

IFR AWARDS 2013 PROCESS

We invite banks to pitch now for the IFR Awards and IFR Americas Awards 2013. In order to help with our selection, banks and issuers may submit brief written presentations along with supporting data.

IFR journalists will also organise pitch meetings. However, pitching is entirely optional and consideration for an award will not be limited to advisers or issuers that participate in this way.

The pitching process for the IFR Americas Awards will run alongside the process for IFR Awards.

All written pitches should reach us by October 14.

We will continue to monitor the market until the end of the awards year (the period in which deals must price for consideration) on November 15, and banks may submit addendum to include significant deals that price after submitting their pitches.

The awards year runs November 16 2012 to November 15 2013.

Presentations for House of the Year awards should summarise achievements in the awards year.

- 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?
- What has been noteworthy about your deal roster, whether in terms of deal size, geographical and/or sectoral diversification, or degree of innovation?

Presentations should include individual summaries of the main relevant transactions. Separate documents should be submitted for each major asset class.

For each house award please email photographs of the relevant bankers/advisers for the business line to anna.farish@thomsonreuters.com as soon as possible.

Please limit pitch meetings to IFR journalists to a maximum of two hours per asset class. The contents of pitch meetings will be considered to be "on the record", though comments can be made "off the record" if specifically stated at the time.

Pitch documents must be sent by post or courier delivery to the relevant regional centre (see below), along with a covering letter indicating for which awards you are pitching and giving appropriate contact names. Please enclose two copies of each pitch.

For global awards, derivatives and all awards in the Europe, Middle East and Africa region, please send two copies of each presentation to:

Matthew Davies, Editor – IFR
Thomson Reuters, Aldgate House
33 Aldgate High Street, London,
EC3N 1DL

For all Asia-Pacific awards:

Steve Garton, Editor – IFR Asia
Thomson Reuters, 10/F Cityplaza 3
14 Taikoo Wan Road,
Taikoo Shing, Hong Kong

For all Americas awards:

Stephen Lacey, US Editor – IFR
Thomson Reuters, 3 Times Square
New York, NY, 10036-6564

Final selections will be made by the senior editorial team and the winners will be announced in the IFR Review of the Year 2013 and IFR Americas Review of the Year 2013 on December 13.

Notes on award categories:

- 1) Leveraged loan deals feed up into Loan House awards.
- 2) Bond awards do not embrace Structured Finance, which is treated separately.
- 3) The bond and house awards for Financial, SSAR and Covered are cross-currency.
- 4) European Investment-Grade Corporate Bond awards are for investment-grade corporates in European currencies (including Eurodollars).
- 5) IFR Americas Bond Awards comprise all US dollar issuance in the US, including Yankees.
- 6) Yen Bond Awards include Samurais.
- 7) Structured equity comprises equity-linked transactions, including those with derivative components, and structured cash equity transactions. Corporate equity derivatives fall under the Equity Derivatives House Award.
- 8) Equity House also includes Structured Equity.

If you have any questions about the awards process, please contact Editor Matthew Davies on +44 20 7369 7560 or Deputy Editor Owen Wild on +44 20 7369 7725. For Americas-specific questions contact Stephen Lacey on +1 646 223 8808.

IFR Awards and IFR Americas Awards will be announced on December 13.

Presentation of the IFR Awards at the Grosvenor House Hotel, London will take place in the presence of HRH The Princess Royal on January 22 2014.

The IFR Americas Awards will be presented at Thomson Reuters, Times Square, New York on February 12 2014.

IFR AWARDS 2013 PROCESS

IFR AWARDS 2013

■ TOP AWARDS

Bank of the Year
Bond House
Equity House
Loan House
Structured Finance House
Derivatives House
Restructuring Adviser
Emerging Market Bond House

■ ISSUER AWARDS

Issuer of the Year
SSAR Issuer
Corporate Issuer
Financial Issuer

■ BOND AWARDS

US Dollar Bond House
US Dollar Bond
Euro Bond House
Euro Bond
Yen Bond House
Yen Bond
European Investment-Grade
Corporate Bond House
European Investment-Grade
Corporate Bond
Financial Bond House
Financial Bond
SSAR Bond House
SSAR Bond
Covered Bond House

Covered Bond
Swiss Franc Bond House
Swiss Franc Bond
Sterling Bond House
Sterling Bond
High-Yield Bond House
EMEA High-Yield Bond House
EMEA High-Yield Bond
North America High-Yield Bond
House
North America High-Yield Bond

■ STRUCTURED FINANCE AWARDS

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

■ EMERGING MARKETS AWARDS

Emerging EMEA Bond House
Emerging EMEA Bond
Latin America Bond House
Latin America Bond
Asia Bond House
Asia Bond

■ DERIVATIVES AWARDS

Credit Derivatives House
Interest Rate Derivatives House
Equity Derivatives House
Commodity 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

■ EQUITY AWARDS

Americas Equity House
North America Equity Issue
Latin America Equity Issue
EMEA Equity House
EMEA Equity Issue
Asia-Pacific Equity House
Asia-Pacific Equity Issue

■ 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

IFR AMERICAS AWARDS 2013

■ TOP AWARDS

Americas Issuer
Americas Financing Package
US Debt House
US Equity House

■ US AWARDS

Investment-Grade Bond House
Investment-Grade Bond
High-Yield Bond House
High-Yield Bond
Loan House

Loan
Leveraged Loan
Equity Issue
IPO
Mid-market Equity House
Structured Finance House
Structured Finance Issue
Structured Equity House
Structured Equity Issue

■ CANADA AWARDS

Capital Markets Issue

■ LATIN AMERICA AWARDS

Bond House*
Bond*
Domestic Currency Bond
Loan*
Equity House
Equity Issue*

* Feature in both IFR Awards and
IFR Americas Awards