

COMPETITION CATEGORIES AND ELIGIBILITY REQUIREMENTS

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

API and contracted third parties maintain best practices to protect the confidentiality of information supplied. However, any company submitting information must understand and accept that all information, including photographs and other materials, may be shared for organisational purposes. This information may be distributed via any media, including the internet, for communications relating to API and the API Awards. Any information provided that is not appropriate for the public domain should be clearly identified in a separate section of the entry.

ITEM 1: CATEGORIES & AWARDS

DEVELOPMENT CATEGORY:

1. Best Retail Development Award
2. Best Mixed-use Development Award
3. Best Commercial Office Development Award
4. Best Hotel Development Award
5. Best High-End Residential Development Award
6. Best Affordable Housing Development Award
7. Industrial & Logistics Development Award
8. Alternative Assets (Data Centres, Healthcare & Education) Award

PERSONNEL CATEGORY:

1. Woman in Real Estate Award
2. Young Property Person of the Year Award
3. Top Africa Real Estate CEO of the Year Award

SERVICE, TECHNOLOGY, AND INNOVATION CATEGORY:

1. Top Africa Real Estate Bank of the Year Award
2. Top Property Service Group of the Year Award
3. Most Innovative Real Estate Company Award
4. Co-working Operator Award

LIFETIME ACHIEVEMENT AWARD

NB: Lifetime Achievement Award to be picked by Judges

ITEM 2: NUMBER OF ENTRIES ALLOWED

There is no limit on the number of submissions per company. Each entry must meet the criteria stipulated.

ITEM 3: PRE-ENTRY FORM & PRE-SELECTION

Companies that wish to enter the competition must complete and submit one online 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.

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

Projects, personnel, or companies 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 qualified applications received by 05 August 2022 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. The jury's mission is to rank nominees, in their order of preference, in each of the categories mentioned in item 1. The nominees with the greatest number of votes will then be chosen as the final winner for that 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:

ITEM 6: CRITERIA

DEVELOPMENT CATEGORY:

Open to development projects completed between 30 June 2020 and 31 August 2022 and must be over 50% let to qualify from Sub-Saharan Africa and excluding South Africa can be entered into the competition for any relevant award.

All entries under this category will be judged on:

- ESG metrics and green building credentials
- Aesthetics/architectural design appeal: Technical and architectural quality
- Originality of the concept & innovation
- Sensitivity to the local community and integration into the environment
- Mixed-use projects submitted for this award must be:
 - live-work-play / multipurpose space/s integrating two or more types of land uses
 - provides significant revenue-producing uses (such as retail/entertainment, office, residential, hotel, and/or civic/cultural / recreation)
 - walkable community with uninterrupted pedestrian connections
 - sustainable / integration, density, and compatibility of land uses
 - access to transport and other amenities.

PERSONNEL CATEGORY:

All entries under this category will be judged on:

- Career to date
- Achievements in the last 12 months
- ESG Impact and credentials over the last 12 months
- Impact you have had on the industry or organization in the last 12 months
- Ability to be an industry thought leader
- Competitive Advantage: how you/nominee stand out from the rest in the African real estate industry and your/their peers
- Eligible candidate/s for the **Young Property Person of the Year Award** must be under 35 years

SERVICE, TECHNOLOGY AND INNOVATION CATEGORY:

The entries for the **Top Africa Real Estate Bank and Property Service Group Award** will be judged on:

- Size, Quantity and Quality of deals and transactions completed during the last 12 months – **40 Points**
 - ESG impact and green building credential of deals and business unit during the last 12 months – **20 points**
 - Diversification of deals and services across real estate sectors and the African continent – **15 points**
 - Innovation shown across business unit or deals over the last year months – **15 points**
 - Competitive Advantage: how the company stood out from its competitors over the past year – **10 points**
- Entries for the **Top Property Service Group Award** are limited to companies that offer multi-disciplinary such as but not limited to project management, architectural services, development management, brokerage, leasing, property management, facilities management, occupier services and property valuation.

NB: Applicable to the Most Innovative Real Estate Company of the Year Award.

Due to the accelerated nature of innovation, judges may not be aware of products and solutions in the marketplace.

For this reason, entries submitted for consideration under this award must support out-of-the-box, trailblazing / breakthrough thinking and new solution/s and briefly answer the questions below (2a – g):

1. Contact information requested below must be properly included so that your submission is processed.
 - Name of Organization (exactly as it should appear on awards-related announcements)
 - Submission Contact: First Name & Surname/Title/Email/Mobile Contact Number
 - Communications/Marketing Contact: First Name & Surname/Title/Email/Mobile Contact Number
2. Please provide the following details for every entry submitted for consideration:
 - a) Name of innovation as it should appear on any awards-related materials.
 - b) Category (innovations that are not easily categorized will be considered)
 - c) Launch / go-live date of the innovation must be between 1 November 2021 and 31 August 2022.
 - d) The problem the innovation solves for the firm or its clients.
 - e) How is it innovative? What is new about it? How does it disrupt the status quo?
NB: The response to this question is most important.
 - f) The story behind the innovation. How did the idea come up? What was the inspiration? What adjustments were made along the way? How did the organization deploy resources or structure workflow to support this project? Which departments were involved? What clients or partners were involved?
 - g) Idea champions (if applicable) – Were there individuals in the organization who played key roles in shepherding the project through?

ITEM 7: FINALISTS & WINNERS

Companies, projects or personal 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 Summit & Expo and attend the API Awards Ceremony held at the Awards Ceremony taking place on 21 September 2022. The winners will be announced during the Awards Ceremony.

ITEM 8: 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 Summit & Expo and the API Awards Ceremony, and promoting API 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 2022 edition of the API Awards competition.

ITEM 9: API AWARDS CEREMONY

The competition results will be announced at the API Awards Ceremony, which will take place on 21 September 2022. Official representative or the winner will collect their prize. 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 8 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 Summit & Expo the company will need to inform API Events at least three weeks prior to the event to arrange a video acceptance.

ITEM 10: 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 Summit.

ITEM 11: 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 12: MISCELLANEOUS

In the event of force majeure or unforeseen circumstances resulting in the impossibility of organizing API 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.