

IFLR

INTERNATIONAL FINANCIAL LAW REVIEW

IFLR European Awards 2018

In April 2018, International Financial Law Review (IFLR) will present its annual Europe Awards at the Savoy in London, celebrating the most innovative legal deals of 2017 and the firms that completed them. The winners and runners-up will also be presented in the June issue of IFLR magazine. This letter is to invite you to put forward nominations on behalf of your firm and to explain how this should be done.

Please note that to ensure the firm is aware of our request to submit, we may have sent the awards guidelines and forms to more than one person. We would like you to coordinate the responses from your firm. If you are not the appropriate person, or would prefer us to contact others, please tell us immediately to ensure that your firm is not omitted.

Submissions

IFLR's team of journalists will undertake detailed research from a variety of sources. Submissions from firms are a vital part of this research. However, IFLR will also be consulting both private practice lawyers, in-house counsel and financing specialists at investment banks. Final decisions will be made by IFLR and are entirely independent.

The award categories and details of how to submit are listed below. You are invited to make separate submissions for as many of these categories as you wish.

Client names supplied as part of submissions will not be used for any purposes other than editorial research and will be contacted without reference to the firm supplying the details.

Deadlines

Please send your submissions to james.wilson@legalmediagroup.com by **November 30 2017**. If you have any queries, please contact me at james.wilson@legalmediagroup.com

Submissions for deals that close after that date but before the end of the year must be received by **January 11 2018**. This deadline is **strictly for these deals only**.

Please remember:

- IFLR only covers **international deals**. All must be cross-border.
- IFLR rewards **legal innovation** and nothing else. We are not interested in how big, high profile or quick the deal was.
- Firms win team of the year categories **for working on the most innovative deals**, nothing else.
- Financial regulation team of the year has its own criteria, as stated on the submission form.
- If you are going to submit in only a handful of categories, you are strongly recommended to submit in the Deal of the Year categories
- We recommend **only submitting a maximum of three deals per deal category**. It is unlikely more than that stand a chance of being shortlisted. Also, we only require a **brief explanation** of why the deal was innovative. It is therefore possible to be very concise.
- Rather than send lots of forms, you will notice that the **documents attached are multi-purpose**. Please use the attachments as templates for all your submissions.

Yours sincerely
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AWARD CATEGORIES AND CRITERIA

Deals of the year

Deals must be international. For capital markets transactions (debt and equity-linked, equity, securitisation and structured finance, and high yield) this means more than 20% of the securities must have been sold to investors outside the home market of the issuer or originator.

For loans, at least one lender must be headquartered in a different country to the borrower.

M&A and private equity deals must involve a target and buyer from different jurisdictions. Project financings must be carried out on an international basis. Restructurings must involve creditors outside the country of the company in question.

The European component is satisfied as follows: for capital markets transactions (debt and equity-linked, equity, securitisation and structured finance, and high yield) the issuer must be in Europe. The exception is IPOs, for which the listing must take place on an exchange in Europe. For loans, the borrower must be in Europe. For M&A and private equity, the target must be in Europe. For restructuring the entity has to be in Europe. For project finance the project must be in Europe.

Complete one *Europe deal of the year* form to nominate each deal. We suggest you put forward no more than three deals for each category. Firms can nominate in any or all of the nine categories listed.

- | | | |
|-------------------------------------------|--------------------------|--------------------------------------------------------|
| • Debt and equity-linked deal of the year | <input type="checkbox"/> | Private equity deal of the year |
| • Equity deal of the year | <input type="checkbox"/> | Project finance deal of the year |
| • High yield deal of the year | <input type="checkbox"/> | Restructuring of the year |
| • Loan of the year | <input type="checkbox"/> | Securitisation and structured finance deal of the year |
| • M&A deal of the year | | |

ALL FIRMS MUST ALSO NOMINATE ONE DEAL ON WHICH THEY DID NOT ADVISE IN EACH CATEGORY THEY SUBMIT.

Team of the year

These awards apply to a firm's entire practice group rather than a specific team within it. Firms can nominate themselves in any or all of the ten categories. Complete one of the *Europe team of the year* forms for each category, using the deals appendix to tell us about the deals your firm has worked on that justify its nomination. If a deal has already been submitted as a deal of the year, just refer to that briefly on the team form.

