

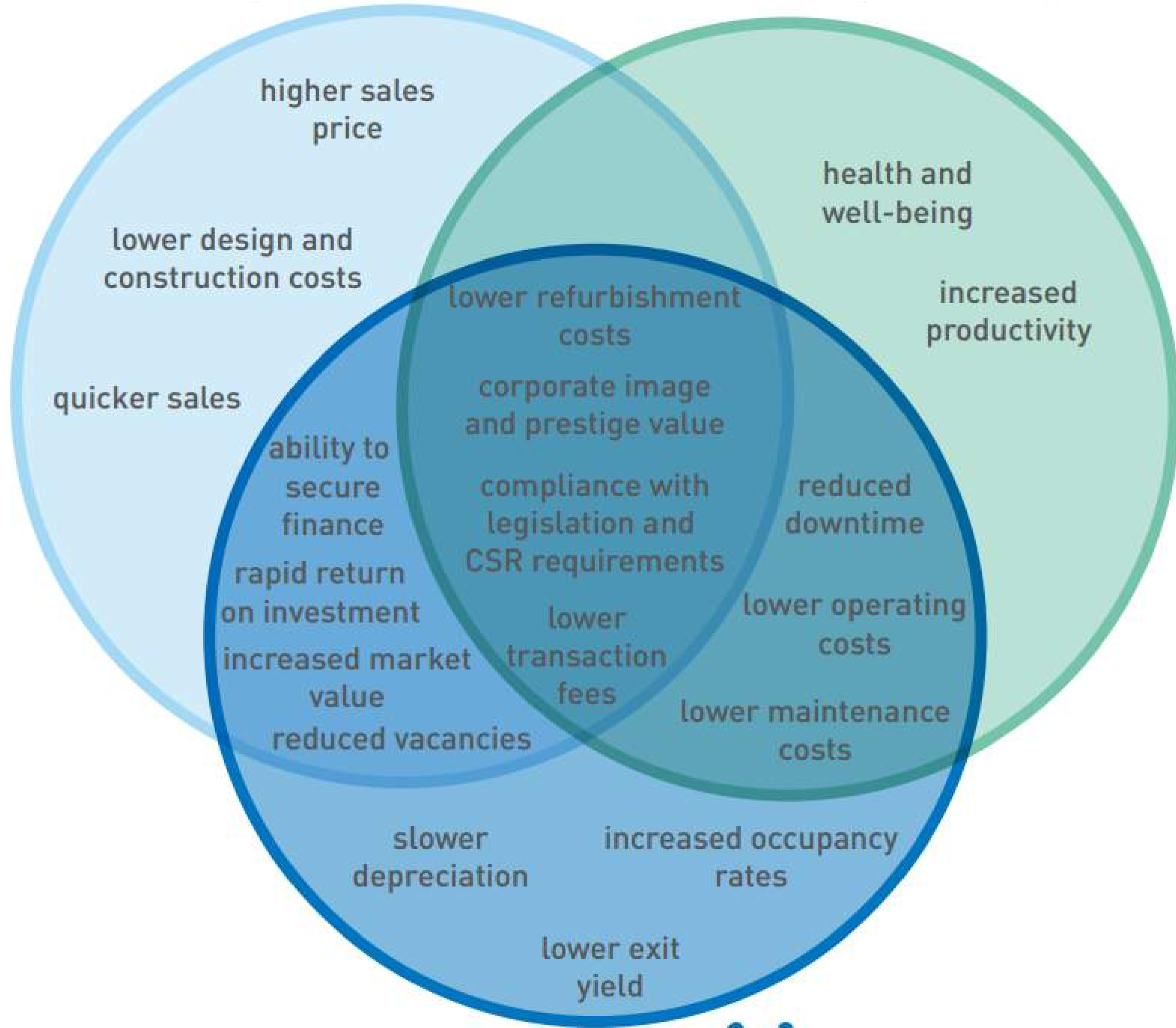
## DEVELOPER

Why would I want to build this green building?



## TENANT

Why would I want to lease this green building?



