

<b>Guidelines for the Sukuk RFP</b>	
<b>1. Commitment to RSA</b>	
<p><b>a. Market development and capacity to lead</b></p> <ul style="list-style-type: none"> <li>i. Provide a detailed market overview of international Sukuk market</li> <li>ii. Provide current demand dynamics in the Sukuk debt capital market space in SA and internationally</li> <li>iii. List of Islamic compliant financial transactions- Sukuk( local and/or international currency Sukuk) or banking products</li> <li>iv. Working relationship with the government</li> </ul> <p><b>b. Labour and social issues:</b></p> <ul style="list-style-type: none"> <li>i. Employment equity within the domestic DCM<sup>1</sup> (number of people employed in RSA including racial and gender targets vs. actual; number of equity employees in DCM management)</li> <li>ii. Number of PDI graduates permanently employed in DCM and their functional roles</li> <li>iii. BEE partner<sup>2</sup> mentorship by DCM team (including long-term plans and targets, partnership agreement and other strategic business relationships)</li> <li>iv. BEE partner profile and long-term strategic growth plan</li> </ul>	
<b>2. Indicative transaction structure</b>	
<ul style="list-style-type: none"> <li>a. Proposed structure and maturity</li> <li>b. Legal format for proposed issuance</li> <li>c. Indicative fees and costs</li> <li>d. Provide an indicative timetable</li> </ul>	
<b>3. Expertise and skills</b>	
<ul style="list-style-type: none"> <li>a. Provide names of dedicated people on team</li> <li>b. List their expertise and skills</li> <li>c. Attach CVs of Shariah Advisor/s</li> </ul>	
<b>4. Secondary market support</b>	
<ul style="list-style-type: none"> <li>a. How do you envisage supporting the deal in the secondary market?</li> </ul>	
<b>5. Road show and marketing</b>	
<ul style="list-style-type: none"> <li>a. Shadow book (profile of possible investors)</li> <li>b. Distribution of investors by type</li> <li>c. Road show organising capacity if necessary</li> </ul>	

**Notes:**

- 1) Domestic DCM team should present at the beauty parade
- 2) BEE partner should be defined by level 3 BEE contributor with minimum 50% black ownership