



*Real value in a changing world*

# Global corporate occupier sustainability survey



Elsbeth Quispel  
Head of Sustainability Services NL  
20 Januari 2010

## Objectives

# **A global survey of 231 top level Corporate Real Estate (CRE) leaders undertaken in September/ October 2009 in order to:**

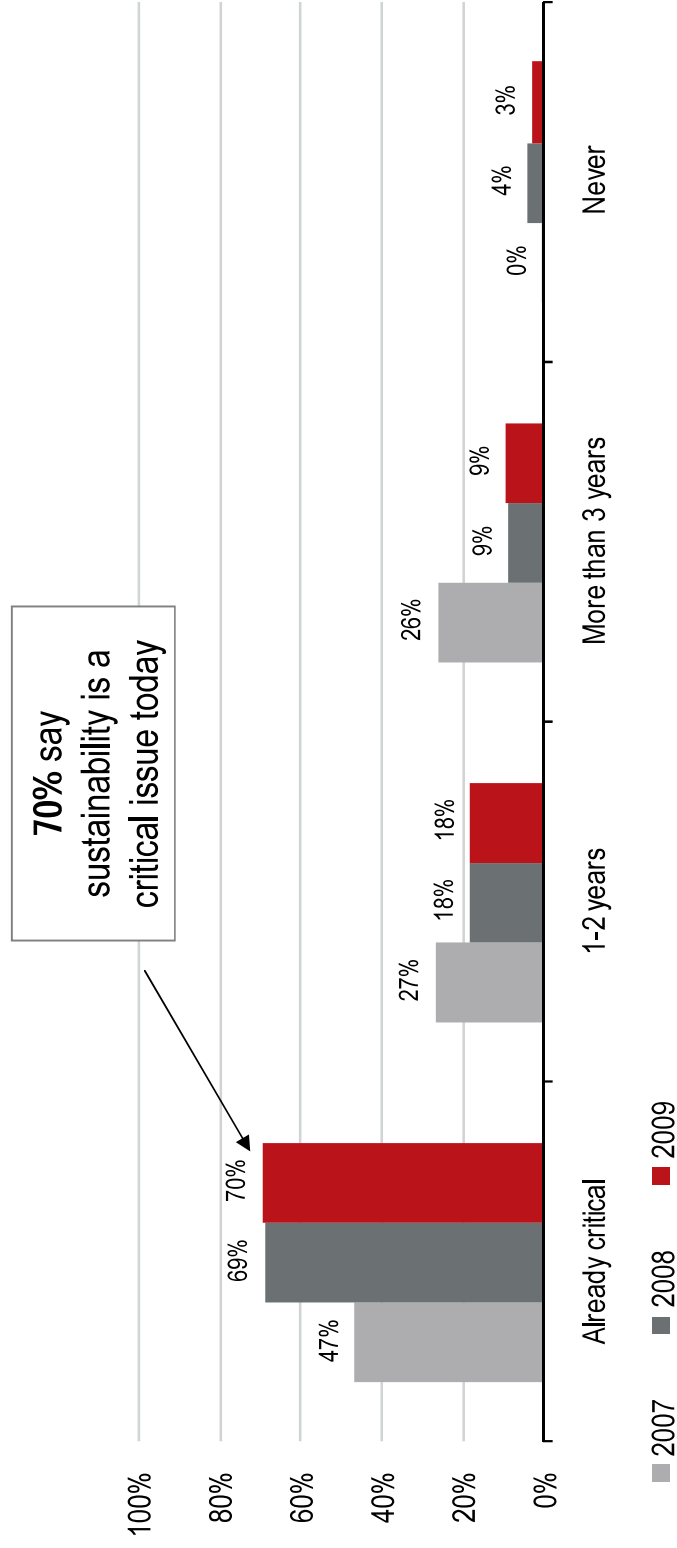
- Gauge the importance of sustainability to Corporate Real Estate (CRE) executives
- Assess what premium the industry is willing to pay for sustainability, and how strong the availability of sustainable space is
- Identify the opportunities and challenges of implementing sustainable strategies

## Key findings

Sustainability is critical to CRE executives today, and the focus is on cost savings

