



International recognition
of excellence in China's
domestic financial markets
in collaboration with
CorporateTreasurer.

我们将与《企业财资人》
(*CorporateTreasurer*) 通力
合作，对中国国内金融市场的
杰出机构给予国际嘉奖。





FinanceAsia is excited to announce the launch of our inaugural China Awards.

Dedicated to rewarding commitment, *FinanceAsia*, in collaboration with sister title *CorporateTreasurer*, has created a comprehensive awards programme focused on celebrating institutions that support their clients' needs and also the positive development of China's capital markets.

Given the rise of China's influence in the world, it has never been more so important to shed light on those shifting the financial landscape.

Having served international investors and corporates for almost 25 years, *FinanceAsia* and *CorporateTreasurer* are perfectly placed to identify the market participants that have proven to raise the bar in 2018 through responsible and forward-thinking work.

揭开首届中国年度大奖的帷幕,《亚洲金融》不胜荣幸。

《亚洲金融》一向鼓励兑现承诺。这一次,我们联袂姊妹篇《企业财资人》,准备了全面的年度大奖奖评方案,嘉奖那些在支持客户需求、推动中国资本市场蓬勃发展等方面做出卓越贡献的企业和机构。

随着中国对世界的影响力不断增强,对于金融行业变化的关注从未显得如此重要。

《亚洲金融》和《企业财资人》已经为各国投资者和企业服务了近25年,具有充分的影响力和公信力,此次将表彰2018年具备责任意识、前瞻远见、立足市场、卓越贡献的获奖机构。





CATEGORIES | 奖项类别

DOMESTIC HOUSE

Best Bank *
Best Investment Bank *
Best Private Bank *
Best Digital Bank
Best M&A House
Best Equity House *
Best Bond House *
Best Broker *
Best Belt & Road Bank *
The Safest Bank

INTERNATIONAL HOUSE

Best International Bank *
Best International Investment Bank *

DEAL

Deal of the Year
Best M&A Deal
Best Cross-border M&A Deal
Best Equity Deal
Best IPO (listing on one of China's domestic markets)
Best Financial Institution Bond
Best Corporate Bond
Best Green Bond
Best Private Equity Deal
Best Panda Bond
Best Structured Finance Deal

TRANSACTION BANKING

(In collaboration with CorporateTreasurer)

Best Transaction Bank
Best Corporate FX Bank
Best Cash Management Bank
Best Trade Finance Bank
Best SME Bank
Best Working Capital Solution
Best Structured Trade Finance Solution
Best Payment Solution

NON-BANK

(domestic and international)

Best Domestic Ratings Agency
Best International Ratings Agency
Best International Law Firm
Best Domestic Law Firm
Best Borrower
Best Belt & Road Borrower

国内机构

最佳银行*
最佳投资银行*
最佳私人银行*
最佳数字银行
最佳并购公司
最佳承销商*
最佳债券交易商*
最佳券商*
“一带一路”最佳银行*
最安全银行

国际机构

最佳国际银行*
最佳国际投资银行*

交易奖

年度交易奖
最佳并购交易
最佳跨国并购交易
最佳股本交易奖
最佳IPO奖 (在中国国内市场上市)
最佳金融机构债券奖
最佳公司债券奖
最佳绿色债券奖
最佳私募股权交易
最佳熊猫债券奖
最佳结构性融资交易

交易性银行业务类奖项

(与《企业财资人》通力合作)

最佳交易银行
最佳企业外汇银行
最佳现金管理银行
最佳贸易融资银行
最佳中小企业银行
最佳资金周转解决方案
最佳结构性贸易融资解决方案
最佳支付解决方案

非银行机构类

(国内外)

最佳国内评级机构
最佳国际评级机构
最佳国际律师事务所
最佳国内律师事务所
最佳借款方
最佳“一带一路”借款方

Please note: *These awards have already been announced in 2018 Country Awards.
No need to submit a pitch document this year.

