



GREEN BUILD CONFERENCE 2022

Accelerating Sustainability in Malaysia's Real Estate Sector

By Trey Archer
Sales Director – Asia
GRESB

www.gresb.com



Trey Archer Introduction

- Sales Director for Asia at GRESB
- Involved in ESG since 2016
- Former Sales Manager at Inframation
- MBA from Hult International Business School; BA in International Relations from George Washington University



GRESB Introduction

- GRESB assesses and benchmarks the ESG performance of real assets
- World leader for ESG rating and benchmarking in the real asset space
- 120,000 assets and 2,000 asset managers managers from across 66 countries (and counting) who:
 - Measure their ESG metrics from a company and asset level to improve each year
 - Benchmark performance against their peers in the industry
 - Attract new investment opportunities from our 150+ institutional investor members, who use GRESB for manager selection.

We shape our buildings,
thereafter they shape us.

- winston churchill

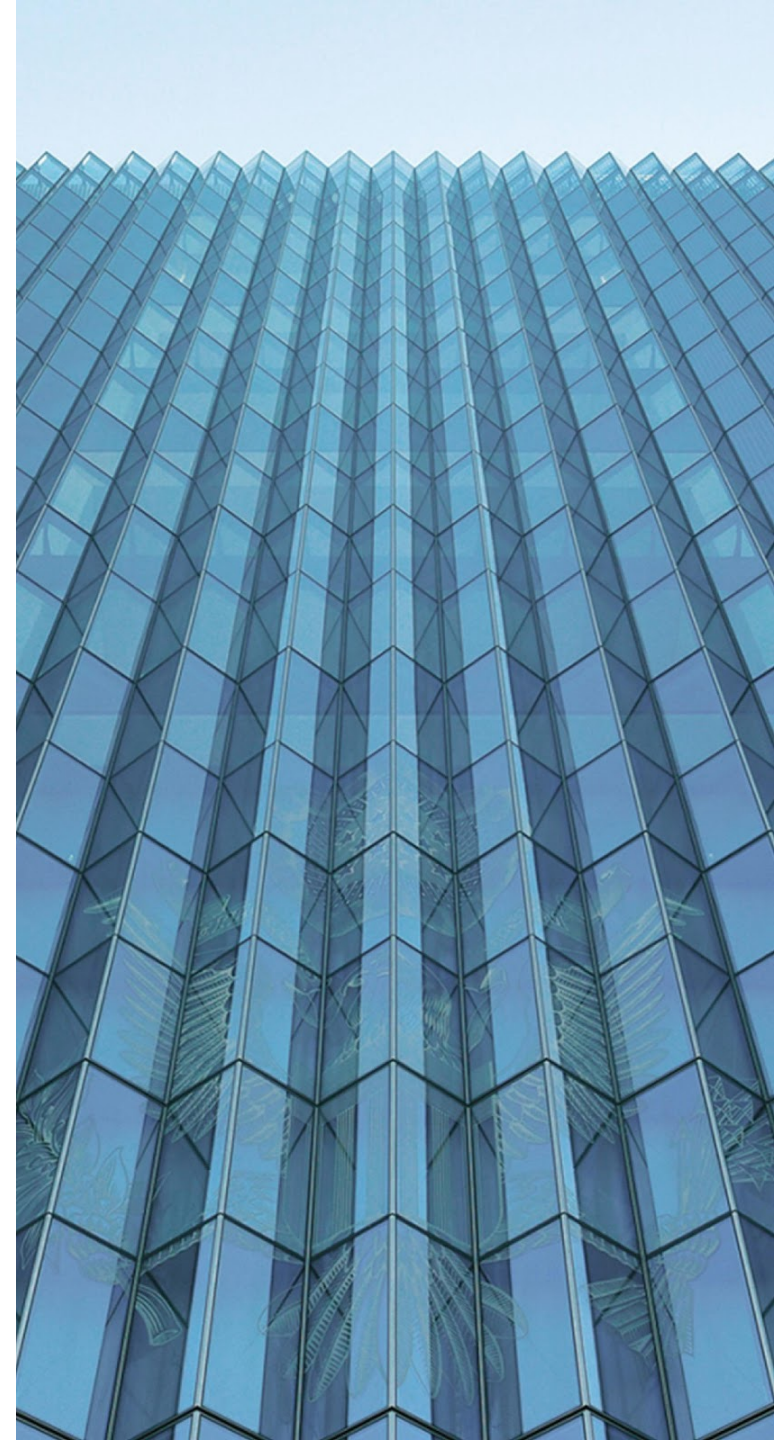


Benchmarking vs. Rating

According to the Oxford English Dictionary...

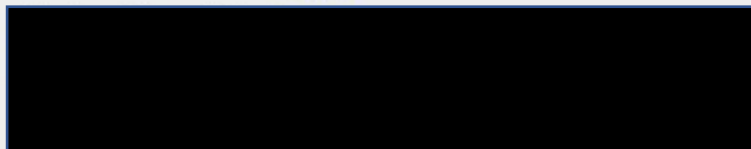
Rating - a classification or ranking of someone or something based on a comparative assessment of their quality, standard, or performance.

