



NAREIM

Sustainability & Debt Platform

March 5, 2025

lendlease

Our strategy

Our strategy is to become an Investments-led business, leveraging our integrated business model to manage and create mixed use precincts, communities, civic and social infrastructure.



Creating thriving communities

SUSTAINABILITY IMPERATIVES



SUSTAINABLE
ECONOMIC GROWTH



VIBRANT AND RESILIENT
COMMUNITIES AND CITIES



HEALTHY PLANET
AND PEOPLE

ENVIRONMENTAL FOCUS



Resources and materials



Climate action



Nature and pollution

SOCIAL VALUE FOCUS



Economic prosperity



Community inclusion



Wellbeing

TARGETS



WE ARE A 1.5°C
ALIGNED COMPANY

Net Zero Carbon by 2025
(scopes 1&2)
Absolute Zero Carbon by 2040
(scope 1,2 & 3, no offsets)



\$250m SOCIAL VALUE
BY 2025

Assessing shared value
partnerships beyond project
and asset obligations

Sustainability

Our vision is to live in a world
warmed by no more than
1.5°C and to be responsible for
creating measured social value
on the journey.



London:
Elephant Park



What?



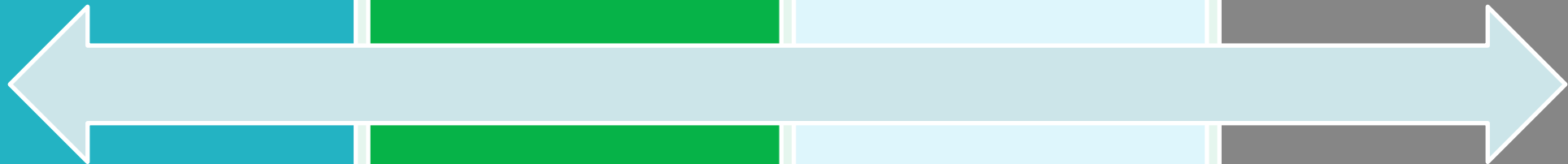
Risks



Boundaries



Future



Thank You



MIM Debt Platform: Focus on Sustainability

MARCH 5, 2025



Commercial Mortgage Strategy

Commercial Mortgage Lending ESG Policy	<ul style="list-style-type: none">• Summarizes MIM's commitment to Sustainability performance throughout the lending process.• Supplements the broader MIM Sustainable Investment Policy.
Borrower Questionnaire	<ul style="list-style-type: none">• Collects data on borrower sustainability practices & accomplishments including written policies, public disclosures, ESG performance targets, and memberships in sustainable organizations.
Building-Level Certifications	<ul style="list-style-type: none">• Track LEED certification and Energy Star status at time of loan origination.• Beginning in 2021 – monitoring updated LEED, ENERGY STAR, BREEAM, and other green certifications during regular property inspections.
Climate Risk Assessment	<ul style="list-style-type: none">• A third-party Climate Risk Assessment is run for all new loans.• For any risk indication of High our Risk Manager and Regional Architect investigates and opines on whether any risk mitigation is warranted.

Commercial Mortgage Industry Engagement

- **Mortgage Bankers Association Commercial Real Estate Finance Green Lending Roundtable**
 - Group of CRE lending firms discussing trends in green lending for income-producing properties
 - Discussion topics include metrics and reporting, normalizing ESG data collection, and quantifying green attributes
 - Direct conversations with counterparts at peers
- **MISMO ESG Community of Practice Group**
 - Group of CRE peers developing a standard ESG borrower questionnaire for use broadly by the mortgage lending community
 - Aim to normalize the transparency of ESG attributes at properties and borrowers
- **Department of Energy Commercial Mortgage Working Group**
 - Providing input and shaping energy risk analysis in commercial building underwriting and valuation



Incorporating Energy Risk Metrics in the
Commercial Mortgage Underwriting Process



Climate Risk Assessments

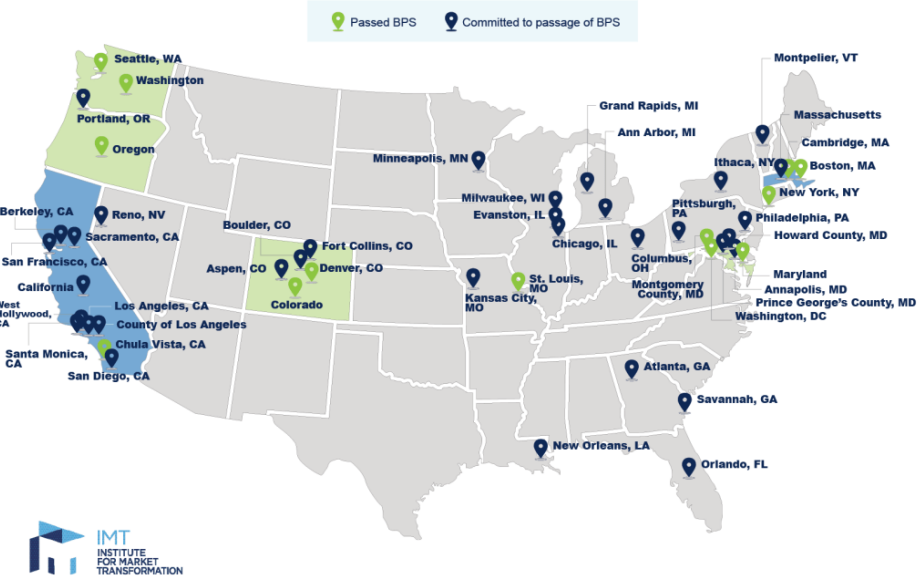
Transition Risk

In anticipation of existing and future energy and carbon reduction laws, MIM has adjusted their underwriting process to account for property ENERGY STAR scores and is focusing on decarbonizing the portfolio.