注: *在2018年《亚洲金融》国家年度大奖中已经公布的获奖机构今年不必再提交评选材料





GUIDELINES | 评选指南

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Domestic House 国内机构

BEST DIGITAL BANK

Open to tech-savvy banks able to deliver solutions that meet clients' changing needs.

Show how deep and fast financial technology has penetrated your market, reduced manual client interactions and transactions, and revolutionised your institution.

Are the voices of fintech advocates represented in the upper echelons of your business or siloed in subsidiaries?

最佳数字银行

面向能够提供解决方案满足客户需求变化的数字化科技银行。

请说明金融科技深入快速地渗透市场、减少人工客户互动与交易、革新机构运作模式的详情。

金融科技拥护者的声音在哪里更为响亮, 高层机构还是附属机构?

BEST M&A HOUSE

For the team with the most innovative and market-defining transactions.

Show us the diversity of your client base, from government entities to private equity firms and/or the depth of specialisation in a particular field.

Also illustrate the spread of types of transactions and deal structures you have advised on as well as the balance of domestic and international deals and buy and sell-side roles.

Provide evidence to show how your team is growing and/or increasingly efficient and profitable it is in the way it covers clients.

Include case studies of how your advice added value for your client as well as further developed Chinese domestic markets.

The emphasis of these awards is on service provided to mainland China headquartered clients, rather than say sell-side to a Chinese buyer. Delivering advice to foreign companies on how to navigate the Chinese market will be well-noted.

We are also looking for evidence of collaboration with other departments in the firm that resulted in a unique solution for clients.

Pipeline, announced and completed deals are taken into consideration.

最佳并购公司

面向业务创新性强、市场化突出的团队。

请突出贵公司客户群的多样性(从政府实体到私人股本公司)以及(或)在某特定领域的专业化程度。

同时说明贵公司提供过咨询的业务类型和交易结构有何传播意义, 以及国内外交易和买卖双方角色的平衡对策。

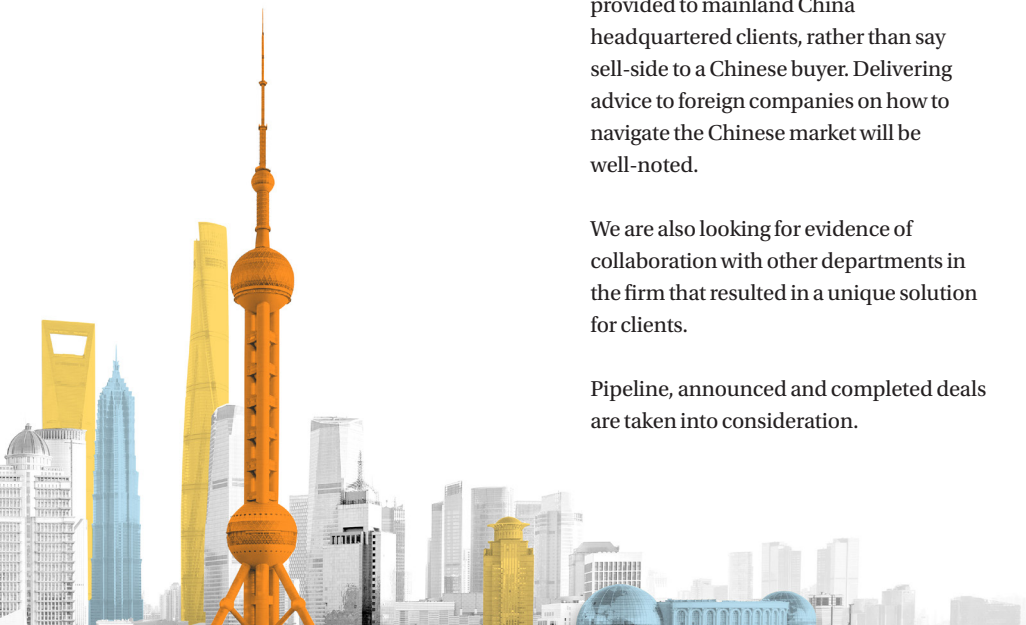
请提供材料展示贵公司团队的成长历程, 以及(或)客户覆盖方式对团队效率和盈利能力的提升作用。