- | | |
|--------------------------|-----------------------------------------|
| • Debt and equity-linked | • Private equity |
| • Equity | • Project finance |
| • High yield | • Restructuring |
| • Loan | • Securitisation and structured finance |
| • M&A | • Financial services regulatory |

Most innovative national law firms of the year

National firm awards will be given to the firm with the best track record in 2017 giving local law advice on the most innovative cross-border deals – covering all award practice areas – from the country in question.

Complete one *National law firm of the year* form attached for each country in which you are nominating your firm. In each case, use the deals appendix to tell us about the deals your firm has worked on that justify its nomination. If a deal has already been submitted as a deal of the year, just refer to that briefly on the national form.

The law firm of the year categories are*:

- | | | |
|-----------------------------------------|--------------------------------------|--------------------------------------|
| <input type="checkbox"/> Austria | <input type="checkbox"/> Hungary | <input type="checkbox"/> Romania |
| <input type="checkbox"/> Baltics | <input type="checkbox"/> Ireland | <input type="checkbox"/> Russia |
| <input type="checkbox"/> Belgium | <input type="checkbox"/> Israel | <input type="checkbox"/> Spain |
| <input type="checkbox"/> Czech Republic | <input type="checkbox"/> Italy | <input type="checkbox"/> Sweden |
| <input type="checkbox"/> Denmark | <input type="checkbox"/> Luxembourg | <input type="checkbox"/> Switzerland |
| <input type="checkbox"/> Finland | <input type="checkbox"/> Netherlands | <input type="checkbox"/> Turkey |
| <input type="checkbox"/> France | <input type="checkbox"/> Norway | <input type="checkbox"/> Ukraine |
| <input type="checkbox"/> Germany | <input type="checkbox"/> Poland | |
| <input type="checkbox"/> Greece | <input type="checkbox"/> Portugal | |

* Other jurisdictions may be considered during research based on information received.

Rising star lawyers

Subject to the information received through the research, we will be awarding one senior associate in each deal of the year category. Please list the senior associates that had key roles with each deal on the deal submission forms. Additional information such as CVs, biographies and deal lists is also welcome.

To be eligible, senior associates must have five years PQE experience at the most.

A shortlist for rising stars will not be released, and winners will be announced on the night.

FREQUENTLY ASKED QUESTIONS

How do you choose the winners? The nominations provided by law firms are part of our decision-making process. The editorial committee will use these, in conjunction with interviews with law firms and in-house counsel, to select the most innovative deals of the year. Ultimately the decision is that of IFLR. It is not the result of a poll.

We find this to be the best way to retain integrity and consistency across all our awards in Europe, Asia, the Americas and the Middle East. Our journalists apply the same analysis and methodology to each. It is not hard to discover the true legal innovation, and the one that has had the greatest market impact. We find that using a judging committee or selection of clients to pick the winners makes it impossible to retain consistency and comparability across the geographies and years.

How do you decide what is innovative? When searching for innovation, IFLR looks for new legal structures, deals that overcome new regulatory hurdles and regional firsts that adapt existing technology to local regulation. The difficulty and intricacy of that innovation is assessed, as well as its likely market impact.

The role of the individual law firm on the deal is also considered in order to decide how much credit the firm should receive towards the team of the year awards and national law firm of the year awards. And advising the underwriters is better than advising the ratings agencies.

Can I talk to/meet a researcher?

Yes. Please email to arrange an interview.

When is the deadline?

November 30 2017.

Must deals have reached final close by the end of December 2017?

Yes. All deals must have closed between the start of January 2017 and the end of December 2017.

Who else at my firm have you contacted? We may have approached more than one person at each law firm. We would like you to coordinate the response from your firm. If you are not the appropriate person or would prefer us to contact other people ourselves, please tell us immediately to ensure that your firm is not omitted.

How do you divide advertising and editorial? There is no connection between advertising and success in IFLR's surveys or awards. IFLR's awards are built on editorial objectivity.

What happens to information about clients? IFLR speaks to in-house contacts to help assess which deals are the most innovative. Our journalists will call contacts that you provide. The contacts will be used for no other purpose than IFLR editorial research.

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www.iflr.com

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