



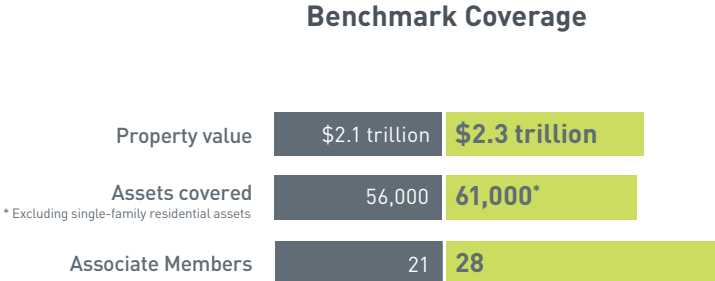
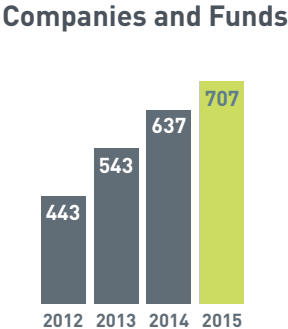
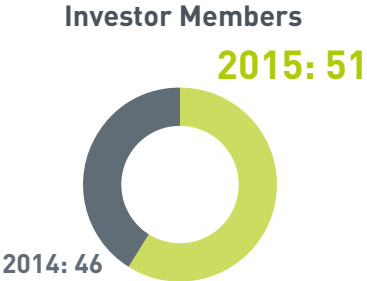
# PARTNER MEMBER



# GRESB: Partner Member

GRESB is widely recognized as the global standard for portfolio-level sustainability reporting in the real estate sector. On behalf of a large group of institutional investors, GRESB undertakes an annual Real Estate Assessment that captures information regarding the ESG performance of property companies, fund managers and developers. The content of the Assessment is directly informed by what investors consider to be key issues in ESG integration in real estate investments and is aligned with international reporting frameworks such as the GRI and PRI.

## Key benchmark facts 2015



## Why GRESB?

Investors across the globe are increasingly demanding data and information on the ESG performance of their current and potential future real estate investments. GRESB provides real estate investors, companies and fund managers with the tools they need to accurately monitor and manage sustainability performance and to prepare for increasingly rigorous ESG obligations.

GRESB provides a tool that can be used globally by investors and managers of real estate investments to improve their performance, by lowering operating costs, meeting regulatory requirements and satisfying the evolving preferences of corporate tenants. Benchmarking the ESG performance of real estate investments helps to generate and strengthen the market forces needed to bring ESG issues to the forefront of business decision-making.

## GRESB Partners

GRESB works with a select number of Partners. These are industry bodies and associations, leading advisors and solution providers. Our Partners demonstrate a strong commitment to ESG by assisting participants with high quality disclosure of ESG performance through the annual Assessment. Additionally, Partners use their expertise on ESG issues to help participants to advance their ESG performance and to contribute to GRESB’s mission of improving ESG best practices in the real estate sector.

# GRESB Real Estate Assessment

While environmental performance is at the heart of GRESB's work, we also include social and governance issues in our approach to sustainability. GRESB has developed the Real Estate Assessment so that it provides property companies and funds, as well as their investors, with a comprehensive overview of the material elements within their portfolio. The annual GRESB benchmark includes seven sustainability Aspects. For those that also do development work the Assessment includes a New Construction & Major Renovations Aspect. For parties that exclusively focus on development activities, GRESB provides a standalone Developer Assessment.



This section is focused on how an organization addresses sustainability implementation in the context of its overall business strategy.



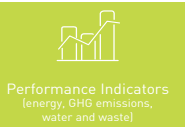
Disclosure of sustainability performance allows participants to show how sustainability policies and management practices are being implemented and their impact on the business.



Sustainability risk assessments help to reduce exposure to long-term risks. In the acquisition process, these assessments demonstrate a focus on mitigating risks that might impact returns, and a forward-looking approach to the development of the portfolio.



An Environmental Management System enables organizations to monitor environmental performance in an efficient and effective way.



Collecting and measuring key environmental performance data enables property companies and funds to assess their aggregate consumption and footprint, and to set clear targets for reducing the portfolio's operational cost and environmental impact.



Green building certificates are a measure of the intrinsic quality of the asset and its design to meet the requirements of environmental standards.



Improving the sustainability performance of a real estate portfolio requires not only dedicated resources, a commitment from senior management and tools for measurement/management of resource consumption, but also requires the cooperation of other stakeholders, including tenants, suppliers, a participant's workforce and the local community.



GRESB also includes a separate aspect in the Assessment for those companies and funds that undertake development work.

The scores for the Aspects generate the total GRESB Score, which is further divided into two dimensions: Management & Policy and Implementation & Measurement. Together, the two dimensions demonstrate how sustainability is embedded in an organization and within the portfolio.

## Partner Benefits

GRESB Partners include industry associations, service providers, product companies and data providers that are innovators defining leadership and driving broad uptake of sustainability best practices in alternative asset classes, including real estate and infrastructure investments. GRESB Partners have the opportunity to choose from one of three membership levels based on their unique objectives – GRESB Partner, GRESB Premier Partner, and GRESB Global Partner.

