

## API 2024 Awards – How the Finalists will be Judged and Scored.

### - YOU MUST BE AT THE API SUMMIT TO WIN -

In 2024, API Events has simplified the process to enter.

Following nomination & entry, API Events will contact qualified entrants, (i.e. finalists) to submit more detailed entries based on the following criteria on each award:

#### Personelle Category:

- Career to date **(30)**
- Impact you have had in the industry or organization for the last 12 months **(25)**
- Ability to be an industry thought leader **(20)**
- Competitive Advantage: how you/nominee stand out from the rest in the African real estate industry and your/their peers. **(25)**

#### Development Categories: (Between 2021 - 2024)

Due to growth and interest in the awards, we have expanded the categories for the awards. In 2024, we will nominate finalists & winners on a regional and Pan Africa level, if they are eligible. These regions are as follows: **South Africa and Southern Africa, Indian Ocean, East Africa, West Africa and North Africa.**

#### 1: Economic and financial considerations (Weighting: 30)

- Provides significant revenue-producing uses (such as retail/entertainment, office, residential, hotel, and/or civic/cultural/recreation)
- Strength of tenant mix, covenants & oftakers

#### 2: Design, & User Experience (Weighting: 30)

- Innovation in the design, development process
- Proven benefit to users (tenants, residents, occupiers etc.)

#### 3: Environmentally sustainable design (Weighting: 20)

- ESG impact & green building credentials.

#### 4: Overall impact (Weighting:20) Attached as a PDF.

- Please enter your concluding remarks & provide a special point of merit (USP)

#### Service & Innovation Awards

These awards will be judged on the following metrics:

- 1: Demonstrated growth in the calendar year; e.g. Quantum of new clients, deals, tenants & operating sites **(30)**
- 2: Clear example of innovation to serve clients & community **(10)**
- 3: Usage of ESG credentials & methodology in advising clients in developments & transactions **(20)**
- 4: Demonstrated Unique Service Offering to clients and industry **(40)**