



Welcome to The Deal Awards 2022. This summary document provides an outline of the award categories, as well as the criteria and methodology used to decide shortlists and winners. It will also give you all the supplementary information you'll need to participate.

All award categories are subject to the quantity and quality of submissions. In its assessments, The Deal will also consider market activity and trends and use data from The Deal Pipeline and League Tables.

To simplify the process, we have removed the large cap and mid-market distinctions across most deal categories.

Deal, team and individual award decisions are made independently by The Deal awards research and editorial teams and are based exclusively on the criteria outlined; deal value is not a key criterion in recognizing individual deals.

The awards will review the period **June 1 2021 to May 30 2022**. All deals must have been announced in that period.

Key dates

June 29 – Submission deadline
August 4 – Shortlist announced
Sept. 15 – Winners ceremony

Eligibility

- All deals under consideration must have been announced or completed between **June 1 2021** and **May 30 2022**
- Deals must involve at least one party based in the U.S. (buyer, seller or target)
- All submissions must be uploaded through our [dedicated awards portal](#) with no exceptions

How to get involved

Firms are invited to submit their nominations in as many categories as they see fit. To submit an entry please use our dedicated submissions portal [here](#).

Categories & Criteria

TOP AWARDS – BEST OVERALL

Each of the following categories will award winners **in both large cap and mid-market segments**. Mid-market deals are valued at under \$500 million, while large-cap deals are \$500 million or more. The submission form will allow you to clearly indicate which segment you are submitting for.

Most Outstanding Deal of the Year – overall

- This category will award the single most impressive overall M&A deal announced in the review period. The Deal will look for transactions that were first movers in their markets, overcame overwhelming obstacles, set the tone for a market or laid a template for future transactions. Deciding factors may include challenging dealmaking dynamics (including cross-border or multi-party issues, or regulatory, shareholder, political or other complexities); innovative approaches or solutions; or deals that challenged the commercial paradigm of a sector.

Most Outstanding Dealmaker of the Year

- Awarded to the leading deal adviser (lawyer or banker) based on both the quality and volume of transactions and their dealmaking record in the review period. Successful nominees will have demonstrated out-of-the-box thinking or exceptional judgment and strategy, or have expertly deployed resources to ensure a deal's success against the odds. Candidates may have overcome unique or unprecedented dealmaking, commercial or regulatory challenges and demonstrated outstanding leadership in the course of dealmaking.

SPECIALTY AWARDS

The following categories will not be split into large cap and mid-market segments, there will just be one universal winner.

*The Deal's Impact Dealmaker Award 2022 *NEW**

This is a career achievement award, which will go to an adviser (lawyer or banker) based on their record of dealmaking over a career. Judges will look for a body of work that demonstrates that an individual has consistently led market-defining deals, left an impact on a wide range of market-shaping transactions, and instigated positive change in the dealmaking environment. Examples may include, driving diversity in dealmaking, establishing or building a relevant practice group, or contributing to efforts to push the dealmaking landscape forward through industry bodies or professional organizations. For this category you may cite work examples from outside the awards review period.

Private Equity Deal of the Year

The most outstanding deal by a private equity firm (at least one party must be based in the US). This is not predicated solely on return on investment, but also on strategy, impact, and complexities, among other challenges.

Private Equity Dealmaker of the Year

Awarded to the leading private equity deal adviser (lawyer or banker) based on both the quality and volume of transactions and their dealmaking record in the review period. Successful nominees will have demonstrated out-of-the-box thinking or exceptional judgment and strategy, or have expertly deployed resources to ensure a deal's success against the odds. Candidates may have overcome unique or unprecedented dealmaking, commercial or regulatory challenges and demonstrated outstanding leadership in the course of dealmaking. Advisers will have acted directly for private equity clients.

Restructuring of the Year

The most outstanding restructuring of the year. This can be an in- or out-of-court restructuring but it must have used a US restructuring process/mechanism. Judges will look for cases that overcame overwhelming challenges, found successful resolutions against the odds, employed innovative strategies, succeeded against the odds or laid a precedent for the market that will influence future restructurings.

Debtor Counsel of the Year – Law Firm

Awarded to the law firm with the best record representing debtors during in-court restructuring processes. The award will be based on the quality of the work undertaken by the law firm as well as the volume of debtor-side mandates in restructurings during the review period.

Debtor Counsel of the Year – Lawyer

Judges will award this to the individual lawyer with the best record of debtor-counsel restructuring advice during the awards review period for in-court restructurings. The award will consider all the factors described in the Restructuring of the Year category and the role of the individual lawyer in these cases. The award will also consider an individual's ability to craft innovative strategies, overcome unique obstacles, and lead all the constituents of a restructuring through to a successful conclusion. Judges will consider the volume of mandates in the review period.

Activist Defense Adviser of the Year

Awarded to standout activist defense adviser to corporations during the review period. The campaign must be launched during review nomination period and the target company must be listed on a US exchange. Judges will consider complexities, challenges and strategies.

