GLOBAL AWARDS

REVIEW PERIOD MAY 1 2019 TO APRIL 30, 2020

SUBMISSION DEADLINE THURSDAY, MAY 14

SHORTLISTED INTERVIEW WINDOW MAY 18 to JUNE 12

NOTIFICATIONS TO WINNERS NO LATER THAN JUNE 26

Note to all participating banks from the editor:

The aims of Euromoney’s Awards for Excellence are to reward banks and investment banks that can demonstrate an ability to deliver the different parts of their firms to meet clients’ needs and adapt to market and regulatory conditions and to consider candidates for these awards that might not be global in scale, but are truly world-class in the way they are run and in the services they deliver to clients.

While league tables and other comparative data remain a useful guide to our deliberations, the onus is on banks to show their excellence as a firm in delivering a clearly differentiated offering for their clients and in producing best-in-class financial performance. The goal of your submissions should be to focus on these elements. Where possible, we also put great value on third-party endorsements: there is, after all, no better way of backing up your claims than having a client say your bank or firm did a great job for them.

We have given advance notice of the window during which interviews with shortlisted banks will take place. We hope this extra time and notice will help you to plan ahead for arranging those meetings, which are vitally important to our decision-making process.

The global awards will be announced at our annual Awards for Excellence dinner on July 15 in London.

We look forward to recognising the banks around the world that are best placed to thrive in the years and decades to come.

Clive Horwood
Editor
Euromoney
SUBMISSION AND DECISION-MAKING PROCESS

Each global award submission should tell the story of why your firm has demonstrated that it is best-in-class in the category in question during the review period.

The review period is the 12 months from May 1 2019 to April 30 2020 (please note: this is different to the country and regional awards). Submissions should be presented in PDF format at a maximum length of FOUR SIDES OF A4 PAPER.

For global awards, submissions will be considered by our editorial team, who will then draw up official shortlists for each category and invite the shortlisted banks to present their credentials in a formal interview. That formal interview is compulsory if you wish to win an award. The editorial committee, which is chaired by the editor, will then make final choices for each award winner.

It is up to you how you choose to tell your own story in the most compelling way, but some of the things that we will be looking for include:

• demonstrable best-in-class abilities in the business area under review; global reach is a positive factor, but is not required in order to be a candidate;
• a clear ability to adapt to changing market conditions and the regulatory environment, both as a business and as a firm that meets its clients’ needs;
• a small number of case studies from transactions that demonstrate innovation and excellence, especially those that show long-term commitment and relationships with clients;
• testimonials from clients and, if possible, the chance to talk to your clients about the work you have done for them;
• data, both from league tables (please use Dealogic) and your own published financial results that demonstrate outperformance relative to your peers and competitors; and
• above all, excellence in how the business area is run and in the service that is provided to clients.

Please remember that the awards will focus on performance and delivery over the 12 months in each category – a longer-term track record is important, but will not be enough in and of itself to merit an award.

We are aware that some categories will overlap in terms of the business areas under consideration. They are not mutually exclusive, so you should not be concerned if multiple submissions touch on similar deals or business performance. As always, we reserve the right to amend or remove categories from the global awards during the submission and interview process.

CATEGORIES

Best bank
This award will go to an industry-leading bank that shows strong financial performance across key metrics; that has a clearly differentiated business model founded on the core strengths of its franchise; that has shown an ability to adapt to changing market and regulatory conditions; that is innovative; and has established a track record of delivering on its targets to shareholders and commitment to its clients.

Clive Horwood
Best investment bank
This award will go to an industry-leading firm that shows an ability to deliver for its clients across investment banking products and sectors, including financing, advisory and markets, while demonstrating strong financial performance and risk management. The winner will need to prove it has a business mix that suits both the franchise of the firm and the changing market and regulatory environment.
Mark Baker

Banker of the year
The winner of this award will be a senior bank executive who has shown the value of leadership over the review period, whether in establishing an industry-leading bank or business line, or in turning around the fortunes of an institution that was previously struggling. The winner will be able to demonstrate a clear and appropriate strategic vision that he or she has delivered on.
Peter Lee

Best bank for financing
This award will recognise the firm that stands out across debt and equity capital markets, lending (including structured and leveraged), M&A financing, risk management trades, etc. for all client sectors. Smart and innovative solutions are more important to this award than scale. Geographic diversity is a positive, and cross-asset class capabilities are a prerequisite of success.
Mark Baker

Best bank for advisory
This award will go to the firm that can demonstrate best-in-class advice to clients across corporates, FIG and SSAs around M&A, restructuring, risk management and regulatory issues. Innovation and an ability to demonstrate understanding of and response to clients’ needs are of primary importance. Good advice can be recommending to clients that they should not do something as much as recommending what they should do.
Peter Lee

Best bank for markets
This award will go to the bank that shows excellence and commitment to sales and trading in all important asset classes, providing consistent and well-priced liquidity, as well as demonstrating leadership in technology and research. The winning bank will need to demonstrate a best-in-class ability to continue to service their institutional clients in difficult market and regulatory conditions.
Mark Baker

Best bank for transaction services
The winner of this award will be the bank that shows proven excellence in its corporate and financial institution relationships in cash management, payments and trade finance. An ability to help clients across geographies is important to this award, as is innovation through technology. Providing details of important client-mandate wins is important, as is demonstrating best-in-class financial performance.
Kanika Saigal

