Analytics and real-time data.

A CLEARER PATH TO LEED CERTIFICATION & OPTIMIZING YOUR LONG TERM SMART STRATEGY.

Smart LEED Logistics & Long-Term Planning
November 22, 2016
RIGEROUS AND COSTLY

MARKET PRESSURES

GOVERNMENT REGULATIONS

CONSERVATION AND SUSTAINABILITY
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November 22, 2016
Using a Smart LEED Logistics Solution impacts 3 major areas of a LEED Certification process:

- Tenant Engagement/Investment.
- Reduce time/cost for your team and consultants.
- Support LEED Certification and long-term strategy.
Fierce competition among new and existing developments has transformed our competitive advantage.
<table>
<thead>
<tr>
<th>Site</th>
<th>GLA</th>
<th>Annual Energy Spend</th>
<th>Ongoing Savings (10%)</th>
<th>OPEX Managed services cost</th>
<th>NOI Change (assume 30% recovery)</th>
<th>Valuation Change (8.5% CAP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Example #1 Commercial Property</td>
<td>651,800</td>
<td>$3,240,386</td>
<td>$324,038</td>
<td>$29,400</td>
<td>$226,826</td>
<td>$2.67M</td>
</tr>
<tr>
<td>Example #2 Shopping Centre</td>
<td>947,000</td>
<td>$718,038</td>
<td>$71,803</td>
<td>$29,400</td>
<td>$50,262</td>
<td>$591k</td>
</tr>
<tr>
<td>Example #3 Shopping Centre</td>
<td>1,500,000</td>
<td>$2,191,509</td>
<td>$219,150</td>
<td>$126,000</td>
<td>$153,405</td>
<td>$1.8M</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$5.061M</td>
</tr>
</tbody>
</table>

**STAGE #2** – What could this represent for a Portfolio Deployment?
35% believe inconsistent reporting tracking systems
34% lack of software or technology to gather necessary data
32% lack of internal resources
30% Lack of consolidate reporting

Reduce time/cost for your team and consultants.

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Information is KING

Context is KONG

Reduce time/cost for your team and consultants.

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This building has achieved a total energy usage reduction of 31% since 2014.

Target 30% reduction of 2014 CO2 footprint by the end of this year.

Did you know?
An extra 1 degree Celsius difference between outside and inside temperatures can add around 10 per cent to heating and cooling costs.
Support LEED Certification and long-term strategy.

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Investing in the future of your property.

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Operational KPI

Support LEED Certification and long-term strategy.

Powered by: Rycom and bueno
Want a marketable property.  
(market leadership)

Want to retain and attract new tenants.  
(support existing sustainability efforts)

Ensure Staff Engagement.  
(attract and retain staff)

Meet the demands of your investors.  
(financial/capital/sustainability reporting)

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Thank You!