Physical Risk

MIM uses the Munich Re platform to assess for climate risks for all potential debt originations and equity acquisitions. All existing properties are re-evaluated annually.

The State of Building Performance Standards (BPS) in the U.S.
Members of the National BPS Coalition as of July 2024



Climate Change Overview

Scenario: SSP2-/ RCP4.5

Climate Change Scenario Matrix	Current	2030	2040	2050	2100
Tropical Cyclone	Very Low	Very Low	Data is not modelled	Very Low	Very Low
River Flood (Defended)	Very Low	Very Low	Data is not modelled	Very Low	Very Low
Storm Surge (Defended)	Very Low	Very Low	Very Low	Very Low	Very Low
Heat Stress Index	Medium	Medium	Medium	Medium	High
Precipitation Stress Index	Medium	Medium	Medium	Medium	Medium
Fire Weather Stress Index	Medium	Medium	Medium	Medium	High
Drought Stress Index	Medium	High	High	High	High
Cold Stress Index	Low	Very Low	Very Low	Very Low	Very Low
Sea Level Rise	Data is not modelled	Data is not modelled	Data is not modelled	Data is not modelled	Very Low

Compliance and reporting



Existing ESG Reporting

- Global Real Estate Sustainability Benchmark (GRESB)
- Investor Questionnaires
- Urban Land Institute (ULI) Greenprint Net Zero
- Department of Energy's (DOE) Better Buildings and Better Climate Challenge
- ENERGY STAR Partner of the Year
- Fund-specific reporting
- Principles for Responsible Investment (PRI)



Existing ESG Reporting + New Changes in Place

- MetLife Annual Sustainability Report
- Building Energy Performance Standards
 - 46 jurisdictions and growing



New ESG Reporting

- SEC Ruling
- EU and UK Regulations:
 - Corporate Sustainability Reporting Directive (CSRD)
 - Sustainable Finance Disclosure Regulation (SFDR)
- State greenhouse gas laws (CA, NY, NJ, CO, IL +)
- Update/Alternative to Carbon Risk Real Estate Monitor (CRREM) Pathways

Debt ESG and Resiliency Scorecard (Environmental Portion)



Lending ESG Scorecard

Loan Information	
Sponsor	
New Construction (N/C)	
Property Type (?)	
Property Name	
Street Address	
City	
State	
Region	
Date (?)	

Scores (?)			
Type	Asset	Sponsor	Total
Environment	TBD	TBD	TBD
Social	TBD	TBD	TBD
Governance	TBD	TBD	TBD
Overall	0.0	0.0	0.0

Likely ESG Loan ☐

Populate Response
Make sure to complete
Inapplicable questions
Response fields visible
Click on (?) or help

#	Metric	Response	Weight	Score
Environment			50%	
Asset-level			75%	
1	Is energy consumption for the property regularly tracked or benchmarked?		0%	0
2	What is the ENERGY STAR Score? (?)		0%	0
3	What is the LEED or BREEAM rating?		0%	0
4	Has the building obtained or plan to obtain any of the following ESG building certifications: Green Globes, Fitwel, or WELL ?		0%	0
5	Please indicate the property's completed sustainability improvements via the appropriate 'Improvements & Resiliency' tab (?)	Please Complete	0%	0
6	Please indicate the property's planned sustainability improvements via the appropriate 'Improvements & Resiliency' tab (?)	Please Complete	0%	0
7	Does the property have renewable energy generation on-site?		0%	0
8	Does the landlord procure or plan to procure off-site green power for the property?		0%	0
9	Does the property have electric vehicle charging stations onsite?		0%	0
10	Please indicate the property's resiliency features in response to site-specific risks via the appropriate 'Improvements & Resiliency' tab (?)	Please Complete	0%	0
11	Does the property have a resiliency or climate change adaptation plan ?		0%	0
12	Does the landlord purchase or plan to purchase RECs, offsets, or other instruments for the property?		0%	0
13	What is the property's total MIM-adjusted climate risk score from Munich Re? (?)	Please Complete	0%	0
Sponsor-level			25%	
14	Do you track ESG metrics across your property portfolio?		0%	0
15	How many ESG targets do you have? (?)		0%	0
16	Do you have carbon neutral, decarbonization, or renewable energy goals or commitments?		0%	0
17	Do you plan to pursue energy/water efficiency or other ESG retrofits in your properties?		0%	0

Debt ESG and Resiliency Scorecard (Social & Governance Portion)



