



GRESB & Goby

Leveraging Data for GRESB Greatness



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Helee Lev, CRO, Goby



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MD, PhD
Compliance Paw-fficer
Goby



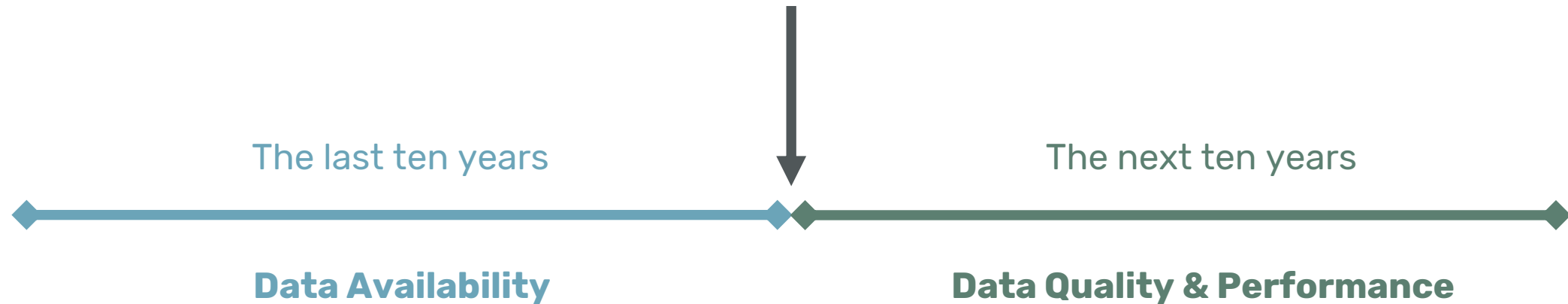
Helee Lev Hillman
MBA, LEED AP BD+C, ID+C
CRO
Goby

Celebrating 10

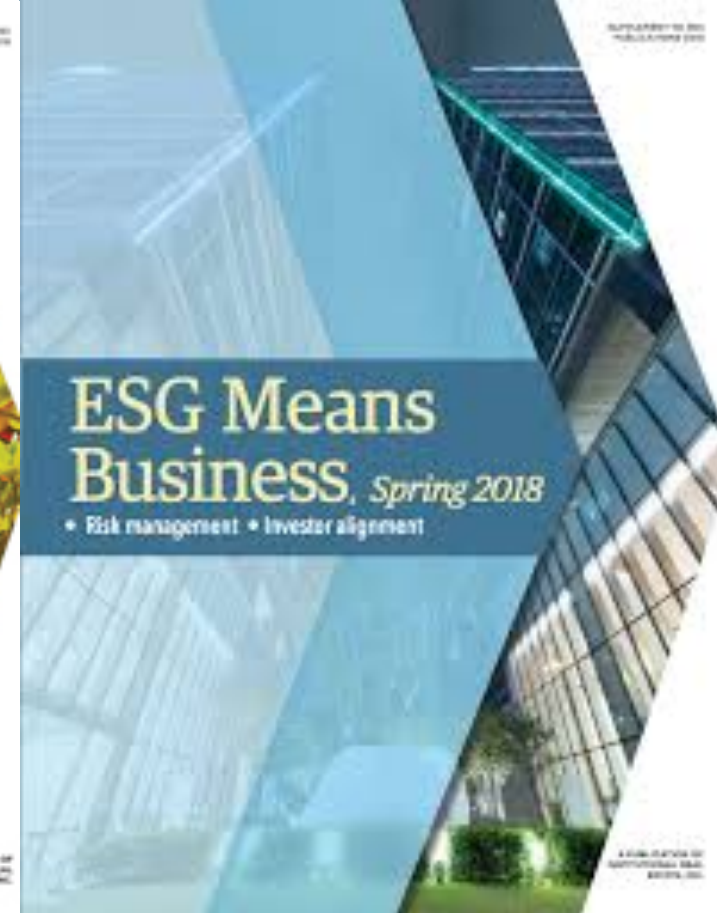
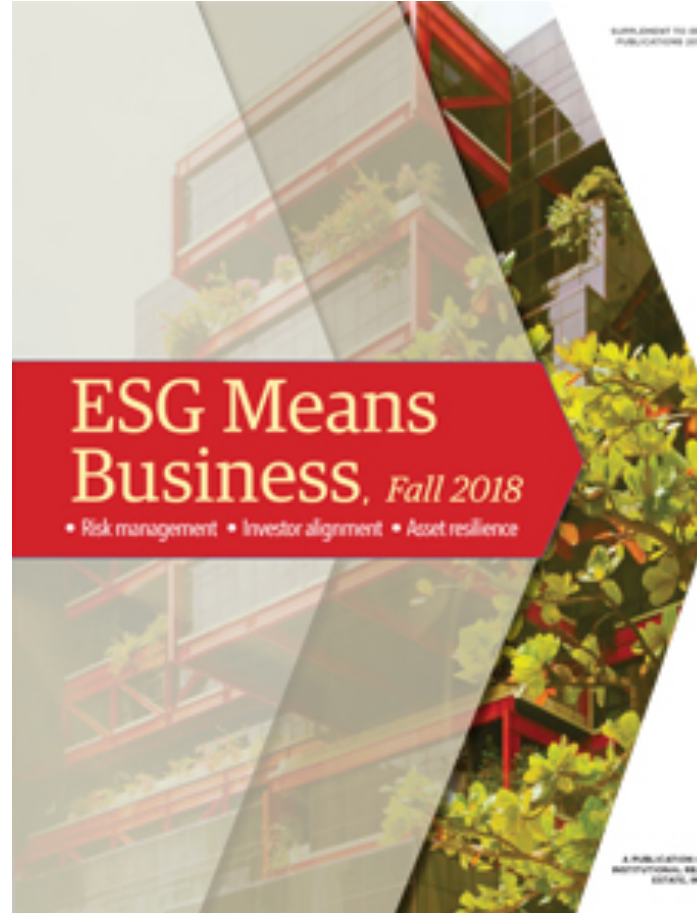


What's going on today?

