

## Agri Investor 2021 Global Awards

### How we draw up our shortlists

Our shortlists are up based on two main factors – **submissions from the industry**, which we will call for every year; and **the editorial team’s expertise**, drawn from our coverage and conversations with sources. These form the basis for our considered selection process, which takes place between the end of our call for submissions and the start of voting.

For fairness’s sake, we make the end of our call for submissions **the hard deadline to consider eligible entries**. That means that if a deal or a fund closes after our call for submissions deadline, we will only consider it in the following year’s edition.

Finally, our shortlists are independently compiled and nominated by **our editorial team** – we don’t rely on judges’ panels.

### What goes into our categories?

It probably goes without saying but all award nominations are inherently subjective. Our choices take into account a mixture of **qualitative and quantitative criteria**, including non-financial considerations, when selecting what goes into each category. We are looking for evidence of how active, but also how innovative, a firm has been. To use a deal example, we don’t just nominate the biggest deals of the year – though of course those will feature – but we also look for transactions that are unique in some fashion.

Our award categories are organised by **region and sector**. We believe these labels are mostly self-explanatory, but don’t hesitate to get in touch if you want to learn more about what comprises each – put simply, there isn’t an exhaustive list we can give you, especially considering how new investments crop up every year that often expand the boundaries of the asset class.

We can, however, give you some pointers based on the broad categories:

Fund Manager of the Year: This category tries to capture everything of note a manager has done over the preceding 12 months. This includes deals, both on the buy-side and sell-side; funds raised or being raised; and other noteworthy initiatives. We privilege **all activities that have closed or reached a conclusion** within the 12-month period we are examining, but, unlike in other categories, we will consider initiatives, fundraisings and deals that have started, but not yet concluded.

Fundraising of the Year: In this category, we are only looking at fundraising processes which have **reached a final close** within the 12-month period under consideration. Fundraisings that have started or are still underway will not be considered. Regional fundraisings will consider whether a fund will **invest a significant portion of its capital** in the region for which it is being nominated, as well as its ability **to attract LPs from that region**. Global fundraisings will measure a fund’s ability **to invest and attract LPs from across the globe**.

Deal of the Year: At the project and M&A level, only deals that have **achieved financial close** will be considered – we will not consider deals in any other stage of the process.

Commitments to platforms are trickier, since we accept not all of the funds raised or announced will be disbursed in the 12-month period under consideration. However, we feel the time of announcement should determine eligibility, taking into account that disbursements will take place over many years and we won't necessarily have visibility into yearly disbursements.

#### What we want from your submissions

'Brief and to the point' is probably the best piece of advice we can offer. That means a **maximum of 500 words per category** you are submitting. Furthermore, we require you to **send us individual submissions for each category**. Finally, all submissions need to **be sent in PDF format**.

As to what goes into each submission, our key requirement is that you **only submit information that is relevant** to the category you are applying for and **make it clear why your submission is relevant**. For example, if you are submitting for a Deal of the Year category, make it clear when your deal reached financial close. If it didn't close during the period under consideration, please don't submit it.

We also ask you to be as detailed as possible – mentioning asset/fund names, counterparties, relevant dates, etc – and to clearly label **what is confidential about your submissions**, otherwise we reserve the right to use the content you submit in our write-ups.

#### What are the deadlines?

Entries close 31 December 2021

Voting begins 21 January 2022

Voting closes 18 February 2022

Winners revealed on 4 April 2022