提供案例研究说明贵公司的咨询为客户增值、推动中国国内市场进一步发展的详情。

上述奖项面向的是为总部位于中国大陆的客户提供的服务, 而不仅仅是面向中国买家的销售服务。请详细告知贵公司为企业进军中国市场所提供的咨询。

同时期待贵公司能提供各部门通力合作最终为客户提供独特解决方案的相关案例。

渠道、已宣布的和已完成交易都将纳入考量。





GUIDELINES | 评选指南

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THE SAFEST BANK

Open to banks that can demonstrate a robust cyber-security policy and spotless regulatory record.

We will also consider such factors as credit ratings, capital buffers, asset quality and asset size.

最安全银行

面向能够出示稳健网络安全方针与可靠监管记录的银行。

信用评级、资本缓冲、资产质量和资产规模等因素将纳入考量。

Deal 交易奖

DEAL OF THE YEAR

Demonstrate why your deal should be considered the best of all the product categories.

Please consider how the deal exemplifies client service an, where applicable, good value for institutional investors

年度交易奖

阐明贵公司的交易有何优势,能在所有产品类别中脱颖而出。

请指出该交易体现客户服务之处;如有适用情况,也请说明该交易为机构投资者创造的优良价值。

BEST M&A DEAL

Completed transactions only.

We are looking for a landmark transaction that is innovative, furthers the development of Chinese domestic markets and changes the dynamic of the sector the deal is tied to.

最佳并购交易

仅面向已完成交易。

我们期待具有里程碑意义的交易,该交易要具有创新性,推动国内市场进一步发展并且能够影响该交易所在行业的动态发展。

BEST CROSS-BORDER M&A DEAL

Completed transactions only.

The emphasis of these awards is on M&A involving mainland China-headquartered companies.

Case studies of foreign companies successfully navigating the Chinese domestic market will be also be well-received.

最佳跨国并购交易

仅面向已完成交易。

奖项面向中国内地企业参与的并购交易。

非常欢迎外国企业成功进军中国市场的案例研究。

BEST EQUITY DEAL

Open to all equity capital raisings, in the public or private markets, from early stage to follow-on offerings. Timing and performance will be taken into account among other factors and the proven value extracted for both the client and the investors.

最佳股本交易奖

面向公共市场或私人市场的所有股本融资,包括从前期到后续发行。时机定点、效能、客户与投资者取得的已证实价值以及其他因素将共同纳入考量。





GUIDELINES | 评选指南

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BEST IPO

Submit a listing on one of China's mainland domestic markets (Dual listing accepted), excluding Hong Kong.

Timing and after-market performance will be taken into account among other factors including company type, valuation and market significance.

最佳IPO奖

要求在中国内地市场(两地上市公司亦可, 不包括香港)提交上市申请。

上市时机和上市后业绩将同公司类型、估值和市场意义等因素将共同纳入考量。

BEST FINANCIAL INSTITUTION BOND

An innovative bond issued onshore by a mainland-China headquartered financial institution that sets a template for others to follow. Use of proceeds and investor base are important factors.

最佳金融机构债券奖

参选的债券要由总部位于中国大陆的金融机构在岸发行, 能为其他公司树立范本, 并且具有创新性。收益用途和投资者基础是评选重要因素。

BEST CORPORATE BOND

A landmark corporate bond issued onshore by a mainland-China headquartered company that sets a template for others to follow. Pricing, investor base, technical innovation, and strategic importance are key elements for a winning submission.

最佳公司债券奖

参选的企业债券要由总部位于中国大陆的公司在岸发行, 能为其他公司树立范本, 并且具有里程碑式的意义, 定价、投资者基础、技术创新和战略意义等是获得认可的关键因素。

BEST GREEN BOND

We will consider transparency and disclosure, and whether the transaction burnished the integrity in the green bond market's development.