Benchmark - evaluate (something) by comparison with a standard.

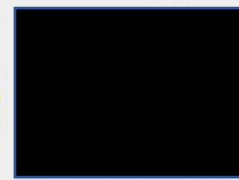


2021
GRESB
Real Estate
Assessment

RealEstate Response 19156
GRESB RealEstate Managers 402



14th

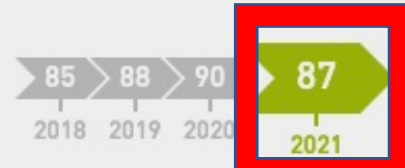


Out of 22

2021

GRESB
Real Estate
Assessment

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GRESB RealEstate Managers 402



14th



Out of 22



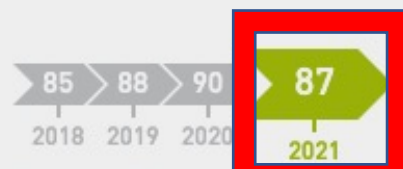
Very high score!
Top 20%

GRESB Standing Investments Benchmark Report

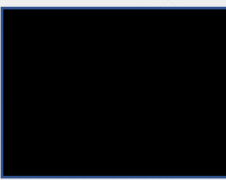
2021

GRESB
Real Estate
Assessment

RealEstate Response 19156
GRESB RealEstate Managers 402



14th



Out of 22



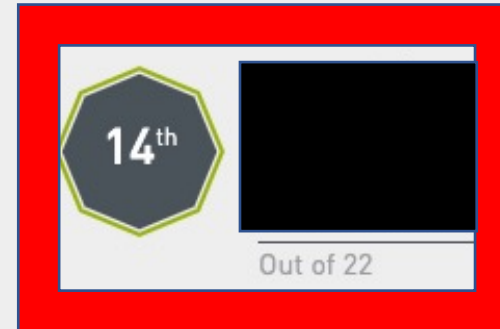
Very high score!
Top 20%

GRESB 5-Star
Rating!

2021

GRESB
Real Estate
Assessment

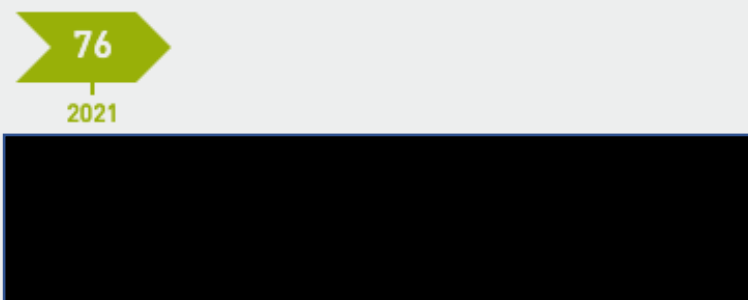
RealEstate Response 19156
GRESB RealEstate Managers 402



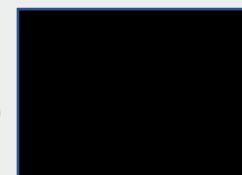
Bottom 50% of
peer group

2021
GRESB
Real Estate
Assessment

RealEstate Response 20400
GRESB RealEstate Managers 795



2nd



Out of 8

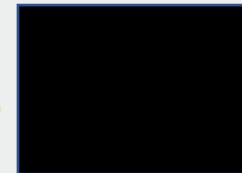
2021

GRESB
Real Estate
Assessment

RealEstate Response 20400
GRESB RealEstate Managers 795



2nd



Out of 8



G R E S B[®]
★ ★ ★ ★ ★ 2021

Average score
Top 60%

GRESB Standing Investments Benchmark Report

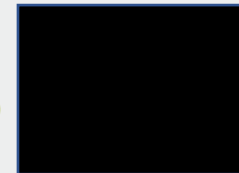
2021

GRESB
Real Estate
Assessment

RealEstate Response 20400
GRESB RealEstate Managers 795



Average score
Top 60%



Out of 8



GRESB 3-Star
Rating

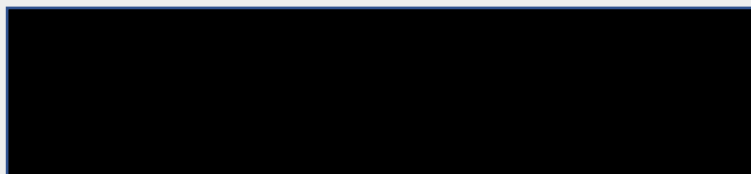
GRESB Standing Investments Benchmark Report

2021

GRESB
Real Estate
Assessment

RealEstate Response 20400
GRESB RealEstate Managers 795

76
2021



Top 25% of peer
group



Investor's Dilemma

Is it better to base your decisions on rating, benchmark or both?

Or do we have to dig deeper into any type of assessment or evaluation and look at specific metrics.

The answer: it's all of the above and it depends on the investor themselves!



Conclusion

- **Benchmarking** is important because it puts everything into context. It compares you with those most similar to you
- **Ratings** are also important, since they give you an overview of your performance (first impressions are everything!)
- We also shouldn't discard **individual metrics**.



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