



SRP Indexed Insurance Awards Methodology 2019

The Embassy Club | Des Moines | 11-12 September 2019



Awards Methodology 2019

The methodology outlines the criteria by which SRP judges the activity of Distributors/ Carriers and Service Providers in the market.

To vote please visit StructuredRetailProducts.com/IndexedInsurance.

Please note that this methodology is for SRP's Indexed Insurance Awards 2019, with the results to be collected from the Indexed Insurance Awards survey running from 1 July until 2 August 2019.

HAVE YOUR SAY AND TAKE PART IN THE SURVEY

SRP'S AMERICAS INDEXED INSURANCE AWARDS

CATEGORIES

SRP's Indexed Insurance Awards will acknowledge the best Distributors, Carriers and Service Providers in the following categories

Indexed Annuities Awards		
Distributor/Carrier	Service Provider	Other Awards
Best FIA Carrier	Best Index Provider	FIA of the Year
Best VIA Carrier	Best Proprietary Index Provider	VIA of the Year
Best Distributor	Best FIA Hedge Provider	Proprietary Index of the Years
Carrier Hedging Team of Year	Best VIA Hedge Provider	Best Educational Initiative
	Best Technology Platform	Personality of the Year SRP

GENERAL RULES

SRP will conduct a comprehensive survey of the market with institutions associated with the Indexed Insurance Market between 18 June 2018 and 3 August 2018.

- Respondents will vote for the following categories: Distributors/Carriers, Service Providers and Personality of the Year, with the results independently verified by SRP.
- Distributor/Carrier awards will be partly based on submission of product data by the candidates between 1 July 2017 and 30 June 2018.
- Service Providers and Other Awards will involve a 400-word, editorial submission with winners determined by a panel of independent judges.

Key Dates

- Survey of Market - from 1 July until 2 August
- Submit product data - until 2 August
- Shortlist published - 9 August
- Editorial Submissions - until 23 August
- Winners announcement - 12 September

To vote please visit StructuredRetailProducts.com/IndexedInsurance

DISTRIBUTOR/CARRIER AWARDS

Distributors/Carriers will be rated by volume and the results from the SRP survey.

Submission of Product Data (50% weighting)

- Candidates will supply all product data with volume per product, distributed between 1 July 2018 and 30 June 2019.

Survey of Market (50% weighting)

- Candidates will be assessed by their buy-side counterparties on the basis of the following criteria:
 - Innovation (35%)
 - Price Competitiveness (25%)
 - Understanding Client Needs (25%)
 - Aftersales Support (15%)

Categories	Definition	Submission of Product Data	Survey of Market
Best FIA Carrier	This award will recognise the top Carrier for fixed indexed annuities	√	√
Best VIA Carrier	This award will recognise the top Carrier for variable indexed annuities	√	√
Best Distributor	This award will recognise top distributors including IMOs, Bank Distributors and Broker-Dealers operating in the field of indexed annuities sales.	√	√
Carrier Hedging Team of Year	This award will recognise top Carrier Hedging Team operating in the field of indexed annuities sales.		√

*Excluding firms that distribute their own products.

SERVICE PROVIDERS

SURVEY OF THE MARKET

- All respondents will rate candidates in each category based on various key criteria. The top 5 candidates in each category will be shortlisted to win the awards.

EDITORIAL

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

Categories	Survey of the Market	Editorial	Criteria (Weightings)
Best Index Provider	√	√	<ul style="list-style-type: none"> Innovation (35%) Price competitiveness (25%) Understanding client needs (25%) After Sales support (15%)
Best Proprietary Index Provider	√	√	<ul style="list-style-type: none"> Innovation (35%) Price competitiveness (25%) Understanding client needs (25%) After Sales support (15%)
Best FIA Hedge Provider	√	√	<ul style="list-style-type: none"> Price Competitiveness (40%) Innovation and Structuring Capability (25%) Understanding Client Needs (25%) Aftersales support (10%)
Best VIA Hedge Provider	√	√	<ul style="list-style-type: none"> Technology innovation (40%) Post-trade service (20%) Breadth of coverage (20%) User interface (20%)
Best Technology Platform	√	√	<ul style="list-style-type: none"> Technology innovation (40%) Post-trade service (20%) Breadth of coverage (20%) User interface (20%)

HAVE YOUR SAY AND TAKE PART IN THE SURVEY

OTHER AWARDS

EDITORIAL

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

Categories	Survey of the Market	Editorial	Criteria
FIA of the Year		√	Product size, product performance, client satisfaction
VIA of the Year		√	Product Innovation, price competitiveness, customer satisfaction
Proprietary Index of the Year		√	Product Innovation, price competitiveness, customer satisfaction
Best Educational Initiative		√	Comprehensiveness, clarity, accessibility of educational material
Personality of the Year	√	√	Peer recognition, Long-term industry initiatives, Integrity

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IF YOU HAVE ANY QUESTIONS:

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