



Investment House Association of the
Philippines (IHAP) in partnership
with R.G. Manabat & Co.
present the
4th IHAP Awards 2019



Agenda



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About IHAP



The **Investment House Association of the Philippines (IHAP)** was established on July 19, 1974 as a non-stock, non-profit organization. The association currently has 26 strong regular members, 8 associate members, and 7 fellows.

Primary objectives of IHAP:

1. Promote a better understanding of the role and functions of investment houses.
2. Enhance the contribution of Investment Houses in the growth of Philippine businesses and the economy through the development of capital markets.

About R.G. Manabat & Co.



KPMG is a global network of independent professional firms providing Audit, Tax, and Advisory services.

We operate in 152 countries and have more than 189,000 professionals working in member firms around the world.

KPMG professionals are the trusted advisors to the world's leading organizations, helping them create and protect sustainable value. We provide professional services to 78% of the global 1,200 companies.

R.G. Manabat & Co. ("RGM&Co.") services over 2,000 clients, many of whom are in the Business World Top 1,000 Philippine corporations.

RGM&Co. has been recognized as the fastest growing member firm of KPMG in the Asia Pacific region.

We are recognized in the business community as one of the leading professional services firms in the Philippines with a strong market share.

- The Firm's Advisory group is recognized by KPMG as one of the fastest growing and best performing advisory groups in the Asia Pacific Region

Other Citations:

- Tier 1 Tax Practice in the Philippines
- Tier 1 Transfer Pricing Practice in the Philippines
- Tier 1 Tax Transactional Firm in the Philippines

International Tax Review



Objectives of the IHAP Awards

1. Recognizing the contributions to, and achievements of investment houses in the growth of Philippine companies, the economy and the capital markets.
2. Promoting excellence and global best practices that enhance Philippine economic growth and corporate governance in Philippine trade, commerce and industry, thereby making it more competitive vis-à-vis other companies in the ASEAN region.
3. Increasing public awareness for IHAP and its role in promoting financial literacy, expanding financial inclusion, and cooperating with legislative, executive, and other regulatory agencies in the formulation of laws, rules, or regulations related to investment banking that is deemed necessary to the development of the capital market.

Award Categories

Best Deal Awards (Large Cap)

- Best Deal
- Best Advisory Deal
- Best Equity Deal
- Best Fixed Income Deal
- Best Project Finance Deal

Best Deal Awards (Small-Mid Cap)

- Best Deal
- Best Advisory Deal
- Best Equity Deal
- Best Fixed Income Deal
- Best Project Finance Deal

Best House Awards

- Best Investment House
- Best Advisory House
- Best Equity House
- Best Fixed Income House
- Best Project Finance House

List of Awards Criteria - Deal

No.	Criteria*	Description
1	Deal Size	Factoring the role of the investment house in a financial transaction, the fixed income, equity, project finance and completed financial advisory transaction must be significant in size.
2.	Innovation and complexity	An Investment House's ability to maximize profits/ savings for the client (thereby increasing Enterprise Value) through innovation and complexity in the structure, distribution, and execution of the deal.
3.	Impact to the financial markets, and benefits to the Investor and Issuer/Borrower	The ability of the Investment House to generate value for the market and for its client's existing, purchasing or liquidating shareholders.

****Criteria are equally weighted***

List of Awards Criteria - Investment House

No.	Criteria*	Description
1.	League Table Ranking	Total number and amount of transactions in category (Advisory, Equity, Fixed Income or Project Finance).
2.	Innovation and complexity	An Investment House's ability to maximize profits/ savings for existing shareholders through innovation and complexity in the structure, distribution, and execution of the many deals.
3.	Impact to the financial markets, and benefits to the Investor and Issuer/ Borrower	The ability of the Investment House to generate value for the market and for its client's existing, purchasing or liquidating shareholders.

****Criteria are equally weighted***



Nomination Process (1/2)

1

- Each nominee should be a member of IHAP.

2

- For nominations for the Best Advisory, Equity, Fixed Income and Project Finance Deals of the Year, IHAP members are only allowed to submit three (3) entries per award category.

3

- Nominee to fill-out Nomination Form available for download at www.ihap.org.

4

- Nominee to accomplish one (1) Nomination Form per entry.

5

- Nominee to send through e-mail the Nomination Forms together with the required supporting information and details specified per award category to the IHAP secretariat at ihap@pltdsl.net.

Nomination Process (2/2)

6

- Last day of nomination and submission is on **12 July 2019**

7

- An acknowledgement e-mail will be sent to the nominee upon receipt of nomination.

8

- All nominations must be received by the IHAP secretariat within the prescribed deadline.

9

- IHAP secretariat will forward the requirements submitted to KPMG RGM&Co. for updating of the Ranking Sheet.

Nomination Requirements

1	Official Nomination Form	Official Nomination Form containing the following:
	A. Background Information	<ul style="list-style-type: none"> — Nominee information (Nominee background and Company Profile) — For the Investment House category, high-resolution logo of the nominee. For the Deal category, high-resolution logo of all the parties involved. — Parties to the transaction and service providers who played significant roles (e.g. legal counsel, parties in the M&A transaction, audit firm) — Supporting documents showing all the parties involved (e.g. Prospectus, Information Memorandum, Cover Page of Loan Agreements, Definitive Documents, Tombstones, etc.). Confidential information can be redacted.
	B. Deal Details	<ul style="list-style-type: none"> — Entry deal size of Advisory, Equity, Fixed Income and Project Finance deals transacted (with exact role) between January 1, 2018 to December 31, 2018
	C. League Table	<ul style="list-style-type: none"> — All deals that the Investment House executed (with exact role) between January 1, 2018 to December 31, 2018
	D. Essay	<ul style="list-style-type: none"> — Essay on why the deal and the investment house should win the award.
2	Client Testimonial	<ul style="list-style-type: none"> — (Optional only) Client testimonial on how the relationship with the Investment House benefited their company

Judging Process (1/2)

1. IHAP Secretariat to send the ranking sheet containing all of the awards and nominees to the Panel of Judges and IHAP members through email.

2. The Panel of Judges and IHAP Members will assign the 1st, 2nd, and 3rd ranked nominee.

3. The Panel of Judges will be given ten (10) working days while IHAP Members will be given eight (8) working days upon receipt of ballot to rank the finalists (Top 3) per award category.

4. Panel of Judges and IHAP Members to return accomplished ranking sheets to IHAP Secretariat then forward the same to KPMG for tallying of scores.

Judging Process (2/2)

5. Based on the tally scores from the Panel of Judges and Peer Voting, the nominee with the most points wins.

6. A tie is allowed for each Award category.

7. Winners will be announced during the Awards Day

Scoring Process

The ranking assigned by the Judges and Peers will have the following corresponding points:


Ranking	By Panel of Peers	By Panel of Judges
1 st	50 points	50 points
2 nd	35 points	35 points
3 rd	15 points	15 points

15 pts spread (between 1st and 2nd)





20 pts spread (between 2nd and 3rd)

Effectively, the ranking given by the separate panels of peers and judges will be given equal weights in the final ranking.

Indicative Timetable

Activities	Working Weeks						
	June		July			August	
	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4	Week 1
Release of Nomination Forms	June 17						
Release of Invitation Letters to Judges	June 19						
Nomination Period	June 17 – July 12						
Evaluation & Judging Period				July 15 – Aug 2			
Awarding Ceremony Preparations				July 15 – Aug 2			
Awards Day							



-  Delivery of nomination forms
-  Collation of nominations
-  Finalization of results
-  Awards Day – August 7 or 8, 2019



Thank you



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