

SPi | |

AWARDS ²⁰₂₄

A note to all participating companies from Structured Products Intelligence (SPi)

Thank you all for supporting SPi's "Awards for Excellence" 2024, the definitive awards program for the structured products industry. Award submission processes can be arduous, so we have tried to keep our "Awards for Excellence" process relatively simple.

The awards for the participating companies will be decided using our independent data. We would, therefore, like to request that each participant briefly disclose their achievements, innovations, and performances over the past 12 months, between April 1st 2023 and March 31st 2024, alongside collecting consistent, core data that facilitates comparative analysis of competing banks.

The information required for a successful submission is outlined in further detail below. The winner of SPi's "Awards for Excellence" 2024 will be an outstanding participant in all categories. Market share is vital, but so is an ability to demonstrate growth, relative outperformance compared to other participants, and adapt to changing market conditions and client needs, including innovations.

Once submissions have been received, our team of researchers and independent jury will conduct a thorough analysis of each Submission. In conjunction with our market knowledge and research, this will be used by our jury, which I will chair, to make the final decisions and announce the winner.

We look forward to receiving your submissions.

THE AWARD CATEGORIES

BEST ADVISOR

The winner of this category will be an advisor recognized by a jury of manufacturers for their impressive performance during the last year. Any stakeholder in the industry can submit a candidate to be reviewed by our manufacturer jury for their performance, impact within the industry and high ethical standards and reputation.

BEST PRINCIPAL AT RISK ISSUER

This award recognizes the issuer of structured products that delivered the highest innovation, offered the best pricing and issued the most capital at risk notes for the Canadian market in the last year (using our SPi league tables). It's 100% data-driven, with 33% Sales, 33% number of diverse products and 34% performance of expired and matured products for the year.

BEST INDEPENDENT DEALER

The winner of this category will be an independent dealer recognized by a jury of manufacturers for their impact in the structured products industry during the last year.

BEST CLIENT SERVICE

The independent jury representing the dealers will recognize the winner in this category for their outstanding performance to investors, advisors and industry. The award winner will be decided by the ranking of the dealers for the Best Issuer award.

BEST ISSUER

This award recognizes the leading Issuer in Canada. The winner demonstrates excellence in innovation (number of payoffs and unique underlyings offered), performance (average return on expired/matured products), and market share (by volume) of the most structured products for the Canadian market, as indicated by SPi's league tables. The top 5 finalists will each nominate a dealer to form an independent jury, responsible for ranking the finalists based on four categories: pricing, innovation, client service (pre and post sales) and technology.

BEST GIC ISSUER

This award recognizes the issuer of structured products that delivered the highest innovation, offered the best pricing and issued GICs for the Canadian market in the last year (using our SPi league tables). It's 100% data-driven, with 33% Sales, 33% number of diverse products and 34% performance of expired and matured products for the year.

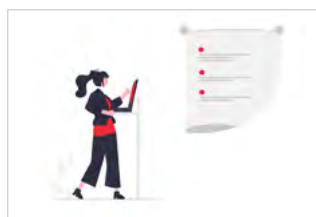
HALL OF FAME

The jury will recognize the winner in this category for their impact on the structured products industry. Any industry stakeholder can submit a candidate who will be analyzed by the independent jury considering the longevity, impact in the industry and highest ethical standards/reputation.

SUBMISSION GUIDELINES



Each candidate must submit a written application for the award that draws SPi's attention to some of the highlights of your performance over the 12 month period from April 1, 2023 to March 31, 2024.



This will be considered as the most important part of your submission. In your own words, you should explain why your company has been the most outstanding financial institution in a particular category or categories over this period.



Submissions can also include product lists and volume league tables IC. These **must** include all parameters used in the search, such as date and issue type, or they will be disregarded.



Submissions should only include information that SPi can use to qualify you receiving an "Award for Excellence". Nothing will be considered as "off the record" if you have submitted it in the application.

The maximum length for any award submission is four sides of A4 paper sent via email to tfernandes@wsd.com by **29th of July, 2024**.