Special attention will be focused on proposed use of proceeds, robust methodology and industry sector.

最佳绿色债券奖

透明度、公开度、交易是否有利于完善绿色债券市场的发展等将纳入考量。

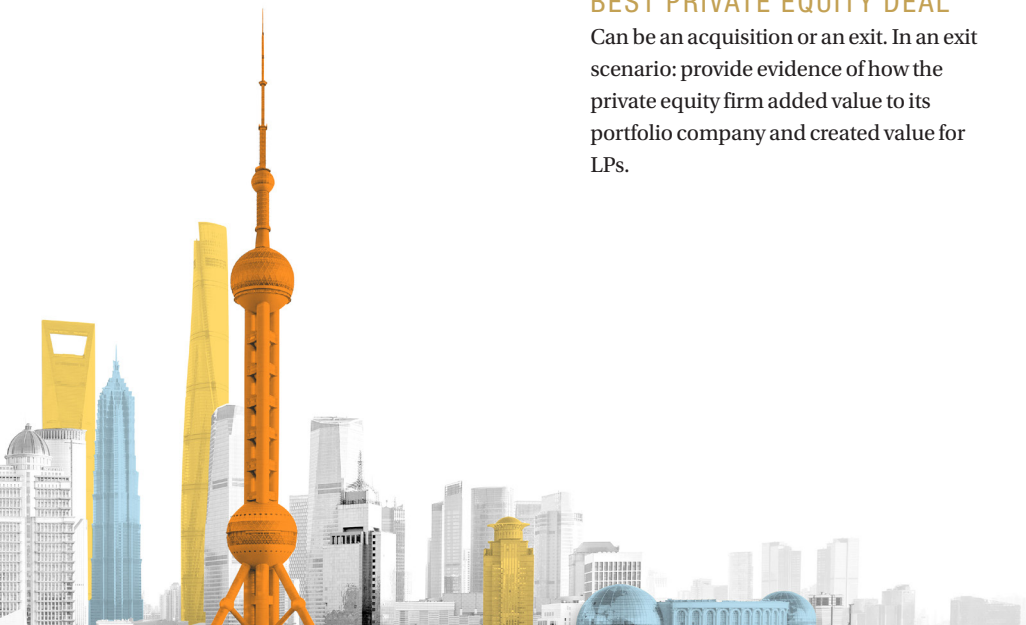
将着重关注拟议的收益用途、完善的方法和行业领域。

BEST PRIVATE EQUITY DEAL

Can be an acquisition or an exit. In an exit scenario: provide evidence of how the private equity firm added value to its portfolio company and created value for LPs.

最佳私募股权交易

收购或并购退出均符合条件。如果是并购退出: 请提供材料说明私募股权公司为投资组合公司增值以及为有限合伙人创造价值的详情。





GUIDELINES | 评选指南

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BEST PANDA BOND

For these renminbi-denominated bonds from a non-Chinese issuer, we will carefully consider the bond's structure and the issuer's communication with market participants and the use of proceeds.

We consider public deal or private placements.

最佳熊猫债券奖

对于这类非中国发行机构发行的人民币计价债券, 会从债券结构、发行机构与市场参与者的沟通、收益用途等方面进行慎重考量。

公开交易或私募会纳入考量。

BEST STRUCTURED FINANCE DEAL

We are looking for innovation that is also responsible and furthers the sustainable development of the securitisation market in China.

We will consider performance, transparency, the legal robustness of structures, interesting asset classes, and the roles of independent third-party service providers in transactions.

最佳结构性融资交易

我们所乐见的交易, 要具有创新性和强烈的责任意识, 能够不断促进中国证券化市场可持续发展。

效能、透明度、结构鲁棒性是否合法、资产类别是否具有吸引力、独立第三方服务提供商的角色等都将纳入考量。

Transaction Banking 交易性银行业务类奖项

In collaboration with 与《企业财资人》通力合作
Corporate Treasurer

BEST TRANSACTION BANK

Emphasis on both innovation and reach of client base. We would like know who are your top five customers based on transaction volume? Name them and categorise them.

