

Entry guide



To visit the IJInvestor Awards 2023 website [click here](#)



To visit the IJInvestor Awards 2023 entry portal [click here](#)

Key dates

Entries open – 17 August

Entries close – 22 September

Judging day – 2 October

Shortlist announcement:

- 16 October – Europe
- 23 October – America

IJ Investor Awards events:

- 30 November – Europe (London)
- 13 December – America (New York)

Why should I enter the awards?

- **Global Coverage:** awards winners are published and publicised by IJGlobal to its international audience guaranteeing exposure to your clients and prospects.
- **Event Participation:** IJGlobal's legacy as a leading infrastructure publication guarantees unrivalled networking opportunities at our gala dinners worldwide.
- **Search Engine Optimisation:** awards media coverage, listings and announcements increase your visibility in online search results from your clients and prospects.
- **Be the Benchmark:** The world of infrastructure and energy finance is incredibly competitive. IJGlobal's recognition will have your name in your client's mind for their next transaction
- **Marketing Enrichment:** wins can be posted on your website and marketing channels, adding credibility and exposure to your team's expertise and brand.
- **Social Media:** awards event pictures and descriptions can be shared on your company and your team on social media channels.
- **New Business Opportunities:** you can announce an award win to prospects via email campaigns. Prospective clients of your fund or services look at lists of awards winners and finalists to find the best firms to work with

Who should enter?

- These awards are open to infrastructure funds and organisations involved in the M&A of infrastructure and energy assets around the world.
- These awards relate exclusively to operational assets, transactions connected to those assets, and the companies investing in, managing, or advising on those assets.

Eligibility

- Relevance to the energy and infrastructure market (if in doubt, please get in touch) and to sector categories below.
- Work submitted must have achieved financial close occurred within the judging period of 1 April 2022 – 31 August 2023.
- Note that the focus of the IJInvestor is M&A and Fund activity (for greenfield infrastructure financing and investment activity, please see our IJGlobal Awards).

How do I take part?

- Click on the entry portal link above
- Complete your registration details
- Select your categories – you can enter as many categories as you like
- Complete the entry forms online – only online entries submitted using the portal will be accepted
- Use the upload function to provide evidence to support your entry – use a simple referencing system
- Click 'submit'
- You can edit your submission up until the deadline date
- There is no fee or cost for participation

What if I have further questions?

Please get in touch with IJGlobal's Product Manager, Awards - Rachel Archer
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COMPANY AWARDS CATEGORIES

Entries for this category will be accepted for EMEA, APAC and the Americas.

Criteria

- All entries must be written in English and should be no longer than 1500 words
- Evidence used to support the firm's submission must have taken place within the judging period of 1 April 2022 to 31 August 2023
- Provide compelling case studies and feature key transaction/acquisitions in the judging period to highlight your firm's contributions overall
- Demonstrate how you have supported your clients and provided innovative solutions to complex challenges
- Explain unique complexities and challenges that your firm has overcome throughout the judging period
- Describe how your firm has operated in a variety of sectors with bespoke positioning and structuring within your transactions

Fund Performance

The most outstanding performance by an energy and infrastructure fund.

Category Entry Tips

- In the 2021 APAC awards, this was won by Morrison & Co-managed Infratil which sold its 65.5% stake in Tilt in a take-private deal, making the largest renewable energy takeover to date in Australia.
- The company was sold to Australia's PowerAR JV and New Zealand utility Mercury for A\$2.9 billion – achieving a return of 40% per annum for Infratil shareholders since its 2016 listing which followed its demerger from another Infratil subsidiary, Trustpower.
- This deal really caught the judges' attention for its scale and sheer impact.
- And that has to be the crux of it... the goal for submitters is to clearly identify impressive performance through the judging period. It is as simple (and complicated) as that.

Asset Performance

The most outstanding performance of an operational infrastructure or energy asset.