Today's Theme: Data Quality



Strong start to 2019



Nareit. ESG forum

Hyatt Regency Coconut Point | Bonita Springs, FL



Jan. 31 - Feb. 1

2019

Workshops
Wed., Jan. 30



G R E S B
TRAINING

GRESB ASSESSMENT TRAINING **2019**

Assessment Training Dates and Locations

City		Date	Business Line	Level	Venue	Host/Partner	Language
Hong Kong	view →	March 8	Real Estate	Introductory	CBRE	Paia Consulting	English
Hong Kong	view →	March 8	Real Estate	Advanced	CBRE	Paia Consulting	English
London	view →	March 8	Infrastructure	-		Macquarie	English
Chicago	view →	March 12	Real Estate	Introductory		Goby	English
Auckland	view →	March 13	Real Estate	Information session		NZGBC	English
Dallas	view →	March 15	Real Estate	Information session		PREA	English
San Francisco	view →	March 15	Real Estate	Introductory	Sway	Measurabl	English
San Francisco	view →	March 15	Real Estate	Advanced	Sway	Measurabl	English
Amsterdam	view →	March 18	Real Estate	Introductory	Greenbuild Europe	USGBC	English
Amsterdam	view →	March 18	Real Estate	Advanced	Greenbuild Europe	USGBC	English
New York City	view →	March 19	Real Estate	Introductory		Code Green	English
New York City	view →	March 19	Real Estate	Advanced		Code Green	English
New York City	view →	March 19	Infrastructure	-		Code Green	English
Montreal		March 20	Real Estate/Infrastructure	Information session			French
Singapore	view →	March 20	Real Estate	Introductory		Paia Consulting	English
Singapore	view →	March 20	Real Estate	Advanced		Paia Consulting	English
Berlin	view →	March 20	Infrastructure	-		Infrastructure Investor	English
Toronto	view →	March 22	Real Estate	Introductory		REALPAC	English



Resources

Sector

Resource type

Real Estate

Infrastructure

Resources

Products & Services



**2019 Real Estate
Developer Assessment
Pre-Release**



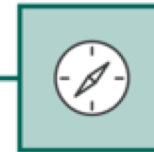
**2019 Real Estate
Assessment Pre-
Release**



**2019 GRESB Branding
Guidelines**



**2018 Real Estate
Scoring Document**



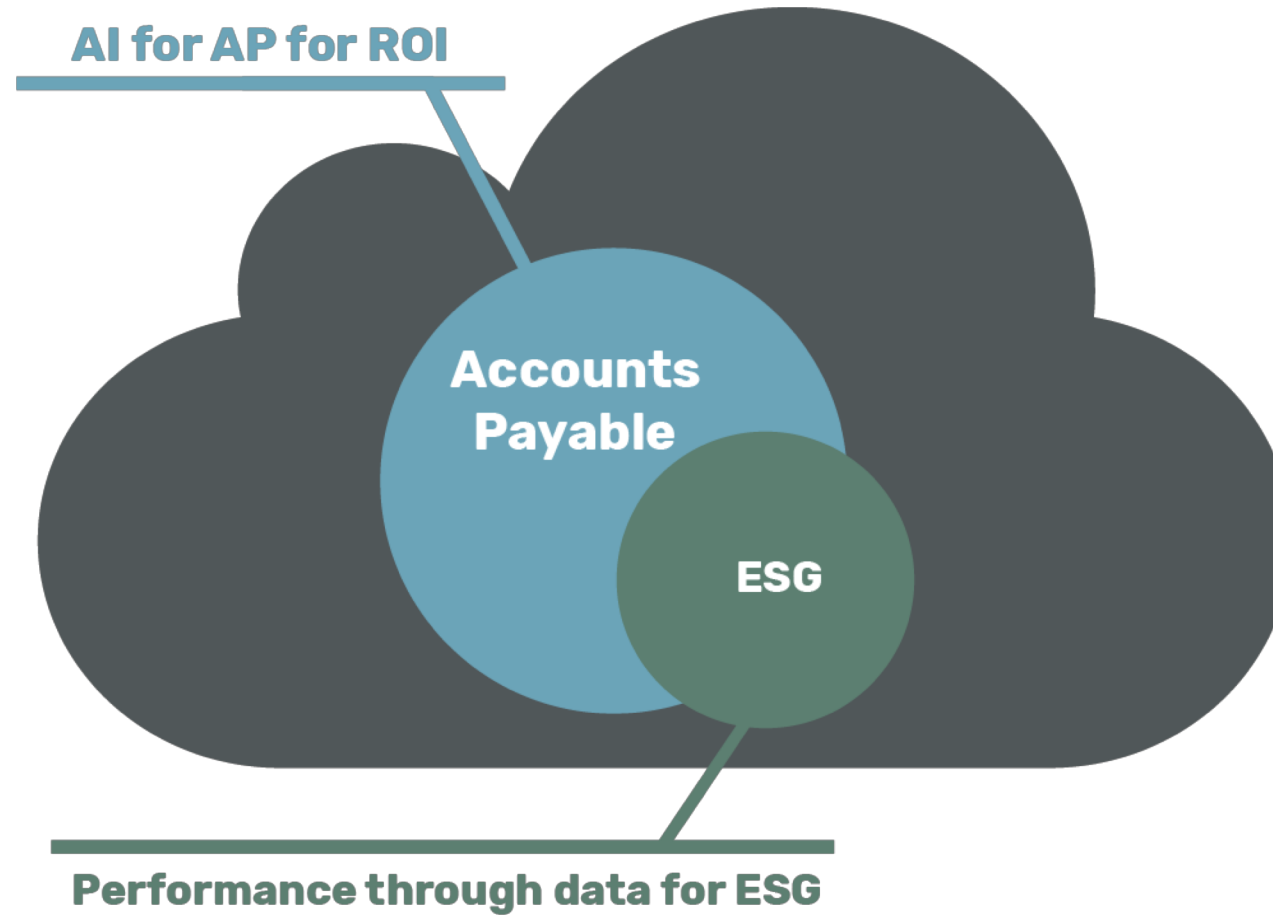
**2018 Infrastructure
Fund Scoring
Document**



**2018 Infrastructure
Asset Scoring
Document**



What's new with Goby?





Enhance and protect **shareholder value** by assessing and empowering sustainability practices in the **real asset sector**