What new products have you produced in the last year and what has been the take up? Exact numbers please.

Provide one testimonial from a client. It should be no longer than 250 words. Testimonial must provide straightforward details on A) Problem B) Solution C) Ease of Implementation D) Customer Care.

最佳交易银行

突出创新性和客户群的覆盖面。请告知贵公司基于交易量的前五大客户, 提供客户名称和客户种类。

贵公司去年的新产品以及产品效益, 请提供确切的数字。

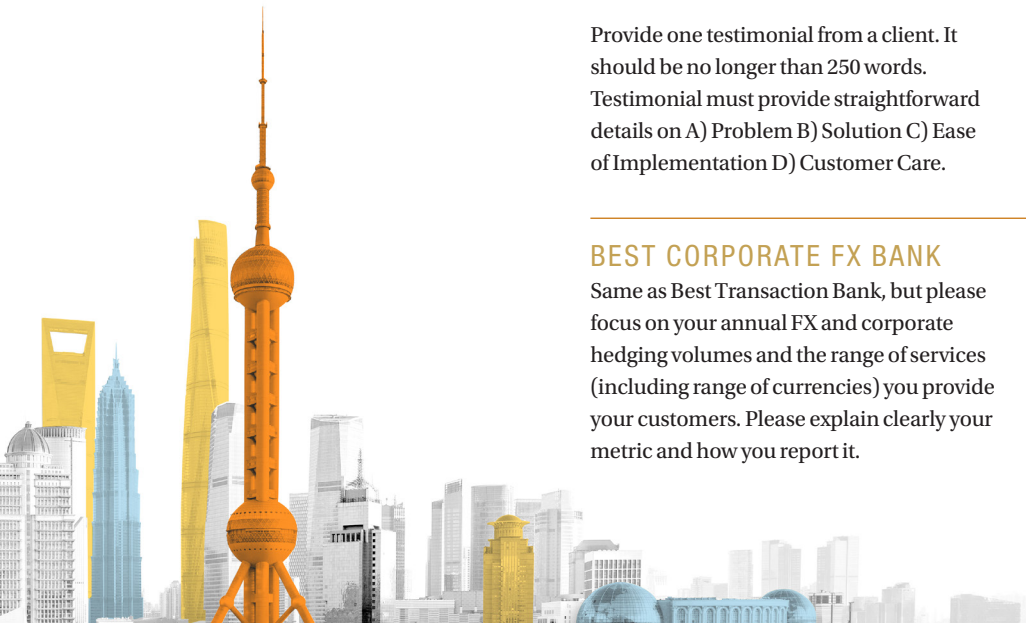
请提供一封客户证明信, 内容不超过250个字, 证明信必须包括有关 1) 问题 2) 解决方案 3) 方案实施的简易性 4) 客户关怀等方面的明确细节。

BEST CORPORATE FX BANK

Same as Best Transaction Bank, but please focus on your annual FX and corporate hedging volumes and the range of services (including range of currencies) you provide your customers. Please explain clearly your metric and how you report it.

最佳企业外汇银行

要求同最佳交易银行。不过请重点说明贵公司的年度外汇和公司套期保值量, 以及向客户提供的服务范围(包括货币范围)。请明确说明贵公司的度量标准以及报告方式。





GUIDELINES | 评选指南

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BEST CASH MANAGEMENT BANK

Same as Best Transaction Bank, but please focus on your cash management volumes and the range of services (including range of currencies) you provide your customers. Please explain clearly your metric and how you report it.

最佳现金管理银行

要求同最佳交易银行。不过请重点说明贵公司为客户提供的现金管理量和服务范围(包括货币范围)。请明确说明贵公司的度量标准以及报告方式。

BEST TRADE FINANCE BANK

Same as above, but please focus on your cash management volumes and the range of services (including range of currencies) you provide your customers. Please explain clearly your metric and how you report it.

