**ETA AWARDS**

**Lender of the Year**

Please send the completed form and any supporting documents to events@geraldedelman.com. Alternatively, the form can be submitted on the [ETA Awards website](https://www.geraldedelman.com/events/eta-awards-2025/) here.

**About the award**

Most ETA deals involve some form of debt capital. In a market where access to debt capital can be challenging and high-street banks often lack appetite for such transactions, this award celebrates the lender who has gone above and beyond to unlock deals and create value in the ETA space.

The winning lender will have shown risk appetite, innovative lending practices, and a deep understanding of ETA financing needs. Judges will consider factors such as the volume and value of deals facilitated, innovative financing structures introduced, leadership and overall contribution to the growth and sustainability of the ETA market.

**Qualifying period: 1October 2024 – 30 September 2025**

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| **Company Name:** |  |
| **Company description (one to two lines)** |  |
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| **QUESTION** | **ANSWER** |
| How has your lending strategy in the ETA space evolved over the past year to meet the needs of acquisition entrepreneurs? |  |
| Can you provide examples of innovative financing structures you've developed specifically for ETA acquisitions? | .  |
| What measures have you implemented to streamline the due diligence and approval process for ETA deals? |  |
| What types of post-acquisition support do you offer to search entrepreneurs? |  |
| How do you assess and mitigate risks associated with first-time CEOs in ETA acquisitions? |  |
| How have you contributed to the growth and development of the ETA ecosystem beyond just providing capital? |  |
| What sets your institution apart in understanding and meeting the unique financing needs of ETA? |  |
| Can you share a success story of an ETA acquisition you've financed and how your involvement contributed to its positive outcome? |  |