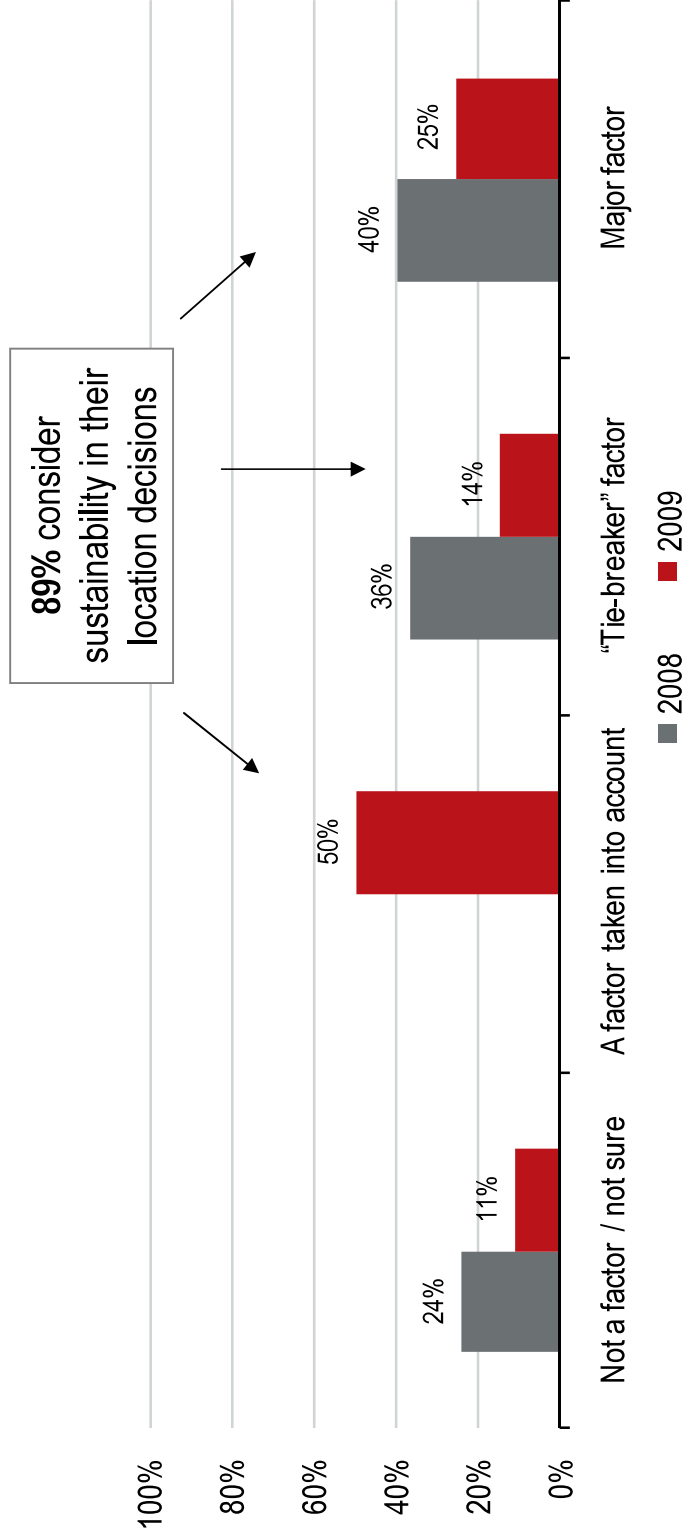
- Sustainability is a critical business issue today for **70%** of respondents
- **89%** consider sustainability criteria in their location decisions
- Green building certifications are always considered by **41%** and energy labels by **46%** in administering their portfolio
- **74%** say they are willing to pay a premium to retrofit space that they own for sustainability criteria
- **21%** would only pay more rent for sustainable space if offset by lower operating costs, while **8%** expect to pay less and **34%** the same
- **60%** are adopting workplace strategies to meet sustainability goals while reducing overall occupancy costs

# Sustainability is an immediate and critical CRE issue



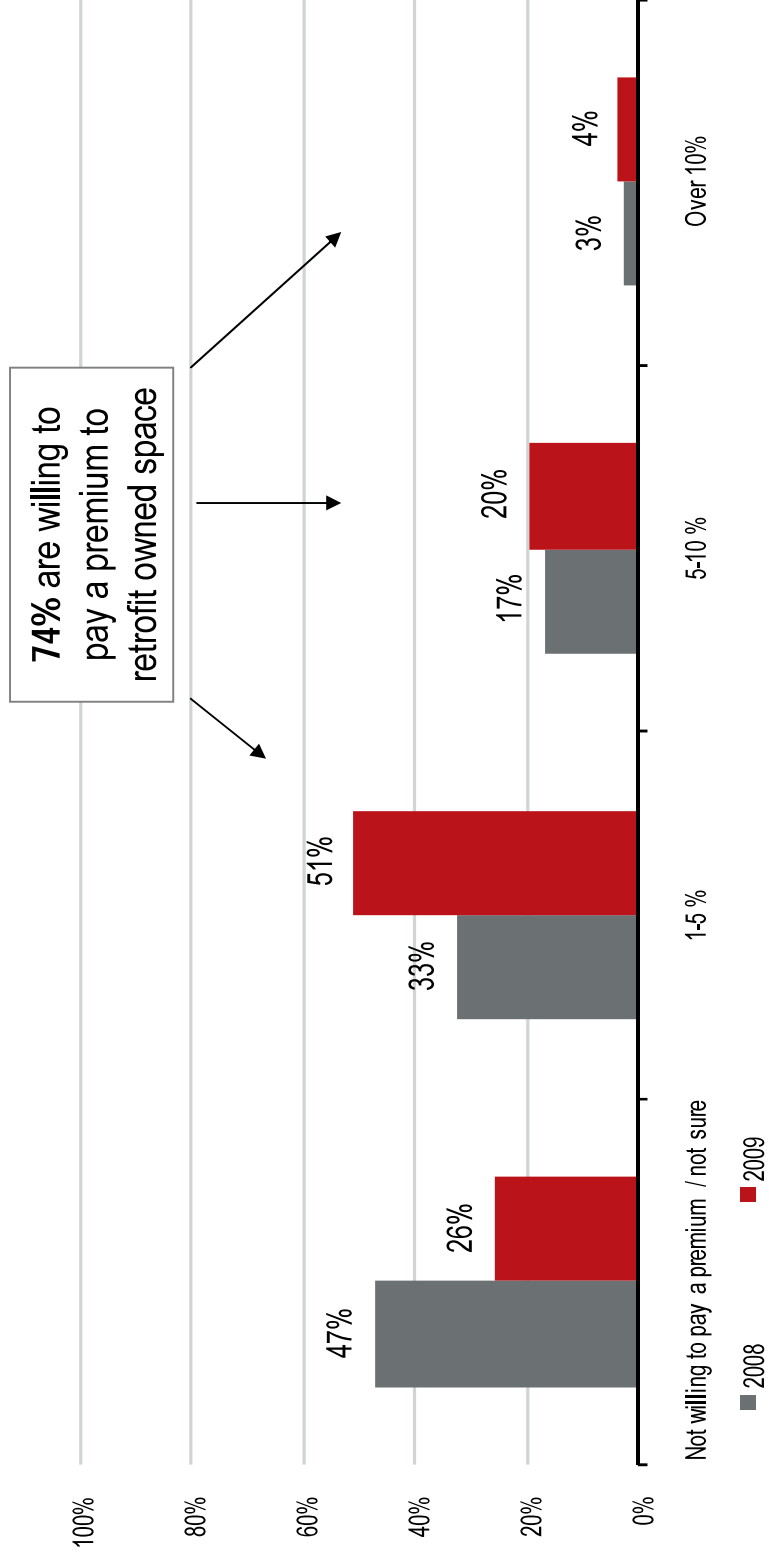
Sustainability continues to be a critical business issue for CRE today, despite the deepening of the global economic downturn since the last survey.