最佳贸易融资银行

要求同上。不过请重点说明贵公司为客户提供的现金管理量和服务范围(包括货币范围)。请明确说明贵公司的度量标准以及报告方式。

BEST SME BANK

Emphasis on both innovation and reach of client base but for clients with annual turnover of less than \$100 million. We would like know who are your top five customers based on transaction volume? Name them and categorise them.

最佳中小企业银行

突出创新性和客户群的覆盖面(不包括年营业额不足1亿美元的客户)。请告知贵公司基于交易量的前五大客户, 提供客户名称和客户种类。

What new products have you produced in the last year and what has been the take up? Exact numbers please.

贵公司去年的新产品以及产品效益, 请提供确切的数字。

Provide one testimonial from a client. It should be no longer than 250 words. Testimonial must provide straightforward details on A) Problem B) Solution C) Ease of Implementation D) Customer Care

请提供一封客户证明信, 内容不超过250个字, 证明信必须包括有关1) 问题2) 解决方案3) 方案实施的简易性4) 客户关怀等方面的明确细节。

BEST WORKING CAPITAL SOLUTION

Please provide a synopsis of the need (in any award classification) and then detail the product/transaction that was created that helped resolve a specific working capital issue for a client – we need to know the client you worked with. Innovation, efficiency, and evidence of the working benefits are key elements.

最佳流转资金解决方案

请提供一份所需概要(任一授予类别), 详细说明为某位客户解决具体流转资金问题创建的产品或业务——我们要了解贵公司的合作伙伴。创新性、效率和工作效益等是评选的关键因素。

Where possible, please provide a client testimonial, outlying the above – no more than 250 words. This will be treated as off-the-record.

如条件允许, 请提供一封客户证明信, 内容不超过250个字。证明信不会被公开。





GUIDELINES | 评选指南

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BEST STRUCTURED TRADE FINANCE SOLUTION

Please provide a synopsis of the need (in any award classification) and then detail the product/transaction that was created that helped resolve a specific trade financing need for a client – we need to know the client you worked with.

Innovation, efficiency, and evidence of the working benefits are key elements.

Where possible, please provide a client testimonial, outlying the above – no more than 250 words. This will be treated as off-the-record.

最佳结构性贸易融资解决方案

请提供一份所需概要(任一授予类别), 详细说明为某位客户解决具体贸易融资需求创建的产品或业务——我们要了解贵公司的合作伙伴。

创新性、效率和工作效益等是评选的关键因素。

如条件允许, 请提供一封客户证明信, 内容不超过250个字。证明信不会被公开。

BEST PAYMENT SOLUTION

Please provide a synopsis of the need (in any award classification) and then detail the product/transaction that was created that helped resolve a specific cross-border payment issue for a client – we need to know the client you worked with.

Innovation, efficiency, and evidence of the working benefits are key elements.

Where possible, please provide a client testimonial, outlying the above – no more than 250 words. This will be treated as off-the-record.

最佳支付解决方案

请提供一份所需概要(任一授予类别), 详细说明为某位客户解决具体跨境支付问题创建的产品或业务——我们要了解贵公司的合作伙伴。

创新性、效率和工作效益等是评选的关键因素。

如条件允许, 请提供一封客户证明信, 内容不超过250个字。证明信不会被公开。





GUIDELINES | 评选指南

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Non-Bank 非银行机构类

BEST DOMESTIC RATINGS AGENCY

We will consider timeliness, integrity, transparency and accuracy of the research.

Provide evidence of how you have added value-add for clients in case studies.

Please also illustrate the breadth and profitability of the franchise.

最佳国内评级机构

研究的及时性、完整性、透明度和准确性都将纳入考量。

在案例研究中提供材料说明贵公司为客户增值的详情。

请同时说明特许经营的广度和盈利能力。

BEST INTERNATIONAL RATINGS AGENCY

We will consider timeliness, integrity, transparency and accuracy of the research.

Provide evidence of how you have added value-add for clients in case studies.

Please also illustrate the breadth and profitability of the franchise.