Category Entry Tips

- In the 2021 EMEA awards, a trophy in this category was won by Eurofiber – the largest independent provider of fixed telecom infrastructure dedicated to business customers (B2B) in Benelux.
- The judges admired Eurofiber's "broad reach" with one saying it is a "more diverse business geographically and asset-wise" when compared with other shortlisted organisations, lauding it for being "very dynamic" and for having a "long period of investment and active role".
- One of the judges said: "Eurofiber is laying the foundation under the digital society, which is why the Dutch government has assigned Eurofiber the status of 'vital infrastructure'."
- Through its more than 38,000km fibreoptic network, connecting in excess of 29,000 customer connections, Eurofiber is a provider of critical telecom infrastructure in the Netherlands, Belgium, France and Germany and connects utility networks, mobile networks, business parks and public entities. And it's constantly growing with the network expanding by 40km per week, on average.
- Again, you can see that this submission clearly identifies direction of travel and achievements to back up its claim to having performed impressively over the judging period.



Equity Fund Manager

The most outstanding performance by an equity fund manager during the last financial year.

Category Entry Tips

- Brookfield Asset Management won this trophy for the Americas in 2021 with one of the judges saying it displayed “impressive credentials through the year and demonstrated ability given their large multiple funds” with another admiring its “proprietary pipeline and large transactions”.
- At the virtual Judgment Day one of the independent panel of judges rounded off plaudits by identifying a “strong acquisition track record and divestment with Enwave”.
- Possibly most notable from throughout the judging period, Brookfield made 2 significant acquisitions in the renewable power sector resulting in the investment of \$944 million – both closing in the final month of eligibility for these awards.
- In March 2021, the fund acquired Shepherds Flat, the third largest onshore wind project in the US with 845MW of fully-contracted wind generation capacity; and in the same month it acquired Exelon’s solar distributed generation business Constellation Solar – one of the largest distributed solar generation businesses with nearly 600 sites across the US.
- With this award – as with others already covered in this piece – you are looking to impress judges, but not tip the scale by leaving the impression that cash was shovelled out the door.
- Try to include greater detail on the strategy and how the assets acquired complement and enhance the existing portfolio, possibly leading to economies of scale and increasing the perceived value of the overall vehicle.

Debt Fund Manager

The most outstanding performance by a debt fund manager during the last financial year.

Category Entry Tips

- AMP Capital won this trophy in the “deployment” category in EMEA in 2021 for its impressive activity across the region.
- The independent panel of judges lauded “impressive returns” and “volume deployment” with one saying they were taken aback by “how quickly they have deployed” while also achieving “really compelling returns”. Another judge said of AMP Capital that it was “leading deployment” and playing a “key role as lead arranger and structurer”.
- According to the AMP submission: “We were able to find attractive opportunities globally, deploying around \$2.5 billion in 10 deals closed over the period. Nine investments were on behalf of the IDF strategy and one from IDA.”
- AMP impressed the judges with hard evidence of having deployed significant amounts of capital across sectors that show a direction of travel that is in line with its strategy.

Direct Investor

The most outstanding performance by an organization deploying capital directly or co-investing with another party.

Category Entry Tips

- Green Investment Group won this award for EMEA in 2021, impressing the judging panel with its “consistent high volume of activity” in addition to its “innovation and volume of direct investments” as well as “innovative structuring” and a “broad type of investment with bespoke positioning”.
- One judge singled it out for its “large accumulation of assets and interesting diversification amongst the portfolio”.



- GIG – during the judging period – increased the portfolio's total capacity to more than 30GW across more than 240 projects from established markets in the UK and the US, through to emerging markets that include the Philippines and India.
- In this case, it was the sheer scale of GIG's activity during the judging period that won over the independent panel of judges. However, it does not have to be about level of activity... it can be about innovation and leading the market.

Placement Agent

The most outstanding performance of a placement agency advising funds on raising capital.