Lending ESG Scorecard

#	Metric	Response	Weight	Score
Social			25%	
Asset-level			75%	
18	Walk Score		0%	0
19	Bike Score		0%	0
20	Transit Score		0%	0
21	Does the property monitor indoor air quality ?		0%	0
22	Is the property located in an Opportunity Zone or other type of development district ? (?)		0%	0
23	What percentage of units are set aside as affordable units ? (multifamily only) (?)		0%	0
24	What amenities does the property offer? (multifamily & office only) (?)		0%	0
Sponsor-level			25%	
25	Do you have a company-wide diversity, equity, and inclusion (DEI) policy ?		0%	0
26	What percent of the Board/leadership are from underrepresented groups ?		0%	0
27	Is the sponsor a woman or a minority-owned firm ? (?)		0%	0
28	What percentage of employees are from underrepresented groups ?		0%	0
Governance			25%	
Asset-level			25%	
29	Is the property included in a portfolio that is submitted to GRESB ?		0%	0
30	Is the property management team willing to share utility data with MetLife?		0%	0
Sponsor-level			75%	
31	Have you created - or are you actively developing - a company sustainability plan or policy?		0%	0
32	Do you publicly disclose data or performance metrics related to ESG?		0%	0
33	Do you have any designations or memberships related to ESG? (?)		0%	0
34	Do you include green lease provisions in standard tenant lease contracts?		0%	0

GRESB Lender Pilot



In 2024, GRESB established the Real Estate Lender Roundtable—a collaborative effort to advance sustainability practices and enhance ESG integration in the real estate debt industry.

As a whole, the group aims to promote transparency and drive sustainable growth for the benefit of both investors and society.

See key dates for the Assessment

- Reference Guide and Scoring Document released in late February
- GRESB Portal opens for the 2025 GRESB Lender Assessments from May 1st to August 1st
- Launch of 2025 Lender Assessment results on October 1st





Thank You!

General Industry Information



**Commercial Property Assessed
Clean Energy (C-PACE)**
An introduction



COUNTERPOINTE SUSTAINABLE REAL ESTATE II LLC

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BACKGROUND

The Department of Energy initiated C-PACE to facilitate long-term investment in building performance.

What is Commercial Property Assessed Clean Energy?

Commercial property-assessed clean energy (C-PACE) is a financing structure in which building owners borrow money for energy efficiency, renewable energy, or other projects and make repayments via an assessment on their property tax bill. The financing arrangement then remains with the property even if it is sold, facilitating long-term investment in building performance. C-PACE may be funded by private investors or government programs, but it is only available in states with enabling legislation and active programs.

- U.S. Department of Energy, Better Buildings

C-PACE IS ENABLED BY STATE LEGISLATION

Multiple C-PACE programs may exist within a state.

Large addressable market (\$9.7 billion to date)¹

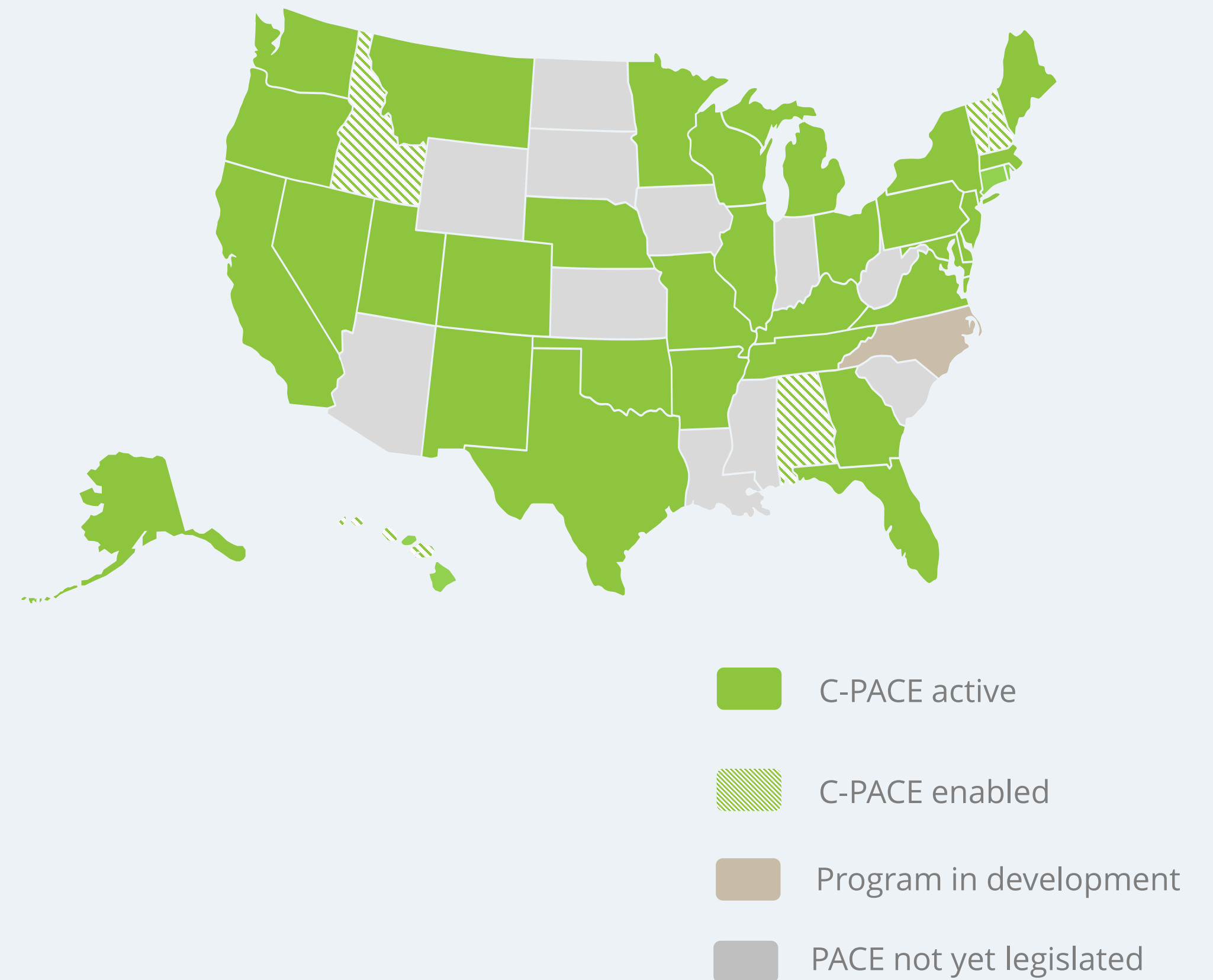
- Limited number of capital providers dominate the market
- Institutional backing provides access to capital