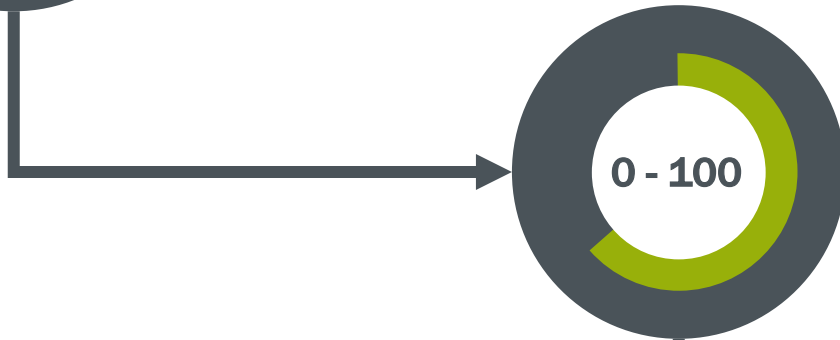
GRESB Competencies

Understanding and improving ESG performance



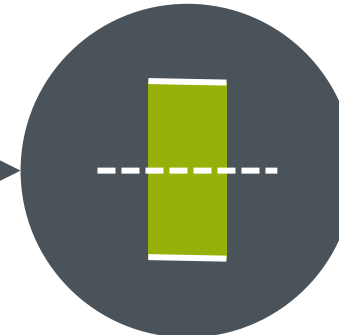
Systematic assessment

companies | funds | separate accounts | JVs



Objective scoring

ESG performance – environmental | social | governance

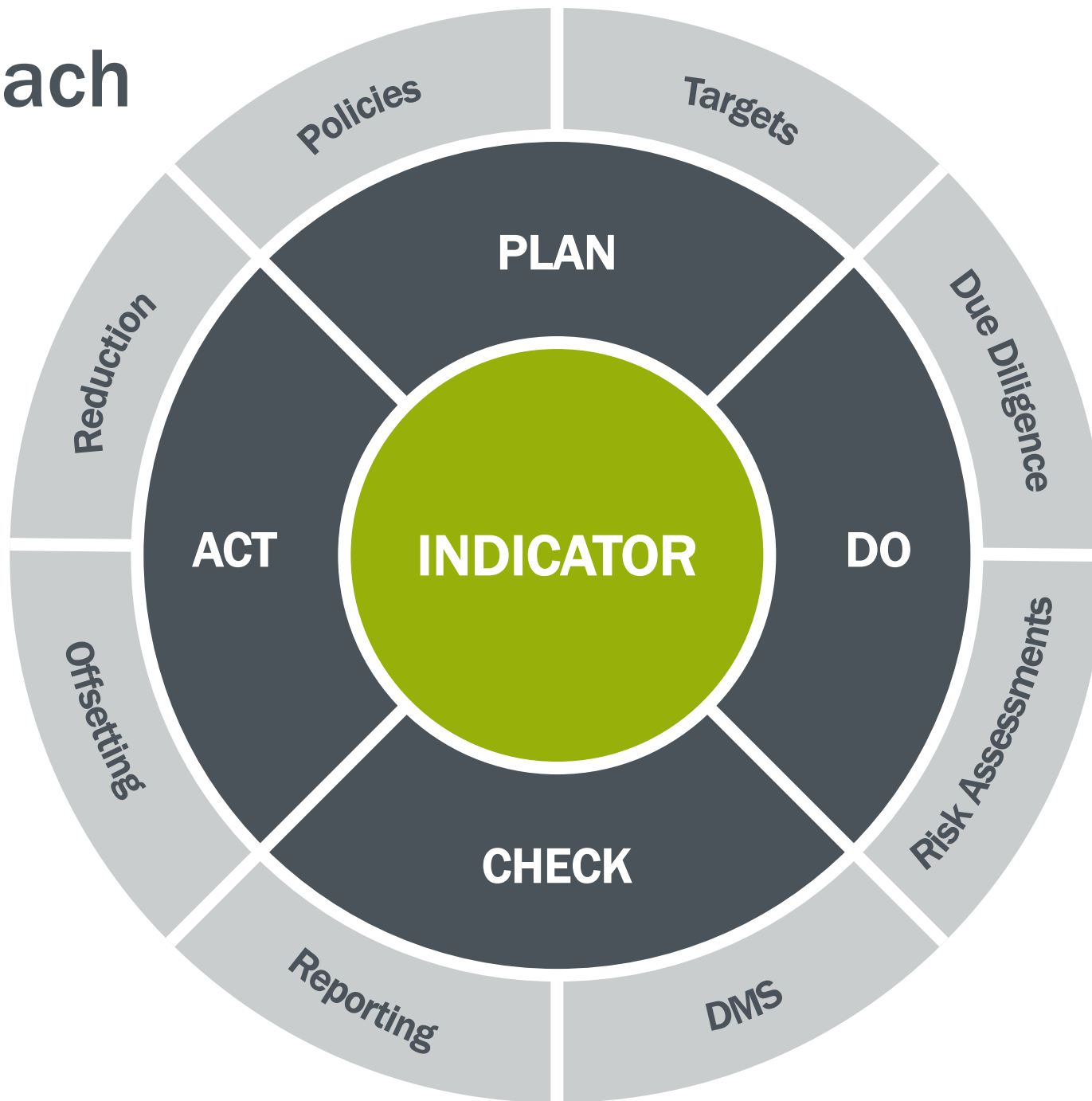


Peer benchmarking

differentiate market participants

ISO-approach

Systematic



GRESB Membership

Institutional Investors

Access to structured non-financial data
Improved risk management | due diligence
Engagement tool w/ investment managers
Impact metrics

Real Estate Associations

ESG expertise
Industry leadership
Regulatory navigation
Tailored ESG framework

Understand ESG risks / opportunities
Identify management gaps / best practices
Inform internal improvement plans
Communicate metrics [internal/external]

Business development
Market transformation
Industry Leadership
Brand affiliation

Private Equity Firms Listed Companies

Industry Supporters Data / Service Providers

75 | 20

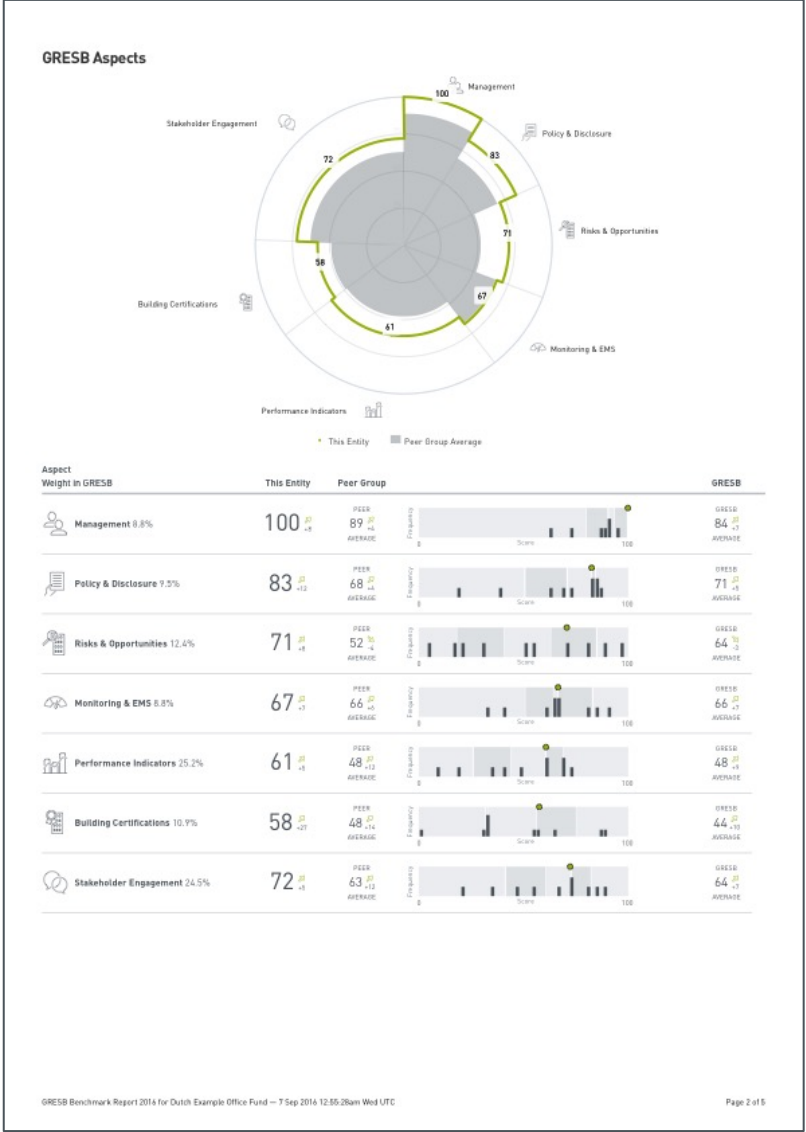
220 | 80



G R E S B[®]

