

# TOTAL RETURN



WHAT IS THE NEXT MODEL OF **ASSET MGMT**?

HIGH COST OF EQUITY

NOT WEIGHTED or MEASURED EQUALLY



THE NEXT BIG ONE



## ESG DATA

CAN INDICATE A HIGHER RISK

FURTHER ALONG IN VALUATION

# REIT INVESTOR



WE DO LOOK AT I.S.S.

MAKE YOUR DATA AVAILABLE

BALANCE

AFFECTS OCCUPANCY

MANAGE TENANTS' ENERGY USE with LEASES?

A COMMON TEMPLATE?

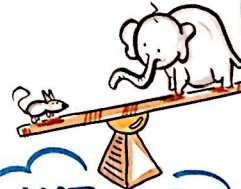
HOW IMPORTANT ARE INVESTMENTS THAT ARE AT RISK ENVIRONMENTALLY?



WE TRY TO

## BALANCE

ALL OF THE DATA



### MATCH UP

WHERE WE REPORT WITH WHERE INVESTORS GET DATA

TO YOUR BUSINESS

YOU MUST TELL ME WHAT SUSTAINABILITY MEANS

INVESTORS ARE BEGINNING TO ASK

MORE TO GAIN AT INDIVIDUAL PROPERTY LEVEL THAN PORTFOLIO LEVEL

## PROVE THE ECONOMICS

OUR CHANCE TO

## PROVE the VALUE



# PANEL

ULTIMATELY, IT'S ALL ABOUT

# IMPACT

AND THERE IS GREAT VALUE IN IMPROVEMENT

SUSTAINABILITY CHARACTERISTICS WILL BE INTEGRATED INTO THE MODELS

## INDICES

CAN YOU SHOW VALUE?

CAN YOU TALK TO IT?

HOW DO YOU GET OVER

THE HUMP?

OF FURTHERING the CONVERSATION