Public Relations Firm of the Year

The most impressive public relations firm guiding clients through the M&A process during the review period. Successful nominees will have defined, crafted and promoted the winning messages across the appropriate media channels. The Deal will consider what was published, how the information was presented and what media it was presented through. Judges will also consider the PR challenges a deal faced, how the narrative was defined and its impact.

*Most Outstanding Debt Financing of the Year *NEW**

This category will recognise the single most outstanding acquisition financing transaction arranged during the awards review period. The winning deal will be tied to an M&A transaction deal and will recognise the financing structure and strategy. Among the factors, judges will consider the complexity of the financing package, cross-border aspects, an innovative combination of mix of instruments, successful outcomes in pricing, and innovative features with the financing package (for example ESG-linked structures).

*Regulatory counsel of the year - Law Firm *NEW**

Awarded to a law firm for its role(s) as specialist regulatory counsel on transactions. The winner will have a proven track record during the review period of supporting transaction with specialist regulatory advice. Judges will consider the nature of the advice, the criticality of the regulatory piece to the deal's success, and any unique/unprecedented aspects in seeking and/or receiving deal approval. Other factors may include innovative strategies to mitigate or preempt regulatory deal risk.

SECTOR AWARDS

The following categories will award winners across the following sectors and will endeavor to recognize standout first movers according to their influence on the sector*:

- Consumer, retail, food & beverage
- Energy and industrials
- Financial services
- Financial technology (FinTech)
- Healthcare Services
- Pharmaceutical and biotechnology
- Technology, media and telecoms

** Judges may consolidate or split out sectors according to the quantity and quality of submissions, market trends and deal volumes.*

Law Firm of the Year

Awarded to the law firm that consistently advised on relevant black-letter law and gave the practical advice needed by clients in one of the above sectors. The firm may also have come up with an innovative solution to a complex legal problem during a transaction or helped set a legal precedent or redefine legal strategy in the market. Judges will consider a firm's impact in the relevant sector over the review period, based on the quality of its advice and/or volume of transactions.

Investment Bank of the Year

The investment bank that provided guidance in terms of the structure and facilitation of a deal to make it go as smoothly as possible. The bank may have used innovative structures and solutions or overcome unexpected challenges. The award will consider the nature of the transactions, a bank's role in the transactions and the volume of deals led by a bank during the review period.

Dealmaker of the Year

Awarded to the leading deal adviser (lawyer or banker) in each sector based on their impact in the sector over the review period, as a result of the quality and/or volume of transactions. Candidates may have used out-of-the-box thinking, innovative structure or approaches, and good strategy to reach agreement on deals. Judges will also consider unique challenges, unique legal or regulatory considerations and leadership in the course of dealmaking. Deal volume and deal impact will be considered.

OUTSTANDING DEAL OF THE YEAR

Outstanding Deal of the Year

The Deal will strive to recognize 6-10 deals that are judged to be the standout M&A transactions of the year in their relevant sectors. Judges will look for transactions that were first movers in their markets, overcame significant obstacles, set the tone for the market or laid a template for future transactions. Deciding factors may include challenging dealmaking dynamics (including cross-border or multi-party issues, or regulatory, shareholder, political or other complexities); innovative approaches or solutions; or deals that challenged the commercial paradigm of a sector.

Deal value is not a key criterion, and large-cap and mid-market deals will be considered. Judges will strive to recognize defining deals across a range of sectors. A key question will be: what does this deal mean for this sector?

FREQUENTLY ASKED QUESTIONS

What do I need to do to nominate?

Please submit all nominations through the portal, link [here](#).

How do you choose the shortlists and winners?

The final decisions are made by The Deal's research and editorial teams and considers peer submissions, corporate entries and staff nominations. The Deal also uses data from The Deal Pipeline and League Tables to inform awards research.

Should I submit a deal for "Most Outstanding Deal of the Year" or "Outstanding Deal of the Year"?

All deals submitted will automatically be considered for Most Outstanding Deal of the Year. There is no need to submit the same deal twice with the same information.

The Most Outstanding Deal of the Year award will recognize the single most impressive M&A transaction announced during the awards review period, irrespective of the sector. The Outstanding Deal of the Year awards will recognize the standout M&A transactions of the year in their respective sectors, allowing us to award deals that have shaped market practice in a particular sector.

If you feel a deal has made a defining impact on the market sector it was conducted in, please submit to Outstanding Deal of the Year, and clearly mark the sector on your submission form. If you consider a deal to lie across multiple sectors or that its impact is more far-reaching than just its market sector, you should submit this deal directly to Most Outstanding Deal of the Year.

Beyond the submission form, will you require any further information from me?

The Deal's research teams may reach out to contact you for more information on your submission, and may speak with professionals involved in the industries or transactions pertinent to a particular category as part of the research and selection process.

Can I have an extension to the above deadline?

No, the submission deadline is final and we are unable to accommodate submissions after this date.

What will you do with the information I submit?

The information will be used to inform the nominations and ultimately the winners of The Deal Awards. The information may also be used in supplemental awards presentations and content.

I still have questions, can I speak to someone?

Please contact Editor for Awards Research Jamie Rayat (jamie.rayat@euromoneyplc.com) for all queries.