

## SERVICE, TECHNOLOGY & INNOVATION CATEGORY

### 1. INTRODUCTION

The API Awards were created to celebrate and recognise development, businesses and individuals within the broader African real estate industry. These awards highlight the innovation, dedication, and excellence that drives the growth and success of the sector.

This document serves as a comprehensive guide to your application for the 2026 Awards. It outlines your application for the awards, competition rules, criteria and the terms & conditions related to the application and the functioning of the API Awards. By setting clear standards and expectations, we ensure a fair and transparent evaluation process, highlighting the remarkable talent and dedication within our community.

We encourage all applicants to review this document carefully before submitting their entries. Each category has been crafted to reflect the diverse contributions and accomplishments in the property industry, ensuring an opportunity for everyone to shine.

Thank you for your interest in the API Awards. We look forward to celebrating your success and contributions to the African real estate industry.

#### 1.1 OBJECTIVES

Our awards aim to honour individuals, teams, and organisations that demonstrate innovation, creativity, and outstanding achievement. The awards were specifically created for developers, professional teams/individuals, architects, consultants, and suppliers. The awards were created to recognise and reward achievers in the industry, encourage innovation, enhance quality/standards, promote confidence in the industry, safeguard stakeholder interest and provide a reliable platform of interaction within the industry.

### 2. COMPETITION RULES

#### 2.1 APPLICATION PROCESS

The entire application process for the 2026 API Awards will run from 15 February 2026 to 30 June 2026. Entries will open from 15 February 2026 to 02 June 2026. Once an application is submitted, entrants will receive a submission deck, which must be completed and sent back by no later than 30 June 2026

Following the submission deadline, a shortlist will be selected. Finalists will be notified via email on 11 July 2026. From this group, the judges will select one winner for each award, who will be announced during the API Awards Dinner on 17 September 2026. Kindly note that Awards Dinner tickets are sold separate from API Summit tickets however, you cannot purchase a dinner ticket without purchasing a summit ticket.

Award winners will be honoured with a trophy and a physical certificate during the dinner. Additionally, a digital certificate will be emailed post ceremony, which winners may use at their discretion.

#### 2.2 ELIGIBILITY

Kindly note that the below must be adhered to in order for you to be eligible for the award:

- Entrants/Nominees must operate or have contributed within Africa and the Indian Oceans to qualify.
- Applications are open to individuals, teams, companies, operating within the African and Indian oceans property market.
- All required documents must be completed and submitted by the 30 June 2026.
- Entrants/Nominees may submit applications for multiple awards but must submit separate submission decks for each award entered.
- If submitting as a team, company or on behalf of applicant, the entry must clearly identify the lead representative who will be the primary point of contact.
- All submissions must be in English.
- "Dealmaker(s)/sales team of the Year" and "Transaction of the Year" must have occurred between - 01 September 2025 – 30 June 2026. (Please message if extra time is required)

**Finalists must attend both the API Summit and The Awards Dinner. Tickets for each must be purchased separately.**

## 3. CATEGORY & AWARDS

### SERVICE, TECHNOLOGY & INNOVATION CATEGORY

- Best African Real Estate Bank of the Year
- Best Transaction(s) or Deal of the Year
- Hospitality Consulting & Advisory Partner of the Year
- Facilities Management team of the year
- Most Innovative PropTech Company of the Year