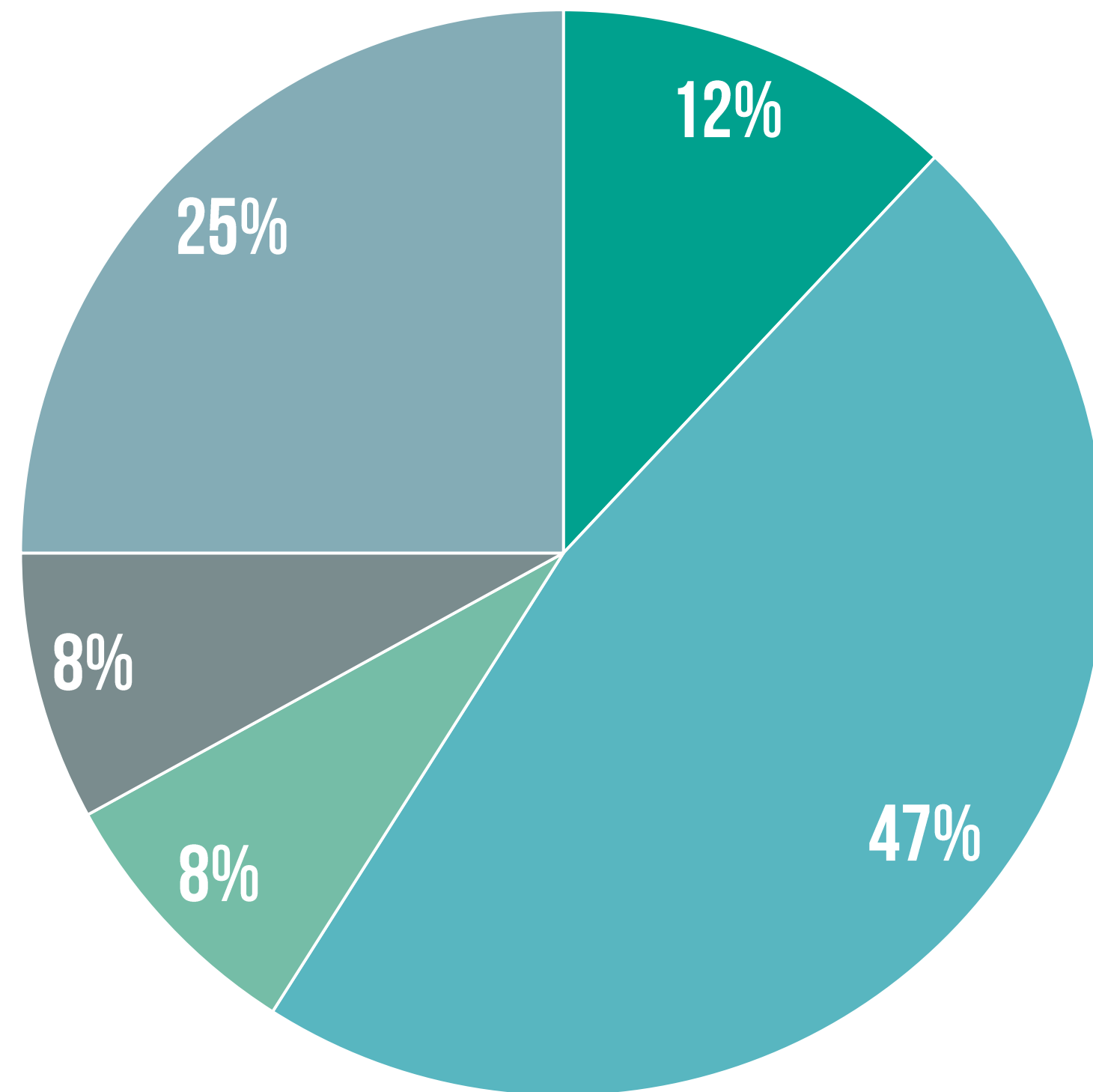
## OWNER

Why would I want to own this green building?



