



AWARDS CRITERIA

Innovation	Level 1: Business As Usual	Level 2: Adequate	Level 3: Commendable	Level 4: Notable	Level 5: Transformational
Business model approach	Proven approach	Best practice in existing markets	Innovative approach within country context	Innovative approach within region context	Transformative initiative
Market innovation	Existing products or services to existing markets	New products or services to existing markets	New products or services to new domestic markets	New products or services to new regional markets	Transformative products or services to new markets
Financial structure	Proven structure	Best practice in existing markets	Innovative approach within country context	Innovative approach within region context	Internationally groundbreaking structure
Impacts					
Environmental impacts and benefits	No environmental benefits, potential negative impacts	No significant environmental benefits	Limited environmental benefits	Significant environmental benefits and mitigation of material impacts	Exceptional environmental benefits and full mitigation of material impacts
Social impacts and benefits	No social benefits, potential negative impacts	No significant social benefits	Limited social benefits	Significant social benefits and mitigation of material impacts	Exceptional social benefits and full mitigation of material impacts
Financial impacts and benefits	Negative financial returns	Variable financial returns	Stable financial returns	Significant financial returns, demonstrated potential for exceptional returns in medium/long term	Exceptional financial returns
Scalability					
Catalytic effect	No market impact, potential negative impacts	No significant market impact	Limited market impact	Significant market impact	Exceptional market impact
Replicability	Not replicable or scalable without loss of benefits	Limited replicability, loss of benefits in scaling up	Limited replicability	Practice likely to be replicated within market segment	Practice likely to be replicated as a new international standard
Roles					
Company(ies) role	No significant role in financing, sustainability and innovation	Supporting role in financing, sustainability and innovation	Value added role in financing, supporting role in sustainability and innovation	Value added role in financing, sustainability and innovation	Critical value added role in financing, sustainability and innovation
Other stakeholders' roles	No significant role in sustainability and innovation	General supporting role	Supporting role in sustainability and innovation	Value added role in sustainability and innovation	Critical value added role in sustainability and innovation



**FT/IFC
TRANSFORMATIONAL BUSINESS AWARDS**
Mobilising Sustainable Capital, Technology and Ideas in the New Economy



AWARDS CRITERIA - SPECIAL AWARD: Excellence in City-led Transformation

Innovation	Level 1: Business As Usual	Level 2: Adequate	Level 3: Commendable	Level 4: Notable	Level 5: Transformational
Business model approach	Proven approach	Best practice in existing markets	Innovative approach within country context	Innovative approach within region context	Transformative initiative
Market innovation	Existing products or services to existing markets	New products or services to existing markets	New products or services to new domestic markets	New products or services to new regional markets	Transformative products or services to new markets
Financial structure	No innovation ecosystem	Low innovation ecosystem	Potential for innovation ecosystems	Significant innovation ecosystems	Transformational innovation ecosystems
Impacts					
Environmental impacts and benefits	No environmental benefits, potential negative impacts	No significant environmental benefits	Limited environmental benefits	Significant environmental benefits and mitigation of material impacts	Exceptional environmental benefits and full mitigation of material impacts
Social impacts and benefits	No social benefits, potential negative impacts	No significant social benefits	Limited social benefits	Significant social benefits and mitigation of material impacts	Exceptional social benefits and full mitigation of material impacts
Economic impacts and benefits	Negative economic returns	Variable economic returns	Stable economic returns	Significant economic returns, demonstrated potential for exceptional returns in medium/long-term	Exceptional economic returns
Access to and delivery of services impacts and benefits	No access to and delivery of services benefits, potential negative impacts	No significant access to and delivery of services benefits	Limited access to and delivery of services benefits	Significant access to and delivery of services benefits and mitigation of material impacts	Exceptional access to and delivery of services benefits and full mitigation of material impacts
Scalability					
Catalytic effect	No market impact, potential negative impacts	No significant market impact	Limited market impact	Significant market impact	Exceptional market impact
Replicability	Not replicable or scalable without loss of benefits	Limited replicability, loss of benefits in scaling up	Limited replicability	Practice likely to be replicated within similar context	Practice likely to be replicated as a new international standard
Roles					
Mayor's office role	No significant role	General supporting role	Limited leadership role	Value added leadership role	Critical value added leadership role
Other stakeholders' roles	No significant role in sustainability and innovation	General supporting role	Supporting role in sustainability and innovation	Value added role in sustainability and innovation	Critical value added role in sustainability and innovation