The GRESB Scorecard

Aggregated business intelligence into market advances



Scoring Methodology

Overview

Scoring elements

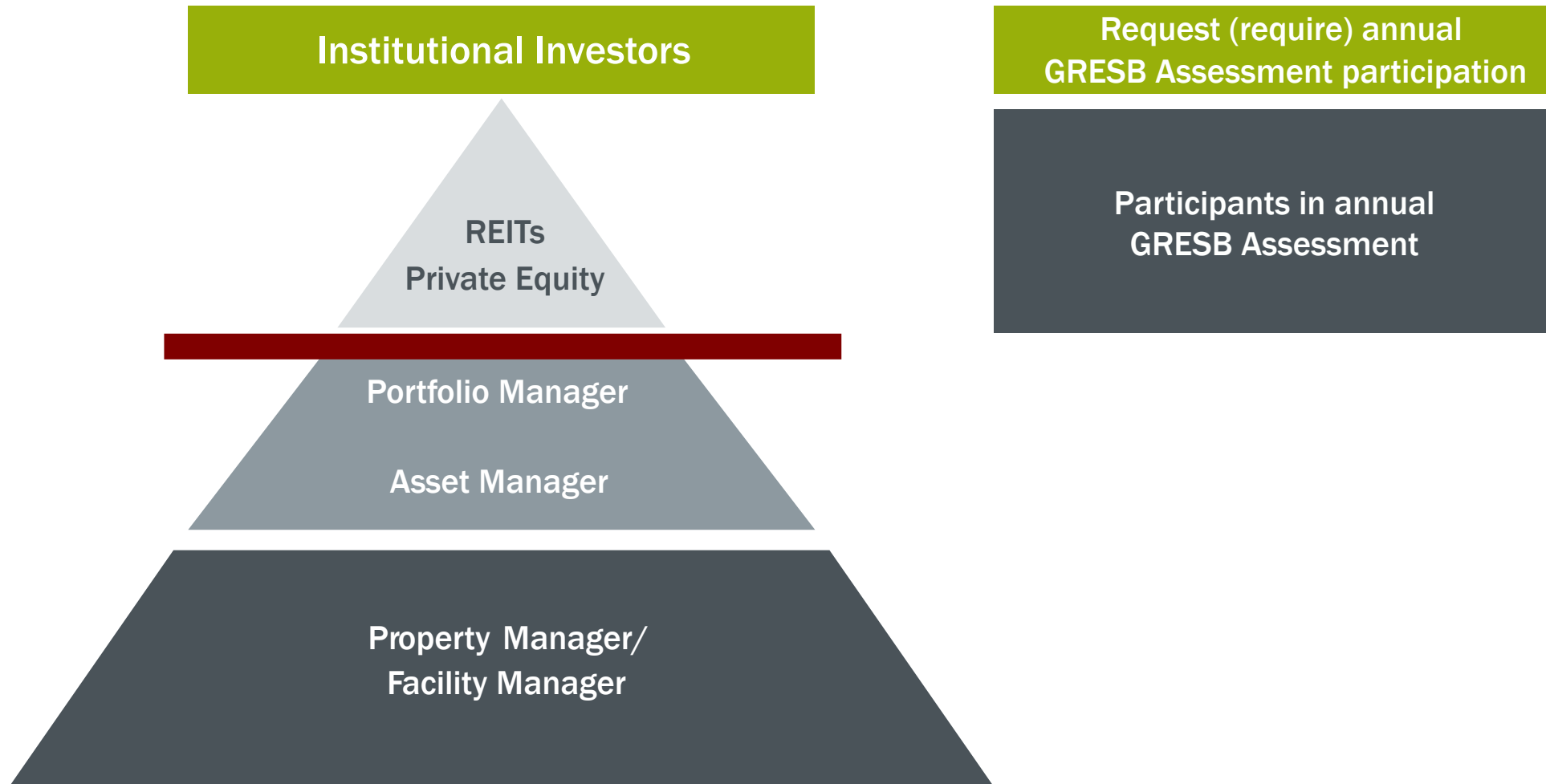
- Open Text Boxes
- Check Box Items
- Supporting evidence (uploads/URL)
- Benchmarked indicators
- Intensities
- Renewable Energy
- Outlier checks

New! The 2017 Reference Guide includes a more detailed indicator-by-indicator scoring methodology.



