

## **INSCRIPTION RULES**

*As released 1st of February 2024*

### **I – THE AWARDS**

#### **A) PURPOSE**

The IBERIAN PROPERTY INVESTMENT AWARDS are an initiative by Iberinmo Ediciones y Eventos SL (Iberinmo), publisher of Iberian Property Magazine and owner of the Iberian Property trademark, which 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. 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 one of their offices 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
- Green Asset Initiative of the Year
- Social Impact Initiative of the Year
- Research Report of the Year
- Commercial Leasing of the Year
- Marketing Initiative of the Year
- Financial Innovation 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 and Iberinmo 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, on same terms and conditions as if they were nominated by Members of the Jury.
- – Involved stakeholders in transactions (such as consultants, lawyers, and others) may also present a DEAL OF THE YEAR submission, ONLY if they have an express WRITTEN & SIGNED AUTHORIZATION (see Attachment 2) provided in- from either the *Buying* or *Selling* Investor. Still, the *Buying* Investor shall be the one recognised on stage and the one to receive the physical trophy, in case they win.
- – 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.

- **Green Asset Initiative of the Year:** Recognises green investments or initiatives relating to an existing asset in the context of a redevelopment/refurbishment, or a deal

- either related to a new outstanding asset development

- or 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.

- **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 society and / or local communities. Initiatives shall have been implemented in the calendar year n-1.

- **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.

- **Marketing Campaign of the year:** Recognises Marketing Campaigns for the property market, including development activity, asset management and property management in Iberia. Recognises campaigns launched in the calendar year n-1.

- **Financial Innovation of the Year:** Recognises initiatives associated to investment financing and capital markets, such as – creation of new vehicles, launching of new Socimis or capital raises, financial innovating structures, bonds emissions, and other restructuring debt and equity operations. Recognises initiatives launched in the calendar year n-1.

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

The Editorial Council of Iberian Property shall propose a wide and independent Jury of not less than 40 people recognised 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.

Iberinmo reserves the right to approve all jury members and will appoint a Chairman of the Jury from amongst those selected to form the Jury.

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, as referred to below, and Deal of the Year Spain and Deal of the Year Portugal.

Each member of the Jury shall be nominated for only one of the other categories, based on their relevant experience and in order to reduce potential conflict of interest.

\*Whilst in general each member of the jury shall be entitled to vote for each application, no member of a company, which applies to receive an award, shall vote in a category where their company is an applicant (that is to say they will abstain and neither vote for their application nor for any other).

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

All relevant information for the applications will be stored in an Electronic Data Storage Platform to assure secure access to confidential documents.

All the relevant data must be provided within the Data Storage Platform, which 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 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 organization will gather the aggregate results of the votes and display them, without showing individual votes.

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 will be preferably in-person but shall allow video-conference participation.

The Chairman of the Jury will have the power to either use a “*casting vote*” in case of “*a tie*”, or to propose another method to break the tie, in order 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 three nominated finalists of each Award will be advised that they are nominated finalists, 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 at the awards ceremony in Madrid 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. Below, in this 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, the Candidate 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*” and “*Social Impact Initiative*” are exempt from any Application or Additional Fee.

For all other Categories each application is subject to a base fee (the Application 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 an additional 400€ + applicable VAT. The Application Fee allows access to a full range of benefits, that include:

- - Full presentation of the application in a dedicated website for the Awards, together with a company profile presentation.
- - 2 invitations to the Award Dinner Event in Madrid where the Awards Presentation will be held, and special conditions will be offered for additional attendees. If a company submits multiple applications, 1 additional invitation is considered per application.
- - A Premium Subscription of Iberinmo Group.

An additional fee (the Additional Fee) of 4.000€ + applicable VAT is due only if the Applicant is nominated as one of the THREE finalists in a category where a fee is chargeable. If the same Applicant 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 the Application Fee and the Additional Fee and the benefits granted under that.

This Additional Fee allows access to an additional range of exclusive benefits, including:

- - 1 free table for 8 guests at the Award Dinner Event in Madrid 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 right to 4 additional guests for each further nomination.
- - The Awards 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 single page of the application in the IBERIAN PROPERTY Magazine (printed and online versions) to be distributed during the Awards Presentation and widely distributed amongst Iberinmo Subscribers in Portugal & Spain.
- - 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 the IBERIAN PROPERTY Magazine, an Interview with the Category Winners with a minimum 2 page extent.

## **I) CALENDAR**

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

## **II. RESPONSABILITIES**

- - It is entirely the responsibility of Iberinmo as organising entity to define the regulations, to make changes to such regulations from time to time, to select 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 will not be involved in the process of selecting applications (except for the two Deal of the Year awards) or the voting process.
- - Iberinmo does not accept any further responsibilities beyond those described in the Award Regulations, which are current at any time, and in no circumstance will 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 these terms and regulations and any subsequent variation thereto and grants full authorisation to Iberinmo to make use of the texts and photographs that are part of the application process, without Iberinmo 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

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**ATTACHMENT 1 – APPLICATION FORM**

- **Announcement of awards and applications opening** – 6th February 2024
- **Closing date for applications** - 12th April 2024
- **Closing of first voting round to select 3 finalists in each category** – 3rd May 2024
- **Final date to request additional information to finalists, and respective deadline to receive it** - 6th May 2024/ 17th May 2024
- **Final meeting w/ Jury to select Winners** – 10th – 14th June 2024
- **Awards Dinner Presentation in Madrid** – 25th June

**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?
- **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?

**- 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?

**- 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.

**- Marketing Initiative of the Year:**

- Strategy – target clients, short and long-term goals, action plan, creativity.
- Methodology – Channels used, investment made in the initiative and results obtained.
- Innovation – What is the innovation the solution brings? Can it serve as model for the future?

**- Financial Innovation of the Year:**

- Strategy – object of financing development and new investments.
  - Methodology – Channels used, access to new sources of capital, and results obtained.
  - Innovation – What is the innovation the solution brings? Can it serve as model for the future?
  - Legal/Tax structures – does the initiative give place to creating a new vehicle? Complexity, timings and costs.
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**ATTACHMENT 2 – AUTHORIZATION LETTER FOR DEAL OF THE YEAR CATEGORIES**

I hereby declare that I concede express authorization to **(APPLICANT NAME)** to submit an application to the Iberian Property Investment Awards, 2024 edition, regarding the **(PURCHASE/SALE)** of the **(ASSET/PORTFOLIO name)** in **(SPAIN/PORTUGAL)**, which this company has completed in 2023.

Date: **DD/MM/YYYY**

Name: \_\_\_\_\_

Job Title & Company Name: \_\_\_\_\_

Signature: \_\_\_\_\_