C-PACE is adopted through a state statute

- Broadly defines the overall C-PACE program guidelines and
- Enables the use of the local taxing authority to levy a lien and record a voluntary tax assessment for eligible projects.

Significant barriers to entry

- Intellectual property associated with C-PACE
- Capital Providers must be approved by each jurisdiction
- Granular legislation (state) and regulations (jurisdiction)



Source: PACENation, as of February 2025

¹ C-PACE investment, PACENation, as of February 2025

COMMUNITY GOALS AND NEEDS

C-PACE statutes define eligible projects, which may vary by state and program.

Reduce demand on the grid.
Improve resiliency against climate hazards.

Energy Efficiency

- HVAC, lighting, elevators, controls and building automation systems, building envelope, windows, doors, commercial equipment, green roofs, cool roofs, air sealing, glazing, shading, commercial appliances, submetering, electrical modernization, and co-generation

Renewable Energy generation

- Solar, wind, geothermal, fuel cells, renewable natural gas (RNG), and battery storage systems

Water conservation

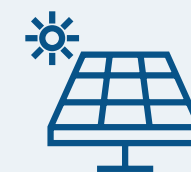
- Irrigation, capture and recycling, low flow fixtures, xeriscaping, and AstroTurf

Resiliency

- Seismic strengthening, flood, fire, wind, stormwater, and green roofs

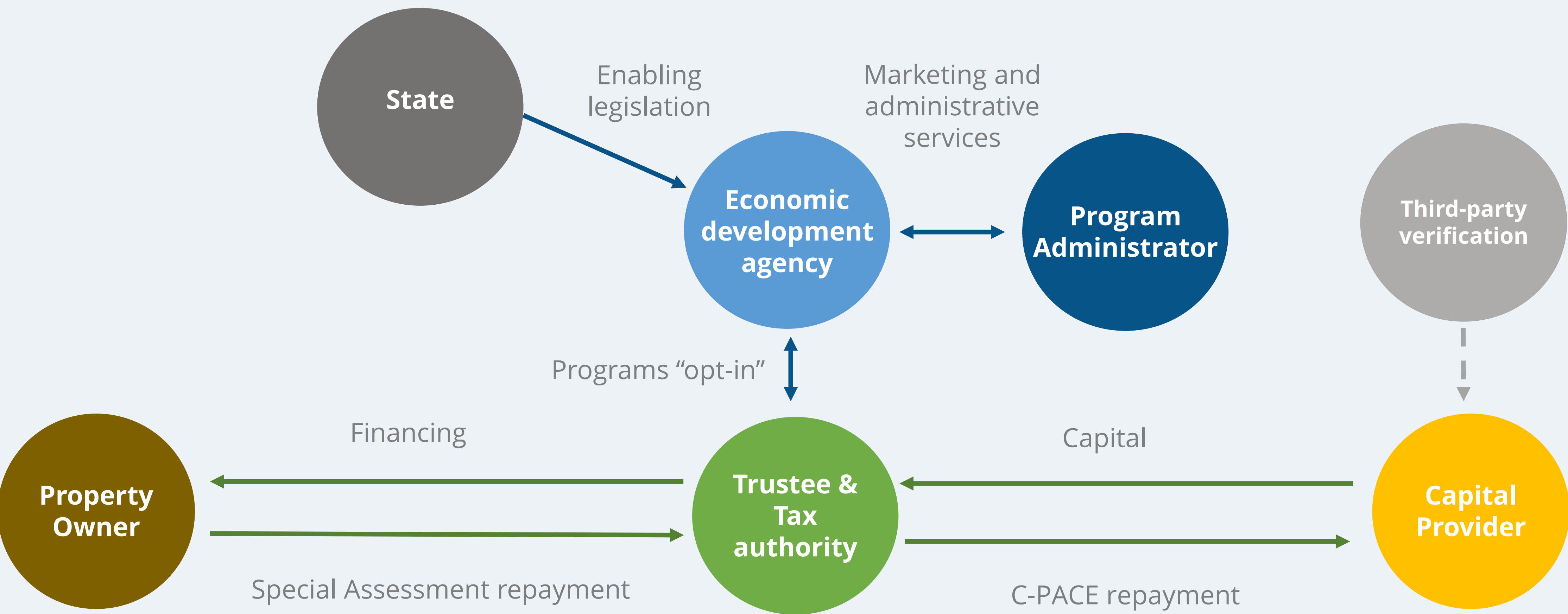
Miscellaneous

- Asbestos, lead, wildlife paths, gas lines, parking garages, indoor air quality (IAQ), and electric vehicle (EV) charging stations