## It is becoming an integral factor in location decisions



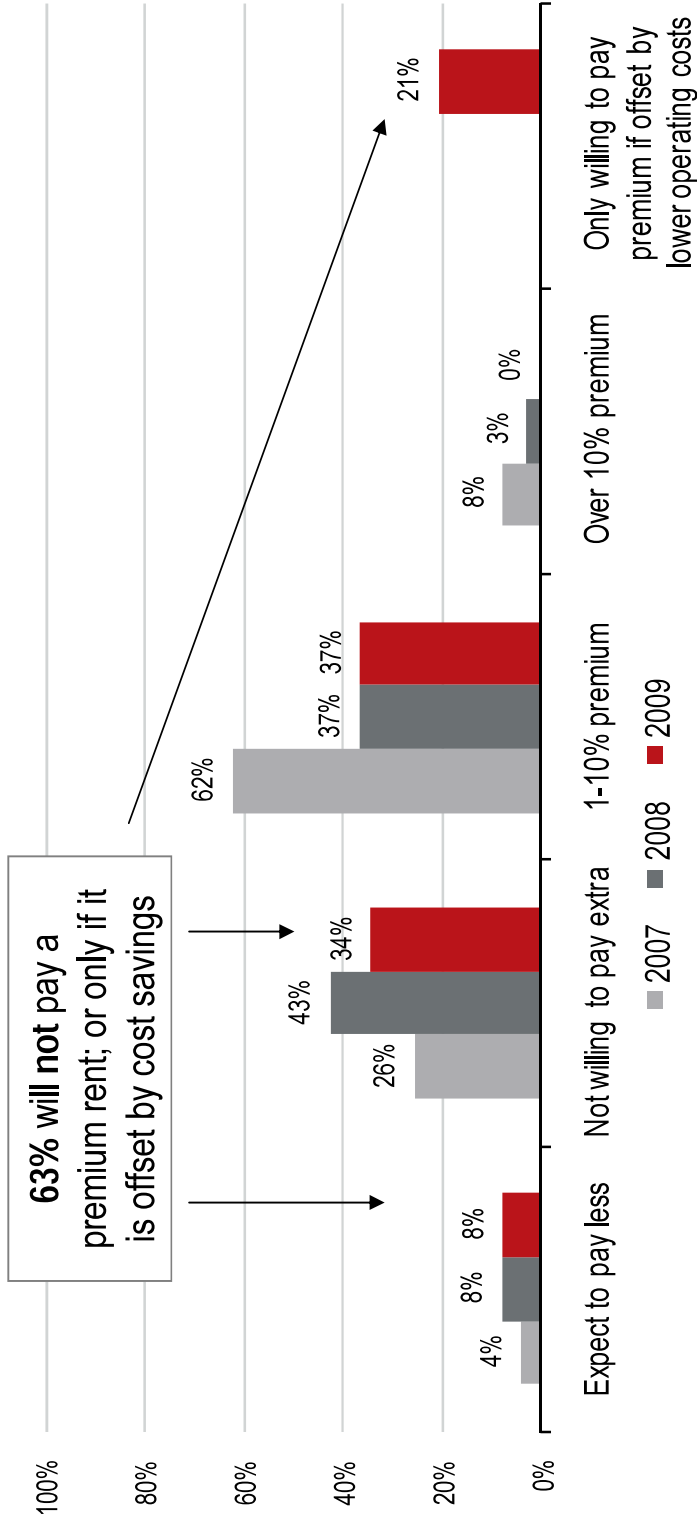
More respondents said that they consider sustainability as a factor in their location decisions, up to 89% from 76% in 2008.