最佳国际评级机构

研究的及时性、完整性、透明度和准确性都将纳入考量。

在案例研究中提供材料说明贵公司为客户增值的详情。

请同时说明特许经营的广度和盈利能力。

BEST INTERNATIONAL LAW FIRM

Provide case studies illustrating how your advice safe-guarded a client during the awards period.

Offer evidence of how your work further developed China's capital markets.

Provide case studies of stand-out deals across different products.

Show us the diversity of your client base, from government entities to private equity firms, and/or the depth of your specialisation in particular fields.

Illustrate the spread of types of transactions and deal structures you have advised on.

Provide evidence to show how your team is growing and/or increasingly efficient and profitable in the way it covers clients.

最佳国际律师事务所

提供案例研究, 说明在奖项考查期间贵公司提供咨询为客户保驾护航的详情。

提供材料说明贵公司的工作在哪些方面促进了中国资本市场的发展。

提供案例研究, 突出在各类产品上的优秀交易。

请突出贵公司客户群的多样性(从政府实体到私人股本公司)以及(或)在特定领域的专业化程度。

同时说明贵公司提供过咨询的业务类型和交易结构有何传播意义。

请提供材料展示贵公司团队的成长历程, 以及(或)客户覆盖方式对团队效率和盈利能力的提升作用。





GUIDELINES | 评选指南

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BEST DOMESTIC LAW FIRM

Provide case studies illustrating how your advice safe-guarded client during the awards period.

Offer evidence of how your work further developed China's capital markets.

Provide case studies of stand-out deals across different products.

Show us the diversity of your client base, from government entities to private equity firms, and/or the depth of your specialisation in particular fields.

Illustrate the spread of types of transactions and deal structures you have advised on.

Provide evidence to show how your team is growing and/or increasingly efficient and profitable in the way it covers clients.

最佳国内律师事务所

提供案例研究, 说明在奖项考查期间贵公司提供咨询为客户保驾护航的详情。

提供材料说明贵公司工作在哪些方面推动了中国资本市场的发展。

提供案例研究, 突出在各类产品上的优秀交易。

请突出说明贵公司客户群的多样性(从政府实体到私人股本公司)以及(或)在某特定领域的专业化程度。

同时说明贵公司提供过咨询的业务类型和交易结构有何传播意义。

请提供材料展示贵公司团队的成长历程, 以及(或)客户覆盖方式对团队效率和盈利能力的提升作用。

BEST BORROWER

Consistent and balanced issuers in Asia's debt markets. We welcome nominations.

We will consider how the borrower timed the market and communication with market participants.

We will look at the structure, performance and frequency of issuance.

最佳借款方

面向亚洲债券市场中持续稳定的发行机构, 欢迎各方参与提名。

融资机构定点市场、与市场参与者的沟通方式将纳入考量。

将对发行的结构、效能和频率予以衡量。

BEST BELT & ROAD BORROWER

Show us how your transaction(s) align with China's signature trade policy.

We will consider how the borrower timed the market and communication with market participants.

We will look at the structure, performance and frequency of issuance.

We welcome nominations for this category from borrower's advisers.