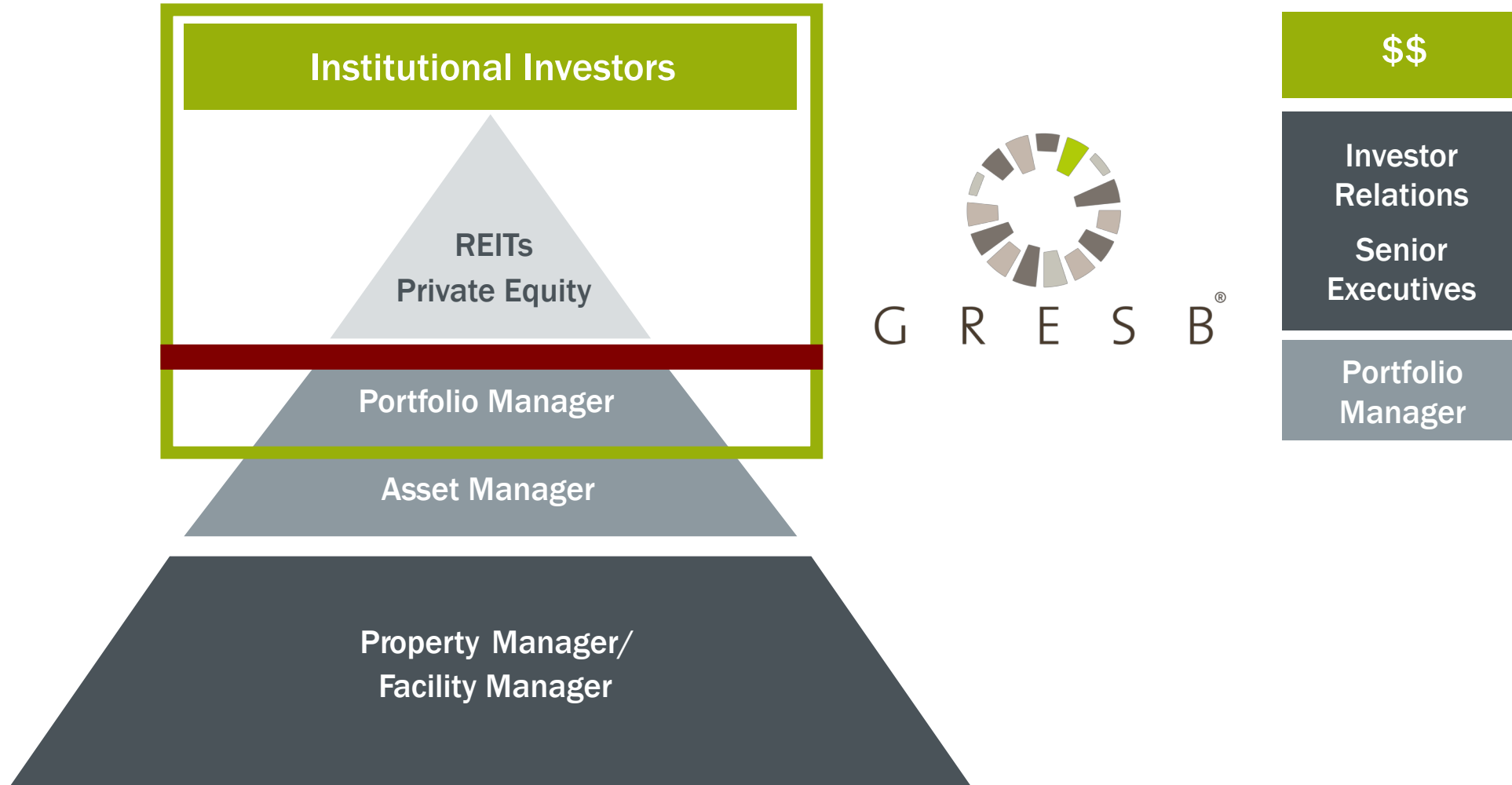
GRESB :: Industry Dynamics

Serving institutional investors



GRESB :: Entity Benchmarking

Identifying key GRESB stakeholders



Who's on the phone?