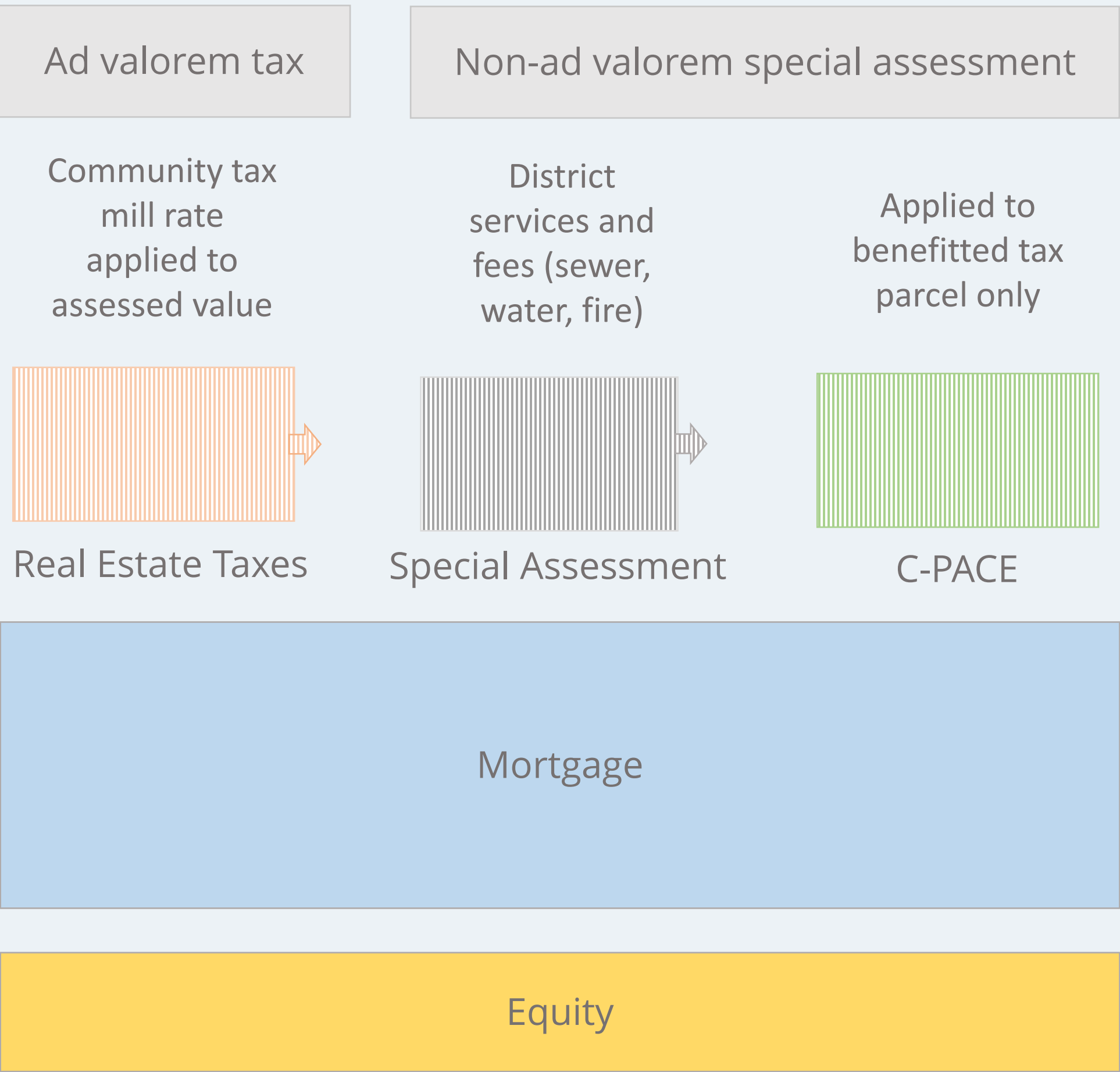
PUBLIC PRIVATE PARTNERSHIP

C-PACE benefits from third party participation and validation.



C-PACE COLLATERAL

C-PACE is a voluntary non-ad valorem special assessment on real estate.



C-PACE FINANCING

Features, terms and conditions vary by state

Voluntary special assessment

- Tied to tax parcel(s)
- Paid with real estate taxes
- Enforced by the local taxing authority
- Senior to a first mortgage

Runs with the land

- Financing, not a loan to a borrower¹
- Not due on sale
- No acceleration of future payments due
- No mortgage recording fees
- Prepayable

Program administration

- May be capped at 35% loan-to-value²
- Tenor may be capped by program limits (such as 20 years)

The features included on this slide are for illustrative purposes only. Some minor variations may exist, and there can be no assurance that each feature is or will continue to be available in each jurisdiction where C-PACE is eligible.

