

DOES YOUR SUSTAINABILITY PROGRAM NEED A REFRESH? REBOOT?

**FEROCE
REAL
ESTATE
ADVISORS**



Market Pressures

- Demand for high quality, low carbon commercial real estate outstrips supply.
- The legislation, regulation, and reporting requirements are real and have financial impact.
- More than 50% of the Forbes Global 2000 companies have climate commitments.
- Climate risk, both physical and transition, is having an increasing impact on property owners and occupants.



Is your portfolio ready to capture the growing wave of demand?

At Feroce, we accelerate ESG+R programs that create value across real estate portfolios by applying change management tools. Ask us about how to:

- Define the North Star
- Get the Team on Board
- Operationalize to Execute
- Communicate. Communicate.
- Plan for the Entire Journey
- Set 2030 and 2050 KPIs and Goals
- Assess Consultant, Technology, and SAAS Platforms
- Educate and Motivate Internal and External Stakeholders



Real World Application: Valuations

- To complete accurate valuations, external appraisers and internal teams pull information from market comparables, asset level specifics, regulations, and the capital markets.
- Compliance requirements for current and future Building Performance Standards ('BPS') impact NPV through both future cash flow projections (i.e. projected fines, capital improvements) and terminal capitalization rates.
- Coordinating information sharing with valuation teams about the actions taken by the owner to future-proof the asset and comply with BPS will be key.
- And yes, potential buyers and lenders are already considering these factors.