Best bank for wealth management
The winner of this award will be a private bank or wealth-management division that can demonstrate a proven track record in providing best-in-class service to wealth management clients on an international scale, combining excellence in advice, products, technology and innovation, as well as demonstrating growth in client assets and revenues and strong financial performance.
Helen Avery
Best bank for corporates
Banks submitting for this award will need to demonstrate their ability to provide banking services to corporates across credit and lending, capital markets financing, advisory, transaction services and risk management. There will be a particular focus on serving multi-national corporations.
Louise Bowman

Best bank for financial institutions
Banks submitting for this award will need to demonstrate their ability to provide banking services to financial institutions across credit and lending, capital markets financing, advisory, liquidity provision, transaction services and risk management. A track record in multiple geographies will be important in this award.
Louise Bowman

Best bank for public-sector clients
This award will focus on financing and advisory for sovereigns, supranationals and agencies, as well as other public-sector organizations, such as export finance institutions. It will also incorporate the financing of large infrastructure projects. The winning bank will need to demonstrate international diversity in its business.
Dominic O'Neill

Best bank in the emerging markets
This award is open to two types of candidates: those that can demonstrate excellence across the emerging markets in multiple jurisdictions, or those that show best-in-class performance at a local or regional level. Criteria will be broadly similar to those used in the global best bank award.
Regional editors

Best investment bank in the emerging markets
This award is open to two types of candidates: those that can demonstrate excellence across the emerging markets in multiple jurisdictions, or those that show best-in-class performance at a local or regional level. Criteria will be broadly similar to those used in the global best investment bank award.
Regional editors

Best bank for SMEs
This award will go to the bank that can demonstrate outstanding commitment to the particular needs of small and medium-sized enterprises over the 12 months under review across financing, advice, trade, cash management and growth initiatives.
Louise Bowman

Best digital bank
This award will go to a bank that shows true leadership in its digital offering, whether in wholesale or retail banking or a combination of the two, using technology that clearly benefits both clients and the efficiency of the institution. It will show how digital banking is at the heart of its overall strategy.
Peter Lee

Best bank for corporate responsibility
To win this award, a bank’s commitment to the following will be considered: fostering diversity and inclusion; reducing the environmental impact of operations; promoting workforce development and social mobility; innovative and effective initiatives to strengthen local communities in which banks are domiciled; and ethical business conduct.
Helen Avery
Best bank for sustainable finance
To win this award, a bank’s commitment to the following will be considered: advancing the growth of the ESG and impact-investment industry through product development, measurement and reporting; green finance initiatives, including green bonds, conservation and carbon finance; micro finance, financial inclusion and use of balance sheet for low-income communities; community development and social finance projects; and stewardship/active ownership.
Helen Avery

Best bank transformation
This award will recognise a bank that has fundamentally transformed its business model or offering to clients and can demonstrate that this transformation is now paying dividends in terms of business performance.
Clive Horwood

Best independent investment bank
This category is open to boutique or independent investment banks that are not part of deposit-taking or balance-sheet lending institutions. Candidates will need to show how their model or offering complements or replaces the services of traditional investment banks to benefit clients; firms may be active across advisory and financing or specialists in particular markets, client sectors or product types.
Peter Lee

Best bank for diversity and inclusion
The winning bank will not only need to show a strong track record over the 12 months for initiatives promoting diversity and inclusion both within itself and the markets and industry more generally, but it will need to demonstrate that its diversity policy is having a positive effect on the performance of the bank and its offering to clients.
Helen Avery

Best bank for financial inclusion
The winning bank will have a series of initiatives within its retail business that have created or improved services to the under-banked or unbanked. The bank will provide data on the number of individuals reached over the 12 months under review, as well as case studies to support the success of programmes, products or services to these two sectors.
Helen Avery

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WHAT HAPPENS NEXT?

REMEMBER THE SUBMISSION DEADLINE MAY 14, 2020

Submissions should be labelled using the formula: GLOBALCATEGORY_BANKNAME
For example: GLOBAL_BESTBANK_ABCBANK or GLOBAL_BESTINVESTMENTBANK_XYZFIRM

Submissions should be no more than FOUR SIDES of A4 paper. These should be considered on the record: please do not include any information that we cannot use in a citation in the event that you win an award.

Submissions should be sent to our central awards email address:
awardsforexcellence@euromoney.com

They should also be sent to the relevant editorial contact as above.

Our editorial team needs sufficient time to properly analyze and consider your submissions, which is why we state:

THE SUBMISSION DEADLINES ARE FINAL. NO EXTENSIONS TO THE DEADLINES WILL BE GRANTED IN ANY CASE. IF YOUR SUBMISSION COMES IN AFTER THE DEADLINE, WE WILL TRY TO CONSIDER IT, BUT MAKE NO GUARANTEE THAT WE WILL DO SO.

DECISION-MAKING PROCESS

Once the submission deadline has passed, Euromoney’s editors will draw up a shortlist of banks for each category and invite them for formal interview. We can only grant one interview per bank per awards category. We strongly encourage you to restrict the number of spokespeople on each interview to a maximum of three bankers. Our aim is to have a conversation and an interview, not to listen to a pitch.

Interviews will need to be completed by no later than June 12. Winners will then be notified shortly afterwards. The results will be published in the July edition of Euromoney and at our global Awards for Excellence dinner in London in July. All award wins will be embargoed until the end of that event.

WANT TO KNOW MORE ABOUT OUR AWARDS DINNERS?

To book your table in advance, or to learn more details, please contact our commercial director of events, Daniel Elton
E: delton@euromoneyplc.com
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