Chief Sustainability Officer

Director of Facilities

Director of Investor Relations

Head of Compliance, Risk, & ESG

VP of Operations

VP of Global Market Development

Managing Director

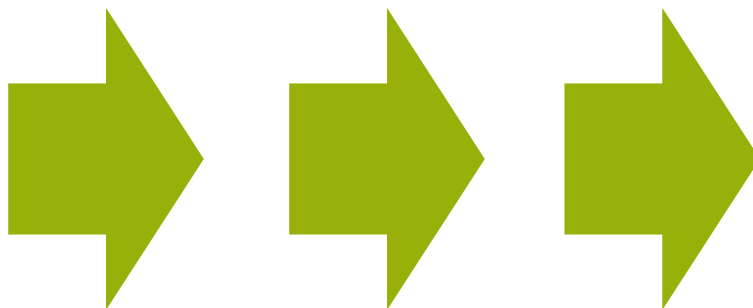
Senior Energy Manager

Programme Coordinator

Lead Engineer

Property Manager





YEARS 1 - 3

YEARS 2 - 5

YEARS 3+

COMPLIANCE

CURIOSITY

COMPETITION

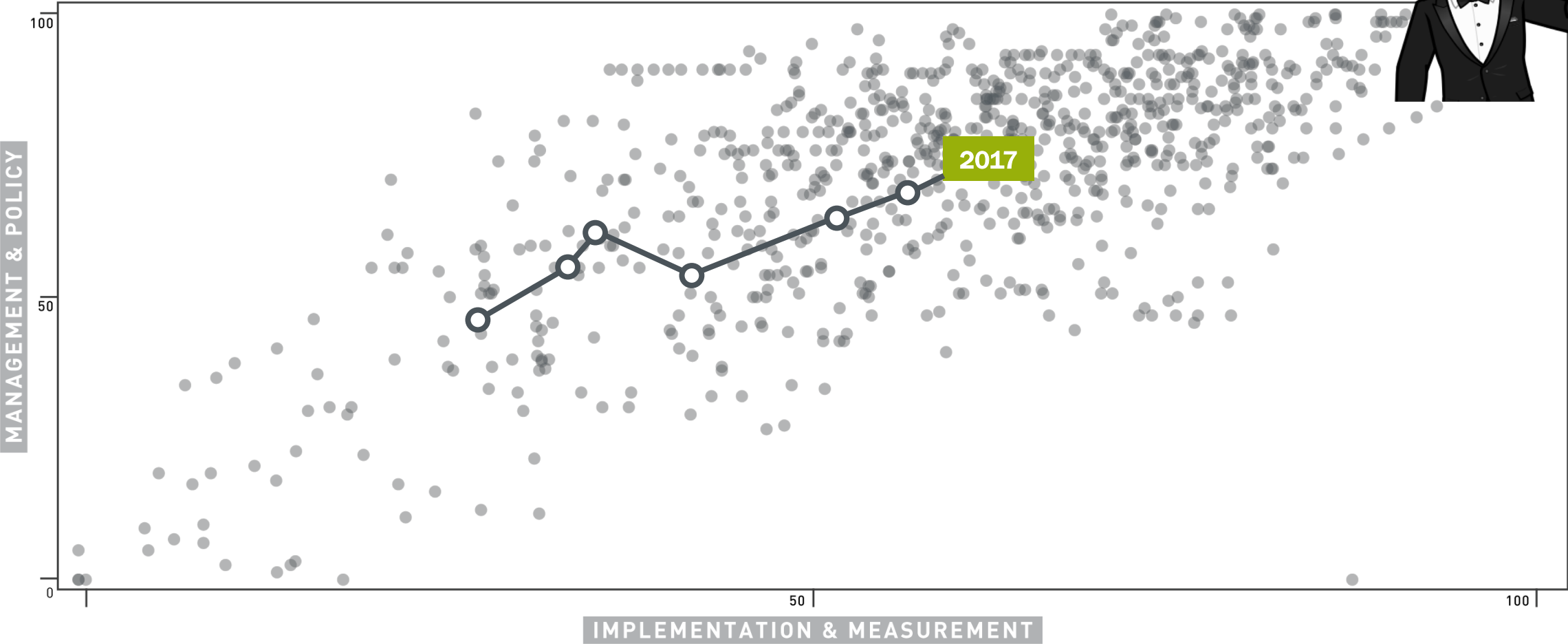
RISK
MANAGEMENT

BUSINESS
VALUE

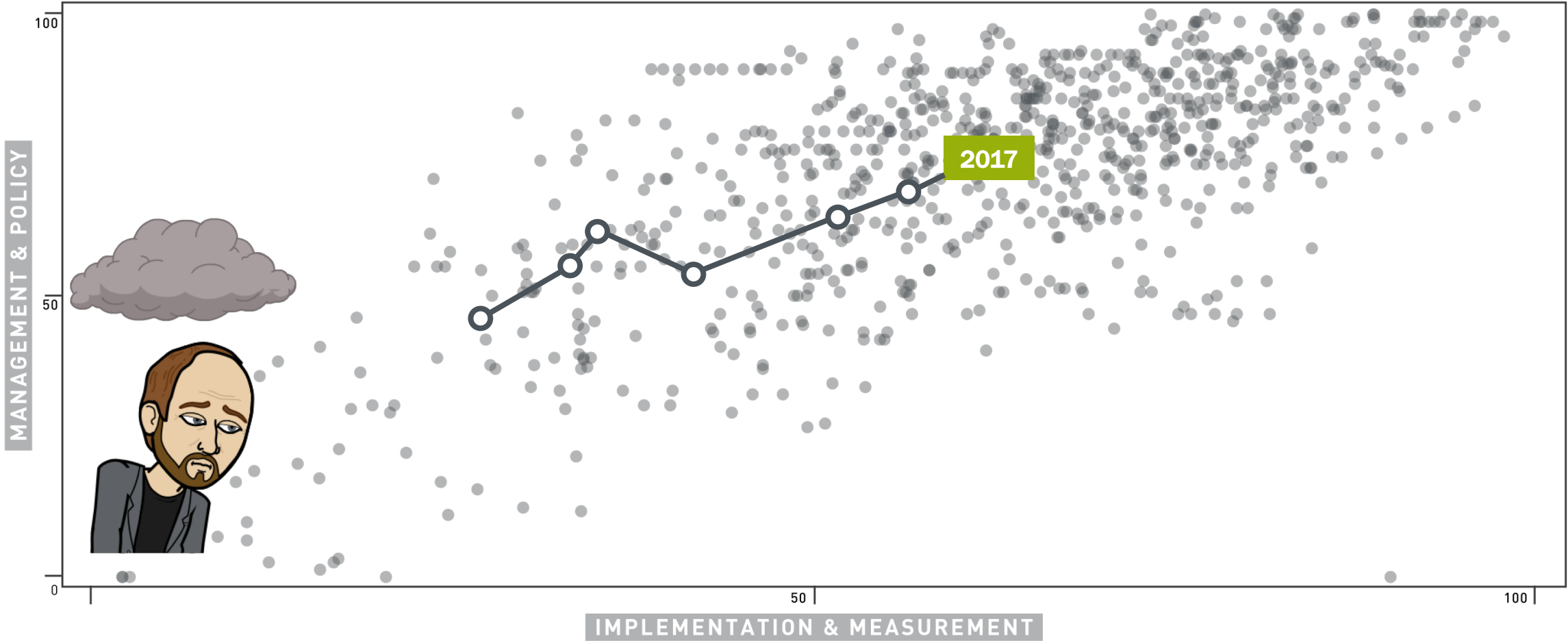


G R E S B[®]

