



## British Columbia's Dealmakers of the Year Awards

ACG<sup>®</sup> British Columbia

## Call for Nominations - Deal of the Year Category

**Deadline for Nominations: October 7th, 2019**

**Dealmakers Celebration: October 30th, 2019**

The Dealmakers of the Year Awards is Vancouver's premier annual event recognizing successful transactions in the M&A middle market. We are pleased to present awards to individuals and firms who have demonstrated the entrepreneurial skills and the diligence necessary to build a company's value and complete a successful exit transaction.

Taking place on **Wednesday, October 30, 2019** at the **Fairmont Waterfront Vancouver**, Dealmakers is the opportunity to celebrate the achievements of British Columbia's M&A professionals and acknowledge industry excellence.

The Master of Ceremonies for the evening will be Canadian Comedian, **Erica Sigurdson**, who has been twice nominated for a Canadian Comedy award and regularly contributes—both in writing and performing—for CBC Radio's The Debaters, The Current, and Definitely Not The Opera. The evening will commence with a Cocktail Reception at 5:30pm, followed by the Dinner Program at 6:30pm, then Dessert & Networking at 8:00pm to complete the evening. This is sure to be a wonderful evening of celebration, awards, networking and fun.

### Deal of the Year Nomination and Selection Criteria

The Deal of the Year Award recognizes and celebrates a leading British Columbia sell-side transaction and the CEO and British Columbia professional firms and individuals whose excellence in executing on that transaction lead to an exceptional outcome.

#### **Nomination Criteria**

- Middle market, sell-side transaction having a minimum value of \$20,000,000
- Private corporation or fund based in British Columbia
- Transaction must have closed between October 1, 2018 and September 30, 2019
- Nominees must include the CEO (or senior executive responsible for deal strategy and execution) and one representative from one or more BC-based sell-side professional firms key to the transaction success (financial advisors, legal counsel, diligence providers, tax advisors, etc.)

#### **Selection Criteria**

- Created (or demonstrated the potential for) substantial return on investment
- Produced a wider business impact, such as the development of new markets, products, services and/or technologies

- Deal team advisors reflected a high degree of professional expertise and superior client service in structuring and executing on a complex transaction
- Creative structures, strategies or deal terms contributing to transaction value and/or risk mitigation
- Significant financial benefits as a result of the transactions (i.e. larger transactions weighted more heavily)

As part of the nomination and selection process, each nominator will be contacted by a member of our Dealmakers Committee to ensure we have a clear understanding of the transactions and the dealmaker's role in them prior to making a final decision. All nominees will be recognized at the event.

Please complete and submit the nomination form below by **Monday, October 7th, 2019** to [vancouver@acg.org](mailto:vancouver@acg.org).

For event details, registration information and a list of past Dealmakers of the Year Award Recipients, please visit: [www.acgbcevents.com/dealmakers-awards/](http://www.acgbcevents.com/dealmakers-awards/)

If you have any questions please contact the ACG Office at 1.778.835.8692 or email [vancouver@acg.org](mailto:vancouver@acg.org).



## 2019 Deal of the Year Nomination Form

Deadline for Nominations: October 7th, 2019  
Dealmakers Celebration: October 30th, 2019

I nominate \_\_\_\_\_ (CEO, or Chief Deal Executive) for the 2019 ACG BC Deal of the Year Award.

**Nominee Information:**

Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Address: \_\_\_\_\_

**Key Advisors (Sell Side):**

Financial:  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

Legal:  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

Other:  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

Please provide a brief biography of the (Company) Nominee – maximum 250 words:

Please state why you feel the Deal should receive the Deal of the Year Award. **Comments should include what makes this deal stand out. Reasons may include substantial value creation, business impact, optimal or innovative structure or deal terms, unique challenges overcome, etc.** Maximum of 500 words; supporting documents will be accepted and are in addition.

Describe the contributions made by the key advisors (financial, legal, etc.) in this deal and a brief description of the extent of their involvement. Comments may also include the advisors' contribution to value creation and transaction strategy, such as broad auction or targeted sale, how long the sales process took (from being engaged to close), etc. and why? Maximum 500 words.

**Please provide the following high level deal parameters:**

<u>Enterprise Value</u>	<u>(check one)</u>	<u>EBITDA Multiple</u>	<u>(check one)</u>
\$20-\$50 million	<input type="checkbox"/>	< 3X	<input type="checkbox"/>
\$50- \$100 million	<input type="checkbox"/>	3 – 6X	<input type="checkbox"/>
+\$100 million	<input type="checkbox"/>	6 – 9X	<input type="checkbox"/>
Unable to disclose	<input type="checkbox"/>	+10X	<input type="checkbox"/>
		Unable to disclose	<input type="checkbox"/>
		Industry average	_____

**Nominator Information:**

Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

**Please email your nomination by October 7th, 2019 to [vancouver@acg.org](mailto:vancouver@acg.org)**