

# Submission Guidelines

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Dear Reader,

In January, *Risk* magazine will publish its annual *Risk Awards*, designed to recognise best practice in the risk management and derivatives markets.

There will be 27 categories, ranging from **Derivatives House of the Year** to **Deal of the Year**.

We are asking firms to make submissions in the categories for which they would like to be considered. These submissions should outline details on performance and risk management, as well as case studies on key deals over the course of 2010.

Details such as headcount and global office locations are not required. Instead, candidates should focus on describing their approach to risk management, how they reacted to difficult market conditions, and the impact on performance. Applicants should also describe deals that have been conducted over the past 12 months. In particular, they should outline details of customer problems, describe the thought processes the bank went through, explain why a particular solution was chosen, and illustrate the benefits a specific trade brought to a client.

Once again, we are also asking for client references (names, email addresses, phone numbers). In the past, this has been an important element in deciding the winners. Getting confirmation and feedback from clients on specific deals is also a key part of the due diligence process for the awards. All information used to judge the award will be considered strictly confidential. We are happy to sign confidentiality agreements where necessary.

The awards will be judged by an editorial panel of senior *Risk* editors and staff writers. Judging criteria will include (but will not necessarily be limited to): risk management, customer service, liquidity provision and quality of post-sales service. Banks outside the top three that can demonstrate giant improvements in their derivatives/risk management practices over the year will also be considered for an award.

There's no minimum or maximum length for the submissions – although we would ask that applicants focus on details of risk management processes, key deals and case studies, including detail on the underlying structure, the benefits for the client etc. There's also no required format for the submissions – it can be PDF, Word, PowerPoint etc.

The deadline for submissions is **6pm Monday, September 27**. Follow-up interviews will take place for short-listed firms during October and November. The decisions will be made in late-November.

If you have any questions on the awards process, please do not hesitate to contact me on **020 7484 9826** or email **[nick.sawyer@incisivemedia.com](mailto:nick.sawyer@incisivemedia.com)**

Yours sincerely

Nick Sawyer  
Editor, *Risk*

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## Awards categories:

- | Derivatives house of the year
- | Lifetime achievement award
- | Deal of the year
- | Interest rate derivatives house of the year
- | Currency derivatives house of the year
- | Equity derivatives house of the year
- | Credit derivatives house of the year
- | Commodity derivatives house of the year
- | Energy house of the year
- | Inflation derivatives house of the year
- | Structured products house of the year
- | Hedge fund derivatives house of the year
- | Bank risk manager of the year
- | Credit portfolio manager of the year
- | End-user: Corporate
- | End-user: Sovereign
- | End-user: Insurance
- | End-user: Hedge fund
- | End-user: Pension fund
- | Quant of the year
- | Derivatives research house of the year
- | Risk management technology product of the year
- | Derivatives trading technology product of the year
- | In-house system of the year
- | Exchange of the year
- | Clearing house of the year
- | Law firm of the year

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There are no minimum or maximum limits for submissions. We would suggest, however, that candidates do not include headcount, geographical presence or introductions in the submissions.

Banks should include case studies, examples of how sound risk management helped the firm and key deals. Client references or contact details must be included.

### Derivatives house of the year

Banks nominating themselves for Derivatives House of the Year should be strong in at least three asset classes. Case studies detailing how the bank has best met the needs of clients should play a large part in the submissions. This year, the bank's approach to risk management will be of particular importance. Submissions **have** to include details of risk management processes and systems, how the firm reacted to difficult market conditions, and granular detail on performance. We will require evidence to back up claims. We will need to meet with risk managers – the chief risk officer and market/credit risk heads. In addition, customer references should be included – they have often made the difference in deciding the winner.

### Product categories

- Interest rate derivatives house of the year
- Currency derivatives house of the year
- Equity derivatives house of the year
- Credit derivatives house of the year
- Commodity derivatives house of the year
- Energy house of the year
- Inflation derivatives house of the year
- Structured products house of the year
- Hedge fund derivatives house of the year

As above, submissions should include case studies and key deals. Again, as above, firms must include details on risk management processes and systems, and granular detail on performance during the crisis. We will require evidence to back up claims. As well as meeting with the relevant heads of desk, we will also need to meet with risk managers – market risk, credit risk, CVA – and may need a demonstration of risk systems. As above, we also need client references, including names, numbers and email addresses. There's no limit to the number of categories banks can make submissions in. **Please note:** the structured product house of the year is not focused on any one asset class (and does cover hybrids). Dealers active in the retail and institutional markets can submit.

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## Lifetime achievement award

This will be awarded to a person that has made a significant contribution to the development of the derivatives/risk management industry. Nominations can be made by the candidates themselves, by colleagues or by employers/customers. Nominations should outline why he/she should win the lifetime achievement award and demonstrate the contribution he/she has made to the development of the market.

## Deal of the year

Submissions should outline terms and conditions of the deal, and describe why the trade is special. Customer references are important for this category.

## Risk management categories

- Bank risk manager of the year
- Credit portfolio manager of the year

Risk managers should outline risk management processes, policies and systems, and describe any improvements made to the risk function over the past 12 months. Of particular importance is how the risk management function responded to the financial crisis, and how it contributed to bank performance. The nominated risk manager could be the chief risk officer, head of market, credit or operational risk, or any individual within the risk team that has made an outstanding contribution to risk management over the year.

## End-user categories

- End-user: Corporate
- End-user: Sovereign
- End-user: Insurance
- End-user: Hedge fund
- End-user: Pension fund

We would encourage banks to nominate clients they feel are worthy of these awards. End-users can also nominate themselves. Nominations should outline why the end-user should win and include details of notable trades. Those end-users that can demonstrate best practice in risk management/derivatives trades, have made significant improvements to risk management, have executed an innovative trade or, in the case of hedge funds, posted good returns in a difficult environment, will be considered.

## Quant of the year

This category is a little different. The winners are decided by *Risk* readers themselves. *Risk* will ask past and present contributors to the cutting edge section of the magazine, as well as magazine subscribers, to vote for the top quantitative paper over the previous 12 months.

## Technology categories

- Risk management technology product of the year
- Derivatives trading technology product of the year
- In-house system of the year

Nominations can be made by technology vendors, banks or end-users. Submissions should include details on new product launches – these categories will focus on innovation. The two technology product awards are targeted at third-party vendors and banks that provide their technology to clients. The in-house system award will focus on proprietary technology used by a certain bank for its own trading and/or risk management. Submissions from technology vendors should also include client references.

## Exchange/clearing house of the year

Submissions could include details of new contracts, improvements in trading/clearing technology, trading volumes etc.

## Derivatives research house of the year

Self explanatory, but we will be looking for research that has best helped end-users make profitable trading decisions in the derivatives space. We are happy to accept submissions for single asset classes – for instance, the equity derivatives research team of a bank – or spanning multiple asset classes (for instance, a financial institution could submit examples of its research in equity derivatives, rates, credit etc). References from end-users are important.