

INVESTOR



HOW ARE INVESTORS USING ESG DATA?
REITS vs. ESG FUNDING

EUROPE HAS MORE MOMENTUM WITH SUSTAINABILITY



US IS FOCUSED ON... AND ANTI ENVIRO. BUT IT'S CHANGING

WE WANT TO HELP OUR CUSTOMERS GROW!

DIVERSITY & RESPONSIBLE INVESTING

MEASURABLE & REPEATABLE OUTCOMES

REITS ARE ALL SO UNIQUE!

PROMOTING WOMEN! BETTER RETURNS

WHAT DOES MORE INVESTABLE DATA LOOK LIKE?

DOES IT COVER OUR UNIVERSE? SERVICE: BETTER MODELS



WATER ECOSYSTEM

QUALIFICATION RUBRIC

ESG IN INVESTMENT DECISIONS

STAKEHOLDER CRITERIA
FINANCIAL BENEFIT TO YOU

ESG INTEGRATION SUCCESS

AFFORDABLE HOUSING



FUNDRAISING

REAL ESTATE: GATEWAY TO SUSTAINABILITY

SUSTAINABILITY THERMOMETER

WHAT DATA CAN WE GET
LONG-TERM INVESTMENT

SYSTEMATIC, INTENTIONAL, DATA QUALITY, IMPLEMENTATION
CHANGE CAPITALISM! LONG-TERM

RENEWABLE ENERGY FUNDAMENTAL?

GREENHOUSE GASES

MATERIALITY/MERCURIAL

90% OF MILLENNIALS INTERESTED

MISSION: ESG ANALYSIS, SUSTAINABLE ESGs, OR INSTITUTIONAL TRYING FOR A BENCHMARK

DCF

VOLUME & QUALITY OF DATA SOURCES HAVE EXPLODED

GEOGRAPHY AND SECTOR

ESG = SRI? NOT ALWAYS

WHERE TO START?

✓ SUSTAINABILITY
✓ VALUATION
* FOMO WITH REPORTING

CARBON FOOT PRINT

DOING GOOD WHILE DOING WELL

"GREEN WASHING"

ESG is A SMALL PART of HOW WE UNDERWRITE STOCK

"BAD GOVERNANCE HAS HAD GOOD RETURNS..."

LINGUISTIC ANARCHY



- ESG INTEGRATION
- SOCIALLY-RESPONSIBLE INVESTING
- IMPACT INVESTING
- MISSION-RELATED

25% EUROPE vs. 3% US ESG CEO PAY INCENTIVE

PEAK TEAMS

GOOD MGMT IS AN ESG INDICATOR

DISCLOSURE!

INVESTOR PANEL

DATA SOURCES AND INVESTABLE DATA!

DOES IT COVER OUR ENTIRE UNIVERSE?

'STATIC DATA & TREND OVER TIME'...



SERVICE MODEL
OPPTY TO PROMOTE WOMEN

QUALIFICATION RUBRIC
commitment to SUSTAINABILITY
'NO DATA' = AUTOMATIC 'F'

DEFINING SUCCESS

LONG TERM INVESTMENT: VALUE OVER TIME!

INTENTIONAL, SYSTEMATIC, REPEATABLE PROCESS

UNDER the UMBRELLA...

ESG IS REALLY STARTING TO TAKE OFF

REDUCE GREEN HOUSE GAS EMISSIONS! CARBON FOOTPRINT
MAXIMIZE E, S & G!

HOW FUNDAMENTAL IS RENEWABLE ENERGY

AMERICA: ITS ABOUT THE MONEY! MOVE FAST!

GREEN HOUSE GAS EMISSIONS

MUST BE MATERIAL

REAL ESTATE IS the GATEWAY DRUG to SUSTAINABILITY

WALK the WALK & TALK the WALK

SUSTAINABLE REAL ESTATE INVESTMENT
ESG FUNDS & STRATEGY
\$100 B ASSETS UNDER MGMT. - RETAIL -

EUROPEAN CEOS: 25% ESG vs. 3% in the US
EUROPEAN CULTURE: ↑ INTEREST in ESG

HOW ARE YOU INCORPORATING ESG IN your INVESTMENT FUNDS?

LINGUISTIC ANARCHY "ESG → SRI"

- ESG INTEGRATION
- SOCIALLY RESPONSIBLE INVESTING
- IMPACT INVESTING
- MISSION RELATED INVESTING

QUALIFY REITS IN OUR PORTFOLIO
- SUSTAINABLE REITS ONLY! -

ESG INVESTORS TRYING to BEAT a BENCHMARK
- DCF: DIVIDEND / COST of CAPITAL

DO GOOD WHILE DOING WELL

ESG: MISPRICED?! ... BAD GOVERNANCE

MILLENNIALS

FORWARD THINKING LEADERS
DISCLOSURE

QUALITY of DATA HAS EXPLODED!