Euromoney Awards for Excellence 2008
Submissions Guidelines

Latin America Jurisdictions

Submissions Deadline end of day, Friday May 2\textsuperscript{nd} 2008

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The Euromoney Awards for Excellence continue to be the most respected global awards for banking excellence. Building on our established criteria of past years, we will continue to combine quantitative data with informative and important subjective judgements.

The awards will be presented at a dedicated ceremony that will take place in \textbf{July 2008}. This event has been specifically created to boost the local and regional profile of the awards and we expect all winners to attend.

Winners will also be welcome to attend the global event in London in July.

Awards will be judged on achievements and developments from April 1\textsuperscript{st} 2007 to March 31\textsuperscript{st} 2008 (Q2, 3 & 4 2007 Q1 2008).

The results of the awards will be published in the July issue of Euromoney Magazine.

For a list of award jurisdictions that Euromoney defines as being in Latin America please see the Appendix.

All cumulative data to be supplied i.e. Total Assets are to be those as of March 31\textsuperscript{st} 2008.
Criteria of Euromoney Awards for Excellence

**Best Bank**

PLEASE NOTE: All awards are entirely at the editor’s discretion. The awards are given to banks which have shown growth, ratings improvement and innovation over the past 12 months. Leadership in terms of size, value of business or of profitability is only part of the judgement process.

- This award is for institutions with commercial and retail banking capabilities.

- To be eligible all applicants must be fully regulated, deposit taking entities in the markets they are submitting for.

- To be considered for this award the form entitled “Best Bank Form” MUST BE COMPLETED for ALL the geographies you wish to be considered for. Therefore if your institution wishes to be considered for the Best Bank award in X geographies then you must complete X number of forms.

- The regional award for Best Bank in the Latin America will be awarded on the basis of BOTH geographical coverage of a region AND best practice within a region. Therefore banks with single country operations are not necessarily excluded from consideration for Best Bank in the region.

- As well as the “Best Bank Form” banks may supply additional material to best communicate their strengths and achievements. These should accompany your “Best Bank Form”, be in word format and no longer than 2 pages. Submissions should be no more than 2 pages long in total for ALL categories. Not 2 per pages per category, but all submissions must add up to a maximum of 2 pages. Anything more will not be read.

- The award will also take into account the capabilities of investment-banking arms, and how these complement the commercial banking operation of an institution. Banks do not necessarily need to have investment banking operations to win.

- For banks wishing to be considered for Best Bank in the region Euromoney recommends a separate document outlining the products and services that your institution offers in the other countries defined as part of the Latin America by Euromoney.

- Euromoney will use public data sources to ascertain the size of the market and the relative shares of banks. If you dispute any of the following sources and their accuracy in portraying the market or your share in it please make it clear in your submission:
  - Bureau Van Dyke - BankScope
- Bloomberg
- Capital Intelligence
- Dealogic DCM Analytics and Loan Analytics
INVESTMENT BANKING AWARDS

- Euromoney will determine on a market by market basis whether it will present an award for

  BEST INVESTMENT BANK AWARD

  OR

  Separate awards for:

  BEST EQUITY HOUSE

  BEST DEBT HOUSE

  BEST M&A HOUSE

- The decision on which awards it will present will be determined by the level of market sophistication and activity in the period April 1st 2008 to March 31st 2008.

- These awards are for banks/ investment banks/ brokerages that are active in the investment banking markets of the country for which the award is being presented.

- This is defined as:

  - Activity on local stock exchanges AND also raising equity/debt in a foreign market for a client headquartered in the country for which the award is being presented.

  - For M&A transactions Euromoney will consider:

    - “In-In” deals - M&A between 2 locally headquartered institutions

    - “In-Out” and “Out-In” deals - M&A between one overseas headquartered institution and one locally headquartered institution

  - Debt products deemed to be admissible include

    - Loans

    - Bonds (both local market and Euromarket)

    - Securitisation and ABS

    - MTN and CP

    - Credit Hybrids

- For the purposes of the award both publicly listed and unlisted deals are admissible (please provide deal details for the unlisted ones).
• All submissions should be in word format and reflect your role in the primary market, secondary market and research.