Secured Property Tax Bill

For Fiscal Year July 1, 2014 through June 30, 2015

Vol	Block	Lot	Account Number	Tax Rate	Statement Date	Property Location
02	0184	009		1.1743%	09/26/2014	1312 JACKSON ST

Assessed on January 1, 2014

To:

Assessed Value		
Description	Full Value	Tax Amount
Land	1,639,409	19,251.57
Structure	1,092,939	12,834.38
Fixtures		
Personal Property		
Gross Taxable Value	2,732,348	32,085.96
Less HO Exemption		
Less Other Exemption		
Net Taxable Value	2,732,348	\$32,085.96

Charges and Special Assessments

	Telephone	Amount Due
	(415) 554-4452	756.00
	(415) 355-2203	364.14
	(415) 487-2400	79.00
	(415) 558-6288	488.00
	(415) 355-2203	224.56
	(XXX) XXX-XXXX	22,769.57
		\$24,681.27

Code Type

29 RENT STABILIZATION

86 FACILITY DIST

91 PARCEL TAX

92 APARTMENT FEE

93 TEACHER SUPPORT

108 **C-PACE SPECIAL ASSESSMENT**

Total Direct Charges and Special Assessments

▶ **TOTAL DUE \$56,767.23**

1st Installment	2nd Installment
\$28,383.61	\$28,383.61
Due: November 1, 2014	Due: February 1, 2015
Delinquent after Dec 10, 2014	Delinquent after April 10, 2015

Keep this portion for your records. See back of bill for payment options and additional information.

Secured Property Tax Bill

For Fiscal Year July 1, 2014 through June 30, 2015

Vol	Block	Lot	Account Number	Tax Rate	Statement Date	Property Location
02	0184	009		1.1743%	09/26/2014	1312 JACKSON ST

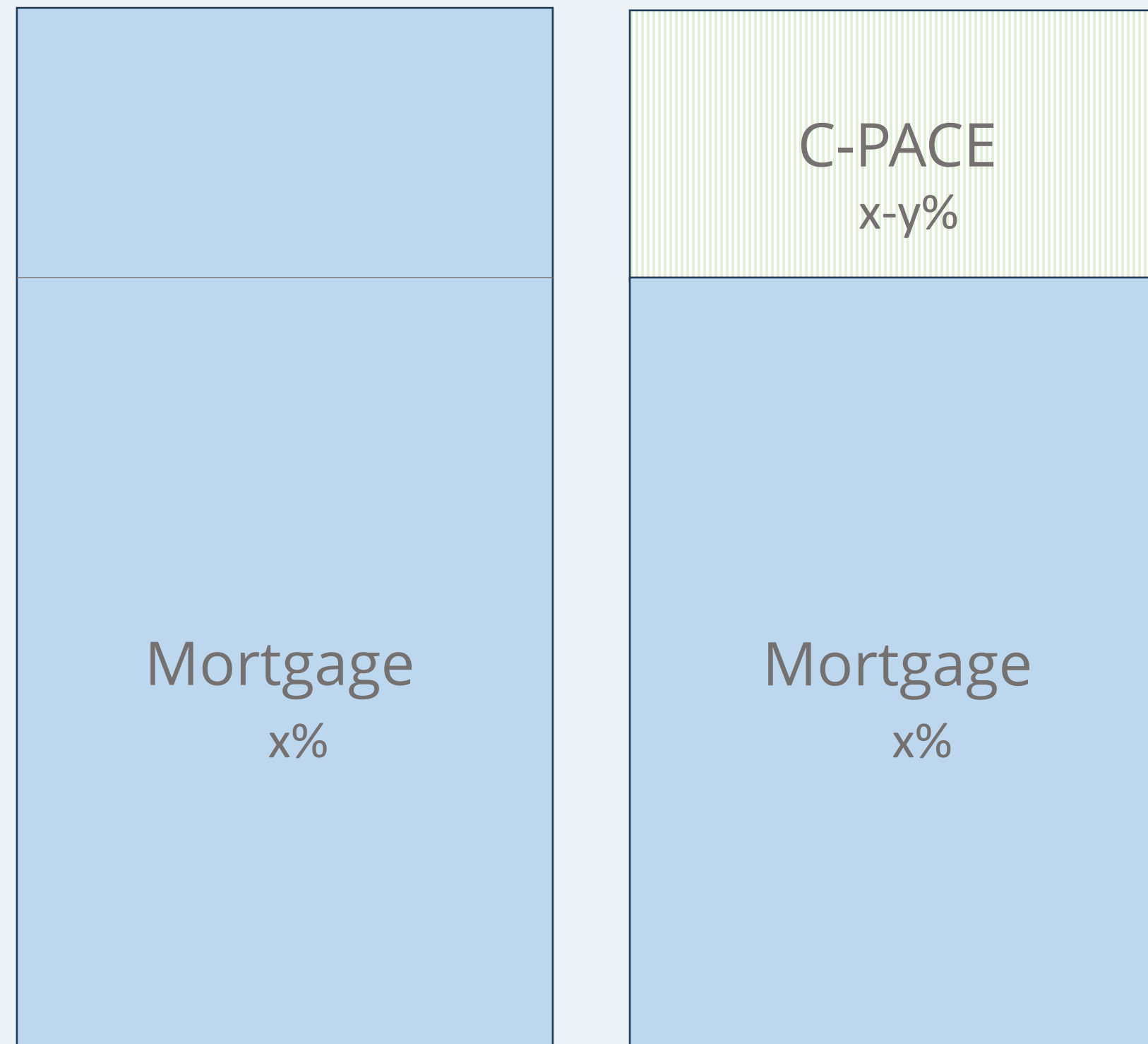
☐ Check if contribution to Arts Fund is enclosed.
For other donation opportunities go to

Delinquent after April 10, 2015

ATTRACTIVE CAPITAL STACK

C-PACE can be used for acquisition, refinancing or construction of commercial real estate.

