

# INSCRIPTION RULES

As released 14th February 2023

## I – THE AWARDS

### A) PURPOSE

The IBERIAN PROPERTY INVESTMENT AWARDS are an initiative by Iberinmo Ediciones y Eventos SL, publisher of Iberian Property Magazine and owner of Iberian Property trademark and aim to acknowledge investors and consultants active in Iberia, promoting excellence and best practice within the real estate sector.

The awards will be judged by an independent jury comprising at least 40 well recognised members of the Iberian investment community, to be chaired by a personality appointed by Iberinmo SL. The jury members will be allocated to judging a specific award best suited to their experience.

Applications for awards will only be accepted relating to completed transactions/business in Iberia and, whilst the investor (including fund manager) may be based outside Iberia, any award to an advisor will only be made to their office in Iberia.

The IBERIAN PROPERTY INVESTMENT AWARDS will comprise a specially designed piece of art and a diploma to the winner of each of the designated categories.

### B) CATEGORIES

The IBERIAN PROPERTY INVESTMENT AWARDS will be made in the follow categories:

- Deal of the Year in Spain
- Deal of the Year in Portugal
- Research Report of the Year
- Commercial Leasing of the Year
- Legal Case of the Year
- Social Impact Initiative of the Year
- Green Asset Initiative of the Year
- Investor Reporting of the Year

### C) AWARDS DEFINITIONS

For the different categories of the IBERIAN PROPERTY INVESTMENT AWARDS the follow definitions apply:

#### - Deal of the Year in Spain / Deal of the Year in Portugal

- Based on the research from Iberian Property of publicised Transactions in the previous year, the Jury will decide upon the investors to invite for this Award Category.

- – The invited investors, as a rule the “Buying” investor, shall confirm the inscription for the award and complete a detailed form with all details regarding the transaction.
- – Investors may nominate themselves as candidates for the DEAL OF THE YEAR, in same terms and conditions as if they are nominated by Members of the Jury.
- – In the application there shall be listed all the consultants and lawyers involved and their role in the deal.
- – Deals shall have been concluded in the calendar year n-1, i.e. from 1st January to 31st December the calendar year prior to the award being made.

- **Research Report of the year:** Recognises Research Reports for the property market, including economic, financial and social analysis reported to real estate markets in Iberia. Recognises Reports published in the calendar year n-1.

- **Commercial Leasing of the Year:** Recognises Commercial Leasing for any commercial real estate market sector, for leases concluded in the calendar year n-1.

- **Legal Case of the Year:** Recognises Legal Cases relating to a transaction, joint-venture, litigation resolution, or any other kind of legal case able to be summarised and presented for the present awards. Research reports on legal aspects with an innovative content for the real estate industry maybe accepted as well. Legal Cases shall have been issued in the calendar year n-1.

- **Social Impact Initiative of the Year:** Recognises activities with outstanding Social Impact in the community, such as support to non-governmental organizations, effective initiatives of cooperation with the community, sponsored research activities to the benefit of the industry, and all other activities with real impact for the society and / or local communities. Initiatives shall have been implemented in the calendar year n-1.

- **Green Asset Initiative of the Year:** Recognises green investments or initiatives relating:

- to an existing asset in the context of a requalification or a deal
- related to a new outstanding asset development
- an action related with assets under management

Shall demonstrate outstanding energy performance or improvements in aspects such as energy consumption, waste, water, mobility etc. Other outstanding green initiatives maybe considered by the jury. Initiatives shall have been implemented in the calendar year n-1.

- **Investor Reporting of the Year:** Recognises Investor Reporting, including Financial Reporting and Non-financial/ESG Reporting made by Listed Companies, Private Equity Funds, Pension Funds, Insurance Companies, Asset Managers, and all related entities with a professional activity of managing real estate assets in Iberia. Reports shall have been released in the calendar year n-1.

#### **D) ROLE OF IBERIAN PROPERTY EDITORIAL COUNCIL**

The Editorial Council of Iberian Property shall nominate a wide and independent Jury of not less than 40 people recognized in Iberian Investment Real Estate Industry and who may be based in any location, as long as they have a relevant track record in the industry. The members of the Editorial Council can be members of the jury and will have equal voting rights as all other members of the jury.

Each member of the Jury shall be nominated for only one of the Categories based on their relevant experience and in order to reduce potential conflict of interest. Each Category shall have at least 5 jury members and an odd number of members.

For the Award “Deal of the Year” all jury members are qualified to vote, meaning each member of the jury will be called to vote for 3 awards, namely one Category Award, Deal of the Year Spain and Deal of the Year Portugal.

