

**COMPETITION RULES THE COMPETITION RULES OF THE API AWARDS ARE
DETAILED HEREAFTER (“RULES”).**

ITEM 1 COMPETITION CATEGORIES AND ELIGIBILITY REQUIREMENTS

Development Categories:

In light of recent disruptions to real estate development delivery due to Covid-19, the categories under the Development Section will not be considered for the 2020 API Awards, all submissions to date will be rolled over to the 2021 API Awards.

Personnel Categories:

1. Woman in African Real Estate Award
2. Young African Property Person of the Year
3. Top Africa Real Estate CEO of the Year
4. API Lifetime Award
5. Landlord of the Year

Services and Innovation Categories:

6. Top African Real Estate Bank of the Year
7. Top Property Technology Company Award
8. Top Services Group of the Year
9. Top African Developer of the Year

ITEM 2 NUMBER OF ENTRIES ALLOWED

There is no limit on the number of submissions per company, as long as each entry meets the criteria stipulated in the rules.

ITEM 3 PRE-ENTRY FORM & PRE-SELECTION

Companies wishing to enter the competition must complete and submit one online pre-entry form, high resolution photos as well as other necessary materials i.e. maps, videos etc. per entry so that the API Events team can verify the eligibility. Everything must be included in a zipped file attached to an email or alternatively sent through a dropbox, google drive or WeTransfer link.

The company submitting understands and accepts that all information, including photographs and other materials, may be shared with contracted third parties for organisational purposes. This information may be distributed via any media, including the Internet, for communications relating to API and the API Awards, unless the applicant objects.

If a development project is managed by several companies, the company submitting the project, guarantees that it is the sole initiator together with possible co-authors and warrants that it holds all the rights for the presented projects and information related to the project, and that it does not harm any potentially involved third party's rights or anyone's private life or likeness, and that the project / idea does not infringe on any law, especially copyright laws. In case, several companies submit the same project, they must reach an agreement to designate one company only. If not, API Events reserves the right to keep the first entry and reject the other. In any case, API Events will not be held liable in case of any conflicts between the companies.

ITEM 4 ADDITIONAL MATERIALS

Pre-selected projects may be required to send additional information as well as any other necessary materials at the request of the API Events team.

ITEM 5 THE JURY AND ITS MISSION

All completed and pre-qualified applications received by 31 August 2020 will be submitted to the API Awards Jury, an independent body of real estate professionals selected by API Events. The jury will then individually review all the entries and submit their results by 11 September 2020. The jury's mission is to select four nominees, in their order of preference, in each of the 9 categories mentioned in item 1. The project with the most amount of votes will then be chosen as the final winner for that particular category.

The jury can, in total independence, base its selection upon various and unlimited criteria such as infrastructure and transportation access, integration into the environment, originality of the concept, technical and architectural quality, and services offered.

The jury is also entitled to move any entry to a more appropriate category and consequently judge the entry in that category. The applicant will be informed by email of this change.

The jury reserves the right not to examine incomplete applications or applications that do not comply with the present rules. The jury may decide to remove a category if they consider that the submitted entries do not ensure a sufficient level of quality. The jury's decision is final and will not have to be justified. The jury will base its decision on a wide range of criteria with specific focus on the below:

TOP AFRICAN REAL ESTATE BANK OF THE YEAR

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Size of deals/number of transactions completed during the last 12 months
- Quality and quantity of the deals concluded during the last 12 months
- Indicate how your institution proactively responded to the Covid-19 pandemic through innovative deal structuring or lending practices for new or refinanced deals
- Indicate the diversification of deals and services either across real estate sectors or the African continent
- Indicate how the institution stands out from its competitors
- Describe the impact the institution had on the Pan-African real estate footprint over the last 12 months

YOUNG AFRICAN PROPERTY PERSON OF THE YEAR

Legible candidate must be under 35 years

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Outline your career profile to date
- Your achievements in the last 12 months
- Impact the you have had on the industry or organization in the last 12 months
- Indicate how you are a thought leader in the industry
- Indicate how you have shown great potential to lead
- Outline what you may have done as a response to Covid-19 that may have positively impacted your company or the African real estate industry during the pandemic

WOMAN IN AFRICAN REAL ESTATE AWARD

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Outline your career profile to date
- Your achievements in the last 12 months
- Impact the you have had on the industry or organization in the last 12 months
- Indicate how you are a thought leader in the industry
- Indicate how you have shown great potential to lead
- Describe how you have progressed the woman's movement in the African real estate sector
- Outline what you may have done as a response to Covid-19 that may have positively impacted your company or the African real estate industry during the pandemic

TOP PROPERTY TECHNOLOGY COMPANY AWARD

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- What is the product and what problem is the product solving?
- How is the product serving the demand?
- What impact has the product had on the real estate sector?
- How much business has the product generated over the 12 months?
- How innovative the product is?
- How user friendly is the product?
- Has your product upgraded or found a further solution that has positively impacted the African real estate industry during Covid-19?