An attractive alternative financing.



Potential C-PACE benefits:

- same nominal LTV (lien-to-value is lower)
- higher DSCR
- no acceleration
- no mortgage recording fee
- improved collateral value and liquidity
- solve split incentive



The attributes presented above are being provided only for illustrative purposes and as an example of alternative financing structures that may or may not be available.

FINANCING COMPARISON

C-PACE is a low leverage financing in a “super-senior” lien position.

Consideration	Mortgage	Mezzanine	C-PACE
Use of Proceeds	lender approved	lender approved	program, capital provider, lender consent ¹
Lien	first lien	equity pledge	priority lien
LTV Ceiling ²	65%	80%	25-30%
Assumable	negotiated	negotiated	by right
Default Remedy	foreclosure	foreclosure subject to first lien	tax lien sale
Incentive	split	split	cooperation
Sustainability	optional	optional	enabling legislation program administration energy audits reporting & requirements

¹In some instances mortgage lender consent may not be required. For example, if the financing cures a jurisdictional required activity (seismic upgrade), then mortgage holders may not be able to prevent a financing that enables the required safety and soundness improvement.

²Some variations may exist among jurisdictions.

C-PACE BENEFITS

Each party to the Public Private Partnership enters into a C-PACE contract based on its perceived benefits.

Local taxing authority

- Community benefits
- Improve resiliency
- Attract capital to state
- Improve community tax base
- Reporting requirements
- **Reduce demand on grid**
- **Distributed energy**
- **Reduce demand on first responders**

Property Owner

- Pricing
- No mortgage recording tax
- No acceleration upon default
- 100% financing eligible
- Off-balance sheet
- Assumable
- Pass-through to tenant
- Non-recourse
- Flexible financing
- Prepayable
- Deferred interest
- Capitalized interest
- **Avoid stranded asset**
- **Provide value to tenant**

Capital Provider / Investor

- Attractive relative value
- “Super-senior” lien position
- Investment grade ratings
- Tax lien enforcement
- Ease of foreclosure
- **Risk reduction elements**
- Transition financing
- Financed emissions
- Third party validation
- **Sustainability features**

Each list is provided for illustrative only. The indicated items represent concepts only. Details, explanatory notes, footnotes, disclaimers, and qualifiers are listed in previous slides and are incorporated herein by reference.

HABITAT AT 3401 S. LA CIENEGA BLVD, LOS ANGELES, CA

Representation



Located at the La Cienega/Jefferson metro stop, Habitat will build on the vibrant energy of the surrounding neighborhood by celebrating pedestrian, bicycle, and metro transportation options through an integrated mixed-use design.

HABITAT: ILLUSTRATIVE CASE STUDY

\$315 million | Construction and C-PACE financing | Mixed-use development | Los Angeles, California

Real Estate

- Class A mixed use property
- Los Angeles, CA
- New construction of a six-story office building and twelve-story multifamily building (260 units) with completion scheduled for 2026
- 502,032 square feet across two buildings and ground floor retail space
- Amenities include, gym, pool, bike repair shop, dog run and pet spa

Financing

- \$315 million full stack construction financing:
 - \$155 million of C-PACE financing
 - \$160 million construction loan
- 30-year term
- C-PACE assessment for seismic strengthening and sustainability features

Sustainability¹

- Office and multifamily buildings designed for LEED platinum and gold certification respectively.
- \$546,594 in anticipated first year utility savings from modeled 2,116,419 kWh energy and 3,294 kgal water annual savings
- Modeled first-year Scope 2 emissions reduction of 344.83 metric tons CO₂e
- Both buildings are designed to be 100% electric.
- Materials selected to reduce embodied carbon by 20%.
- Landscaping for efficient irrigation, stormwater mitigation, and pollinator microhabitats
- Cast-in-place concrete for seismic resilience