#### **E) VOTING PROCESS**

All relevant information for the applications will be stored in an Electronic Data Room provided by Drooms, a specialized third-party servicer. Drooms is the European expert of datarooms and digital transactions. Drooms grants secure access to confidential documents and handling of business processes such as commercial real estate transactions, mergers and acquisitions, IPOs and NPL transactions. Members of jury may consult and direct questions to candidates, through the Drooms platform.

All the relevant data must be provided with the Application and the Data Room will be closed for further information except for such additional information/clarification as shall be requested by a member of the jury. All the communication process will be transparent for all members of the jury and shall take place through the electronic platform.

Through the Drooms platform members of the jury shall vote for what are the 3 best candidates in their individual opinions with 10 points for the best, 5 points to the second, and 2 points to the third.

In the last 3 days of the voting process, the platform will display the aggregate results of the votes, without showing individual votes. Members of the jury will be invited to review their vote in the knowledge of the results of the previous voting.

A second-round vote will then proceed only among the three finalists, with the jury having a single vote to select the winner. The vote will be produced over the electronic platform and a final meeting of the jury will define the winner. This last meeting shall allow video-conference participation.

The Chairman of the Jury will have a “casting vote” in case of “a tie” to decide a winner, and this applies to all Categories in all phases of the voting process.

The votes of the jury will not be released, and the content of the jury meetings is private.

After the first round of voting, the results of the will be announced to three nominated finalists of each Award before the Award Event to be held in Madrid, and it is expected that those finalists shall use their best efforts to ensure that the most senior representative of the applicant company is present to collect the award if they are the selected winner.

## **F) VOTING CRITERIA**

For the different categories of the IBERIAN PROPERTY INVESTMENT AWARDS each designated Jury in each Category shall select the "Voting Criteria" for each Award and these shall be displayed clearly in the Drooms DataRoom. Below, in this same document, you will find the criteria the jury should take into account in its deliberations for each award.

## **G) APPLICATION PROCESS**

The application process is run through a dedicated website where Candidates shall register, fully identifying all details according to ATTACHMENT 1) where all the fields are to be completed for the application process. In any case, for any application made it means that the subscriber fully accepts these Regulations and all applicable Portuguese and Spanish laws accordingly. Any application which in the view of the relevant jury does not comply with the regulations shall be rejected, but only after the applicant has been given 10 consecutive days to amend the application so that it complies.

Applications for "Best Deal in Spain / Portugal" are by invitation or self-nomination, but for all other Categories candidates shall apply at their own free initiative.

## **H) FEES**

The Categories "Best Deal in Spain / Portugal" are exempt from any application fee.

For all other Categories each application is subject to a base fee of 800€ + applicable VAT and allows application to ONE category only. Additional applications (within the same Category or not) will carry a reduced fee of additional 400€ + applicable VAT. The FEE allows access to a full range of benefits, that include:

- - A single page company profile in a IBERIAN PROPERTY INVESTMENT GUIDE to be published in conjunction with the Awards Presentation.
- - Full presentation of the application in a dedicated website for the Awards.
- - 2 invitations to the Award Dinner Event where the Awards Presentation will be held and special conditions for additional inscriptions. If a company submits multiple applications, 1 additional invitation is considered per Applicant.
- - A Premium Subscription of Iberinmo Group.

An additional fee of 4.000€ + applicable VAT is due only if the Company is nominated for one Categories as one of the THREE finalists. If the same company is nominated more than once, a 50% discount on the following nominations will apply.

For multinational companies, the VAT number criteria will apply to define in the case of multiple applications for related companies. This concept applies both to initial fee, the nomination additional fee and the benefits granted under that.

This nomination additional FEE allows the access to an additional range of exclusive benefits, including:

- - 1 free table for 8 guests to the Award Dinner Event where the Awards Presentation will be held and special conditions for additional inscriptions. For multiple nominations to the same company, additional nominations will only give a right to 4 additional guests for each further nomination.
- - The Award Finalists have the right to use the IBERIAN PROPERTY INVESTMENT AWARDS logo and trademark and publicise the Award.
- - The Winner has the right to display and use the physical trophy to be delivered at the Awards Presentation.
- - A full communication campaign will be undertaken with a professional PR advisor both in Economic media in Spain & Portugal and in the Social Media, including 1 advertising page publicising the finalists and winning awards in an economic newspaper both in Spain & Portugal.

- - A double page company profile in an IBERIAN PROPERTY INVESTMENT GUIDE to be published in conjunction with the Awards Presentation to be widely distributed among Iberinmo Subscribers in Portugal & Spain.
- - A report for the submitted AWARDS APPLICATION in a double page in the IBERIAN PROPERTY INVESTMENT GUIDE
- - A dedicated Video for each Finalist will be produced presenting the Awarded projects, companies and personalities.
- - Presentation of the Finalists in a dedicated website for the Awards.
- - In a Post-event edition of Iberian Property and On-line, an Interview with the Category Winners with a minimum 4 page extent.