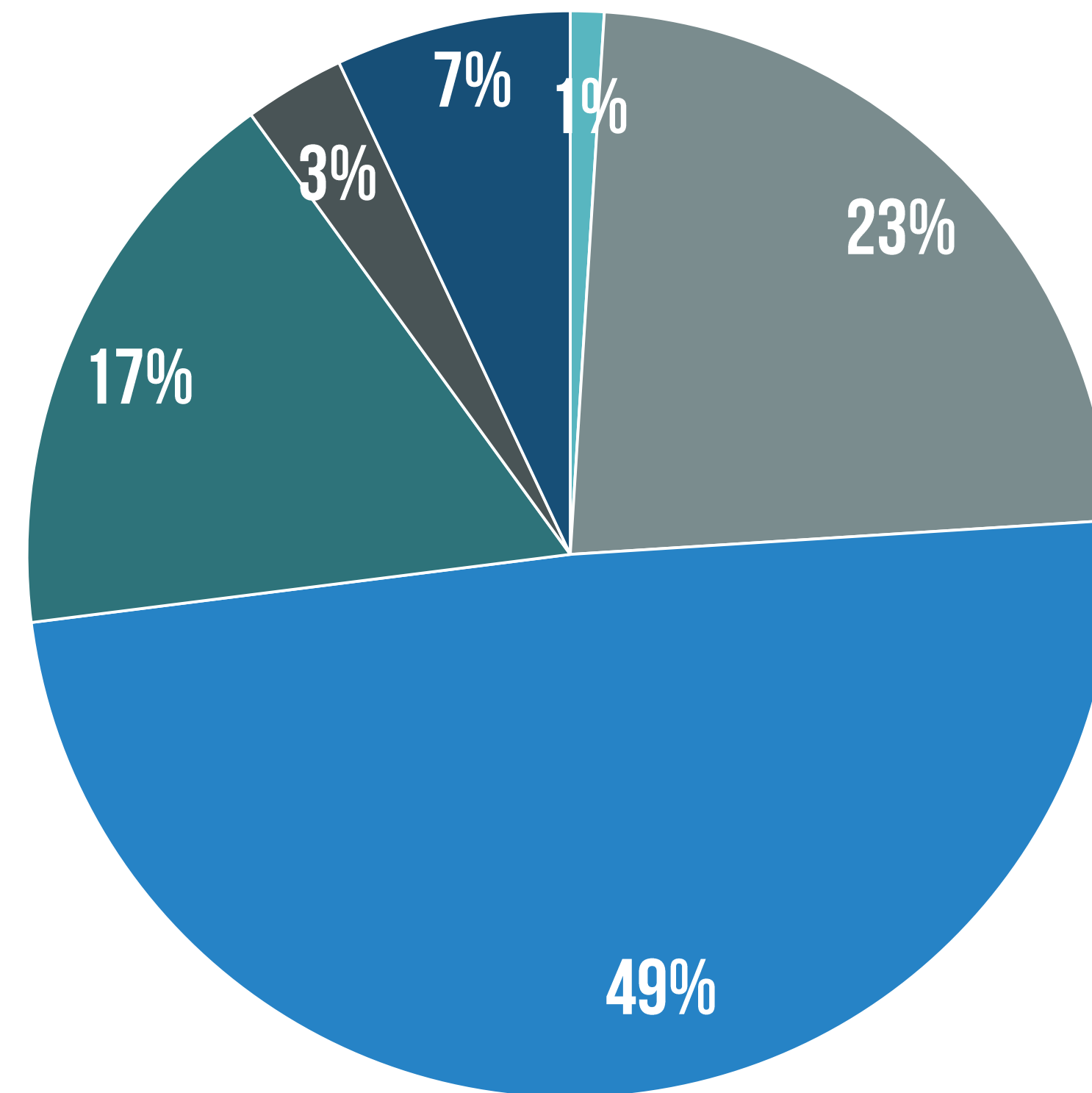
CHART: THE BUSINESS CASE FOR GREEN BUILDING

