

Submission Guidelines

Turnaround of the Year Awards 2015

A turnaround means more than adjusting a balance sheet. When corporate value is on the line, jobs are at stake and time is the enemy, turnaround professionals step in to establish effective operations, implement solid management, improve cash flow and increase production, in addition to the countless other factors that contribute to the triumphant recovery of a struggling company. TMA Europe has created 2 awards – one for a small company and for a large company. The awards are presented to the individual or team of TMA turnaround professionals, who have orchestrated the most successful turnaround in the following categories:

- **Turnaround of the Year – Small Company**
Honouring the successful turnaround of a company whose revenue at the onset of the turnaround was less than 100 million Euros.
- **Turnaround of the Year – Large Company**
Honouring the successful turnaround of a company whose revenue at the onset of the turnaround was more than 100 million Euros.

You are asked to provide the following:

- Your main submission is to be completed using the appropriate template provided answering the questions as set out. This is not to exceed 3 pages and should be in bullet points.
- In addition you are welcome to submit any appendices should you feel that they are pertinent to your submission
- As part of the judging process please provide the Judging Panel with financial reports and any other relevant information available in the public domain about the nominee.

Things to consider when completing the template:

Set out the background to the situation leading up to your involvement, this may include:

- Acquisition not integrated as expected
- Loss of and /or problems with major contract
- Adverse change in dynamics of industry
- Inadequate management, information and controls
- Insufficient cash facilities, loss of credit lines, covenant breaches
- Events, stakeholder interventions etc that led to your appointment

Your initial assessment of the situation and the requirements for a successful turnaround, these may include:

- Strengthening and/or change of the executive team
- Sale of non core assets
- Cost cutting measures – outsourcing, relocation, closure of loss making businesses
- Adding / dropping customers, pricing changes, product changes
- Renegotiation of capital structure

The main actions taken to effect the turnaround:

Make reference to each identified action setting out what the task was, who was to achieve it and the timeframe.

Particular issues/problems that arose and how were they overcome:

Key areas that created particular difficulties, whether through complexity, unforeseeability, timing or other reasons

The eventual outcome and how and when your involvement finished:

Business returned to profit/sold/ and impact on all stakeholders. Explain how and when you completed the assignment

The particular merits of this turnaround:

Highlight why this case deserves to win above all others

Submit Your Entry

Please submit your entry in PDF format free of all security restrictions.

Submit your entry to Mandy Caruana at mcaruana@tma-europe.org

Notification

TMA Europe will email confirmation of receipt of each entry following an initial screening. All nominations will be notified of the Awards Committee's decision in May 2015. Award recipients will be recognised at the 2015 TMA Europe Conference, 11/12 June 2015, at the Grand Hotel, Stockholm, Sweden.

Publicity

All Award Winners will be recognised in the Journal of Corporate Renewal, TMA Europe Newsletter and TMA Europe website