# Occupiers will pay premiums to *retrofit* owned space



While more are willing to pay a premium, usually 1-5%, this could reflect an unwillingness to buy or build new sustainable space

## But are reluctant to pay *rental* premiums for leased space



CRE executives are less focused on securing sustainable space and more focused on their budgets this year.

Various factors influence the perceived availability of sustainable space

*“It takes time to build some inventory especially since most sustainable projects were built for a specific user, owner occupied and thus not available for lease.”*



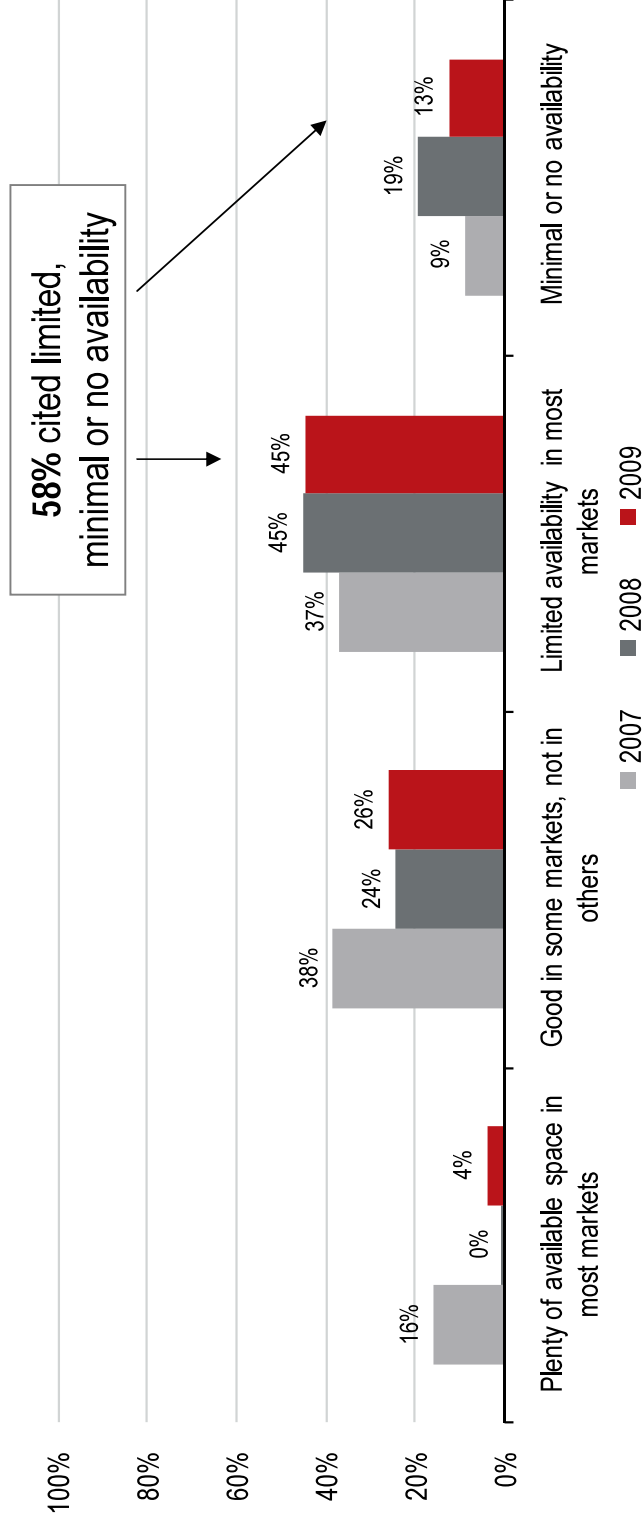
Various factors influence the perceived availability of sustainable space

*“ I believe that within the next two years we'll see a larger availability of sustainable space as buildings are retrofitted, and new construction takes into account the sustainability factor.”*