# LEED IN EUROPE



- PLATINUM
- GOLD
- SILVER
- CERTIFIED
- PRE-CERTIFICATION

# BREEAM IN EUROPE

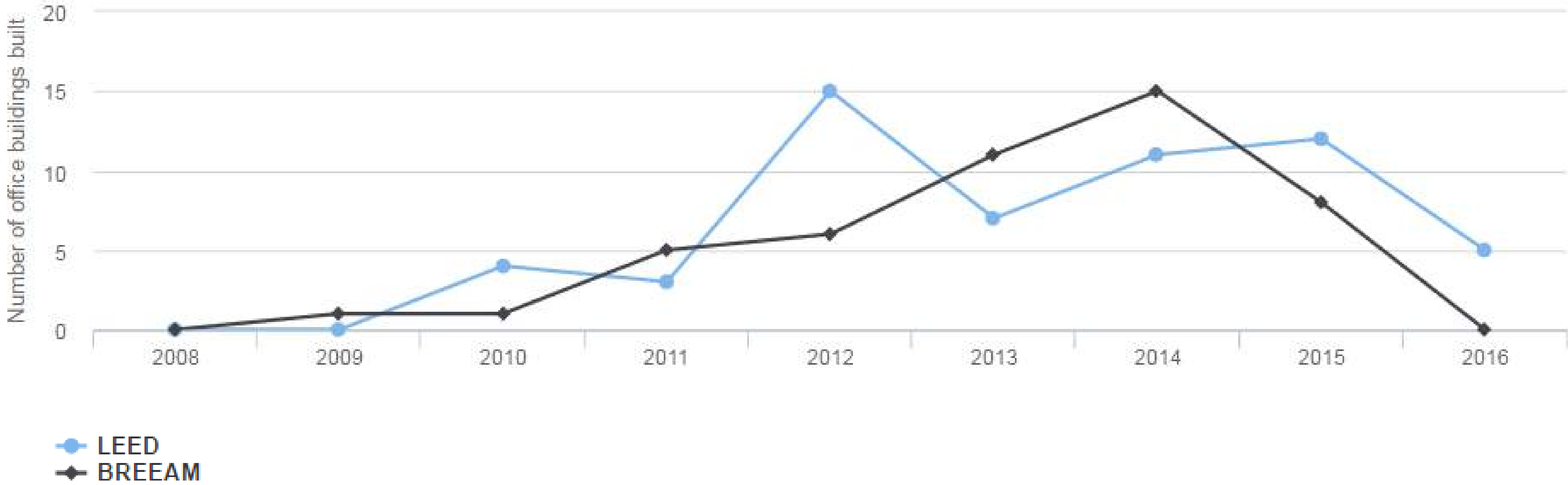


- OUTSTANDING
- EXCELLENT
- VERY GOOD
- GOOD
- PASSABLE
- PRE-CERTIFICATION

SOURCE: [HTTP://WWW.GREENBUILDINGINFO.EU/OFFICE-MARKET-INFO/](http://www.greenbuildinginfo.eu/office-market-info/)



# GREEN CERTIFIED OFFICE BUILDINGS BUILT IN THE LAST 10 YEARS



SOURCE: [HTTP://WWW.GREENBUILDINGINFO.EU/OFFICE-MARKET-INFO/](http://www.greenbuildinginfo.eu/office-market-info/)





# 2

## BENEFITS

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⌘ ECONOMIC

⌘ SOCIAL

⌘ ENVIRONMENTAL



# HOW DO GREEN BUILDINGS INFLUENCE VALUE

## RENTAL GROWTH AND PREMIUMS

EVIDENCE FROM STUDIES  
IN US AND AUSTRALIA  
REVEAL 0-17% RENTAL  
PREMIUMS

## RENEWAL PROBABILITY AND LEASE UP PERIOD

RESEARCHES REPORT  
INCREASE IN OCCUPANCY  
BETWEEN 0-23,1% FOR LEED  
AND ENERGY STAR OFFICES  
GREEN BUILDINGS REACH  
STABILIZED OCCUPANCY 20%  
FASTER

## CORE AND TERMINAL YIELDS

FROM EXAMPLES IN CANBERRA  
AND ADELAIDE (AUSTRALIA),  
GREEN STAR BUILDINGS HAVE  
ACHIEVED A REDUCED  
CAPITALIZATION RATE TO THE  
ORDER OF 0.25-0.50% WHEN  
COMPARED WITH THE REST OF  
THE MARKET

## SALES PRICE

PRICE PREMIUMS  
WERE FOUND TO BE IN  
THE RANGE OF 10-30%,  
EVIDENCE SHOWING  
THAT HIGHER LEVELS OF  
CERTIFICATION  
ALSO ACHIEVE HIGHER  
SALES PREMIUMS

## OPEX

ESTIMATES FOR THE  
REDUCTION RANGE  
FROM 25% - 30%  
(BASED ON LEED  
CERTIFIED BUILDINGS  
IN US) TO UP TO 35%  
- 50%

## CAPEX

SUSTAINABLE PROVIDE FINANCIAL  
BENEFIT IN THE LONG TERM  
THROUGH LESS FREQUENT  
REPLACEMENT CYCLES AND  
DECREASED CLEANING AND  
MAINTENANCE REQUIREMENTS;  
ADDITIONAL CYCLE OF RECYCLING  
AND RECOVERY AT THE END OF  
THEIR LIFE



# OUTSIDE VIEWS

- **MENTAL FUNCTION AND MEMORY 10-25% BETTER**
- **CALL PROCESSING 6-12% FASTER**
- **HOSPITAL STAYS 8,5% SHORTER**

SOURCE: NET PRESENT VALUE ANALYSIS OF THE OPERATIONAL COST AND PRODUCTIVITY AND HEALTH BENEFITS OF LEED CERTIFIED BUILDINGS/



# DAYLIGHT

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- **STUDENTS ACHIEVE 5-14% HIGHER TEST SCORES AND LEARN 20-26% FASTER**
- **WORKERS ARE 18% MORE PRODUCTIVE**
- **15-40% INCREASE IN RETAIL SALES**

SOURCE: NET PRESENT VALUE ANALYSIS OF THE OPERATIONAL COST AND PRODUCTIVITY AND HEALTH BENEFITS OF LEED CERTIFIED BUILDINGS/



# SYSTEMS

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## PRODUCTIVITY INCREASES BY:

- **23% FROM BETTER LIGHTING**
- **11% FROM BETTER VENTILATION**
- **3% FROM INDIVIDUAL TEMPERATURE CONTROL**





# **ENVIRONMENTAL BENEFITS**

**REDUCED WATER CONSUMPTION (LOW FLOW, RECYCLING AND CAPTURE)**

**REDUCED ENERGY CONSUMPTION (EFFICIENT LIGHTING)**

**THE USE OF RECYCLED AND RENEWABLE MATERIALS REDUCE WASTE**

**REDUCED AIR POLLUTION THROUGH USE OF APPROPRIATE TECHNOLOGY**