### GRESB Partner

- Access to the rapidly growing GRESB network, which currently consists of close to 200 members, including leading institutional investors, property companies, fund managers, major global industry associations and leading service and data providers. This provides ample opportunity for networking and relationship building
- Contribute case studies and best practice examples to GRESB Insights, an online platform featuring a knowledge blog, best practice case studies, and other knowledge materials
- Increased marketing exposure via publicity on our website, in the GRESB Portal and in GRESB's guidance materials. This includes full listing in the GRESB Member Directory
- Gain knowledge and increase expertise by working directly with the global standard for real estate sustainability reporting
- Contribute to improving sustainability best practices, by supporting GRESB participants with completing the GRESB assessments and advising on areas for improvement, based on the annual GRESB results
- Eligible to participate in the GRESB Real Estate Industry Working Group program
- Assist participants with developing and implementing technological solutions to reduce their environmental impact and to improve energy efficiency.

Annual Partner Fee: EUR3,900 (VAT exclusive)



## GRESB Premier Partner

- Annual aggregate benchmark results review showing the ESG performance of a Partner's members (available for industry association Partners only)
- Eligible to participate in the GRESB Real Estate Industry Working Group program. Advisors are also eligible to participate in a regional Benchmark Committee
- Data providers are eligible to participate in the GRESB API community, focused on linking the GRESB Portal to asset-level data collection tools
- Eligible to host one GRESB Regional Results event and collaborate on events, marketing and promotional campaigns (available to advisors, product and data partners)
- Co-branding sponsorship opportunities for industry associations at GRESB Global Release and Regional Results events;
- Special offers for training and education on GRESB methodology and content, via the GRESB Real Estate Training Program, including one free spot per training per organization
- Free attendance and eligible to speak at GRESB events for networking and relationship building
- Access to the rapidly growing GRESB network, which currently consists of close to 200 members, including leading institutional investors, property companies, fund managers, major global industry associations and leading service and data providers. This provides ample opportunity for networking and relationship building
- Contribute case studies and best practice examples to GRESB Insights, an online platform featuring a knowledge blog, best practice case studies, and other knowledge materials
- Increased marketing exposure via publicity on our website, in the GRESB Portal and in GRESB's guidance materials. This includes full listing in the GRESB Member Directory
- Gain knowledge and increase expertise by working directly with the global standard for real estate sustainability reporting
- Contribute to improving sustainability best practices, by supporting GRESB participants with completing the GRESB Assessment and advising on areas for improvement, based on the annual GRESB results
- Assist participants with developing and implementing technological solutions to reduce their environmental impact and to improve energy efficiency.

Annual Premier Partner Fee: EUR7,800 (VAT exclusive) - consultants and advisors  
EUR5,200 (VAT exclusive) - industry associations

## GRESB Global Partner

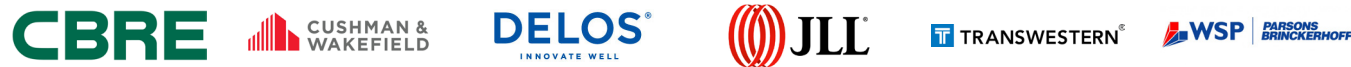
- Eligible to participate in the GRESB Real Estate Industry Working Group program. Advisors are also eligible to participate in each of the GRESB Regional Benchmark Committees
- Data providers are eligible to participate in the GRESB API community, focused on linking the GRESB Portal to asset-level data collection tools
- Eligible to host one GRESB Global Release event, up to three Regional Results events, and collaboration on events, marketing and promotional campaigns
- Special offers for training and education on GRESB methodology and content, via the GRESB Real Estate Training Program, including three free spots per training per organization
- Free attendance and eligible to speak at GRESB events for networking and relationship building
- Access to the rapidly growing GRESB network, which currently consists of close to 200 members, including leading institutional investors, property companies, fund managers, major global industry associations and leading service and data providers. This provides ample opportunity for networking and relationship building
- Contribute case studies and best practice examples to GRESB Insights, an online platform featuring a knowledge blog, best practice case studies, and other knowledge materials (Global Partners' contributions are the highest ranking Partner Member contributions)
- Increased marketing exposure via publicity on our website, in the GRESB Portal and in GRESB's guidance materials. This includes top listing in the GRESB Member Directory
- Gain knowledge and increase expertise by working directly with the global standard for real estate sustainability reporting
- Contribute to improving sustainability best practices, by supporting GRESB participants with completing the GRESB Assessment and advising on areas for improvement, based on the annual GRESB results
- Assist participants with developing and implementing technological solutions to reduce their environmental impact and to improve energy efficiency.

Annual Global Partner Fee: EUR15,600 (VAT exclusive)

## How to become a GRESB Partner?

Contact us at [info@gresb.com](mailto:info@gresb.com), and a GRESB representative in your region will get in touch.

### GRESB Global Partners



### GRESB Premier Partners - Industry Associations



### GRESB Premier Partners - Service, Solution and Data Providers



### GRESB Partners





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