A One-Stop Shop to Define, Implement and Finance the Green Transition





Creating Markets, Creating Opportunities

THE CLIMATE REVOLUTION

An Industry in Transformation

Climate is a core issue in real estate—one that all property owners must assess and manage.

Building industry accounts for ~38% of energy related emissions globally

- More than **70 countries** and **700 cities** have a set a net-zero target, which is expected to shape the regulatory environment
- More than 74 large institutional investors representing US\$
 10.6 trillion in assets have joined the UN-convened net-zero asset owner alliance, with clear commitments to decarbonize their investment portfolios and achieve net-zero emissions by 2050 at the latest.
- **7,000 companies** have joined the 'Race to Zero' campaign and are demanding more sustainable buildings. (UN net-zero alliance) These macro factors have brought climate change, previously a peripheral concern for real estate developers and owners, to the core of their growth strategies.

THE GREEN TRANSITION IN REAL ESTATE

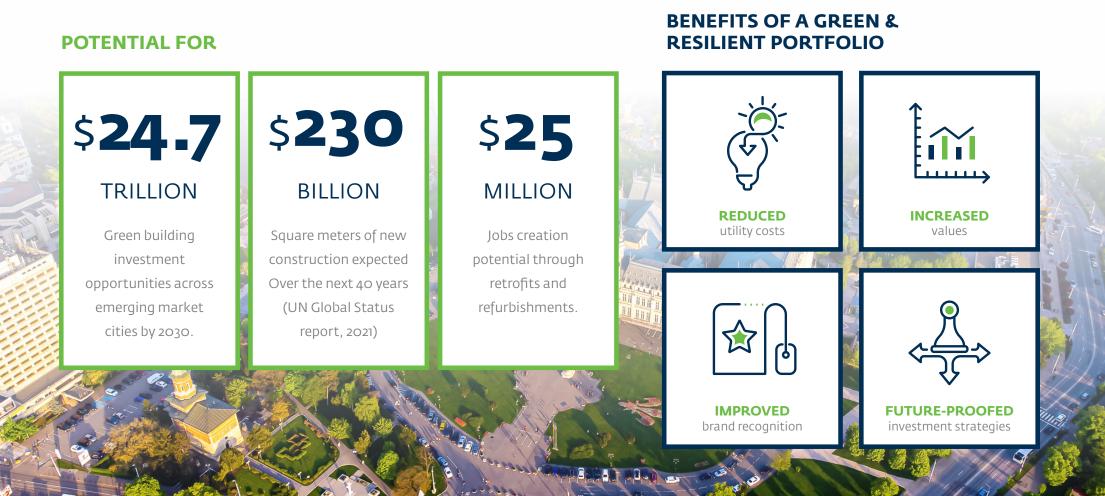
Key industry stakeholders are driving change:



The Result An urgent need for scalable solutions in greening asset portfolios

DECARBONISATION AND NET-ZERO TRANSITION

The Global Opportunity



IFC'S SOLUTION GRAP GREENING REAL ESTATE INVESTMENT PORTFOLIOS

GRIP is IFC's Integrated advisory-investment product that helps large real estate owners to define, implement and finance their green transitions. It covers all major kinds of assets:



A TWO-STEP PROCESS

STRATEGY

Developing a portfolio decarbonization and investment plan

- Baseline assessment of the entire portfolio
- Green guidelines for new developments and acquisitions
- Define corporate-level climate ambitions
- Develop a comprehensive decarbonization pathway, with clear interim KPIs
- Create a financing plan supporting the green transition



IMPLEMENTATION

IFC financing to support the green transition

- IFC provides investment in the form of green/ sustainability-linked loans or other products
- The sponsor agrees to report the use of proceeds and progress in achieving agreed interim targets

IFC'S GREEN & RESILIENT BUILDING PROGRAM/TRACK-RECORD

TOOLS TO SPARK GREEN AND RESILIENT INVESTMENTS AT SCALE



GREEN

EDGE is a free design software and an affordable certification system that empowers clients to easily determine the most cost-effective ways to build green. It has certified more than 47 million square feet globally since 2015, the equivalent of \$42 billion in real estate.

Building Index Resilience

RESILIENT

Building Resilience Index is a web-based hazard mapping and resilience assessment framework for the building sector that makes it possible to assess, improve, and disclose the resilience of buildings. It helps clients identify, manage, and disclose risks of potential natural disasters. Every \$1 invested can save property owners \$4.

\$7.5 Billion invested in GREEN BUILDINGS since 2015

GRIP CASE STUDIES





Colombia

Visum is the 5th Largest REIT in Colombia with a diversified commercial real estate portfolio. IFC is supporting the company on its ambition to become the first green REIT in Colombia under the GRIP program, by helping it develop a detailed decarbonization roadmap and provide green financing of ~ \$ 60 million to support Visum's investment plan in green commercial properties.



MARMARA HOSPITALITY Family owned hotel owner-operators

Turkey

Marmara is a family-owned hotel owner operator with landmark hotels across Turkey and US. IFC is supporting Marmara to reposition the group as the country's first green hotel group and appeal to the next generation of tourists, including new investments to acquire and/or develop new projects.



IULIUS PROPERTIES Large mixed-use developer

Romania

Iulius is a leading mixed-use developer in Romania. GRIP would help Iulius define a portfolio-wide sustainability plan for the group in line with regional and international regulations.

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