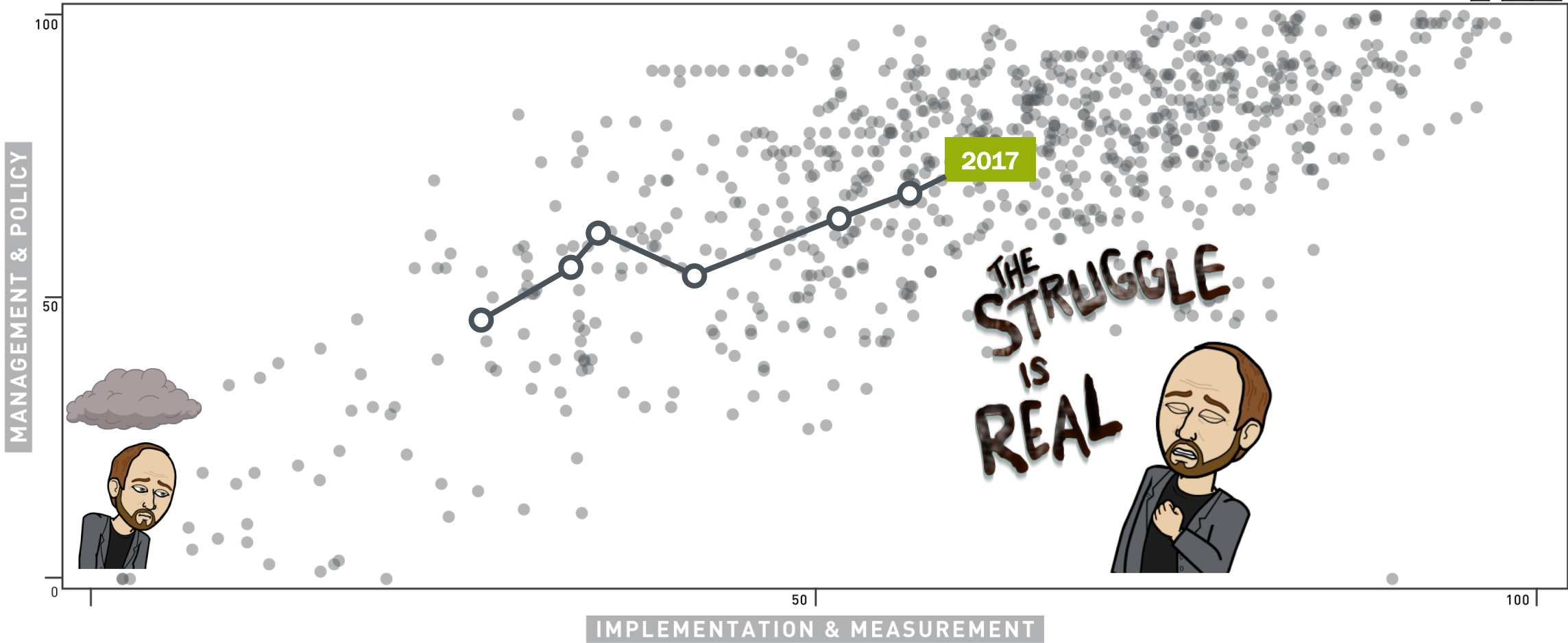
GRESB Scores :: Historical

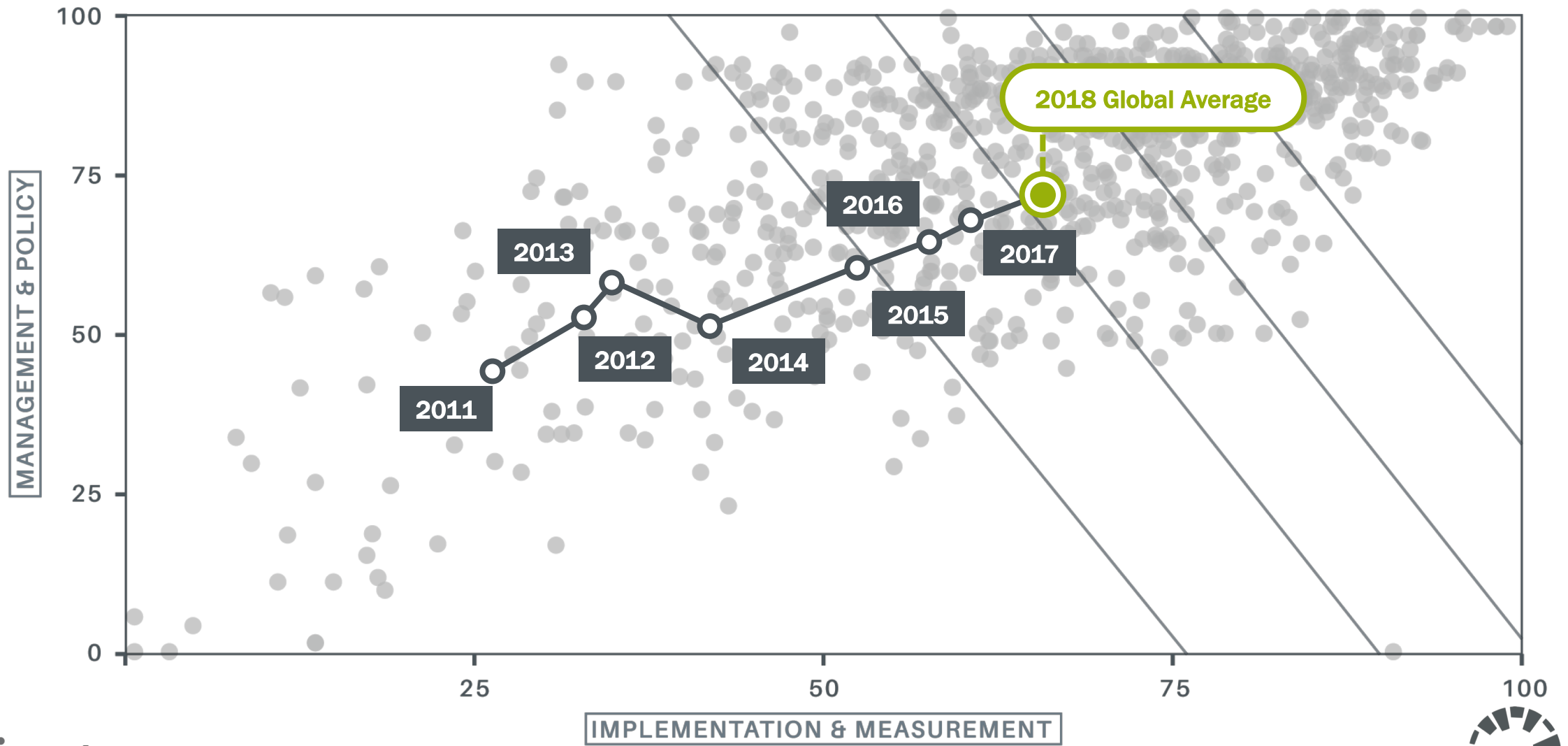


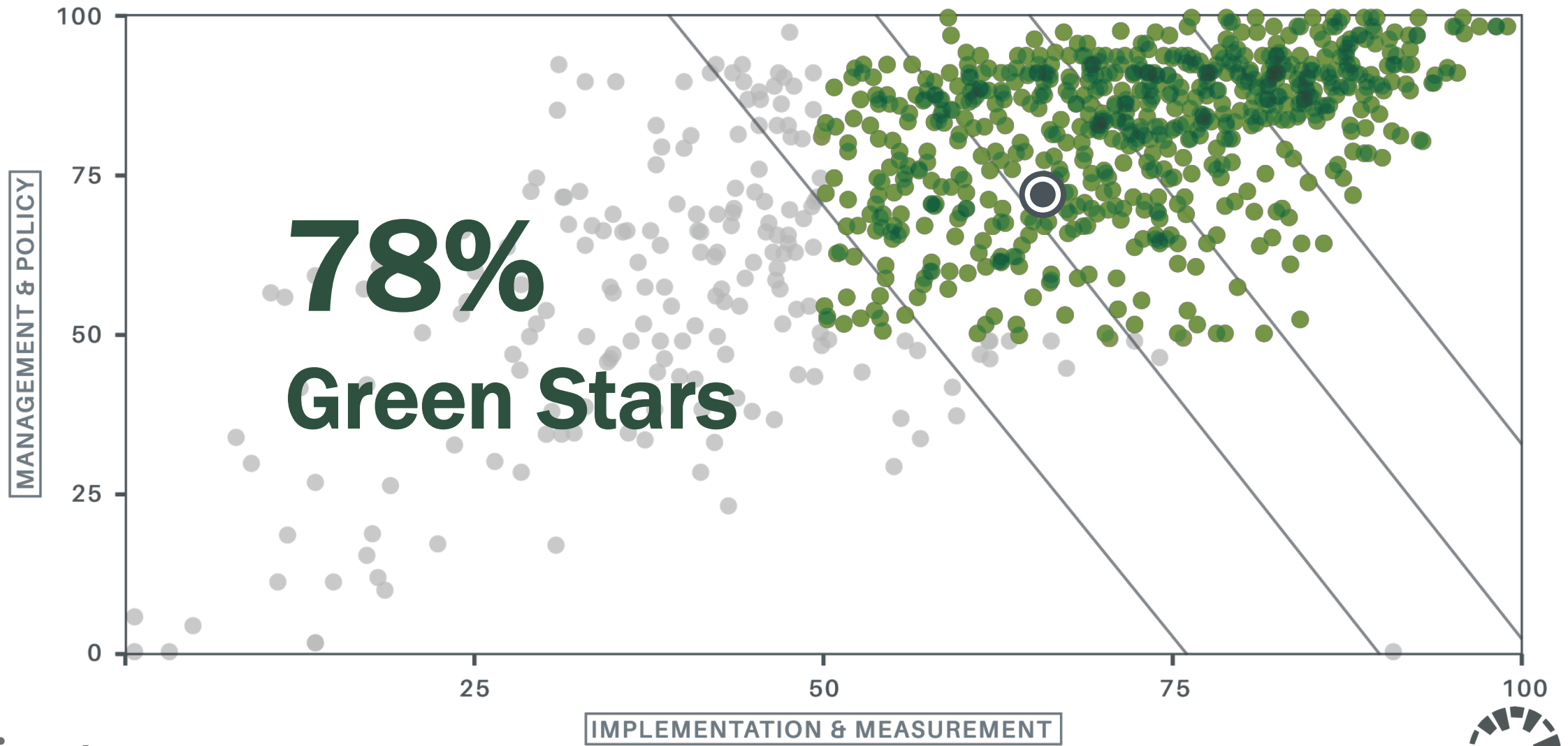
GRESB Scores :: Historical



GRESB Scores :: Historical









ESG DATA QUALITY

Results

Resilience

Data Quality



The GRESB ESG Data Quality Standard is being developed to define the rules for high quality data reporting



Why are we developing the GRESB ESG Data Quality Standard?

