

## Africa Structured Products & Derivatives Awards 2016

### Categories:

[www.StructuredRetailProducts.com](http://www.StructuredRetailProducts.com)'s (SRP's) Africa rankings acknowledge the best manufacturers, distributors and service providers in the following categories:

Manufacturers	Distributors	Service Providers	Other Awards
Best House, Africa	Best Distributor, Africa	Best Index Provider	Best Educational Initiative
Best House, Equities	Best Distributor, South Africa	Best Derivatives Platform	Best Insurance Deal
Best House, Foreign Exchange	Best Private Bank, Africa	Best Law Firm	Best Private Banking Deal
Best House, Commodities	Best Distributor - Capital Protected Products, Africa	Best Proprietary Index Provider	Best Structured Fund
Best House, Interest Rate	Best Distributor - Yield Enhancement Products, Africa	Best Exchange	Lifetime Achievement
Best House, Hybrids	Best Offshore Distributor	Best Technology Provider	Best Financial Advisor (Network)
		Best ETF House	Deal of the Year
		Best Hedge Fund	

### Rules

- SRP will conduct a comprehensive survey of the market with institutions associated with structured products between August 1st, 2016 and September 2nd, 2016.
- Respondents will vote for various awards under the categories of manufacturers, distributors, service providers and other awards, whose results will be independently verified by SRP.
- Distributor and private banking awards are based on SRP's proprietary database and submission of data by the candidates for products striking or maturing between August 1<sup>st</sup>, 2015 and July 31<sup>st</sup>, 2016.
- Some awards will involve a 400-word, editorial submission with winners determined by a panel of judges.

## Methodology – Manufacturer Awards

### Survey of the market (80% weighting)

- Manufacturers will be evaluated by total amount traded with the buy-side.
- Buy-side respondents will rate each manufacturer across all asset classes on the basis of:
  - price competitiveness
  - innovation and structuring capability
  - understanding client needs
  - aftersales support

### Industry peer review (20% weighting)

- Each manufacturer will name the top three manufacturers (apart from itself) for each award category.

	Survey of the market	Industry peer review
Best House, Africa	√	√
Best House, Equities	√	√
Best House, Foreign Exchange	√	√
Best House, Commodities	√	√
Best House, Interest Rate	√	√
Best House, Hybrids	√	√

# Methodology – Distributor/Private Bank Awards

## Distributors

### **SRP database**

- Winners are calculated by the annual sales (50%) and performance data (50%) covered in SRP's proprietary database.

### **Submission of product data**

- Candidates will supply all product brochures or term sheets with full sales and performance data per product, distributed between August 1<sup>st</sup>, 2015 and July 31<sup>st</sup>, 2016.

## Private banks

### **Editorial**

- The Best Private Bank award requires a 400-word submission detailing product innovation, understanding client needs and aftersales service, as well as relevant product data.

Categories	SRP database	Submission of product data	Editorial
Best Distributor, Africa	√	√	
Best Distributor, South Africa	√	√	
Best Private Bank, Africa	√	√	√
Best Distributor - Capital Protected Products , Africa	√	√	
Best Distributor - Yield Enhancement Products , Africa	√	√	
Best Offshore Distributor	√	√	

## Methodology – Service Providers

### Survey of market

- All respondents will vote for one candidate in each category based on various criteria. The winners are determined by the total number of votes they receive.

Categories	Survey of the market	Editorial	Criteria
Best Index Provider	√	√	Innovation, price competitiveness, understanding client needs
Best Derivatives Platform	√	√	Technology innovation, post-trade service, scope of coverage, user interface, customer satisfaction
Best Law Firm	√	√	Depth of knowledge, market responsiveness, explanation of complex concepts, support
Best Proprietary Index Provider	√	√	Innovation, price competitiveness, understanding client needs
Best Exchange	√	√	Product innovation, price competitiveness, customer satisfaction, liquidity, execution
Best Technology Provider	√	√	Technological innovation, infrastructure, trade execution, user interface, customer satisfaction
Best ETF House	√	√	Product Innovation, price competitiveness, customer satisfaction, liquidity
Best Hedge Fund	√	√	Product Innovation, Price competitiveness, customer satisfaction

## Methodology – Other Awards

### Survey of the market

- All respondents will vote for one candidate in each category based on various criteria. The winners are determined by the total number of votes they receive.

### Editorial

- The candidate will submit a 400-word application to be measured against the criteria.

Categories	Survey of the market	Editorial	Criteria
Best Educational Initiative		√	Comprehensiveness, clarity, accessibility of educational material
Best Insurance Deal		√	Product Innovation, price competitiveness, customer satisfaction
Best Private Banking Deal		√	Product size, product performance, customer satisfaction
Best Structured Fund		√	Product size, product performance, customer satisfaction
Personality of the Year	√		Peer recognition, long-term industry initiatives, integrity
Best Financial Advisor (Network)		√	Total size of activity, customer satisfaction, innovation
Deal of the Year		√	Product size, product performance, customer satisfaction