

# Regulations M&A Awards Belgium 2021



**M&A Awards: showcasing excellence in M&A,  
corporate finance, private equity and venture capital.**

**MAawards.be**

Brussels, July 2021

Dear colleague,

On Thursday 25 November 2021, the 4<sup>th</sup> edition of the annual M&A Awards will be held in the magnificent Maison de la Poste in Brussels. The M&A Awards is the annual landmark event for professionals working in M&A, corporate finance and private equity. The M&A Awards gather senior dealmakers from across the country at a black-tie gala dinner. An exclusive group of rainmakers come together to celebrate the best deals and dealmakers of the past year.

The annual M&A Awards dinner recognizes deal teams of listed companies, large corporations, state-owned entities and government institutions and awards them for outstanding performance and leadership.

This year we will present M&A Awards for the categories:

1. Best Large-Cap Corporate Deal
2. Best Mid-Cap Corporate Deal
3. Best Private Equity Growth Capital Deal
4. Best Venture Capital Deal – Technology
5. Best Venture Capital Deal – Life Sciences

A small group of captains of industry and experts is selected to cast their votes for each of the Awards categories. This document describes the procedures and the assessments for the M&A Awards.

Join the M&A Awards in celebrating the very best of M&A in Belgium and seize the opportunity to network with Belgian leading M&A and private equity professionals. Open new business opportunities and ensure that your brand is seen alongside other blue chip brands by buying tickets or a table. A great way to celebrate success with your team and your clients.

We are very much looking forward to seeing you!

Kind regards,



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## Definitions

- A. Organization: House of Executives, a label of Alex van Groningen, part of Sijthoff Media, initiator and organizer of the M&A Awards Belgium.
- B. Regulations: this document which defines the establishment of the nominations and the determination of the winners.
- C. Large-cap corporate deals: deals with a value of > € 250 million where the buyer, seller or target must be of Belgian origin. Corporate deals are defined as deals where commercial organizations play the leading role, particular via a M&A strategy.
- D. Mid-cap corporate deals: deals with a value of € 25 – 250 million, where the buyer, seller or target must be of Belgian origin. Corporate deals are defined as deals where commercial organizations play the leading role, particular via a M&A strategy.
- E. Private equity: private equity is an alternative investment class and consists of capital that is not listed on a public exchange. Private equity is composed of funds and investors that directly invest in private companies, or that engage in buyouts of public companies, resulting in the delisting of public equity.
- F. Venture capital: venture capital deals are defined as deals involving Belgian based start-up/scale-up companies.
- G. Panel of judges: a small group of captains of industry and experts is selected to cast their votes for each of the categories. The judges have a position in which they have gained a lot of M&A experience and have shown leadership. Members of the panel of judges can be captains of industry, (supervisory) board members, managing directors/CEOs, senior partners, professors, economists that are experts in M&A, corporate finance, private equity and/or venture capital.
- H. Deal: a transaction between multiple companies in which shares are bought and sold and/or funding is being provided.

## **Award categories and criteria**

The M&A Awards are presented in five categories. The panel of judges will be asked to assess the awards in each category against the following criteria:

### **1. Best Large-Cap Corporate Deal**

Corporate deals are defined as deals where commercial organizations play the leading role, particularly via a M&A strategy.

The best large-cap corporate deals are determined by skilled execution, complexity of the transaction, innovative funding, a competitive purchase price and/or an excellent strategy behind the transaction. Evidence of great and authentic leadership, including development of a strong, progressive culture and wider contribution to all stakeholders.

The buyer is irrelevant and can be a private equity party, corporate, family office or via management buy-out. The majority or minority share is irrelevant.

### **2. Best Mid-Cap Corporate Deal**

Corporate deals are defined as deals where commercial organizations play the leading role, particularly via a M&A strategy.

The best mid-cap corporate deals are determined by skilled execution, complexity of the transaction, innovative funding, a competitive purchase price and/or an excellent strategy behind the transaction. Evidence of great and authentic leadership, including development of a strong, progressive culture and wider contribution to all stakeholders.

The buyer is irrelevant and can be a private equity party, corporate, family office or via a management buy-out. The majority or minority share is irrelevant.

### **3. Best Private Equity Growth Capital Deal**

Private equity provides growth capital to enterprises not quoted on a stock market.

The best private equity growth capital deals are defined as exit deals where the value creation process and the quality of the exit can be judged.