Category Entry Tips

- In 2021, Campbell Lutyens won for both EMEA and the Americas in this category in 2021 – for the third year on the trot (every IJInvestor Awards event to have been hosted).
- The judges' comments on the day say it all – they were impressed by the CL submission that clearly identified it as a very active player in this space on an international level.
- The judges lauded the "impressive breadth and depth of the company" while also recognising the organisation's "first-class knowledge of the market" and singling out an "impressive track record of successfully raising for multiple Meridiam funds".
- One of the judges said: "In the private primary infrastructure vertical globally, across the 9 leading clients that Campbell Lutyens has been advising this year, the aggregate target fund size is around \$50 billion. And that's very impressive."
- Size and scope have clearly won the day – and that has to be the message that potential submitters have to take.
- In the submissions portal, you are asked to identify your successes from the judging period and some (hopefully not all as we have to write a story on why the award was granted) can be marked as confidential.

Legal Adviser

The most outstanding performance by a law firm advising clients involved in the deployment of capital in energy and infrastructure assets during the awards review period. This includes fundraising activities and M&A advisory.

Category Entry Tips

- Never an easy one to judge and always one of the most heartily competed categories (big marketing teams) and we separate this into 2 categories – advising on fundraising and advising on M&A.
- The fundraising, component has to be the easier of the 2. Entrants need to identify which funds they have advised over the course of the judging period and name the vehicles that have hit final close in that time.
- Given the nature of the fundraising award, this will also include launches of fundraising and it tends to be a numbers game for submitters. The judges are looking to identify who has done most... or possibly worked across the broadest range of regions/sectors.
- When it comes to the M&A category, submitters need to identify the landmark deals they have worked on over the course of the judging period and this hits the scale versus challenge dilemma.
- It is entirely up to the submitter to choose the deals they want to highlight in the submission, but we always recommend a blend of regional and sectoral. If, in Europe, you have advised on 3 motorways in Belgium... that is a lot less compelling than to have closed a deal in hydrogen in Germany, a wind farm in Ireland and a data centre in Iceland.
- The goal is to sell not only the scale of the deals, but the impact on the local market... and possibly most important are the challenges that had to be overcome.

Financial Adviser

The most outstanding performance by a financial adviser acting for any clients involved in the deployment of capital in energy and infrastructure assets.

Category Entry Tips

- DC Advisory won for EMEA in this category last year having made an impressive submission that won over the judges... though some might have ground their teeth having been across the table from them on transactions (surely a good sign).
- Much like with the legal category, the best advice for this set of awards is to choose the deals you want to highlight in the submission, blending them to display regional and sectoral focus.
- Again it is important to point out that, while big is beautiful, the largest acquisitions alone do not guarantee victory. A good spread of sectors is a real attention grabber, as is impact.
- Possibly most important element to identify are the challenges that had to be overcome. If you can explain how your involvement as a financial adviser pushed a deal over the line, that will pay dividends.

Institutional Investor

The most outstanding institutional investor of the year. This award is open to a pension fund, insurers, SWF, family office, or any other type of limited partner.

Category Entry Tips

- Members of the industry should feel free to nominate – say a pension fund, insurer, SWF, family office, or any other type of LP – for recognition.
- For this category, you could identify an LP that has increased its exposure to the infrastructure / energy asset class, or made a strategic shift to support – say – infra investments in Africa, where it previously had not been active.
- We have once again left this category sufficiently vague to encourage submissions that will, hopefully, take the judging panel by surprise and warrant recognition.

Insurance Consultant

The most outstanding performance by an insurance consultant over the awards' review period

Category Entry Tips

- Insurance companies have never been forthcoming for IJ awards, and it would be nice if one day we could encourage them into activity.
- We have a category that is rarely – across the suite of our awards – filled... possibly because they're too shy?
- This one parallels legal, financial and technical advisory and the best advice we have it to identify a spread of deals from across the different infrastructure and energy sectors, across a number of different locations.
- The deals you advised on – from an insurance perspective – must have closed within the judging period and submitters have the option (should they deem it necessary) to include confidential information that will not pass beyond the judges.
- In this respect, we are looking for challenges that had to be overcome to allow the acquisition to proceed to a successful conclusion.

Technical Consultant

The most outstanding performance by a technical consultant over the awards review period.

