

## **THE COMPETITION RULES FOR THE AFRICA PROPTECH STARTUP COMPETITION ARE DETAILED HEREAFTER (“RULES”)**

### **ITEM 1 COMPETITION CATEGORIES AND ELIGIBILITY REQUIREMENTS**

To enter the competition startups must:

- Provide a solution for the real estate industry: they must demonstrate their capacity to move the real estate ecosystem forward with an innovative business model, technology, service or content experience.
- Be created after 2016.
- Already have revenue, less than \$1M
- Have less than 20 employees
- Be business-ready (already launched)
- Be independent.
- Be genuinely original and innovative, with regional viability.
- Demonstrate a business impact for potential partners & Africa PropTech Forum (APF) delegates
- Be able to send representatives to attend API Summit 2021 in South Africa if selected as finalist to pitch at the finals.

### **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 so that the API Events team can verify the eligibility.

The company submitting understands and accepts that all information 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 the Africa PropTech Startup Competition, API and the API Awards, unless the applicant objects.

### **ITEM 4 ADDITIONAL MATERIALS**

Pre-selected 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**

Each of the pre-selected start-ups will then have the opportunity to present their company to the APF Committee and members of the APF Jury during regionally focused virtual sessions.

One finalist per region will then be selected and they will get the opportunity to pitch their company in front of the Africa PropTech Forum audience on 07 September 2021 in Johannesburg where the esteemed APF jury will select one final winner.

The jury will then individually review the selected finalists and submit their results by 06 August 2021. The jury's mission is to independently score each of the finalists based on the judging criteria. The company with the most number of votes will then be chosen as the final winner for that category. The winner will then be announced at the prestigious API Awards (part of the API Summit) taking place on 08 September 2021.

The jury reserves the right not to examine incomplete applications or applications that do not comply with the present rules. The jury's decision is final and will not have to be justified.

The jury will base its decision on a criterion with specific focus on the below:

- The quality and scalability of the technology
- The ability of the business model to be profitable on a continent-wide scale.
- Customer value proposition - ability to solve an industry problem.
- User experience
- The replicability of the technology or solution

#### ITEM 6 FINALISTS & WINNERS

Companies will be informed via email if they have been selected as finalists of the category by the APF Jury. Finalists must be registered for Africa PropTech Forum in order to represent the company during the API Awards Ceremony held on 08 September 2021.

#### 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 company video(s) and/ or image(s), for conducting the voting process, presenting the company during Africa PropTech Forum and the API Awards Ceremony, and promoting Africa PropTech Startup Competition 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 company logos, trademarks, titles, extracts and other intangible rights and promotional items submitted to the 2021 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 08 September 2021. Official representatives for the winning companies 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 company. 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 company 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 Summit 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 company representative to the API Awards Ceremony to receive any prize(s). Companies selected as finalists for the competition do not receive free entry to the Africa PropTech Forum.

#### ITEM 10 CLAIMS

Registering and competing for the Africa PropTech Startup Competition implies full acceptance of the present Rules. The Rules and the Africa PropTech Startup Competition 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 Competition 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 Summit and Africa PropTech Forum, the Africa PropTech Startup Competition shall be cancelled without any indemnification whatsoever. The applicant is informed that the personal data collected by API Events in connection with the Africa PropTech Startup Competition 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.