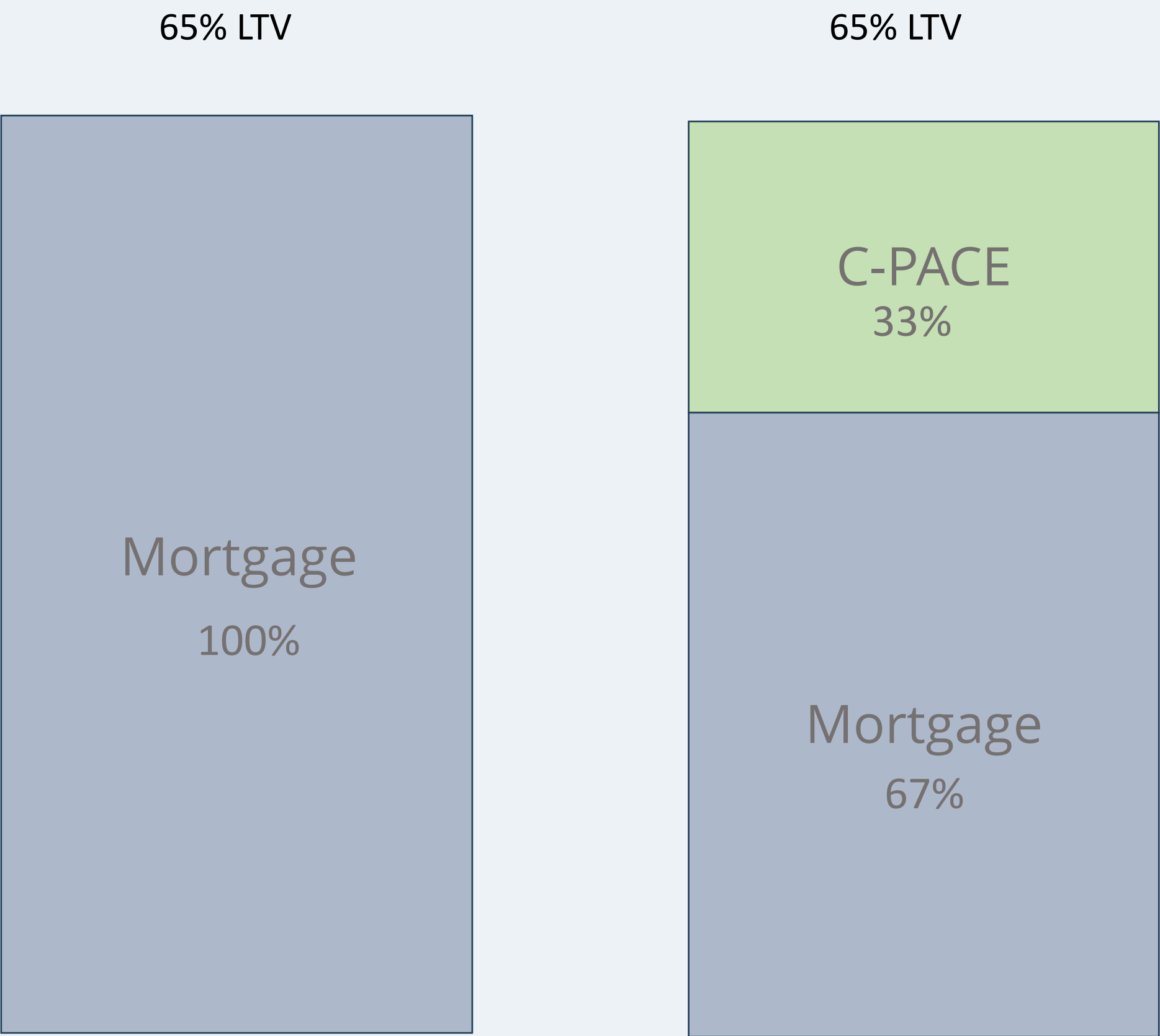
¹ All metrics are estimated. kilowatthour (kWh), kilo gallons (kgal), carbon dioxide equivalent (CO₂e)



Two Class A buildings with planned LEED Certifications

CONSTRUCTION FINANCING

C-PACE example



Illustrative Assumptions

Property Owner Considerations	Mortgage Only	Mortgage & C-PACE
Loan-to-Value	65%	65%
Index	SOFR	SOFR / 7yr T
Spread	525	525 / 300
Average rate	9.27%	9.27% / 7.42%
Upfront Fees & Expenses	1.85%	1.85% / 2.50%
All-In Cost of Funds	11.40%	10.89%

DEFINITIONS

C-PACE definitions

C-PACE

Commercial Property-Assessed Clean Energy (C-PACE) is a financing structure funded by private capital to property owners who sponsor energy efficiency, renewable, resiliency and other approved capital improvements to commercial real estate and voluntarily agree to a lien on the property to secure repayment of the financing as approved by the local taxing authority and C-PACE program administrator.

Capital Provider

In the context of C-PACE, the party (or successor party) agreeing to provide capital for eligible improvements to commercial real estate under the local jurisdiction in exchange for a lien on the collateral and repayment through Special Assessments as mutually agreed in a financing agreement.

Program Administrator (PA)

A C-PACE Program Administrator administers a C-PACE program enabled by the state by interfacing with various constitutional officers, such as the property appraiser and tax collector to ensure smooth operation of the program, including but not limited to creating and implementing the rules and regulations of the program, interpreting state statutes, setting guidelines and rules, and ensuring C-PACE assessments comply with the legislation, or as otherwise empowered and ordered by the state legislation.

Property Owner

The owner of a property subject to C-PACE. The initial Property Owner is also known as the Sponsor.

Public Private Partnership

Initiated by the Department of Energy, C-PACE financing programs are a cooperation among multiple public and private parties.

Special Assessment

In connection with the placement of a lien on a real estate tax parcel to secure a financing (or service), a Special Assessment identifies the schedule of repayment.

“Super-senior”

Super-senior is a descriptive term referring to the senior lien position a C-PACE has over a first-lien mortgage.

DEFINITIONS

Energy definitions

Energy Efficiency

The use of less energy to perform the same task or produce the same result.

Energy Generation

A device, system or activity that harnesses energy from renewable sources and converts it into a usable form, such as electricity, heat, or mechanical power for use or storage.

Energy Storage

A storage system that allows energy consumption to be separated in time from the production of energy, whether it be electrical or thermal energy.

Energy Transition

The transition from fossil-fuel to lower carbon energy sources or systems.

Renewable Energy

Energy derived from natural sources that are replenished, including energy from wind, solar, geothermal, biomass, landfill gas, biogas, and others.

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(1 of 2)

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(2 of 2)

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