Category Entry Tips

- One of the classics – like legal and financial adviser – the technical award for both EMEA and the Americas was last year won by Arup... no stranger to the stage at IJ awards.
- Judges' comments ranged from lauding Arup for a "very high level of service" combined with "consistent performance" while also recognising it for "being innovative on the ESG front".
- Another judge gave Arup props for its "incredible breadth of experience across a range of transactions" while one rated it for being the "most skilled technical consultant globally across a diversity of infrastructure subsectors".

- These comments reflect the quality of submission that has clearly identified where it has been active and across which infra/energy sectors it has been active.
- As with the legal and financial advisory categories, it is advisable to identify challenges overcome and give a deeper sense of your involvement in a transaction.

- According to one judge, impact investing has been “part of the DNA of the institution since Day 1 – so a clear winner in my view”.
- To win this award, of course based on activity during the judging period, you need to spell out (possibly using hard data) the impact you have achieved through your investment strategy.

Secondary Investor

The most outstanding performance by a secondary infrastructure and energy investor.

Category Entry Tips

- In the criteria for the IJInvestor Awards, it defines this category as being appropriate to “the most outstanding performance by a secondary infrastructure and energy investor”.
- To win in this category, submitters are advised to demonstrate a breadth of achievements across the business.
- We are looking here for infrastructure funds that have excelled at acquisitions of operational assets, most likely buying out other funds to take control of the asset.
- What would be best to identify here is the assets acquired (during the judging period) and how the new owner believes it will transform their performance and integrate it within its own portfolio.

Impact Investor

The most outstanding performance by an impact fund or fund manager in the infrastructure and energy sector.

Category Entry Tips

- Now this is a tough one, but the judges were so impressed by Meridiam that it was almost a shoo-in for the EMEA award last year. Its submission laid out in detail how it has had an enduring impact and made significant differences in the markets where it operates.
- At last year’s judging it is kind of telling when one of the panel says impact investing is “hard-wired into their DNA” while another adds the fund manager is “a market leader in this area”.

Newcomer

This award is open to any organisation within the infrastructure and energy fundraising and M&A ecosystem that has entered a new area of the market in the awards review period, such as: A new line of business (fundraising, debt investments, financial advisory, etc.), A new sub-sector within infrastructure and energy (e.g. energy efficiency), A new geography.

Category Entry Tips

- This trophy was not handed out last year... possibly because there were no submissions... or possibly because the submissions weren’t good enough.
- What are we looking for here... well it’s fairly simple with an allowance for interpretation.
- This award is open to any organisation within the infrastructure and energy fundraising and M&A space that has entered a new area of the market in the awards review period.
- This could range from being a new line of business (fundraising, debt investments, financial advisory, etc.) through to having entered a new sub-sector within infra/energy, even breaking into a new geography.
- We leave it to you to impress the judges on your definition of this category.

Market Innovation

This award is open to any organisation within the infrastructure and energy fundraising and M&A ecosystem.

Category Entry Tips

- While this is a difficult award to define an award like this, possibly the best thing we can do is point to the winner of last year's award – Orsted.
- The IJInvestor independent panel of judges singled Orsted out for its "significant market activity in partnerships in the renewables sector" as well as a "strong culture shift" while being "always on the forefront of the market".
- These ingredients made Orsted a strong contender for the IJInvestor award for Market Innovation of the Year, winning the award for both the EMEA region and for the Americas.
- It seems redundant to identify all the innovations that Orsted was responsible for over the course of the judging period, but to point you in the right direction... possibly think a little broader than you normally do.
- This is not limited to developers, this category is open to everyone in the infra funds and M&A space, from the creation of a financial modelling tool through to deployment of new software that greatly improves the performance of solar panels... you name it.
- The world is your limit. A strong argument could be used for the rotation of goats around solar parks (better have them high off the ground) to keep the undergrowth at bay, rotating the goats across a number of sites, achieving an ESG tick for supporting the local community while improving performance of the facilities.
- It could be the combination of water harvesting with solar panels – agrivoltaics – to support local communities in a region of, say, Africa. While this goes a little too far down the ESG line, if it can be proved that this improves operational performance... you have a submission. And it's innovative.
- You could even point to shipping the entire infra fund team from New York to Miami to improve quality of life and show improved performance metrics from that relocation.
- While some of those may come across as slightly flippant, we seek to be impressed by what your organisation has done that might be classed as innovative.