Various factors influence the perceived availability of sustainable space

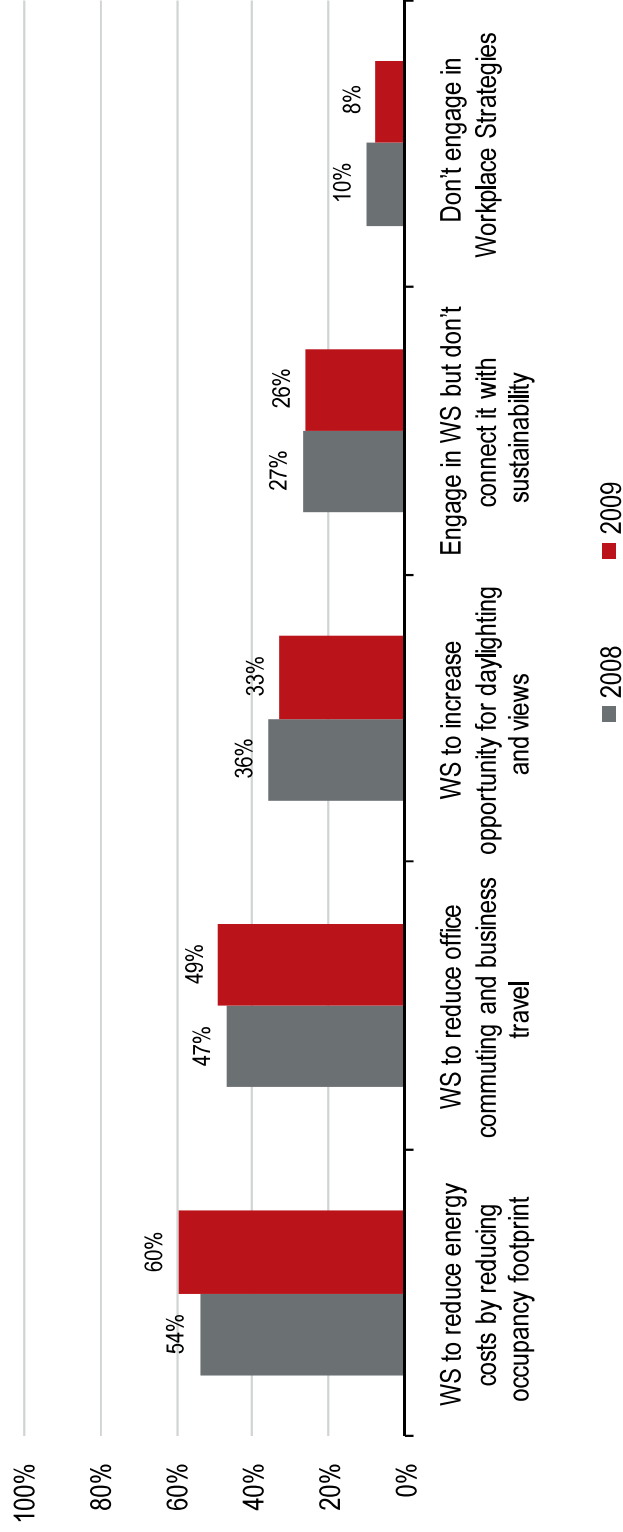
*“Much of the advertised space for rent as sustainable does not really live up to such a claim.”*

# The availability of sustainable space for lease remains sparse



With declines in tenant demand for space and weak development pipelines over the short term, we are unlikely to see a change until more liquidity returns to the market.

