



IFLR Americas Awards 2020

On May 14 2020, International Financial Law Review (IFLR) will present its annual Americas Awards at Essex House, New York, celebrating the most innovative deals of 2019 and the firms and teams that worked on them. The winners and runners-up will also be presented in IFLR magazine's summer edition.

To ensure that your firm is aware of our request to submit, we may have sent the guidelines and forms to more than one person. Please coordinate the responses from your firm. If you are not the appropriate person, or would prefer us to contact someone else, please tell us immediately to ensure your firm is not omitted. All forms and criteria will also be available at: www.iflr.com/awards

Nominations

In choosing the shortlist and winners, IFLR's team of journalists will conduct detailed research using a variety of sources. Submission forms are a vital part of this research and the best way to highlight your work. We will also consult private practice lawyers, in-house counsel and financing specialists at investment banks. Final decisions will be made by IFLR and are entirely independent.

The Awards cover the US, Canada, Mexico, Central America and South America.

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 contacts 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 **January 10 2020**.

Please contact our research team if you have any special circumstances that require an extension for specific deal nominations.

Submission criteria:

- 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 regulatory team of the year has its own criteria, as stated on the submission form. The size of the firm and its volume of work are not relevant.
- 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 three deals per 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 efficient and concise with submissions.
- 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,

James Wilson
IFLR

AWARD CATEGORIES AND CRITERIA

Deal of the Year

All deals must be cross-border.

The **cross-border element** is satisfied as follows:

- Capital markets (debt and equity-linked, equity, securitisation and structured finance, and high-yield): more than 20% of the securities must have been sold to investors outside the home market of the issuer or originator.
- Loans: at least one lender must be headquartered in a different country to the borrower.
- M&A and private equity: buyer and target must be headquartered in different jurisdictions.
- Project financing: must be carried out on an international basis (on the lender or sponsor-side)
- Restructuring: must involve creditors outside the country of the company in question.

The **Americas component** is satisfied as follows:

- Capital markets (debt and equity-linked, equity, securitisation and structured finance, and high yield): the issuer must be located in the Americas. The exception is IPOs, which can include foreign issuers listing on an exchange in the Americas and Americas-headquartered issuers listings on a foreign exchange.
- Loans: the borrower must be located in the Americas.
- M&A and private equity: the target must be located in the Americas.
- Restructuring: the entity must be headquartered in the Americas OR the key focus of the restructuring must take place in the Americas.
- Project finance: the project must be located in the Americas.

Complete one Americas 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
- Equity
- High-yield
- Loan
- M&A
- Private equity
- Project finance
- Restructuring
- Securitisation and structured finance

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

NEW M&A: for 2020, IFLR will be looking at the possibility of a mid-market M&A deal of the year award, for deals valued under \$1 billion. Firms do not need to explicitly nominate for this award and the research will rely on deal of the year nominations.

NEW Impact deals: for 2020, IFLR will be look at the possibility of awarding a number of Impact Deals across the Americas. These will be deals considered highly innovative in the context of a specific aspect of cross-border deal-making. Winners will be drawn from the deal of the year nominations. Areas we may look at include:

- Transatlantic deal of the year
- North-South deal of the year
- Asia-Americas deal of the year
- US-Canada deal of the year
- Intra-LatAm deal of the year

Team of the Year

These awards apply to a firm's entire pan-Americas practice across group rather than a specific team within it. Firms can nominate themselves in any or all of the categories.

Complete one of the Americas 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.

We allow space on the submission form for a brief summary of any other factors that may support a nomination for 'innovative team'. The focus should be exclusively on innovation and will only be considered where a decision based on transactions alone is too close to make conclusively.

- Debt and equity-linked team of the year
- High-yield team of the year
- M&A team of the year
- Private equity team of the year
- Project finance team of the year
- Restructuring team of the year
- Equity team of the year
- Loan team of the year
- Securitisation and structured finance team of the year
- Financial services regulatory team of the year

** Separate awards for high-yield and loan team of the year is subject to the quality and quantity of submissions received.*

Most Innovative National Law Firm of the Year

The national firm award will be given to the firms with the overall best track record in 2019 giving local law advice on the most innovative cross-border deals across all award practice areas. These awards are based firms' roles and impact on innovative deals.

NEW National firm shortlist: as of 2020, shortlists for national law firms of the year will be published.

Complete one Most Innovative National Firm of the Year form. Only brief reference needs to be made to any work submitted under Deal of the Year or National Law Firm: Team of the Year (see below).

Candidate firms must have an office in the relevant jurisdiction and must have provided local law advice on any cited transactions. We will award national law firm of the year for:

- Argentina
- Brazil
- Canada
- Chile
- Central America
- Colombia
- Costa Rica
- Dominican Republic
- Ecuador
- El Salvador
- Guatemala
- Honduras
- Mexico
- Nicaragua
- Peru
- Panama
- Uruguay

Note: Awarding of the Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua and Uruguay firm of the year award is subject to quantity and quality of submissions received.

National Law Firm: Team of the Year

These national law firm practice area-specific awards will be presented to firms whose teams have had the best record in 2019 giving local law advice on the most innovative cross-border deals in the three designated areas:

- **Banking and finance:** based on roles in loan transactions and project financings.
- **Capital markets:** based on debt and equity-linked, equity, high-yield and securitisation and structured finance transactions.
- **Corporate:** based on M&A and private equity transactions and roles in corporate structuring.

These awards will only apply to:

- Brazil
- Canada
- Mexico
- Andean states (Estados Andinos)*
- Southern Cone (Cono Sur) countries*

**The Andean states are Bolivia, Colombia, Ecuador and Peru; the Southern Cone countries are Argentina, Chile, Paraguay and Uruguay.*

Complete one National Law Firm-Team of the Year form for each category 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 the nomination. If a deal has already been submitted as a deal of the year, refer to it briefly on the national form. We would recommend limiting deals to a maximum of five (excluding any deal of the year nominations).

Individual awards

Rising Stars

The awards will recognise three associate/senior associate-level lawyers from each global/international firms AND domestic firms as rising stars.

NEW In-house: candidates from in-house teams will also be considered.

To this end, please list associates/senior associates that had important roles in each deal of the year nomination and use the separate Individual Awards form. Additional information such as CVs, biographies and deal lists are welcome. Successful candidates will likely have less than 10 years post qualification experience.

Outstanding Achievement Award

While this is largely based on research conducted throughout the year by the IFLR team, you are invited, in the Individual Awards form, to put forward candidates for consideration.

IFLR focuses on achievements in shaping the legal framework and environment, influencing legal practice and mentoring the next generation of lawyers. The focus is primarily on the candidate's impact on the cross-border landscape rather than purely national achievements.

Shortlists for individual awards will not be released and winners will be announced on the night.

FAQs below...

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?

If you want to talk to or meet a researcher please telephone +44 1326 212451 to arrange an interview.

When is the deadline?

Please send us your submission by January 10 2020.

Must deals have reached final close by the end of December 2019?

Yes. All deals must have reached financial close between the start of January 2019 and the end of December 2019.

How many people have you contacted at my firm?

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 a deal or firm's success in IFLR's surveys or awards. IFLR's awards are built on editorial objectivity.

What will you do with information about clients?

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

IFLR

James Wilson, Awards Editor

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