

COMPETITION RULES

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

ITEM 1

COMPETITION CATEGORIES AND ELIGIBILITY REQUIREMENTS

Development Categories:

Projects completed from 01 November 2019 to 31 August 2021 from Sub-Saharan Africa and excluding South Africa can enter the competition under one of the following categories:

1. Best Retail Development
2. Best Mixed-Use Development
3. Best Commercial Office Development
4. Best Architectural Design
5. Best Green Building
6. Best Hotel Development
7. Best High-End Residential Development
8. Best Affordable Housing Development
9. Best Industrial Development

Personnel Categories:

10. Woman in African Real Estate Award
11. Young African Property Person of the Year
12. Top Africa Real Estate CEO of the Year
13. API Lifetime Award

Services and Innovation Categories:

14. Top African Real Estate Bank of the Year
15. Top Property Technology Company Award (part of the Start-Up Competition)
16. Top Services Group 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 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

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 15 July 2021 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 06 August 2021. The jury's mission is to rank nominees, in their order of preference, in each of the 16 categories mentioned in item 1. The nominees with the most number 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:

ITEM 6

CATEGORIES AND CRITERIA

DEVELOPMENT CATEGORIES:

Open to completed projects between 01 November 2019 to 31 August 2021 from Sub-Saharan Africa (excl. South Africa) and the project must be over 50% let to qualify.

All categories under this section will be judged on the following criteria:

- Locality: infrastructure and transport access, sensitivity to the local community and integration into the environment
- Aesthetics/Architectural Appeal: Technical and architectural quality
- To Date Development Operations: occupancy, financial performance, response to market demands and corporate staff involvement
- Environmental Impact: Sustainability
- Originality of the concept & Innovation

*Green buildings need to be certified.

PERSONNEL CATEGORIES:

WOMAN IN AFRICAN REAL ESTATE AWARD

This category will be judged on the following criteria:

- Career to date
- Achievements in 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

YOUNG AFRICAN PROPERTY PERSON OF THE YEAR

Legible candidate must be under 35 years

This category will be judged on the following criteria:

- Career to date
- Achievements in the last 12 months
- Impact the 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

TOP AFRICA REAL ESTATE CEO OF THE YEAR

This category will be judged on the following criteria:

- Career to date
- Achievements in the last 12 months
- Impact the 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

API LIFETIME AWARD

The API Events team will hand select nominees for this category.

This category will be judged on the following criteria:

- Consistency and resilience in the African real estate sector
- Ability to be an industry thought leader
- Quantifiable achievements in the last 20 years
- Businesses/organizations performance or transformation under the nominee's leadership
- Competitive Advantage: how the nominee stands out from the rest in the African real estate industry

SERVICE AND INNOVATION CATEGORIES:

TOP AFRICAN REAL ESTATE BANK OF THE YEAR

This category will be judged on the following criteria:

- Size of deals/number of transactions completed during the last 12 months
- Quality and quantity of the deals concluded during the last 12 months
- Diversification of deals and services either across real estate sectors or the African continent
- Competitive Advantage: how the company stands out from its competitors
- Impact of the company on the Pan-African real estate footprint over the last 12 months
- Response to Covid-19 in the last 12 months

TOP PROPERTY SERVICES GROUP OF THE YEAR

Limited to companies that offer multi-disciplinary such as, (but not limited to): brokerage, leasing, property management, facilities management, occupier services and property valuation.

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
- Diversification of services either across real estate sectors or the African continent
- Competitive Advantage: how the company stands out from its competitors

- Impact of the group on the Pan-African real estate footprint over the last 12 months
- Response to Covid-19 in the last 12 months

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 in order to represent the finalist during the API Awards Ceremony held at the Awards Ceremony taking place on 08 September 2021. The winner 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 2021 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 07 September 2021. Official representative for 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.