

# Sale of the Year



**UBS** Wealth Management



**Durham**  
Business School

## PURPOSE OF COMPETITION

The Deal Awards are the latest addition to the ncjMedia event and exhibition portfolio. The awards will recognise the outstanding talents of our professional and financial community in helping to make these deals happen but they also celebrate the strategic skills of executives both in the private and public sectors.

## JUDGING CRITERIA

Successful sales share the characteristics of maximising the potential of the business and securing the best results for the management, employees and shareholders who are involved. Nominations submitted in this category will demonstrate these characteristics.

## ENTRY CRITERIA

The awards are open to companies situated within the circulation areas of The Journal and Evening Gazette.

All deals will have taken place between 1st April 2007 and 31st March 2008.

Entrants may enter more than one category.

Following submission of your nomination you may be contacted by our researchers, Durham University Business School and be asked to provide further information to assist our judges.

All additional material must clearly state company details and award category applied for.

The judges decision is final and no correspondence will be entered into.

All entries must be received by 5pm on Friday 4th April 2008. You can submit your entry via email to [kirsty.tarn@ncjmedia.co.uk](mailto:kirsty.tarn@ncjmedia.co.uk) or by post to Kirsty Tarn, Events Manager, Regional Events & Exhibitions, ncjMedia Ltd, Groat Market, Newcastle upon Tyne, NE1 1ED. For further enquiries contact Kirsty Tarn, Events Manager on (0191) 201 6072.

## GENERAL

All financial information will be treated in the strictest confidence and will not be disclosed to anyone other than the panel of judges and its advisors. Please provide enough relevant information to enable the assessors to form a clear picture of your achievements.

ALL SUBMISSIONS TO BE RECEIVED BY 5PM FRIDAY 4TH APRIL 2008

## CONTACT DETAILS

Company name:.....

Address:.....

Postcode:.....

Email & website address:.....

Telephone:.....

Name of contact dealing with submission:.....

Authorisation of Chairman/Chief Executive:.....

Date of submission:.....

## COMPANY DETAILS

Date of formation:.....

Is the business a partnership or limited company?.....

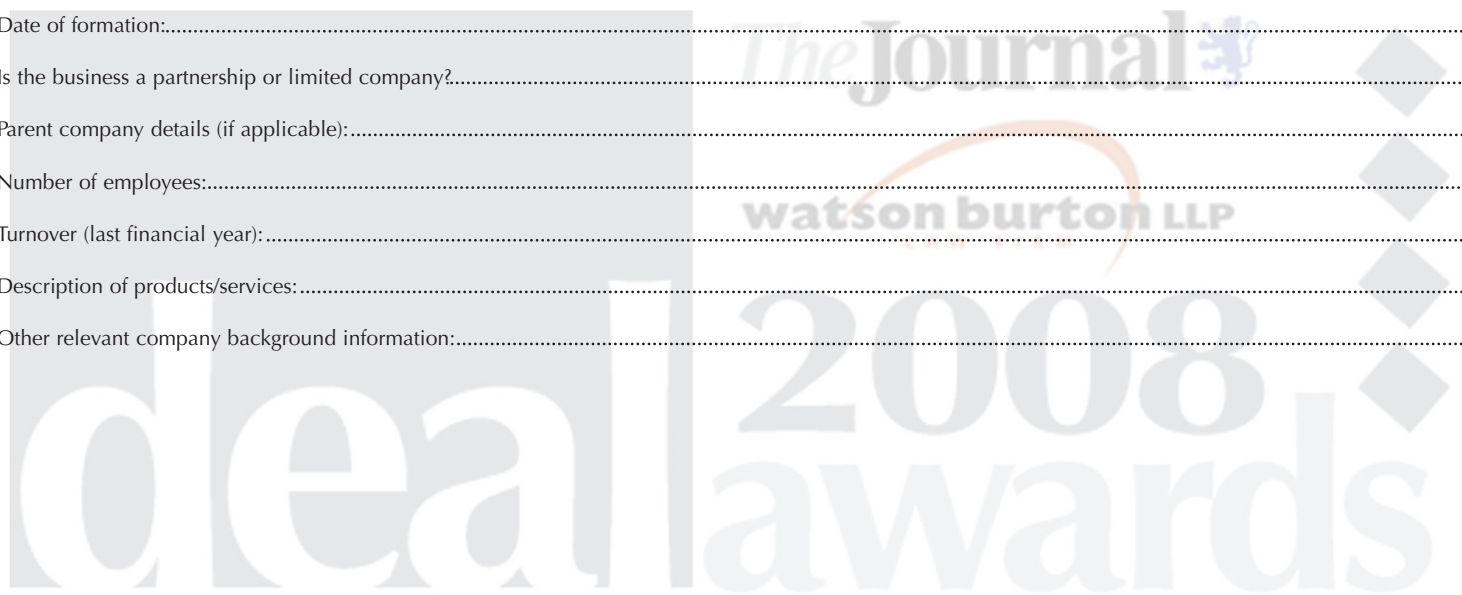
Parent company details (if applicable):.....

Number of employees:.....

Turnover (last financial year):.....

Description of products/services:.....

Other relevant company background information:.....



## AWARD INFORMATION (Please answer the following questions in detail, providing as much information as possible to support your entry)

1. What was the reason for the sale?
2. Was the sale from a position of strength or weakness?
3. What was the key selling point of the business?
4. Was the company capable of continuing successfully on its own?
5. Why was a sale preferable to raising finance or organic growth?
6. Does the company now have better prospects under the new owner? Why?
7. How important was the timing of the deal?
8. How was the company valued?
9. What value above book value was achieved?
10. How does this value look with hindsight?
11. How were potential buyers contacted?
12. How was the deal structured?
13. In what ways were the best outcomes for management and employees (and other stakeholders where applicable) considered?
14. In what way were external advisers useful?
15. What was their most important contribution?
16. Did anyone in particular contribute to the success of the deal?
17. What was the most satisfying part of the sale? How much luck was involved?
18. In 100 words or less, please explain why this was an award-winning sale?

## SUPPORTING INFORMATION

What other information is relevant in support of your application for this award? (If you are shortlisted as a finalist for the award, a summary of your company will appear in The Journal/Evening Gazette. Along with the above you can use this section to include any general background information which you would be happy to see in print).

## WHICH OTHER CATEGORIES ARE YOU ENTERING (IF ANY)?

- |   |                          |
|---|--------------------------|
| Acquisition of the Year                 | <input type="checkbox"/> |
| MBO/MBI of the Year                     | <input type="checkbox"/> |
| Small/Mid-Size Company Deal of the Year | <input type="checkbox"/> |
| Emerging Dealmaker of the Year          | <input type="checkbox"/> |
| Dealmaker of the Year                   | <input type="checkbox"/> |

## ASSURANCE

In submitting this entry, I certify that the particulars given are correct to the best of my knowledge and belief. I have read the notes to entrants printed on the front of this form and the rules and guidelines printed on the separate sheet.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*The Journal* 

  
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