## I) CALENDAR

The awards shall be made annually until such time as their promotor (Iberinmo SL) determines to cease making them. The calendar for the IBERIAN PROPERTY INVESTMENT AWARDS is:

- **Announcement of awards and applications opening** – 15<sup>th</sup> March 2023
- **Closing date for applications** - 15<sup>th</sup> May 2023
- **Final date for to request additional information and confirmation to applicants** - 30<sup>th</sup> May 2023
- **Closing of first voting round to select 3 finalists in each category** - 22<sup>nd</sup> June 2023
- **Final meeting w/ Jury to select Winners** - 3<sup>rd</sup> – 5<sup>th</sup> July 2023
- **Awards Dinner Presentation in Madrid** - 12<sup>th</sup> - 14<sup>th</sup> September 2023 -date pending confirmation

## II. RESPONSABILITIES

- - It is entirely the responsibility of Iberinmo SL as organising entity to define the regulations, to make changes to such regulations from time to time, to elect members of the jury, to set voting criteria, implement and maintain the awards website, together with all operational execution for the promotion and organisation of the Awarding Ceremony.
- - The consideration of individual applications is the responsibility of the jury and Iberinmo Ediciones y Eventos SL will not be involved in the process of selecting applications (except for the two Deal of the Year awards) or the voting process.
- - Iberinmo SL does not accept any further responsibilities beyond those described in the Award Regulations, which are current at any time, and in no circumstance may be liable for any losses or damages related to any party being an applicant for an award.
- - The applicant for the Award takes responsibility for being empowered to make such application and agrees to fully accept the present terms and regulations and any subsequent variation thereto and grants a full authorisation to Iberinmo Ediciones y Eventos SL to make use of the texts and photographs that are part of the application process, without Iberinmo SL being liable to any compensation to the entity or any third party.

- All inquiries shall be directed to:

### In Spain:

Revista Iberian Property  
C/ Cronos 24 26, Edificio 1, 1o oficina C 1 28037 Madrid  
Telephone: + 34.917240724

### In Portugal:

Revista Iberian Property  
Rua Gonçalo Cristovão, 185 – 6o 4000-269 Porto  
Telephone: +351 222085009 E-mail: info@iberian.property

### III. CRITERIA FOR THE JURIES

For the different categories of the IBERIAN PROPERTY INVESTMENT AWARDS the following Evaluation Criteria will be suggested to members of Jury:

#### - Deal of the Year in Spain / Deal of the Year in Portugal

- Innovation – What is the innovation which the deal brings? Can it serve as a model for the future?
- Impact – How does the deal affect the city and the community within which the asset is situated?
- Financing – Was the deal undertaken with equity, debt, or any other financing models? Were innovative corporate structures used?
- Sustainability – Land use, materials, and consumptions. Does the property have any tools to measure the consumptions over the lifecycle of the asset?
- Visibility – Did the deal achieve outstanding interest in the market and / or a landmark price to be a reference for the relevant market?

#### - Research Report of the year:

- Innovation – The subject of analysis was innovative and / or brings new angles and / or approaches.
- Completeness – The report is comprehensive, with analysis from different angles and is very complete.
- Methodology – Originality of the report and conclusions reached.
- Exclusivity – The report adds/confirms information not disclosed up to the publishing date.

#### - Commercial Leasing of the Year:

- Strategy – target clients, short and long-term goals, action plan, creativity.
- Success – timing and price achieved for the owner of the asset.
- Marketing Techniques – channels, investment and corresponding return.
- New Lease Clauses – ESG and/or other relevant innovative clauses.

#### - Legal Case of the Year:

- Subject – complexity of the case, parties involved, timing and strategy.
- Result – correlation of the advice and results obtained.
- Innovation – What is the innovation the solution brings? Can it serve as model for the future?

#### - Social Impact Initiative of the Year:

- Programme – specific campaigns, and originality of the initiatives.
- Result – summary of cost/benefit analysis.
- Impact – city and/or community impacted by the initiative. Can it be replicated in the future?

#### - Green Asset Initiative of the Year:

- Subject – complexity, parties involved and duration of the initiative.
- Alignment – decision making in relation to the Sustainable Development Goals.
- Expertise – construction techniques, materials used, consumption models, etc.
- Result – summary of cost/benefit analysis.
- Impact – city and/or community impacted by the initiative. Can it be replicated in the future?

#### - Investor Reporting of the Year:

- Completeness – The report is comprehensive, with analysis from different angles and is very complete.
- Exclusivity – The report goes beyond the requirements for regulatory/statutory compliance.