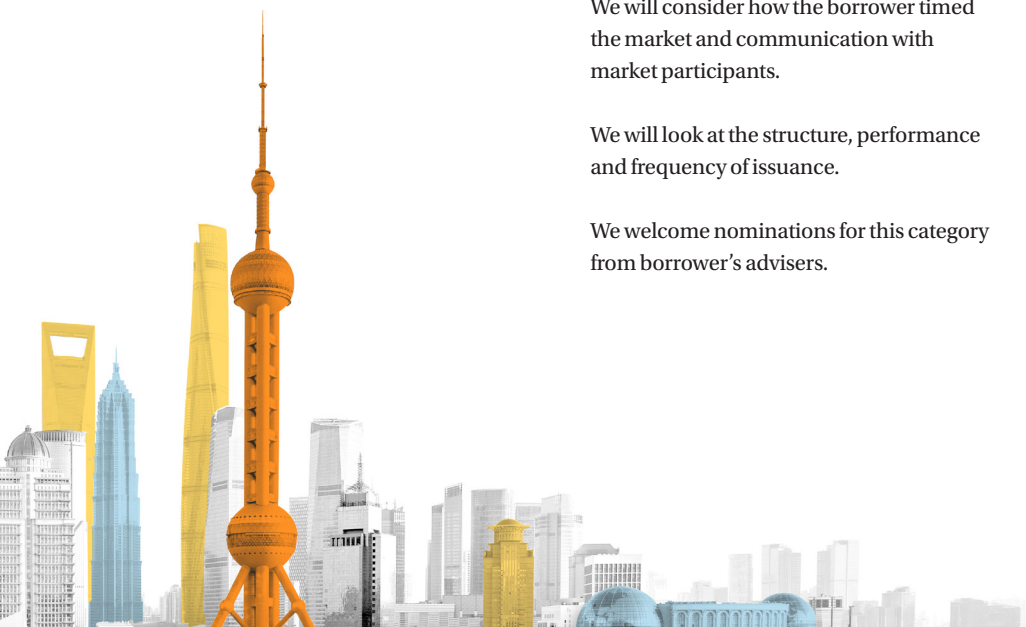
最佳“一带一路”借款方

突出贵公司交易与中国特色贸易方针保持一致的详情。

融资机构定点市场、与市场参与者的沟通方式将纳入考量。

将对发行的结构、效能和频率予以衡量。

欢迎借款方顾问为该奖项提名。





Give the high volume of requests, the nomination deadline has been extended. Submit your nomination by **Friday 31st August 2018** using this [LINK](#).

In the event your submission is shortlisted, be prepared to expect a call from *FinanceAsia* to arrange a more involved pitch briefing. We will attend pitch meetings in China between **late August and early September**.

The final decision will be made by *FinanceAsia* editorial team and expert advisors and announced on financeasia.com in **early October**.

The awards gala dinner will take place in mid-November.

The period under consideration for these awards is 1 July 2017 and 30 June 2018. See the FAQ below for more information. For further enquiries contact us at awards@financeasia.com.

由于此次颁奖典礼询问较多, 我们特将报名截止日期延至2018年8月31日(星期五), 请点击[此处](#)报名并上传申请资料。

请在申请系统中写明联系方式;如贵司顺利入围,《亚洲金融》将联系贵司并安排后续评审团队采访。评审团队将于八月底至九月初在内地和贵司见面。

最终将由《亚洲金融》评审团队和专家顾问评选出获奖机构,并于十月初在《亚洲金融》官网financeasia.com上公布。

颁奖晚宴将于11月中旬在北京举行。

关于此次评奖,我们将考虑贵司从2017年7月1日至2018年6月30日的相关业务情况。了解更多信息,请参阅下面的奖项常见问题解答。如有任何疑问,请发送电子邮件至awards@financeasia.com与我们联系。





AWARDS FAQ | 奖项常见问题解答

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Is it okay for submissions to contain graphics, tables, charts etc.?

Yes.

提交的文件中是否可以包含图形、表格或图表等？

可以。

For individual deal awards, are one- or two-page case studies acceptable?

Yes.

个人交易奖项是否可以接受一到两页的案例研究？

可以。

Can we enter one deal in different categories with a single pitch document?

Yes.

是否可以使用同一份评选材料参与不同类别奖项的评选？

可以。

When do you schedule face-to-face meetings?

We will conduct meetings between late August and early September.

面对面会议何时举行？

评审座谈会议将于八月底至九月初举行。

We will contact shortlisted companies directly to arrange times after receiving their pitches.

在收到评选材料后，我们会直接联系入围公司安排时间。

Is there an entry fee?

No. The only fees involved would be table and seats bookings at the Awards Gala Dinner when we will be awarding the winners, and for copyright usage of the China Awards logo.

是否有参选费用？

申请奖项无需付费。但得奖者必须购票预定颁奖典礼席位；若得奖者使用此次颁奖典礼商标须购买版权。