Nominated deals are determined by the strategy behind the deal, the complexity of the transaction, evidence of great and authentic leadership of the management, innovative deal, a competitive exit price and the development of a strong, progressive culture and wider contribution to all stakeholders.

Growth factors such as revenue, EBITDA, employment, new markets, innovation, stakeholder value in the large sense of the word etc. are decisive for the jury.

There is no cap on the size of the deal.

This can be a majority or a minority interest in a company.

The selling party is a private equity investor or family investor.

The buyer is irrelevant and can be a private equity party, corporate, family office or via a management buy-out. The majority or minority share is irrelevant.

### **4.+5. Best Venture Capital Deal – Technology and Life Sciences**

Venture capital deals are defined as deals involving Belgian based start-up/scale-up companies and venture capital firms. Venture capital provides growth capital for start-ups or young high growth companies. Venture capital refers to equity investments made for the launch, the early development or for accelerating the go-to-market process. The distinguishing feature with a venture capital deal is that there is an investment in a company that goes through a technological, high-risk pre-investment and therefore

initially has negative cash flows.

Nominated deals are determined by the strategy behind the deal, the complexity of the transaction, evidence of great and authentic leadership of the management, innovative deal, a competitive exit price and the development of a strong, progressive culture and wider contribution to all stakeholders.

Growth factors such as revenue, EBITDA, employment, new markets, innovation, etc. are decisive for the jury.

There is no cap on the size of the deal.

This can be a majority or a minority interest in a company.

The buyer is irrelevant and can be a private equity party, corporate, family office or via a management buy-out. The majority or minority share is irrelevant.

## Regulations for nominations

1. Nominated deals must have at least one Belgian component; the buyer, seller or target must be of Belgian origin.
2. The period under review is for deals announced between 1 October 2020 and 30 September 2021 - a full twelve months of activity.
3. A deal cannot be nominated in multiple categories.

## Framework

1. The nomination process for the annual M&A Awards starts in July 2021.
2. The panel of judges is installed by the organization on an annual basis.
3. Nominations for each category can be submitted by M&A, private equity and venture capital professionals on [MAawards.be](https://www.maawards.be) before 1 October 2021. The endorsement must consist of a minimum of 500 words.
4. This document describes the requirements for a nomination.
5. The organization will ensure all nominations meet the requirements stipulated in these regulations. If needed, nominations can be declared invalid.
6. The organization selects a longlist of candidates per category, the submitted nominations are included in the longlist if they meet the set criteria.
7. The deals in the longlist are reviewed by the editorial team of the M&A Community and a shortlist is drawn up per category. For each deal a fact sheet is drawn up by the editors informed by insiders and advisors. This shortlist is presented to the panel of judges for the final deliberation.
8. The panel of judges will cast their votes and reduce the shortlisted deals to three nominations in each category.
9. The M&A Awards nominees will be announced on [MAawards.be](https://www.maawards.be) and in a press release as soon as the panel of judges have agreed to do so.
10. The winners of the M&A Awards are announced during the gala dinner.
11. The M&A Awards are evaluated every year. The evaluation subjects are, amongst others, the experts, the regulations, the categories and the venue.

## **Determination of the nominees and winners**

1. In all categories the nominees and winners are determined by the panel of judges.
2. There is only one winner per category.
3. If the organization decides that a category has not enough pre-nominations, the organization will cancel the category or change the number of final nominees.
4. The panel of judges is not allowed to nominate a deal in multiple categories. In this case, the deal in the category with the fewest votes is cancelled.
5. If multiple deals receive the same amount of votes, the panel of judges will determine the winner based on the given criteria.
6. If members of the panel of judges vote for a deal in which they are implicated or where the buyer, seller or target is their employer, those votes are invalid.

## **Announcement of the results**

1. Nominees will receive confirmation of their nomination by email, via a statement on MAawards.be and via a press release.
2. Details of the nominated deals will be published in various publications. Nominees will be asked to submit the requested information with regards to the deal (particulars, size, etc.). These descriptions will be revised and subsequently published on MAawards.be. The organization will draft a text at its own discretion if it does not receive a description.
3. All nominees and winners will receive a media kit, containing the M&A Awards logo, which they can use in their communication.
4. The winners will be announced during the exclusive gala dinner of the M&A Awards on 25 November 2021.

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