## 4. CRITERIA

NAME OF AWARD	CRITERIA DETAILS	ALLOCATED POINTS
BEST AFRICAN REAL ESTATE BANK OF THE YEAR	<ol style="list-style-type: none"> <li><b>Demonstrated growth in the calendar year</b> <ul style="list-style-type: none"> <li>• Size of deals/number of transactions/deals completed/innovative projects, equity deployed &amp; housing units enabled</li> </ul> </li> <li><b>Clear example of innovation to serve clients &amp; community</b> <ul style="list-style-type: none"> <li>• Quality and quantity of the services/deals/innovative projects</li> </ul> </li> <li><b>Usage of ESG credentials &amp; methodology in advising clients in developments &amp; transactions</b></li> <li><b>Demonstrated Unique Service Offering to clients and industry</b> <ul style="list-style-type: none"> <li>• Diversification of deals</li> <li>• Competitive advantage</li> <li>• Impact on African RE</li> </ul> </li> </ol>	<ul style="list-style-type: none"> <li>- 30</li> <li>- 10</li> <li>- 20</li> <li>- 40</li> </ul>
BEST TRANSACTION (S) OR DEAL OF THE YEAR	<ol style="list-style-type: none"> <li><b>Details of the transaction/deal</b> <ul style="list-style-type: none"> <li>• Overall value of the transaction/deal</li> <li>• Structure of the transaction/deal</li> </ul> </li> <li><b>Clear example of innovation to serve clients &amp; community</b> <ul style="list-style-type: none"> <li>• How does the transaction or deal serve both clients and the community?</li> <li>• Why was the deal successful?</li> </ul> </li> <li><b>Usage of ESG credentials &amp; methodology</b></li> <li><b>Demonstrated Unique Service Offering to clients and industry</b> <ul style="list-style-type: none"> <li>• Competitive advantage</li> <li>• Impact on African RE</li> </ul> </li> </ol>	<ul style="list-style-type: none"> <li>- 20</li> <li>- 20</li> <li>- 20</li> <li>- 40</li> </ul>
HOSPITALITY CONSULTING & ADVISORY PARTNER OF THE YEAR	<ol style="list-style-type: none"> <li><b>Demonstrated growth in the calendar year</b> <ul style="list-style-type: none"> <li>• Number of transactions/deals completed/innovative projects</li> </ul> </li> <li><b>Clear example of innovation to serve clients &amp; community</b> <ul style="list-style-type: none"> <li>• Quality and quantity of the services/deals/innovative projects provided</li> </ul> </li> <li><b>Usage of ESG credentials, technology &amp; methodology in advising clients in developments &amp; transactions</b></li> <li><b>Demonstrated Unique Service Offering to clients and industry</b> <ul style="list-style-type: none"> <li>• Diversification of deals</li> <li>• Competitive advantage</li> <li>• Impact on African Hotels and hospitality</li> </ul> </li> </ol>	<ul style="list-style-type: none"> <li>- 30</li> <li>- 10</li> <li>- 20</li> <li>- 40</li> </ul>

NAME OF AWARD	CRITERIA DETAILS	ALLOCATED POINTS
<p><b>FACILITIES MANAGEMENT TEAM OF THE YEAR</b></p>	<ol style="list-style-type: none"> <li><b>1. Demonstrated growth in the calendar year</b> <ul style="list-style-type: none"> <li>• Size of deals/number of transactions/deals completed/innovative projects</li> <li>• Number of new members and locations in last 12 months</li> </ul> </li> <li><b>2. Clear example of innovation to serve clients &amp; community</b> <ul style="list-style-type: none"> <li>• Quality and quantity of the services/deals/innovative projects provided, and technology used to serve and reduce costs (AI &amp; IOT)</li> </ul> </li> <li><b>3. Usage of ESG credentials &amp; methodology in advising clients in developments &amp; transactions</b></li> <li><b>4. Demonstrated Unique Service Offering to clients and industry</b> <ul style="list-style-type: none"> <li>• Diversification of deals</li> <li>• Competitive advantage</li> <li>• Impact on African RE</li> </ul> </li> </ol>	<p>- 30</p> <p>- 10</p> <p>- 20</p> <p>- 40</p>
<p><b>MOST INNOVATIVE PROPTech COMPANY OF THE YEAR</b></p>	<ol style="list-style-type: none"> <li><b>1. Demonstrated growth in the calendar year</b> <ul style="list-style-type: none"> <li>• Size of deals/number of transactions/deals completed/innovative projects brought to market</li> </ul> </li> <li><b>2. Clear example of innovation to serve clients &amp; community &amp; solve a requirement</b> <ul style="list-style-type: none"> <li>• Quality and quantity of the services/deals/innovative projects provided</li> </ul> </li> <li><b>3. Demonstrated Unique Service Offering to clients and industry</b> <ul style="list-style-type: none"> <li>• Diversification of deals</li> <li>• Competitive advantage</li> <li>• Impact on African RE &amp; Hotels</li> </ul> </li> <li><b>4. Technology</b> <ul style="list-style-type: none"> <li>• Quality and scalability of technology</li> <li>• Customer Value proposition</li> <li>• Define product/service</li> <li>• Ability to present business traction</li> <li>• User experience</li> <li>• Uniqueness</li> </ul> </li> </ol>	<p>- 10</p> <p>- 20</p> <p>- 25</p> <p>- 45</p>