• Submissions should be no more than 2 pages long in total for ALL categories. Not 2 per pages per category, but all submissions must add up to a maximum of 2 pages. Anything more will not be read.

• If you have either EQUITY or CREDIT derivatives offering please elaborate on volumes and structures.

• Euromoney will use public data sources to ascertain the size of the market and the relative shares of banks. If you dispute any of the following sources and their accuracy in portraying the market or your share in it please make it clear in your submission:
  
  o Dealogic ECM Analytics and M&A Analytics

  o Bloomberg

  o Local Stock Exchange data

**Best Risk Management (by Region only)**

Please provide examples of new products, as well as advisory roles, which have assisted clients to manage risks. Please draw attention to specific instances where you helped your client -- be it corporate, investment manager or financial institution -- in an innovative or highly effective way over the past 12 months. Everything submitted is confidential unless you win, in which case we need to back up our reasons for giving the award with facts. So you need to be happy that anything you give us meets the criterion of 'might be cited by us if you win'.
BEST FX BANK IN REGION

- This award is for banks with active customer driven FX offerings.

- Euromoney requests that banks who wish to be considered for this award to submit details, with volumes (customer trading only) where possible, of their business in the following areas:
  - Money Market
  - Spot FX
  - FX derivatives including structured products (if applicable)
  - Swaps (if applicable)

- Please include details on the breadth products your bank offers.

- Euromoney will give extra weighting to innovative products, relative to the market banks are operating in, that banks are distributing to clients. Therefore please include details of any new products and especially bespoke structured products you have designed for clients.

- Euromoney will refer to the Euromoney FX Poll 2008 for volumes.
BEST PROJECT FINANCE BANK

- This award is for banks that have been active in the project finance market in the period between 1\textsuperscript{st} April 2008 to March 31\textsuperscript{st} 2008.

- Euromoney will take into account both the volume and number of deals that a bank has conducted in the qualifying period.

- Euromoney requests that all submissions be in word format.

- Euromoney will use public data sources to ascertain the size of the market and the relative shares of banks. If you dispute any of the following sources and their accuracy in portraying the market or your share in it please make it clear in your submission and your reasons why:
  - Dealogic Loan Analytics
  - Dealogic ProjectWare

- Euromoney will specifically look at innovations banks have brought to the market in:
  - Tenure
  - Industry Sectors
  - Funding Structure
  - Cross Border
BEST CASH MANAGEMENT BANK

- This award is for the bank that provides the most comprehensive cash management solutions to clients operating in the Latin America.

- Please provide details and client testimonials of innovative solutions your bank has provided to major corporations with pan regional cash management needs.

- If your bank is the regional cash management partner for an international cash management and payments provider please supply details of the breadth of your alliance/alliances (geographic and product).

- Euromoney will use public data sources to ascertain the size of the market and the relative shares of banks. If you dispute any of the following sources and their accuracy in portraying the market or your share in it please make it clear in your submission:

  - Euromoney Cash Management Poll 2008
  - Bureau Van Dyke - BankScope
Appendix

Country Awards:

Argentina     Guatemala
Bahamas     Honduras
Barbados     Jamaica
Bermuda     Mexico
Bolivia     Nicaragua
Brazil     Panama
Chile     Paraguay
Colombia     Peru
Costa Rica     Trinidad and Tobago
Dominican Republic     Uruguay
Ecuador     Venezuela
El Salvador

Latin America Regional Awards:

Best Bank in Latin America
Best Investment Bank in Latin America
Best Debt House in Latin America
Best Equity House in Latin America
Best M&A House in Latin America
Best Cash Management in Latin America
Best FX Bank in Latin America
Best Risk Management House in Latin America
Best Project Finance Bank in Latin America

Award for Outstanding Contribution to Development of Financial Services in Latin America

N.B. Euromoney reserves the right to not award any of the above awards if Euromoney deems that insufficient activity has taken place in that particular market.