Submission guidelines

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 29 categories, ranging from **derivatives house of the year** to **deal of the year**. Three new categories have been added for this year's awards – **OTC infrastructure service of the year**, to recognise the growing importance of pre- and post-trade services and tools, like trade compression, middleware, and credit-checking; and two new technology awards – **trading technology product of the year** and **back-office technology product of the year**.

We are asking firms to make submissions in the categories for which they would like to be considered. Details such as head count and global office locations are not required. Instead, candidates should focus on describing how they are adapting to regulatory change, their approach to risk management, how they reacted to difficult market conditions, and their overall performance, over the course of 2012.

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). Getting confirmation and feedback from clients on specific deals is a key part of the due diligence process for the awards and has been an important element in selecting past winners. All information used to judge the award is considered strictly confidential. We are happy to sign confidentiality agreements where necessary.

The awards will be judged by a panel of senior editors and writers. Judging criteria will include (but will not necessarily be limited to): risk management, staying on top of regulatory change – and helping clients do the same, customer service, liquidity provision and quality of pre- and post-sales service. Scale is not the primary consideration – we are also looking for innovation and creativity.

There's no minimum or maximum length for the submissions. There's also no required format for the submissions – it can be PDF, Word, PowerPoint, etc.

The deadline for submissions is **6pm Monday, September 24**. 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 7316 9020** or email **duncan.wood@incisivemedia.com**

Yours sincerely

Duncan Wood
Editor, Risk

Submission guidelines
2/3

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
Energy/commodity derivatives 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
OTC client clearing service of the year
OTC trading platform of the year
OTC infrastructure service of the year
Exchange of the year
Clearing house of the year
Law firm of the year
End-user: Corporate
End-user: Sovereign
End-user: Insurance
End-user: Hedge fund
End-user: Pension fund
Quant of the year
Risk management technology product of the year
Trading technology product of the year
Back-office technology product of the year
In-house system of the year

Submission guidelines
There are no minimum or maximum limits for submissions. We would suggest, however, that candidates do not include head count, 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 regulatory change will be particularly important – and risk management, as always, is a key criterion. Submissions **have** to include details of risk management processes and systems, how the firm reacted to difficult market conditions and to regulation, and granular detail on performance. We will require evidence to back up claims. We will need to meet 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.

Asset class 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
- Energy/commodity 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, engagement with and adaptation to regulatory change, and granular detail on performance. We will require evidence to back up claims. As well as meeting with the relevant heads of desk, we will also need to meet risk managers – market risk, credit risk, CVA – and may need a demonstration of risk systems. As mentioned, we 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. The commodity award covers metals and all other non-energy underlyings.

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

Submission guidelines
3/3

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
- Trading technology product of the year
- Back-office technology product of the year
- In-house system of the year

The risk management, trading and back-office product awards are for technology vendors or banks that make in-house technology available to clients. The in-house system award is for proprietary technology developed within a bank for its own use. Submissions from technology vendors should also include client references.

Exchange/clearing house of the year

For exchanges, submissions could include details of new contracts, improvements in technology, trading volumes, etc. Clearing houses should focus on issues relating to the advent of mandatory OTC clearing – for example, the growth of client clearing services, collateral protection and segregation regimes, product coverage, regulatory engagement, and risk management.

OTC client clearing service of the year

Introduced last year, this category is for the new OTC client clearing business being offered by dealers and other, non-dealer institutions. Submissions should focus on what the candidate has done to build its business this year, how it has engaged with stakeholders to shape the evolving OTC clearing space, and how its services are being received by clients.

OTC trading platform of the year

Submissions will not be accepted from single-dealer platforms – instead, we are looking to recognise platforms that expect to qualify as an execution venue for clearing-eligible derivatives. Engagement and involvement with regulatory reform in the US and Europe should be a key element of the submission – as should work done with clearing houses, clients and dealers to help provide clarity around the new OTC execution architecture. The growth of the platform and the coverage/service it provides are also important criteria.

OTC infrastructure service of the year

A new category for firms that provide services for the post-reform OTC markets. Portfolio compression, middleware and credit-checking are just examples – any service designed to improve the efficiency of the new markets will be considered.