Ever since our launch almost a decade ago, GRESB has been committed to providing quality ESG data on real asset investments to the capital markets. For 9 successive years the ESG benchmark has grown, with a record 903 real estate portfolios, worth \$3.5 trillion in GAV, reporting to us in 2018. The GRESB Infrastructure Assessment is also growing rapidly, reaching ‘critical mass’ in 2018 with a 75% increase in the Asset Assessment compared to last year.

The reason behind this growth has been our commitment to evolve the benchmark in line with the needs of our stakeholders, ensuring it continues to serve the industry that relies on it. We’ve listened to the feedback from our investor members and participants, and it’s clear that with ESG driving ever more investment decisions, expectations around quality and validation of ESG data are increasing. While we already ensure the quality of our ESG data through a 3-layer validation process developed by PwC, we’re now seeing an opportunity to leverage new advances in technology to take the next step in bringing the quality of non-financial data on par with the quality of financial data.

5

5 Ways to Leverage Data for GRESB Greatness

#1

Data, data everywhere,
and many ways to link

#1



#2

Automate your data gathering



#2



#3

Financial data into sustainable insights



#3

AI for AP for ROI

Accounts
Payable

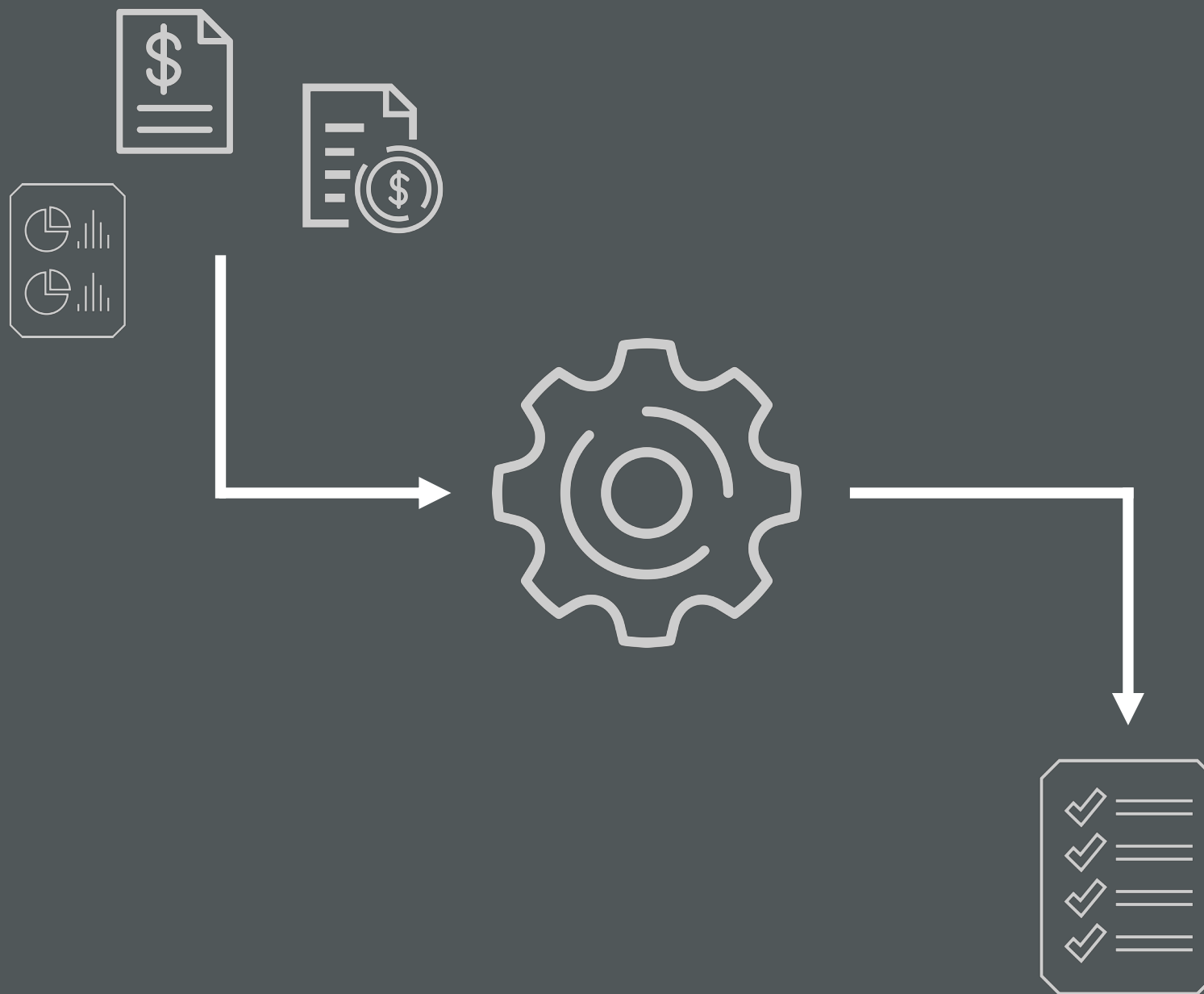
ESG

Performance through data for ESG

#4

Measure twice,
submit once

#4



#5



The early bird gets the worm



Assessment Consultation and Development	JANUARY	<ul style="list-style-type: none"> ● Structured investor and industry consultation ● GRESB Portal development
	FEBRUARY	<ul style="list-style-type: none"> ● Pre-Release of Real Estate Assessment, Real Estate Developer Assessment, Infrastructure Fund Assessment and Infrastructure Asset Assessment ● GRESB Portal development
	MARCH	<ul style="list-style-type: none"> ● March 1: Release of Resilience Module and Assessment Reference Guides ● GRESB Assessment Training ● March 15: Assessment Portal closes for the GRESB Real Estate Pre-Assessment
Assessment Reporting Period	APRIL	<ul style="list-style-type: none"> ● April 1: Assessment Portal opens. Companies, funds and assets are invited to participate in the 2019 GRESB Assessments by logging into the Assessment Portal ● Upon completion of all the sections in the Assessment participants are encouraged to request a Response Check ● GRESB Assessment Training
	MAY	<ul style="list-style-type: none"> ● Response Checks
	JUNE	<ul style="list-style-type: none"> ● Response Checks ● Validation starts
	JULY	<ul style="list-style-type: none"> ● July 1: Assessment Portal closes. All submissions must be received by midnight (PST) on July 1, 2019 at the latest. Unfortunately, GRESB cannot accept any submissions received after this date.
Validation, Scoring and Benchmarking	AUGUST	<ul style="list-style-type: none"> ● Validation ends ● Scoring and benchmarking
	SEPTEMBER	<ul style="list-style-type: none"> ● September 4: Launch of the Assessment Results ● Public results events - all regions





QUESTIONS?

Thank you!



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