Ratings Agency

Recognising the achievements of ratings agencies in their analysis of creditworthiness of corporates, private companies and other parties involved in acquisition and corporate finance.

The winner will have demonstrated innovation to drive analysis in infrastructure and show how they have adapted their processes to reflect market shifts over the course of the judging period.

Category Entry Tips

- In the case of the Ratings Agency Award, it is challenging to identify exactly what will sway the judges and win votes. However, in previous judging sessions they have been impressed by raters providing details on surveys they have run and published over the course of the judging period, possibly explaining how this has impacted the industry. Further, they have been won over by examples of sectoral analysis that has been shared with the industry to help the finance community gain a more solid understanding of an emerging technology / sector, for example. It tends to be the ancillary support to the industry that tips the scales in favour of the winner... as well as (of course) giving details on rating activity during the judging period.

What if I have further questions?

Please get in touch with IJGlobal's Product Manager, Awards
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ACQUISITION OF THE YEAR AWARDS

Entries for all categories in this section will be accepted for EMEA, APAC and the Americas.

Criteria

- The transaction must be a minimum value of \$10m USD acquisition value
- The acquisition must have closed between the period 1 April 2022 and 31 August 2023
- Highlight the significance of your role in the acquisition including but not limited to: key financials, rationale, presentation of transaction-related solutions and overcoming market challenges
- Demonstrate transaction complexity, market impact, financing instruments and market adversity in which the deal was closed
- All roles involved in the transaction are eligible to submit
- Entry must be written in English and should not exceed 1500 words

Oil & Gas

The most outstanding acquisition or disposal by a financial investor of an upstream, midstream or downstream oil & gas asset.

Social Infrastructure

The most outstanding acquisition or disposal by a financial investor of a social infrastructure asset (healthcare, education, social housing, etc.).

Power and Transmission

The most outstanding acquisition or disposal by a financial investor of a conventional power (non-renewables) or transmission/distribution asset.

Utilities

The most outstanding acquisition or disposal by a financial investor of a utility asset.

Digital Infrastructure

The most outstanding acquisition or disposal by a financial investor of a digital infrastructure asset (fibre, wireless, data centres, towers, etc.).

Renewables

The most outstanding acquisition or disposal by a financial investor of a renewable energy asset (wind, solar, hydro, biomass, EfW).

Energy Transition

The most outstanding acquisition or disposal by a financial investor of an energy transition related projects (including but not limited to renewables).

Transport

This award will recognize the most outstanding acquisition or disposal by a financial investor of a transport asset (roads, railways, airports, ports, etc).

Refinancing

This award will recognize the most notable refinancing of a single asset or group of assets owned by a financial investor.

Water

This award will recognize the most outstanding acquisition or disposal by a financial investor of a water asset (desalination, distribution, treatment etc).

Restructure

This award will recognize the most notable restructuring of a single asset or group of assets
Entries for these categories will be accepted for EMEA, APAC and the Americas.

INDIVIDUAL AWARD CATEGORIES

Outstanding Individual

Recognising a senior market participant who has made a significant impact in helping increase the deployment of capital by institutional investors in energy and infrastructure assets.

Criteria

To be eligible, candidates must be:

- Someone who has recently retired or is nearing retirement age,
- And/or someone who has worked in the market for no less than 20 years.
- Companies are encouraged to nominate colleagues or individuals working for clients they think deserving of this accolade.

Rising Star

Recognising a rising star within an organisation who has a demonstrated outstanding performance that is above the expected input for their level of seniority.

Criteria

To be eligible, candidates must:

- Currently hold an Associate or VP level position in their organisation
- Individuals who have shown significant skills and have made a demonstrable and positive impact on their organisation
- Impressive deployment of capital for infrastructure funds / institutional investors across the energy and infrastructure asset class.

What if I have further questions?

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