

J.P.Morgan

J.P. Morgan South Africa
Abadali Black Advisory
Partnership Programme

REQUEST FOR PROPOSALS (RFP) - 2022



Introduction

J.P. Morgan South Africa (“J.P. Morgan”) has, in the furtherance of its commitment to transformation and Broad-Based Black Economic Empowerment (“B-BBEE”) within the South African financial sector, established a Black Advisory Partnership Programme (the “Programme”) focused on empowering, developing and providing opportunities to small Black owned advisory firms and financial institutions (“Black Advisory Firms”) locally. The Programme’s ambition is to provide opportunities to, accelerate and enhance the financial advisory tool kit of small Black Advisory Firms to contribute to their successful and competitive operations across the South African financial market landscape.

The selected Black Advisory Firms will have the opportunity to partner with J.P. Morgan on certain advisory mandates for J.P. Morgan’s clients pursuant to which they will have direct access to and receive product and transactional Debt Capital Markets (“DCM”) and Loan Capital Markets (“LCM”) training from J.P. Morgan’s local and international teams, as well as professional legal firms. The Programme will run for a

two-year period and, in addition to the above, provide the selected firms with access to J.P. Morgan’s, Morgan Markets research platform, client events and external training, as well as mentorship from J.P. Morgan personnel.

Interested Black Advisory Firms are invited to respond to this request for proposal (RFP) for consideration. Once short listed, firms will proceed to an interview and a due diligence phase culminating in J.P. Morgan selecting three firms to form part of the Abadali Black Advisory panel. The programme would provide the panel with opportunities to tender and partner with J.P. Morgan on identified DCM and LCM advisory mandates.

The Programme seeks to have a meaningful impact on the transformation of the financial services sector supported by J.P. Morgan’s strong investment banking experience, passionate staff, and deep commitment to empowering and developing talent in the country.

Eligibility Criteria

The applicants must comply with the following criteria to be eligible to participate in the Programme:

- **Registration and Licensing:** Registered with the Financial Sector Conduct Authority (“FSCA”) and licensed in terms of the Financial Advisory and Intermediary Services Act, 2002 (“FAIS”) (where applicable)
- **B-BBEE Classification:** Qualifying Small Financial Institution (QFSI) or Exempt Micro Enterprise (EME) as contemplated in the Amended B-BBEE Financial Sector Code (2017) (“FSC”)
- **B-BBEE Level:** Level 1 or Level 2 B-BBEE Contributor evidenced by a B-BBEE sworn affidavit or a certificate issued by the Companies and Intellectual Property Commission (CIPC)
- **Black Ownership:** Minimum 51% Black-owned as measured in terms of the FSC
- **Black Management:** Board of directors and executive/senior management must comprise a minimum of 51% Black people as contemplated in the FSC
- **Developmental Requirements:** This programme is targeted at firms seeking development in and exposure to the international DCM and domestic/international LCM markets
- **Gender diversity:** Either black management or black ownership should be at least 25% Female or have a plan to achieve this requirement within the next 12 months

Mandatory proposal responses

Black Advisory Firms that satisfy the eligibility criteria and wish to be considered for participation in the Programme, should include the following in its RFP response:

- Business description, product offering and brief history
- Team structure and team member biographies
- At least 3 years of trading and provide a portfolio of the transactions undertaken or services provided by the firm during that time. Include client reference letters, if available
- Recognition / Accolades received (individual or firm specific, within the last 5 years)
- Motivational letter (1 page in length) including:
 - Rationale for responding to the RFP, including:
 - Growth ambitions / vision of your business
 - Anticipated benefits from inclusion in the Programme
 - Focus areas for skills development in respect of your business
 - Please use size 10 Arial font where applicable, no more than 5 pages (excluding the “firm documents required”)

Company documents required

Please provide the following in your RFP response:

- Current B-BBEE sworn affidavit or CIPC certificate (including the B-BBEE sworn affidavits and/or verification certificates of each of the firm’s direct/indirect shareholders)
- Confirmation that the Black Advisory Firm:
 - Is in full compliance with B-BBEE legislation;
 - has not been assessed or investigated by the B-BBEE Commission in relation to its B-BBEE compliance; and
 - has not received any complaint regarding B-BBEE compliance.
- CIPC Certificate of Incorporation
- CIPC report confirming “in business” enterprise status
- Company Organogram
- List of board of directors and executive directors
- Website address
- Copy of Compliance policy
- Individual/s responsible for managing compliance / legal matters
- Latest available audited annual financial statements
- Documentation evidencing compliance with the eligibility criteria described above
- Copy of Certificate of Good Standing from SARS (Tax clearance certificate)
- Share certificates of direct and indirect shareholders

By submitting this information to J.P. Morgan you are confirming and warranting that this information is complete and accurate in all respects and you have established all rights necessary, including any legally required consent, to provide J.P. Morgan with this information for the purposes of this RFP and Development Programme.

The Programme and participants are subject to the terms of the J.P. Morgan Privacy Manual and Notice which can be found [here](#).

Deadline for responses

Please email a PDF soft copy of your RFP response to Abadali.Black.Advisory.Programme@jpmorgan.com by 10h00 SA time, on 26 August 2022.

- All applicants will be notified electronically on the outcome of their RFP submission.
- Successful applicants will proceed to the next phase which will involve virtual interviews.
- Additional documentation may be required.

J.P. Morgan reserves the right to accept or reject any RFP response without providing any explanation. Participants in the RFP process will also not be entitled to communicate with any competing participants regarding the RFP process or outcome. J.P. Morgan reserves the right to amend or cancel the RFP at any point and time, to extend the submission date and to reject all or any replies prior to the determination of the successful participants.

Please send all queries to the above email, if you have any questions or concerns.