

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

<b>TSC Category</b>	Investment and Financial Management					
<b>TSC</b>	Book Building					
<b>TSC Description</b>	Identify price options for shares and other securities based on potential investors' interest levels, as determined by the generation, capture and record of investor demand and supply of subscription rates					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
		<b>FSE-FIN-2021-1.1</b>	<b>FSE-FIN-3021-1.1</b>	<b>FSE-FIN-4021-1.1</b>		
		Capture and record investor demand and supply based on applications received	Facilitate the book building process during securities issuance to determine investors' interest and inform price discovery	Disseminate strategies for book building during securities issuance to determine optimal price for securities		
<b>Knowledge</b>		<ul style="list-style-type: none"> <li>Financial services industry laws and regulations</li> <li>Debt capital market services and trends</li> <li>Securities market services and trends</li> <li>Information gathering and analysis techniques</li> <li>Types of securities</li> </ul>	<ul style="list-style-type: none"> <li>Financial services industry laws and regulations</li> <li>Debt capital market services and trends</li> <li>Securities market services and trends</li> <li>Book building processes</li> <li>Types of securities</li> <li>Due diligence processes</li> <li>Price discovery processes</li> </ul>	<ul style="list-style-type: none"> <li>Organisation's objectives and strategic direction</li> <li>Methods for defining book building strategies</li> <li>Security valuation techniques</li> </ul>		
<b>Abilities</b>		<ul style="list-style-type: none"> <li>Conduct due diligence on securities being evaluated</li> <li>Support the collection of bids within the book building process</li> <li>Determine demand and supply of subscription rates based on interest levels of potential investors</li> <li>Record investor prices and transaction bids during the issuance stage to capture demand</li> <li>Identify securities price options</li> </ul>	<ul style="list-style-type: none"> <li>Analyse due diligence on securities being evaluated</li> <li>Propose size of capital issues and price bands</li> <li>Launch the book building process to support price discovery</li> <li>Identify and draft details of securities issuance</li> <li>Analyse demand and supply of subscription rates of potential investors to benchmark against valuation metrics</li> </ul>	<ul style="list-style-type: none"> <li>Announce initial securities issuance</li> <li>Determine the allocation of securities issuance suitable for the organisation</li> <li>Review the valuation of securities based on investor demand and supply trends</li> <li>Review and endorse securities prices based on valuations of demand and bids received</li> <li>Announce final issue pricing and settlement</li> </ul>		

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			<ul style="list-style-type: none"><li>Propose securities prices based on bids and demand identified</li></ul>	based on the book building process		
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