TOP PROPERTY SERVICES GROUP OF THE YEAR

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Size of deals/number of transactions completed during the last 12 months
- Quality and quantity of the services provided during the last 12 months
- Innovation in solutions provided in the last 12 months
- Indicate the diversification of services provided either across real estate sectors or the African continent
- Indicate how the business stands out from its competitors
- Describe the impact the business had on the Pan-African real estate footprint over the last 12 months
- Indicate what your business has done as a response to Covid-19 and how has this impacted the business and/or real estate industry
- Outline how you put the needs of your clients first during the pandemic

TOP AFRICA REAL ESTATE CEO OF THE YEAR

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Describe what you have done in the last 12 months that has positively impacted the business/organization
- Indicate the impact you have had on the industry or organization in the last 12 months
- Indicate how you are a thought leader in the industry
- Indicate how you have shown great potential to lead
- Describe how the business has performed under your leadership in the last 12 months
- Indicate what you have done for the business as a response to Covid-19, how has this positively impacted the business and/or African real estate industry

API LIFETIME AWARD

This category will be judged on the following, please provide a brief document that stipulates all the below points:

**Please note that this category is purely on a nomination basis. API Events will requested finalists to enter*

- Describe how you/your nominee has been consistent and resilient in the African real estate sector
- Indicate how you/your nominee is a thought leader in the industry
- Provide any quantifiable achievements in the last 20 years
- Describe how businesses/organizations have performed or transformed under your/your nominee's leadership
- Indicate how you/your nominee have had a Pan-African presence in real estate through you/your nominee's work and that of the organizations you/your nominee has led
- Indicate how you/your nominee stands out from the rest in the African real estate industry
- Indicate what you/nominee has done for the business as a response to Covid-19, how has this positively impacted the business and/or real estate industry

LANDLORD OF THE YEAR AWARD

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Describe what you have done in the last 12 months that has positively impacted the business/organization
- Indicate the impact you have had on the industry or organization in the last 12 months
- Indicate what you did to proactively respond to Covid-19. What did you do for your tenants and what innovative strategies did you use to ensure tenant retention during this period? How did you manage to maintain occupancy?
- Indicate what you have done as a response to Covid-19, how has this positively impacted the African real estate industry
- Outline how you put the needs of your clients first during the pandemic

TOP AFRICAN DEVELOPER OF THE YEAR

This category will be judged on the following, please provide a brief document that stipulates all the below points:

- Describe the developments you have completed during the last 12 months (completion date has to be before 31 August 2020)
 - Include:
 - Description: location, infrastructure and transport access, sensitivity to the local community and integration into the environment
 - Aesthetics/Architectural: Technical and architectural quality
 - Development Operations: occupancy, financial performance, response to market demands and corporate staff involvement
 - Environmental Impact: Sustainability and Innovation
 - Photos and videos etc
- Indicate the diversification of services provided either across real estate sectors or the African continent
- Indicate how the business stands out from its competitors
- Describe the impact the business had on the Pan-African real estate footprint over the last 12 months
- Indicate what your business has done as a response to Covid-19 and how has this impacted the business and/or real estate industry
- Outline how you put the needs of your clients first during the pandemic

ITEM 6 FINALISTS & WINNERS

Companies and nominees will be informed via email if they have been selected as finalists of the category by the API Awards Jury. Finalists must be registered for the API Virtual Summit & Expo in order to represent the project during the API Awards Ceremony held on 28 September 2020.

ITEM 7 VISUAL ELEMENTS FOR THE SHOW AND VOTE

The finalists hereby authorise API Events to use their names, likenesses, voices and application extracts, including project video(s) and/ or image(s), for conducting the voting process, presenting the project(s) during API Virtual Summit & Expo and the API Awards Ceremony, and promoting API Virtual Summit & Expo and the API Awards. Finalists agree that they are duly authorized by potential co-creators or third parties and commit to provide

API Events with the name of the photographer (photo credit) if deemed necessary. To the same end, finalists also authorise API Events to freely use any project logos, trademarks, titles, extracts and other intangible rights and promotional items submitted to the 2020 edition of the API Awards competition.

ITEM 8 API AWARDS CEREMONY

The competition results will be announced at the API Awards Ceremony, which will take place on 28 September 2020. Official representatives for the winning projects will collect their prizes. The prize-giving may be photographed and recorded for the purposes of promoting the API Awards, the winners, the finalists and their project(s). Winners and finalists authorise API Events and their representatives to photograph and video and audio record the prize-giving directly or indirectly, including their likenesses and voices, together with any elements related to their projects as mentioned under Item 7 above, and to reproduce and broadcast the photography and recording to the public by any means for promotional purposes. Finalists also certify and guarantee that they are duly authorized by their official representatives and any potential co-creators and third parties. In the unforeseen circumstance that a company representative cannot attend the awards ceremony at API Virtual Summit & Expo the company will need to inform API Events at least three weeks prior to the event to arrange a video acceptance.

ITEM 9 API AWARDS CEREMONY ATTENDANCE

Each finalist agrees to send at least one official project representative to the API Awards Ceremony to receive any prize(s). Companies selected as finalists for the API Awards do not receive free entry to the API Virtual Summit.

ITEM 10 CLAIMS

Registering and competing for the API Awards implies full acceptance of the present Rules. The Rules and the API Awards are governed by South African law. If no amicable settlement can be reached, any dispute arising in connection with the construction and/or performance of the Rules as well as said Awards shall fall under the jurisdiction of the Commercial Court of Johannesburg, which is expressly acknowledged and agreed to by the parties.

ITEM 11 MISCELLANEOUS In the event of force majeure or unforeseen circumstances resulting in the impossibility of organizing API Virtual Summit & Expo, the API Awards shall be cancelled without any indemnification whatsoever. The applicant is informed that the personal data collected by API Events in connection with API Awards will be processed for the purposes of organizing this competition. The beneficiaries of this data will be API Events, its personnel, the jury and may be forwarded to third parties, with whom API Events has contracted for the purposes of organizing the competition.