



SRP

SRP China 2020 Awards Methodology



Categories

Structured Retail Products' (SRP, www.StructuredRetailProducts.com) second SRP China Awards acknowledge the best distributors, issuers and service providers in the following categories

DISTRIBUTOR AWARDS	MANUFACTURER AWARDS	SERVICE PROVIDER AWARDS	INNOVATION AND EDUCATION AWARDS
Best Distributor, Securities House	Best Domestic House	Best Index Provider	Most Innovative Index
Best Performance, Securities House	Best International House (Onshore)	Best Index Provider, Securities House	Best ESG Solution
Best Distributor, Asset Management	Best International House (Offshore)	Best Index Provider, Asset Management	Best Technology Solution
Best Performance, Asset Management	Deal of the Year	Best Index Provider, Commercial Bank	Best Educational Initiative
Best Distributor, Commercial Bank		Best Technology Provider	Rising Star
Best Performance, Commercial Bank		Best Pricing & Analytics Provider	
Best Distributor, Non-Domestic Bank			

General Rules

- Distributor awards are based on SRP's proprietary database and submission of product data by the candidates between **May 1 2019 and June 30 2020**.
- Manufacturer awards are based on aggregate or bulk sales volumes provided by the candidates for products issued between May 1 2019 and June 30 2020. As well as a 400-word editorial submission measured against the related key criteria. The winner will be selected by an independent panel of judges convened and chaired by SRP.
- Service provider, innovation and education awards involve a 400-word editorial submission to be measured against the related key criteria. The winner will be selected by an independent panel of

Methodology – Distributor Awards

SRP DATABASE

Winners for Best Distributor are determined using annual sales (50%) and performance data (50%) covered in SRP's proprietary database; winners for Best Performance are determined using annual performance data (100%).

SUBMISSION OF PRODUCT DATA

Candidates will supply all product brochures or term sheets with full sales and performance data per product, distributed between **May 1 2019 and June 30 2020**.

CATEGORIES	SRP DATABASE	SUBMISSION OF PRODUCT DATA
Best Distributor, Securities House	✓	✓
Best Performance, Securities House	✓	✓
Best Distributor, Asset Management	✓	✓
Best Performance, Asset Management	✓	✓
Best Distributor, Commercial Bank	✓	✓
Best Performance, Commercial Bank	✓	✓
Best Distributor, Non-Domestic Bank	✓	✓

Methodology – Manufacturer Awards

SUBMISSION OF SALES VOLUMES

Candidates will provide aggregate or bulk sales volumes for the products issued between May 1 2019 and June 30 2020.

EDITORIAL

Each candidate will submit a 400-word editorial submission which will be measured against the related key criteria. The winner will be selected by an independent panel of judges convened and chaired by SRP.

CATEGORIES	EDITORIAL	CRITERIA
Best Domestic House	✓	Price competitiveness; Breadth of coverage; Client service pre and post-trade
Best International House (Onshore)	✓	Price competitiveness; Breadth of coverage; Client service pre and post-trade
Best International House (Offshore)	✓	Price competitiveness; Breadth of coverage; Client service pre and post-trade
Deal of the Year	✓	Product size; Product performance; Client satisfaction

Methodology – Service Providers

EDITORIAL

Each candidate will submit a 400-word editorial submission which will be measured against the related key criteria. The winner will be selected by an independent panel of judges convened and chaired by SRP.

CATEGORIES	EDITORIAL	CRITERIA
Best Index Provider	✓	Innovation; Price competitiveness; Understanding client needs; Market reach
Best Index Provider, Securities House	✓	Innovation; Price competitiveness; Understanding client needs; Market reach
Best Index Provider, Asset Management	✓	Innovation; Price competitiveness; Understanding client needs; Market reach
Best Index Provider, Commercial Bank	✓	Innovation; Price competitiveness; Understanding client needs; Market reach
Best Technology Provider	✓	Technology innovation; Infrastructure; Market reach
Best Pricing & Analytics Provider	✓	Technology innovation; Infrastructure; Trade execution; User interface

Methodology – Innovation and Education Awards

SUBMISSION OF PRODUCT DATA

Candidates for the “Rising Star” award will provide data for the relevant products. To qualify for the “Rising Star” award, candidates must be buy-side firms (distributors) which are new to the structured products market (defined as being active for less than five years).

EDITORIAL

Each candidate needs to submit a 400-word editorial submission which will be measured against the related key criteria. The winner will be selected by an independent panel of judges convened and chaired by SRP.

CATEGORIES	EDITORIAL	CRITERIA
Most Innovative Index	✓	Index innovation; Index performance, Understanding client needs
Best ESG Solution	✓	Product innovation; Price competitiveness; Customer satisfaction
Best Technology Solution	✓	Technology innovation; Price competitiveness; Understanding client needs
Best Educational Initiative	✓	Comprehensiveness; Clarity; Accessibility of educational material
Rising Star	✓	Buy-side only; Demonstration of significant intent to grow in the market; Innovation; New to the market (active for less than five years).

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