



Media kit

The GTR Leaders in Trade awards and GTR Best Deals highlight excellence in the trade, commodity, supply chain, export finance and fintech markets.

In keeping with the industry's transition to a 'new normal' and the fact that we are living through very different – and challenging – times, we have made amendments to the Leaders in Trade categories for 2020, as outlined on the following page. There are no changes to our Best Deals awards.

As always, we welcome submissions* for these awards from players across the trade and trade finance industry.

The deadline for submissions is Thursday, January 14, 2021 and no further submissions will be considered after this date.

Please email all submissions to awards@gtreview.com

Winners will be notified of their success at the end of February/beginning of March 2021. A write-up of the Best Deals and the Leaders in Trade will appear in the Q2 2021 issue of **GTR**, published in mid-April.

Following the unprecedented ramifications of the coronavirus pandemic and subsequent uncertainty over both the safety and viability of holding physical events, we are hoping to commemorate our winners at some point throughout the course of 2021 (either virtually or in person) and will communicate these plans to the industry as soon as possible.

**GTR's journalists will use your submissions when reporting on the wins, so please do not include any confidential information.*

Email awards@gtreview.com to submit an entry for GTR Best Deals

Email awards@gtreview.com to nominate your institution for a GTR Leaders in Trade award



GTR Awards

GTR Leaders in Trade

- › Please select from the list which – if any – of these new categories you would like to nominate your institution to be considered for in the **GTR Leaders in Trade** awards.
- › Please select a maximum of 2 categories.
- › Please provide a one-page explanation (preferably a bulleted list) of why your institution deserves to win. **This must include reference to achievements from 2020.** Please ensure your submission does not include generic presentations/slides.
- › Deals submitted for Best Deals will be consulted in the decision-making process and can be used as part of your substantiation for your nomination.

New categories for 2020*

- › **Leaders in Trade for Innovation**
How has your trade finance business created, or supported, innovation?
- › **Leaders in Trade for Resilience**
How has your trade finance business remained resilient – or achieved success?
- › **Leaders in Trade for Sustainability**
How has your trade finance business supported sustainability efforts (either the firm's own efforts, or those of your client/s)?
- › **Leaders in Trade for Digitalisation**
How has your trade finance business supported digitalisation efforts (either the firm's own efforts, or those of your client/s)?
- › **Leaders in Trade for Pandemic Support**
What necessary and/or innovative trade finance pandemic support have you rolled out to your client/s?
- › **Leaders in Trade for Inclusion**
How has your trade finance business supported diversity and inclusion in the workplace (either your own, or that of your client/s)?


**We envision awarding a maximum of one type of trade finance institution – bank, law firm, insurance underwriter/broker and fintech company – per category.*

Email
awards@gtreview.com
to nominate your institution
for a GTR Leaders
in Trade award





GTR Best Deals



Email
awards@gtreview.com
to submit an entry
for GTR Best Deals

Submit your entry for GTR Best Deals 2020

Deal submission criteria:

We invite institutions to submit a **maximum of 2 deals per type of transaction** – trade, commodity, supply chain, export (including project) finance and fintech innovation. (That's a maximum of 10 deals in total, please.) Winners will be spread across all of these categories.

Please note that client permission to disclose deal information must be obtained before submitting.

Deals submitted on a 'no names' basis or without loan amounts will be disqualified.

You must provide the following information:

- › **Date of signing:** the deal must have been closed and reached final signing within 2020 – not a day before or after
- › **Type of transaction:** deals must have trade, commodity, supply chain or export finance elements. Project finance deals can be submitted but will then be considered and judged on their export content as to their relevance and suitability
- › **Borrower**
- › **Loan amount** (essential information)
- › **Tenor**
- › **Lenders:** please list all lenders involved – not just your own institution
- › **Law firms**
- › **Insurers/ECAs**
- › **Pricing** (if possible)
- › **Regions/countries** in the deal
- › **Why should your deal win?** Please provide at least 200 words outlining what makes your deal better than all the rest. **Winning attributes include: large loan amount; length of tenor; number of institutions involved; novel methods of risk mitigation; unique structure; deal closed in face of severe political or economic barriers, etc**



LONDON

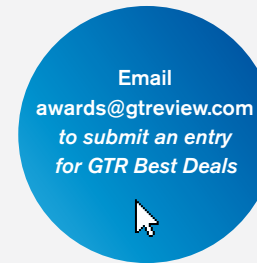
GTR
Exporta Publishing & Events Ltd
4 Hillgate Place
London SW12 9ER
Tel: (+44) 20 8673 9666
Fax: (+44) 20 8673 9662

Sales and advertising

Peter Gubbins
Co-Founder & CEO
pgubbins@gtreview.com
+44 (0)20 8772 3000

Editorial

Shannon Manders
Editorial director
smanders@gtreview.com
+44 (0)20 8772 3021



Contacts