

IFLR

INTERNATIONAL FINANCIAL LAW REVIEW

IFLR Europe Awards 2020

On April 23 2020, IFLR will present its annual Europe Awards at The Biltmore Hotel, London, where we will recognise and celebrate the most innovative transactions of 2019 and the firms and teams behind them. All the winners and runners-up will also be covered in IFLR magazine. This Summary document invites you to put forward nominations on behalf of your firm and to explain how this should be done.

To ensure your firm is aware of the process, we may have sent 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. All forms and information are also available at: www.iflr.com/awards

Nominations

IFLR's team of journalists will undertake detailed research using a variety of sources. Direct nominations from firms are a vital part of this research and the best way of highlighting your work. IFLR will also be consulting private practice lawyers, in-house counsel, specialists at investment banks and corporate executives. Final decisions will be made by IFLR and are entirely independent.

The award categories and details of how to submit nominations are detailed 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 nominations to james.wilson@legalmediagroup.com by **November 29 2019**. Please direct all queries about the research to james.wilson@legalmediagroup.com

Nominations for deals that close after that date but before the end of the year must be received by **January 16 2019**. 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 focus on 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
IFLR

AWARD CATEGORIES AND CRITERIA

Deal 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 IPOs, foreign issuers on a European exchange and European issuers on a foreign exchange will both be considered.

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. The private equity category is for private equity M&A transactions and not fund-raising rounds.

Project financings must be carried out on an international basis. Restructurings must involve creditors outside the country of the company in question.

Deals must be European: 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, where a listing by a foreign issuer on an exchange in Europe will be considered. For loans, the borrower must be in Europe.

For M&A and private equity, the target must be in Europe. For restructuring, the entity HQ or centre of main interest must be in Europe. For project finance, the project must be located in Europe.

Complete one 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.

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

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.

NEW Impact deals: for 2020, IFLR will be look at the possibility of rewarding a number of impact deals across Europe. These will be deals considered highly innovative in the context of a specific market or sector. They may have a lower-pan-European impact than shortlisted deals, but must still be cross-border. Firms do not need to explicitly nominate for this.

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 10 categories.

Complete one Europe Team of the Year form 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 it 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.

- | | |
|---|--|
| <input type="checkbox"/> Debt and equity-linked | <input type="checkbox"/> Private equity |
| <input type="checkbox"/> Equity | <input type="checkbox"/> Project finance |
| <input type="checkbox"/> High-yield | <input type="checkbox"/> Restructuring |
| <input type="checkbox"/> Loan | <input type="checkbox"/> Securitisation and structured finance |
| <input type="checkbox"/> M&A | <input type="checkbox"/> Financial services regulatory |

Most innovative national law firm of the year

National firm awards will be given to the firm with the best track record in 2019 giving local law advice on the most innovative cross-border deals from the country in question. The award will reflect work covering all award practice areas, including financial services regulatory.

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

Complete one Most Innovative National Law Firm of the Year form 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 it briefly on the national form.

The national law firm of the year categories are*:

- | | | |
|---|--------------------------------------|--------------------------------------|
| <input type="checkbox"/> Austria | <input type="checkbox"/> Greece | <input type="checkbox"/> Portugal |
| <input type="checkbox"/> Baltics | <input type="checkbox"/> Hungary | <input type="checkbox"/> Romania |
| <input type="checkbox"/> Belgium | <input type="checkbox"/> Ireland | <input type="checkbox"/> Russia |
| <input type="checkbox"/> Bulgaria | <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 | |

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

Individual awards

Rising star lawyers

IFLR will recognise three senior associates from international/global AND three from domestic firms as rising star lawyers.

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

To this end, please list 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.

Lifetime 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.

Past winners include: Michael Hatchard, Skadden (2018); Edith Hlawati, CHSH (2017); Andrew Carmichael, Linklaters (2017); Mark Sterling, Allen & Overy (2016); Antonio Garrigues Walker, Garrigues (2015); Kate Craven, Barclays (2014); Lachlan Burn, Linklaters/ICMA (2013); Emmanuel Maurice, EBRD (2012)

Shortlist 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?

Yes. Please email James Wilson (james.wilson@legalmediagroup.com) to arrange an interview.

When is the deadline?

November 29 2019.

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

Yes. All deals must have closed between the start of January 2019 and the end of December 2019.

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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