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CFA Institute

2nd Annual

Africa Structured Products & Alternative Investments Conference 2017

The Maslow | Johannesburg | 1st-3rd November 2017



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Awards Methodology 2017

The methodology outlines the criteria by which **SRP** judges the activity of Manufacturers, Distributors and Service Providers in the market.

To vote please visit StructuredRetailProducts.com.

Please note that this methodology is for the Africa Structured Products & Alternatives Awards 2017, with the results to be collected from the Africa Structured Products and Alternative Investments Awards 2017 running until 18th September 2017.



Africa Structured Products & Alternatives Awards 2017

Categories:

SRP's Africa Awards will acknowledge the best manufacturers, distributors and service providers in the following categories:

Manufacturers	Distributors	Service Providers	Other Awards
Best House, Africa	Best Distributor, South Africa	Best Index Provider	Best Educational Initiative
Best House, Equities	Best Distributor, Mauritius	Best LISP Platform	Personality of the Year
Best House, Multi-Asset	Best Performance, South Africa	Best Law Firm	Best Financial Advisor (Network)
	Best Performance, Mauritius	Best Proprietary Index Provider	Deal of the Year
	Best Offshore Distributor	Best Exchange	Best ETF House
		Best Technology Platform	

General Rules

- SRP will conduct a comprehensive analysis of institutions associated with Structured Products, ETFs and the alternative investments space between August 14th and September 15th.
- Distributor awards are based on candidates' submission of product data striking or maturing between August 1st, 2016 and July 31st, 2017.
- Some awards will involve a 400-word, editorial submission with winners determined by a panel of independent judges.

To vote please visit StructuredRetailProducts.com/Africa



Methodology – Manufacturer Awards

Manufacturers will be rated by volume sold, and the TOP 5 manufacturers by volume will be shortlisted to win the award.

The winner will be chosen from the shortlist according to two factors:

Qualitative Factors (80% weighting)

Buy-side respondents will rate each manufacturer across all asset classes on qualitative factors:

- Price Competitiveness (40% weighting)
- Innovation and Structuring Capability (30% weighting)
- Understanding Client Needs & Aftersales Support (10% weighting)

Industry Peer Review (20% weighting)

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

Categories	Definition	Survey of the market	Industry peer review
Best House, Africa	This award will recognise the overall best structured product & derivatives manufacturer for structured products	√	√
Best House, Equities	This award will recognise the best equity structured product & derivatives manufacturer for structured products	√	√
Best House, Multi-Asset	This award will recognise the best hybrid and multi-asset structured product & derivatives manufacturer for structured products	√	√



Methodology – Distributor Awards

Distributors

SRP Database

Winners are calculated by annual sales (50%) and performance data (50%) included 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, striking or maturing between 1 March 2016 and 28 February 2017.

Best Offshore Distributor Award

Editorial

The Offshore Distributor 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, South Africa	√	√	
Best Distributor, Mauritius	√	√	
Best Performance, South Africa	√	√	
Best Performance, Mauritius	√	√	
Best Offshore Distributor	√	√	√



Methodology – Service Provider 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.

Editorial

Each shortlisted candidate will need to submit a 400-word application to be measured against the criteria. The winner will be selected by an independent panel of judges convened and chaired by **SRP**.

Categories	Survey of the Market	Editorial	Criteria
Best Index Provider	√	√	Innovation, Price competitiveness, understanding client needs
Best LISP Platform	√	√	Technology innovation, post-trade service, breath of coverage, user interface
Best Law Firm	√	√	Depth of knowledge, Market Responsiveness, Explain complex concepts
Best Proprietary Index Provider	√	√	Product Innovation, Performance, Customer Satisfaction, Price Competiveness
Best Exchange	√	√	Technology innovation, Infrastructure, Trade execution, User interface
Best Technology Platform	√	√	Pricing capacity, Risk Model Capacity, User interface, Integration



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.

Editorial

Each shortlisted candidate will need to submit a 400-word application to be measured against the criteria. The winner will be selected by an independent panel of judges convened and chaired by **SRP**.

Categories	Survey of the Market	Editorial	Criteria
Best Educational Initiative		√	Comprehensiveness, clarity, accessibility of educational material
Personality of the Year	√		Peer recognition, Long-term industry initiatives, Integrity
Best Financial Advisor (Network)	√	√	Product Innovation, Performance, Customer Satisfaction, Price Competiveness
Deal of the Year		√	Product size, Innovation, product performance, customer satisfaction
Best ETF House	√	√	Product Innovation, Price Competiveness, Customer Satisfaction