## More companies are pursuing workplace strategies to achieve sustainability

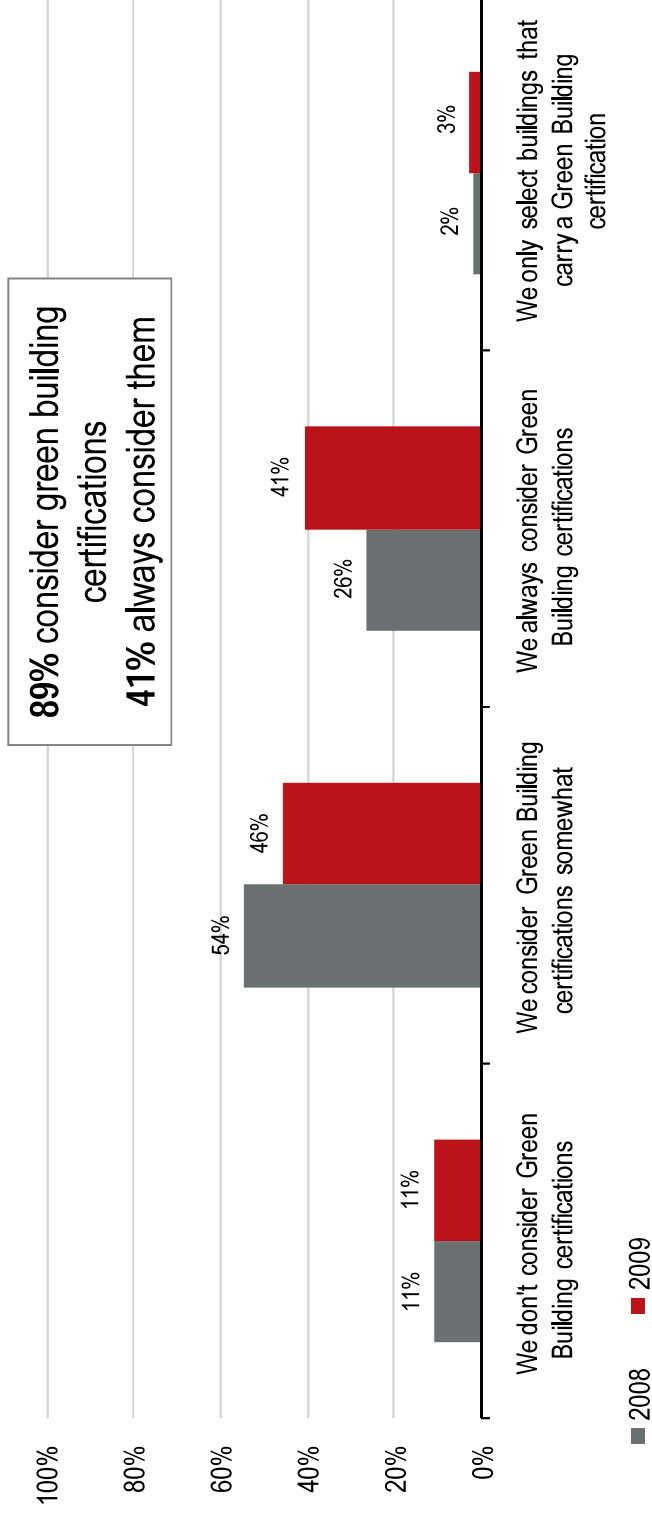


CRE executives are focusing on reducing energy costs (60%) and office commuting and business travel (49%) to serve sustainability goals and reduce overall occupancy costs at the same time.

CRE executives are applying rating tools to their portfolios in different ways

*“We are always looking to make buildings as energy efficient and sustainable as possible. At times getting a certification does not make sense so we don't pursue it.”*

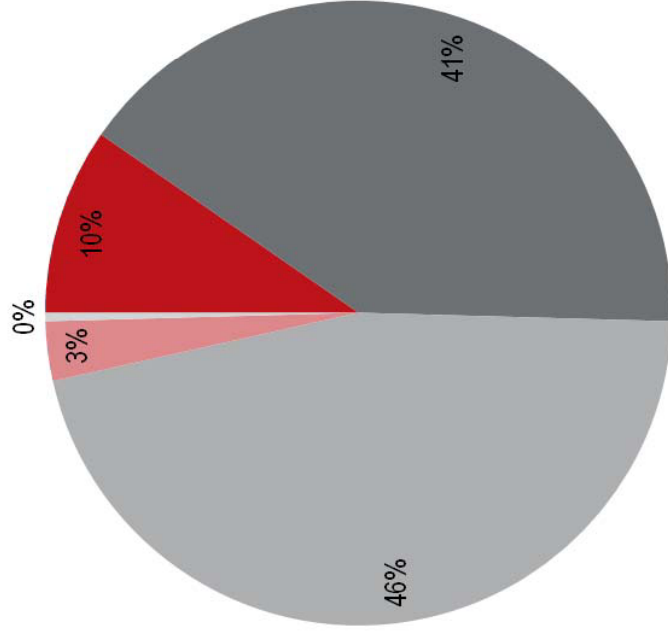
## Green building certifications have increased in importance as a selection criteria



The increase in respondents who “always consider” shows that CREs see value in being able to effectively understand and compare the sustainability of different space.

## The influence of energy labels is also strong

2009 What consideration does your company give to energy labels in administering its portfolio?



**90% consider energy labels in administering their portfolio**

- We don't consider Energy Labels
- We consider Energy Labels somewhat
- We always consider Energy Labels
- We only select buildings that carry an Energy Label
- Energy Labels not used in our primary geography

The high importance placed on energy labels suggests that CREs also see value in being able to evaluate actual building performance

There are various drivers for the uptake of energy labels as a decision making factor

*“Energy labels may be more meaningful in the long run than green building certification because they include operational data.”*



There are various drivers for the uptake of energy labels as a decision making factor

*“Energy labels are not available yet in our market however I would use energy labels as a guide, especially when looking at older existing building stock.”*

