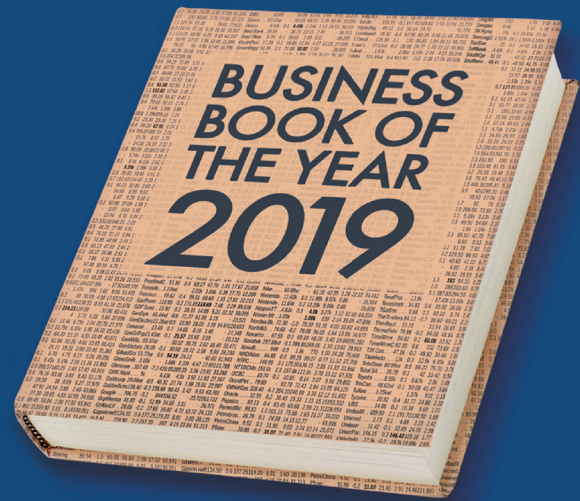




McKinsey
& Company



TERMS AND CONDITIONS

THE AWARD

This annual Award, promoted by the Financial Times Limited ("FT") and McKinsey & Company ("McKinsey"), aims to identify the book that provides the most compelling and enjoyable insight into modern business issues, including management, finance and economics. The judges will give preference to those books whose insights and influence are most likely to stand the test of time. The winner will receive an award of £30,000, and shortlisted authors will receive £10,000 each. A shortlist of up to 6 titles will be announced in early autumn, and the winner will be announced at an Award Dinner in New York on 3rd December 2019 (the "Award Ceremony"). Submissions are invited from publishers or bona fide imprints based in any country ("Publishers").

ELIGIBILITY

Titles, whether in electronic or physical form, must be published for the first time in the English language, or in English translation, between 16th November 2018 and 15th November 2019. There is no limit to the number of submissions from each Publisher, provided they fit the aim of the award. Titles from all genres are eligible, but anthologies will not be considered. There are no restrictions of gender, age or nationality of authors. Authors who are serving judges of the award, current officers, employees or contractors of the Financial Times Group or McKinsey, or the close relatives of such officers, employees or contractors, are not eligible.

By submitting an entry for the Award, Publishers agree to these terms and conditions and acknowledge that failure to comply with them may result in disqualification. The Award shall be void where prohibited by local law.

CONDITIONS OF ENTRY

1. Titles must be submitted by a Publisher or bona fide imprint which holds English language rights in the book. All entries must be submitted online but you may also be requested by the FT to send a copy of the book in the post for review.
2. One copy of each title submitted must be received at the address below by no earlier than Wednesday 1st May 2019 and no later than 5pm British Summer Time on Friday 28th June 2019. FT, McKinsey or any of their agents and subcontractors cannot accept responsibility for entries lost or delayed in submission. Proof of submission is not proof of receipt. Address: Louis Leslie, FT/McKinsey Business Book of the Year, Financial Times, New Bracken House, 1 Friday Street, London, EC4M 9BT
3. If the title is in proof, these should be bound and accompanied by a jacket rough and author biography.
4. Each title submitted must be accompanied by a fully completed online Entry Form. If the title was originally published in another language, Entry Form 2 must also be completed.
5. The judges may also request other titles not originally submitted by a Publisher. In that event, the Publisher will be asked to supply one copy of the title and complete the relevant Entry Form(s).

CONDITIONS OF ENTRY CONTINUED

6. No title entered by Publishers or called in by the judges can be returned.
7. The judges' decision is final, and no correspondence can be entered into.
8. By submitting a title, you warrant that such title does not infringe copyright or any other intellectual property rights and does not defame or invade the privacy rights of any third party, or infringe any other legal rights, regulations or laws.
9. The promoters reserve the right to cancel, postpone or suspend the Award at any time at their absolute discretion.
10. To the fullest extent that may be excluded by the law, the promoters accept no responsibility for, or liability arising from, Publishers taking part in the Award.

CONDITIONS OF AWARD

Any eligible book entered for the Award shall not qualify unless its Publisher agrees to:

- make its best efforts to guarantee the shortlisted author's attendance at the Award Ceremony and to cover their associated expenses (with the exception of the author's travel for which the Award organisers will take responsibility). In addition, to ensure a senior level representative of the publishing house is able to attend the Award Ceremony.
- provide a further twenty copies of any shortlisted title, for administrative and publicity purposes, and a copy for every guest at the Award Ceremony (150-200 guests) should the book be shortlisted.
- ensure that shortlisted or winning authors undertake a reasonable number of activities to promote the author's own work and this Award. These might include writing an article for the FT's Comment pages or website (www.ft.com), or providing a pre-agreed extract from the title for publication in the FT. Such activities would always be by mutual agreement.
- ensure that shortlisted or winning titles prominently display the promotional FT & McKinsey shortlist/finalist/winner stickers on the book jacket, which will be supplied by the FT.
- obtain from the copyright holder, written permission for FT to broadcast and/or record on audio tape or CD an extract from the submitted title, to be used solely for publicity purposes.

THE JUDGES

The judging panel for 2019 will be chaired by Lionel Barber, Editor, Financial Times and will include distinguished panellists from the world of business, economics and academia.

These Terms and Conditions are governed by the laws of England and Wales. The Publisher hereby submits to the exclusive jurisdiction of the English courts. Copies of the Terms and Conditions and Entry Forms are available at: **www.ft.com/bookaward**

For further information please contact **bookaward@ft.com**