

The Industry Achievement Awards Groups

We recognise four core areas for the industry achievement awards, namely transaction banking, the key business areas, industry infrastructure and supporting industries award.

The Transaction Banking Awards

The Cash, Payments and Trade services are considered together as Transaction Banking Awards. In any one year, we may or may not make an award for Transaction Bank of the Year, based on the submissions made under one or several of the three areas listed below.

1. The Asian Banker Achievement Award for Cash Management

- ▶ By country
- ▶ The Regional Award

This award is based on a survey of domestic banks about their own business as well as those of their regional partners, corroborated by interviews and field research. This award takes into account changes in market share of the different competitors in the domestic market, the size of the transactional services business as a percentage of the bank's corporate and FI business, the range and unique features of products and services provided and the key achievements in the year under review.

If you are a domestic or international bank in any Asian or Middle East country, please [contact us](#) for a survey form to be completed as submission for this award.

2. The Asian Banker Achievement Award for Payment Services to Banks and Corporates

- ▶ Dollar Clearing – Regional Award
- ▶ Euro Clearing – Regional Award
- ▶ Renminbi Clearing – Regional Award
- ▶ Local Currency Clearing – Domestic Awards

This award is based on a survey of domestic banks about the service providers they use on the regional and international fronts. We also take into account white labelled products and services used by the domestic banks. This award takes into account changes in market share of the different competitors in the region, the range and unique features of products and services provided and the key achievements in the year under review.

If you are a domestic or international bank in any Asian or Middle East country, please [contact us](#) for a survey form to be completed as submission for this award.

3. The Asian Banker Achievement Award for Trade Related Services

- ▶ By country
- ▶ The Regional Award

This award is based on a survey of domestic banks about their own business as well as

those of their regional partners, corroborated by interviews and field research. This award takes into account changes in market share of the different competitors in the domestic market, the size of the transactional services business as a percentage of the bank's corporate and FI business, the range and unique features of products and services provided and the key achievements in the year under review.

If you are a domestic or international bank in any Asian or Middle East country, please [contact us](#) for a survey form to be completed as submission for this award.

The Business Achievement Awards

Please note that other business areas such as Retail Banking are evaluated under a different awards programme, also administered by The Asian Banker.

4. The Asian Banker Achievement Awards for Treasury and ALM Products and Services

- ▶ Foreign Exchange
- ▶ Structured Investment
- ▶ Derivatives (FX, Interest rates, equity, credit)
- ▶ Bonds
- ▶ Capital Market

This award recognises the service treasury and asset and liability management services domestic banks provide to corporates. The awarded categories span foreign exchange, structured investment, derivatives, bonds, capital market. The Asian Banker Research team will interview the bank and also independently seek out other potential winners to benchmark against before making its recommendations to a panel of experts for review.

We welcome submissions that provide the following information for the year under review:

1. The unique features of products and services you introduced in the year under review.
2. The general size of your business in each/any of the areas listed relative to your competitors
3. A description of important mandate(s) won in the year under review, including size, complexity and value to your clients
4. A full description of your establishment in these areas including number of staff in this area, and the expertise you provide to your clients.
5. The countries in the region where you are most active

We also corroborate your submissions with feedback from your clients or counter-parties on:

6. The quality and timeliness of the service you provide your clients
7. The changes in market share of the different competitors in the region.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

5. **The Asian Banker Achievement Award for Corporate and Investment Banking**

- ▶ By country
- ▶ Regional Award

This award evaluates the Corporate and Investment Banking business in domestic and international banks relative to that of their competitors. The Asian Banker Research team will interview the bank and also independently seek out other potential winners to benchmark against before making its recommendations to a panel of experts for review.

We welcome submissions that provide the following information for the year under review:

The Basic Information we will require are as follows:

1. A relative profile of the corporate banking/ investment banking business in terms of size, transaction volume, and transaction value
2. Shifts in the size, number of mandates, transaction values, transaction volumes of the overall business, describing any particular breakthrough deals that made the difference.
3. The percentage composition of the different corporate investment banking businesses that your institution pursues (IPO, advisory, restructuring, etc.)
4. Level of cooperation between the corporate and investment banking division in your institution, and examples of the value that this cooperation brought to your clients.

We also require information on any deals completed in the year under review that could help your organisation clinch the award for that year, including:

5. Name, type and size of mandates (capital raising, syndicated lending, restructuring etc) in the year under review
6. Description of the complexity of the deal
7. The role played by your organisation and the value delivered
8. Why this mandate was different from others in the year under review.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

6. **The Asian Banker Achievement Award for Islamic Finance**

- ▶ Regional Business Award

Through this award programme, we are looking for Islamic banks that are closest to building a full and sustainable commercial banking model in Islamic banking with a strong assets as well as a domestic liabilities business, regardless of the countries in which they operate in. We also look at the internal business processes being put in place for the Islamic bank to operate professionally with strong risk management and

technology delivery capabilities. As the Islamic banking industry is still in its developmental stages, this award is an important incentive for mainstream Islamic banks to seek to be measured on the same basis as the best of traditional financial institutions.

We welcome submissions that provide the following information for the year under review:

1. Information on capital raising and structured products that your bank issued in the year under review
2. Product innovation
3. Risk Management processes put in place to ensure the long-term sustainability of your business

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

Industry Infrastructure Awards

Please note that other infrastructure areas such as Technology and Operations are evaluated under a different awards programme, also administered by The Asian Banker.

7. **The Asian Banker Achievement Award for Investor Relations in the Financial Services Industry**

The Investor Relations award recognises world-class investor services of domestic and international banks in the region and examines the Investor Relation Division's ability to protect, reward and inform investors. A comprehensive survey in the investor community, conducted by Asian Banker Investor Audit Services, asking 50 institutional investors on their opinion of the Asian banks they like in terms of transparency, governance and active interaction with institutional investors will be incorporated in the evaluation.