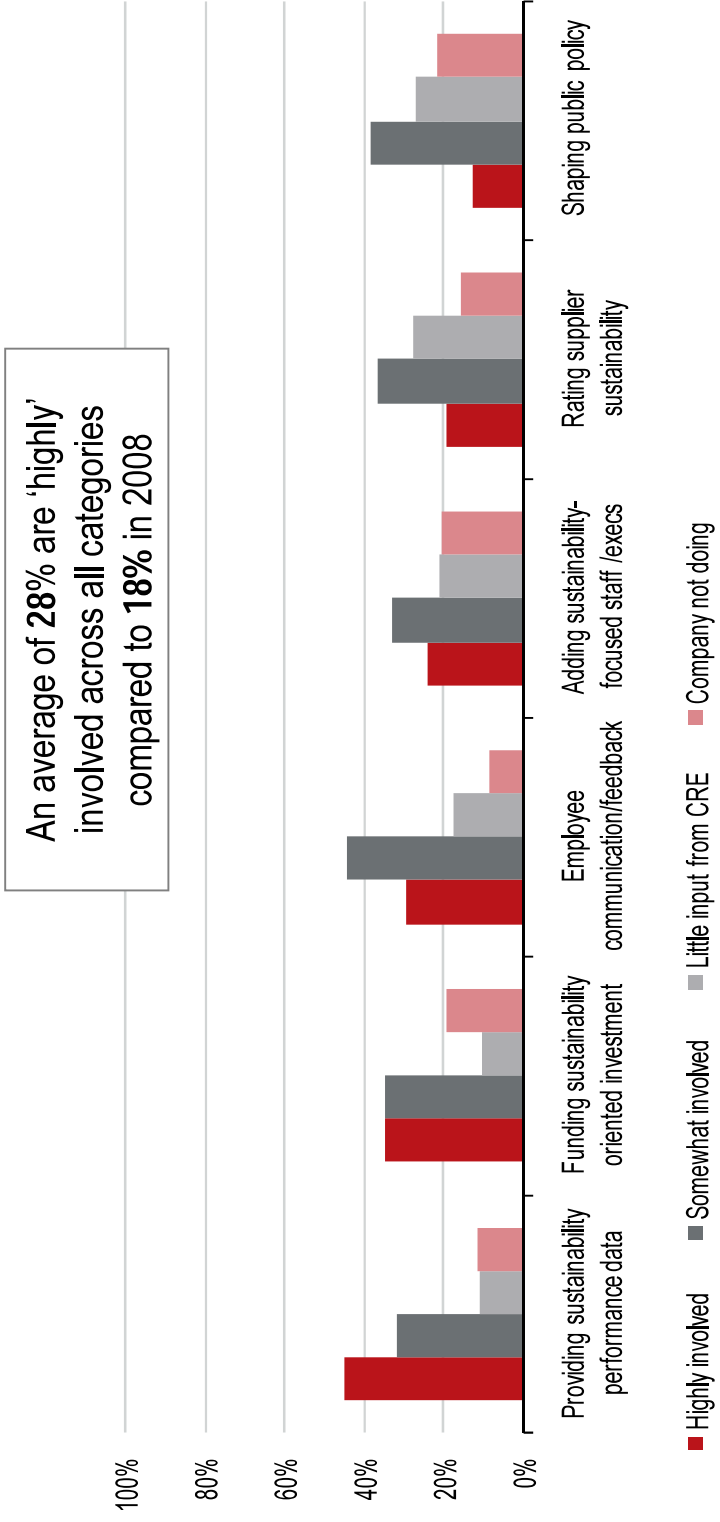
There are various drivers for the uptake of energy labels as a decision making factor

*“Cost is again an issue.”*

There are various drivers for the uptake of energy labels as a decision making factor

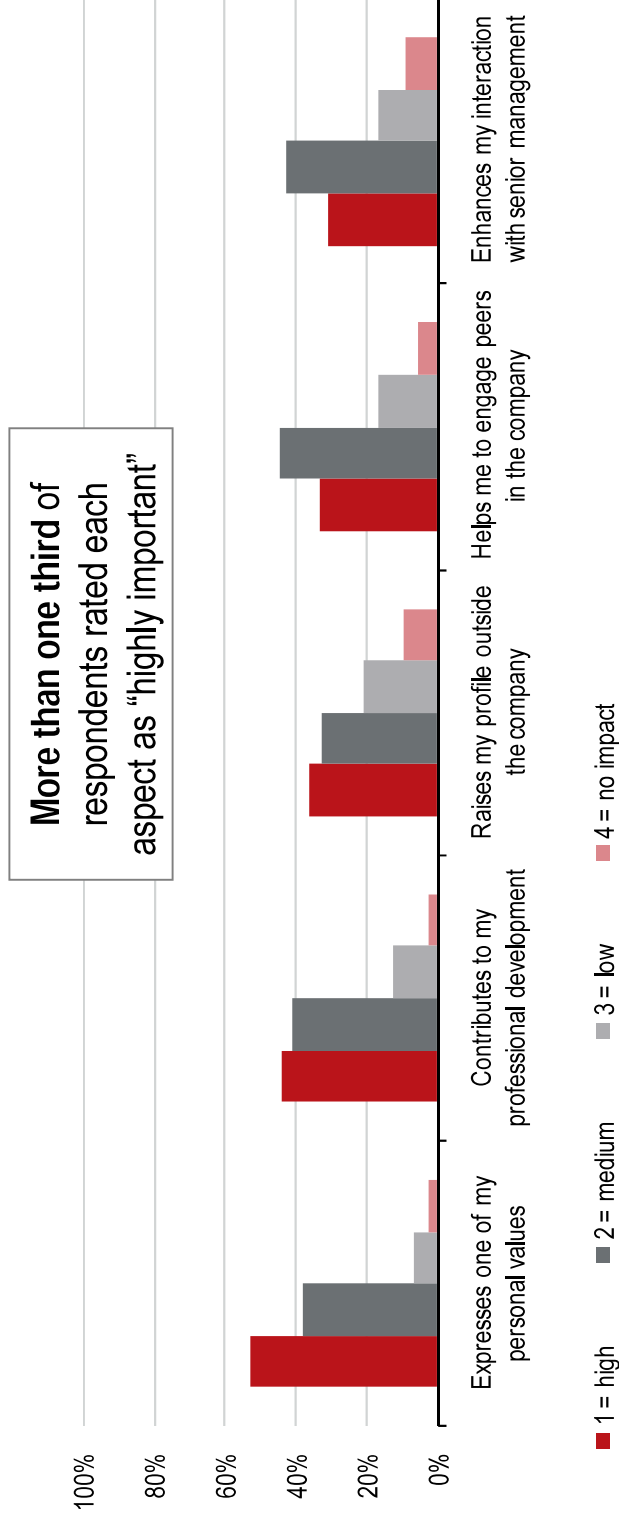
*“Energy ratings will be required to be disclosed in our market for all real estate transactions next year. We take this into account on both disposition and acquisition.”*

