

TARGET MARKET SHEET - FUNDING DIVISION

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		Client Inputs	Match Criteria		BENCHMARK
			YES	NO	
1	Country External Rating				Countries in GCC, South East Asia, East Asia and Europe
2	Type & Rating of Entity				Banks, Investment Banks, Non-Bank FIs (Asset Managers, Insurance Companies, etc...), Pension Funds, Central Banks and MDBs
3	# Years of Experience				1 - 3 years since relationships established
4	Profitability				N/A
5	Compliance with Central Bank Requirements				N/A
6	Mode Of Financing				Commodity Murabaha or Wakala
7	Types of Transactions				Public Sukuk, Private Placement Sukuk, Bilateral Facility
8	Expected Placement Mark-up				According to ICD's credit curve
9	Funding Size				Minimum financing size of USD50 million
10	Funding Tenor				Minimum financing tenor is 2 years
11	Shariah Complainece				Shall be Shariah Compliant and KYC Clean

EXECUTIVE SUMMARY

Financial Institution
Proposed Financing Amount (USD million)
Proposed Tenure (years)
Indicative Spread p.a. (%)
Proposed Benchmark for the Indicative Spread
Indicative Upfront Fees (% of Proposed Financing Amount)
Proposed Key Covenants

Other Proposed Key Terms & Conditions

TARGET MARKET SHEET - Liquid Portfolio Management Division

NAME of FINANCIAL INSTITUTION:					
		Client Inputs	Match Criteria		BENCHMARK
			YES	NO	
1	Country External Rating (S&P, Moody's, Fitch)				>=BB+ (Member and Non-Member Countries depending on product type).
2	Client External Rating (S&P, Moody's, Fitch)				>=BB+
3	Type & Rating of Entity				Banks, Insurance, SWFs, Pension Funds with rating above BB+
4	Compliance with Central Bank Requirements (CAR, Liquidity etc.)				Shall be compliant with all Central Bank / Compitent Authority's Requirements
5	Mode of Transaction				Commodity Murabaha, Wakala, Repo/Reverse Repo, Sukuk, Structured Product
6	Types of Transactions				Sukuk, Money Market Instruments, FX Spot and Hedging instruments
7	Expected Placement Mark-up				Positive carry over ICD's cost of fund and transaction
8	Money Market Placement Size (ICD as Lender/Investor)				Maximum Counterpart Limit: <=12.5% of ICD's liquidity portfolio if rated A- or better <=8.5% of ICD's liquidity portfolio if rated between A- > and <=BBB- <=6.5% of ICD's liquidity portfolio if rate =BB+ Maximum Country Limit: For Country A- =< Lower of 25% of the YE Expected Portfolio or 25% of ICD's Equity For Country A- > Lower of 15% of the YE Expected Portfolio or 15% of ICD's Equity
9	Money Market Taking Size (ICD as Borrower)				USD 2 Mln
10	Sukuk Investment Size (ICD as Lender/Investor)				Maximum Bid & Holding: Holding of 12.5% => for A- or Better Sukuk, and 10% of A-> and => BBB-rated Sukuk. Bid size of 20% => of Issue size, subject to bring down the holding to =<12.5% within 3 Months for >= A- rated sukuk =<10% within 3 Months for >= A-> and => BBB- rated Sukuk
11	Sukuk Investment Tenor (ICD as Lender/Investor)				<=10Years (If rated AA- and better) <=5 Years (If rated BBB- and above)
12	Money Market Placement Tenor (ICD as Lender/Investor)				1 Week to 1 Year
13	Money Market Placement Tenor (ICD as Borrower)				1 Month and Above
14	Repo/Reverse Repo				Minimum Sukuk rating of Reverse Repo counterpart is =< BB+
15	Shariah & KYC Complainece				Shall be Shariah Compliant and KYC Clean from Approved Sanctions.
16	Treasury Related Consultancy				No specific eligibility criteria.

EXECUTIVE SUMMARY

Financial Institution/Counterpart

Types of Transaction

Proposed Tenure (for Lending/Investment) in Sukuk

Proposed Tenure (for Lending/Investment) in Money Market

Sukuk Investment Size

Money Market Placement Size (ICD as Borrower)

Money Market Placement Tenor (ICD as Lender/Investor)

Money Market Placement Tenor (ICD as Borrower)

Repo/Reverse Repo

Other Proposed Key Terms & Conditions

TARGET MARKET SHEET - Syndication Unit

COMPANY NAME:

		Client Inputs	Match Criteria		BENCHMARK
			YES	NO	
1	Country External Rating				Country Rating > B1
2	Sector				Financial Sector, Infrastructure, Agribusiness, Manufacturing, Education, Healthcare and any other Shariah compliant business
3	No. of Member Countries to be Invested				Investment in at least one of ICD's 54 Member countries
4	Client's Risk Rating				>14 (Internal Rating). Short term Investment (1 year or less) from Treasury to Financial Institutions has separate higher criteria.
5	Client's Profitability				Must be profitable in the last 3 years
6	Currency of Facility				USD & EUR Denominated (preferred)
7	Facility mode				Shariah compliant mode of financing
8	Expected total Facility Amount				Minimum USD 30 Million
9	Expected Participation from ICD Balance Sheet				Minimum 10% of total Facility Amount
10	Facility Tenor				Term Finance clients: Preferred Tenor <=7 Years Door to Door; Financial Institution clients: Preferred Tenor <=4 Years
11	Expected Mark-up / Returns				In line with the strategies of the relevant business units (deploying the balance sheet) and the expectations of other Islamic commercial banks/DFIs in the market
12	Expected Syndication related Fees				Syndication Fees: Minimum 0.5% of the total facility
13	Expected Securities and key terms				In line with the strategies of the relevant business units (deploying the balance sheet) and the expectations of other Islamic commercial banks/DFIs in the market
14	Existing Lenders of the Client				Existing Lenders Include international Islamic commercial banks and DFIs, with USD/EUR Facility
15	Development Impact (SDGs) Target				Potential to generate new jobs, and contribute to ICD Key SDGs (SDG 7: Clean Energy, SDG 8: Access to Finance for SMEs, SDG 8: Financial Services, SDG 9: SME Finance and Infrastructure)
16	Shariah/Compliance compatibility				Financial Structure is Shariah compatible KYC is clean and acceptable in the market. If not an existing client - the client should be on-boarded by relevant business department, before starting working on any syndication transaction

Template of Executive Summary

- 1 Company Name
- 2 Country
- 3 Sector
- 4 Credit Rating (*International / Local*)
- 5 Proposed Financing Requirements (*USD / EUR million*)
- 6 Facility Prupose
- 7 Proposed Tenor (*years*)
- 8 Proposed Grace Period (*years*)
- 9 Expected All -in pricing p.a. (%)
- 10 Proposed Securities
- 11 Other Proposed Key Terms & Conditions
- 12 List of existing Lenders with key terms (*i.e. size, tenor, securities*)