



Call for Nominations - Deal of the Year Category

The Dealmakers of the Year Awards is Vancouver's premier annual award 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. Dealmakers is the opportunity to celebrate the achievements of British Columbia's M&A professionals and acknowledge industry excellence.

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, 2020 and December 31, 2021
- 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)

Submission Format

- Nominating a deal can be done in writing by using the attached form below or through a discussion with a member of our nominating committee. To perform a verbal submission please email vancouver@acg.org to schedule a discussion with a member of our nominating committee.

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.

Please complete and submit the nomination form below by **Friday, January 7th, 2022**, to vancouver@acg.org.

If you have any questions, please contact the ACG Office vancouver@acg.org.



2021 Deal of the Year Nomination Form

I nominate _____ (CEO, or Chief Deal Executive) for the 2021 ACG BC Deal of the Year Award.

Please note the nomination process can be done in writing by using the form below or through a discussion with a member of our nominating committee. To perform a verbal submission please email vancouver@acg.org to schedule a discussion with a member of our nominating committee.

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:

Enterprise Value (optional - check one)

\$20-\$50 million ☐
 \$50- \$100 million ☐
 +\$100 million ☐
 Unable to disclose ☐

EBITDA Multiple (optional - check one)

< 3X ☐
 3 – 6X ☐
 6 – 9X ☐
 +10X ☐
 Unable to disclose ☐
 Industry average _____

Multiple of Invested Capital (MOIC) (optional - check one)

< 3X ☐
3 – 6X ☐
6 – 9X ☐
+10X ☐
Unable to disclose ☐

Internal Rate of Return (IRR) (optional - check one)

< 20% ☐
20% - 50% ☐
50% - 80% ☐
+80% ☐
Unable to disclose ☐

Nominator Information:

Name: _____
Company: _____
Phone: _____
Email: _____

Please email your nomination by **Friday, January 7, 2022** to **vancouver@acg.org**