Equity Issue
Asia-Pacific Structured Equity House
Asia-Pacific Structured Equity Issue