We welcome submissions that provide the following information for the year under review:

1. The bank's consistent dividend policy over a 3 year period
2. Overall quality of annual results designed to protect and reward investors
3. Timely release and quality of annual reports
4. Information on a major or relevant capital raising exercise in the year under review
5. We will include our own findings from a survey of the investor community

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

8. **The Asian Banker Award for Risk Management**

The Risk Management Award recognises outstanding achievements of the Risk Management division, the quality of the Risk Management infrastructure and its impact on business of domestic and international banks in the region. The Asian Banker Research team will interview the bank and also independently seek out other potential winners to benchmark against before making its recommendations to a panel of experts for review.

We welcome submissions that provide the following information for the year under review:

1. The achievements of the Chief Risk Officer and his team in the year under review (the achievement should be in the areas of building a risk infrastructure or process that enhances credit, operational or market risk surveillance in a manner that contributes to best practice in the market place)
2. The risk management infrastructure of the bank being Basel II compliant or better, including the use of IRB
3. The quality of the balance sheet, including NPLs and provisioning relative to peers in the same market
4. Example of risk avoidance/ risk mitigation

We will also independently assess your institution's risk management infrastructure relative to other institutions against our own benchmarks in Basel II preparedness, which includes areas such as the data infrastructure, the enterprise level analytical capabilities and the level of enterprise risk infrastructure.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

9. **The Asian Banker Award for Most Admired Risk Management Team Outside the Asia Pacific and Gulf Regions**

We ask all participants to also indicate to us the banks outside of the Asia Pacific and Middle East areas that they watch and benchmark their own capabilities against. By making this award, it gives us the chance to assess developments within the industry against global best practices all the time.

The qualifications for this award is similar to the award made for risk management above, except that the institutions we are looking to recognise should be purveyors of best practice on a global basis and that we can hold out as exemplary institutions that Asian banks can seek to emulate. Recognising institutions outside of Asia also helps us benchmark where our own institutions stand today in terms of global best practice.

Your submissions should include:

1. The institution you would like us to recognise.
2. The reasons you believe that this institution deserves a recognition, based on information or news available to you.

3. Why this achievement is important to the industry as a whole.

Based on your submission, we will study the institution further and conduct our own analysis for consideration for this award.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

10. The Asian Banker Award for Leadership in Human Resource Development

This regional award is made in recognition of human resource development departments or teams of financial institutions that contribute to the success of the institution in a strategic and fundamental manner in the year under review. The Asian Banker Research team will review the submission and interview the short-listed candidates before making its recommendation to the council of advisors.

We welcome submissions that provide the following information for the year under review:

1. The composition of the human resource department. We are looking for human resource departments that are staffed by professionals who have the ability to take an out of the box approach to solving the skills needs at all levels in the organisation.
2. We also look for human resource professionals who are treated as strategic by the top management of the organisation and who participate in management decision making activities.
3. Evidence of a progressive and competitive human resource policy as described in formal and informal communication to the employees.
4. An achievement in the year under review, either in the form of a new competitive compensation policy, a major achievement in industrial relations with management or with the unions, or a major appointment achieved with considerable degree of difficulty.

Submissions can be made either by the human resource department or by external consultants working with the team.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

Supporting Industry Awards

To recognise the industries that support financial services, The Asian Banker assesses the major players in three key industries -executive search, legal search, and “consulting and advisory services” - to recognise the important roles that they play.

1. **The Asian Banker Achievement Award for Strategic Executive Search to the Commercial Banking Industry**

The criteria for this award is for executive search firms is not based on the largest or the most visible of such firms. It is designed to discover those that have made valuable contributions to their financial institution client's businesses through a strategic senior management or team appointment(s) in the year under consideration. The Asian Banker Research team also actively studies executive level appointments to seek out executive search firms and their client institutions that would qualify for this award

We welcome submissions that provide the following information for the year under review:

1. The mandate(s) won in the year under review
2. The degree of difficulty involved
3. The value-add that the executive search provided that made the institution able to hire someone it otherwise would not have been able to.
4. For mandates to hire teams, include information on the time it took for the team to come together and the strategy used to populate the client's organisation with the right people.
5. The submission must be validated by the HR department of the financial institution.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

2. **The Asian Banker Achievement Award for Legal Advice to the Commercial Banking Industry**

Submissions for consideration for this award should include information on one of the following achievements in the year under review:

1. A legal judgement of importance that the legal firm contributed to, either by representing the client in litigation or as advisers
OR
2. The legal arrangement for a contract or a financial instrument of strategic importance to the business of the client financial institution
3. Legal advice that resulted in an important development in the industry.

The Asian Banker Research staff will review legal reports and seek the input of legal academics to determine the relative importance of the legal firm's contribution to the law on banking and finance.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.

3. **The Asian Banker Achievement Award for Consulting and Advisory Service**

Submissions for consideration for this award should be based on a project (it can be a strategic or organisational review, business process or systems integration, an application developed and so on) completed in the year under review and contain the following. The Asian Banker Researchers will review all submissions and then interview short listed candidates on both the bank and the consulting sides before making their recommendations to the council of advisors.

1. The Key Performance Indicators (KPIs) for the project showing that they are of fundamental importance to the financial institution's business
2. Preliminary indications on the results of the projects (the project must be completed)
3. Highlights of the implementation process in terms of degree of difficulty, and the time taken on the project
4. Evidence of top level management commitment from the client, and the project being completed to the client's satisfaction.

You may make submissions containing detailed answers to the above questions/areas on your performance in 2009. Please [contact us](#) for further details or to make your submission.