Survey respondents by investment scope

Total response rate: 32

Reasons for joining GRESB as an Investor Member

- In line with responsible investment principles
- Helps engagement with managers
- Helps enhance shareholder value of investments
- Helps protect shareholder value of investments
- Part of fiduciary duty
Participation in the annual GRESB Assessment

Participation is mandatory for managers

Participation is optional for managers

Means of outreach to managers

94% of investors actively reach out to managers to request participation in the annual GRESB Assessment
All investors use GRESB results in their investment process

Use of GRESB results

- Include results in manager/investment monitoring process (ongoing stewardship)
- Include results in manager/investment selection and appointment process (due diligence)
- Integrate results into risk and/or valuation models

Internal review of GRESB results

- Portfolio managers
- Dedicated ESG/responsible investment staff
- Investment analysts
- Chief-level staff or head of department
- Board members or trustees
75% of investors disclose the GRESB results of their investments to either their clients and beneficiaries or to the general public.

53% of investors set GRESB performance targets for their managers, up from 35% last year.
25% of investors set environmental performance targets

Environmental performance targets

GRESB PRODUCTS, SERVICES AND TOOLS

Use of GRESB tools
Use of additional GRESB products

Satisfaction with GRESB tools
Satisfaction with GRESB products and services

Investors consider climate change risks and related disclosures to be the most underrepresented ESG issue

Most concerning ESG issues currently underrepresented in the GRESB Assessments
A majority of investors are interested in receiving additional support from GRESB

**Interest in receiving additional support**

- Use of the GRESB Results: 30%
- Use of the GRESB Portal: 20%
- How to effectively engage with managers: 10%
- Not interested: 40%

**About GRESB**

Mission-driven and investor-led, GRESB is the environmental, social and governance (ESG) benchmark for real assets. We work in collaboration with the industry to provide standardized and validated ESG data to the capital markets. The 2019 real estate benchmark covers more than 1,000 property companies, real estate investment trusts (REITs), funds, and developers. Our coverage for infrastructure includes 500 infrastructure funds and assets. Combined, GRESB represents over USD 4 trillion in real asset value. More than 100 institutional investors, with over USD 22 trillion AUM, use GRESB data to monitor their investments, engage with their managers, and make decisions that lead to a more sustainable real asset industry.

Learn more at [www.gresb.com](http://www.gresb.com)