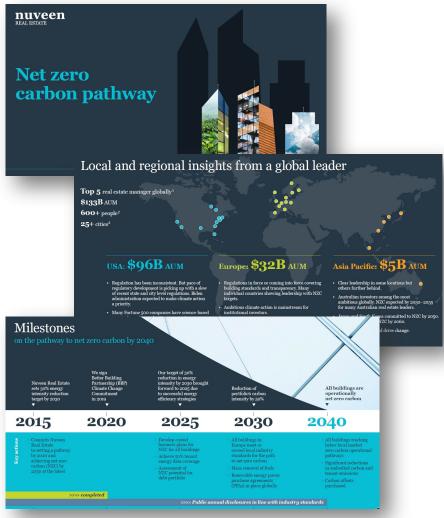


# Buildings at the intersection of carbon and energy

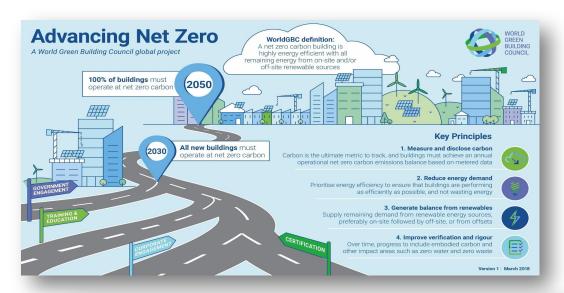
# Intro: Investing in real estate in tomorrow's world

- Broadening focus from cyclical change to take account of the more fundamental threat of structural change and disruption.
- Structural changes create significant **opportunities to create value.** A deep understanding of these disruptors and their impacts is critical.
- Tomorrow's world philosophy that sits at the core of investment process, delivering enduring benefit to both clients and society.

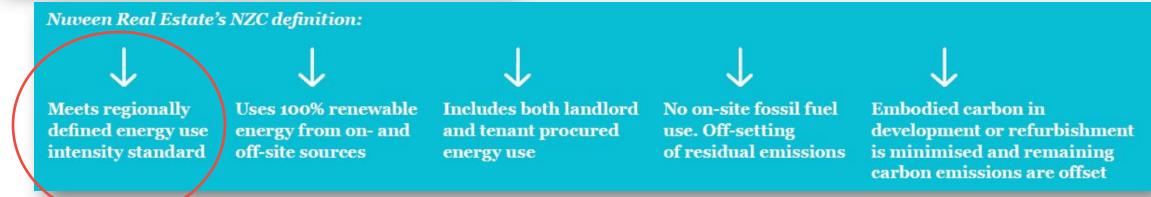




## Challenge: Building energy standards for a low-carbon economy



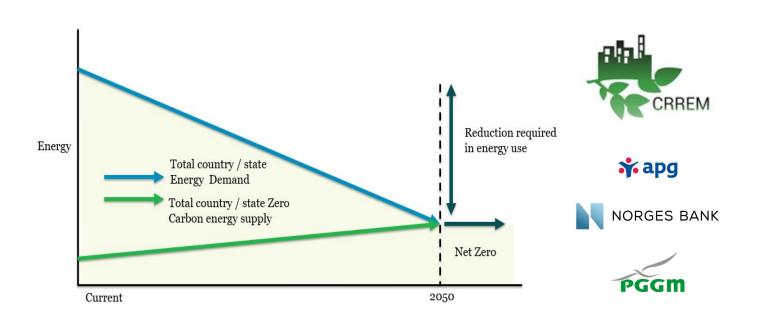
While there is an accepted understanding in the buildings role in meeting carbon reduction goals and a framework and energy hierarchy for net zero carbon buildings, there is still a lack of clarity about the actual energy use per square meter/foot that constitutes a net zero carbon building and the level of embodied carbon that is permissible.



FOR FINANCIAL PROFESSIONAL HOE ONLY, NOT FOR PUBLIC DISTRIBUTION AND NOT FOR USE BY RETAIL INVESTORS.

### Key obstacle: how should we determine standard?

The amount of renewable energy available should determine the energy available for each building type/ end use. A greater supply of renewable energy for grid electricity will mean a more generous allowance for building energy use –therefore energy use standards will vary from market to market.









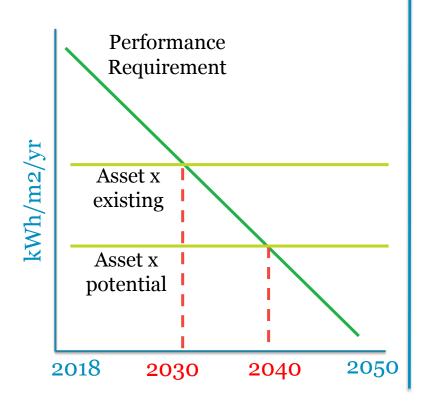




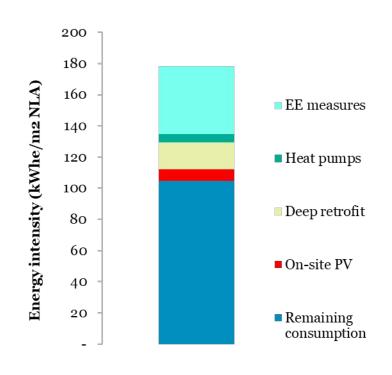
FOR FINANCIAL PROFESSIONAL USE ONLY NOT FOR PUBLIC DISTRIBUTION AND NOT FOR USE BY RETAIL INVESTORS

### Benefits: Shift from short term payback to long-term value

Takes into account investment potential and future transition risk.



**Evaluate improvements** based on contribution to target performance.



Anticipate market premium/ discount for achieving/ not achieving target performance.

	Non-compli ant	NZC
Liquidity	Discount	Premium
Cost of finance	Higher	Neutral
Re-letting periods	Longer	Shorter
Incentives (free rent)	Higher	Lower
Occupancy rate	Lower	Higher
Rental level	Discount	Neutral
Rental depreciation	Higher	Neutral

FOR FINANCIAL PROFESSIONAL USE ONLY. NOT FOR PUBLIC DISTRIBUTION AND NOT FOR USE BY RETAIL INVESTORS

**Regarding Buildings &** Construction, to achieve Washington D.C.'s Carbon & Equity goals, the most critical obstacle for commercial building owners to overcome is aligning target energy use with available renewable energy to achieve net zero carbon building status.



FOR FINANCIAL PROFESSIONAL USE ONLY NOT FOR PUBLIC DISTRIBUTION AND NOT FOR USE BY RETAIL INVESTORS.