# CRE executives are more highly involved in sustainability activities than ever before



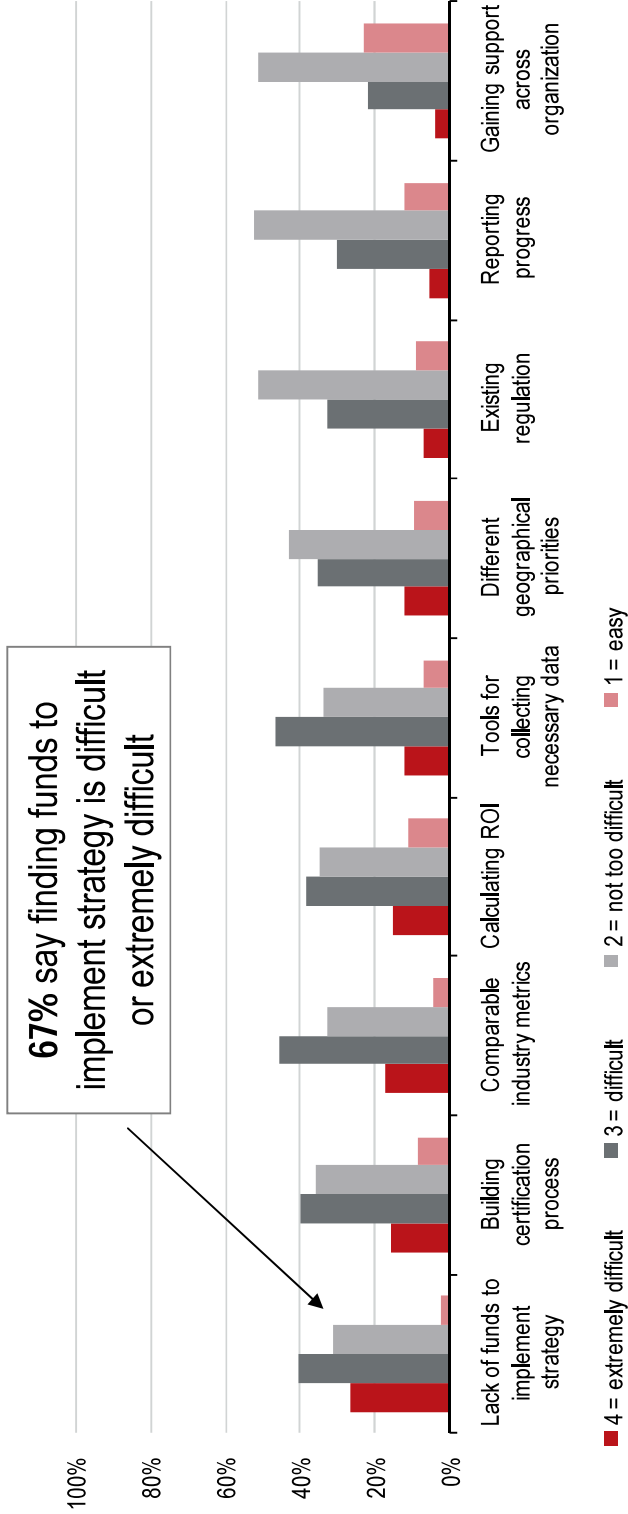
CRE's involvement in sustainability has increased across all categories since 2008, demonstrating an opportunity to elevate real estate on the company agenda.

## And they are personally motivated by their own involvement in sustainability strategies



Over 50% of respondents said that their involvement in the implementation of sustainability strategy is important as an expression of their personal values.

# There are still many challenges to be overcome in implementing sustainability



Challenges center around availability of funds, industry metrics or tools for data collection as well as difficulty in the building certification process and calculating ROI.

CRE executives are preparing to face these challenges

*“Competing building rating systems in each country undermine the essence of consistent sustainable space definition.”*

CRE executives are preparing to face these challenges

*“It is difficult to select the appropriate criteria/path when pursuing green design and building.”*



CRE executives are preparing to face these challenges

*“Cost is still a top priority – save energy  
to save on costs.”*

CRE executives are preparing to face these challenges

*“This is REAL stuff – the environment, suppliers should “not hoard info or market that they are the only ones with experience.”*

## What's next for sustainability?

- Despite the downturn, **sustainability is here to stay** for the long term
- The continued focus on the commercial realities of sustainability will require more detailed calculations of project ROI – **show me the benefit!**
- CRE executives will **continue to leverage** green building certifications and energy labels in their decision making and are likely to support mandatory ratings in some markets
- Providing sustainability performance **data continues to be a focus** for CRE executives- they will look to property managers and landlords for help with data collection
- Building certification systems that extend into existing buildings will provide the methodology required to **track and compare the actual performance of buildings**
- CRE executives are increasing their influence in this space and are personally motivated by their involvement – they are in a position to drive change, **will they take up the challenge?**



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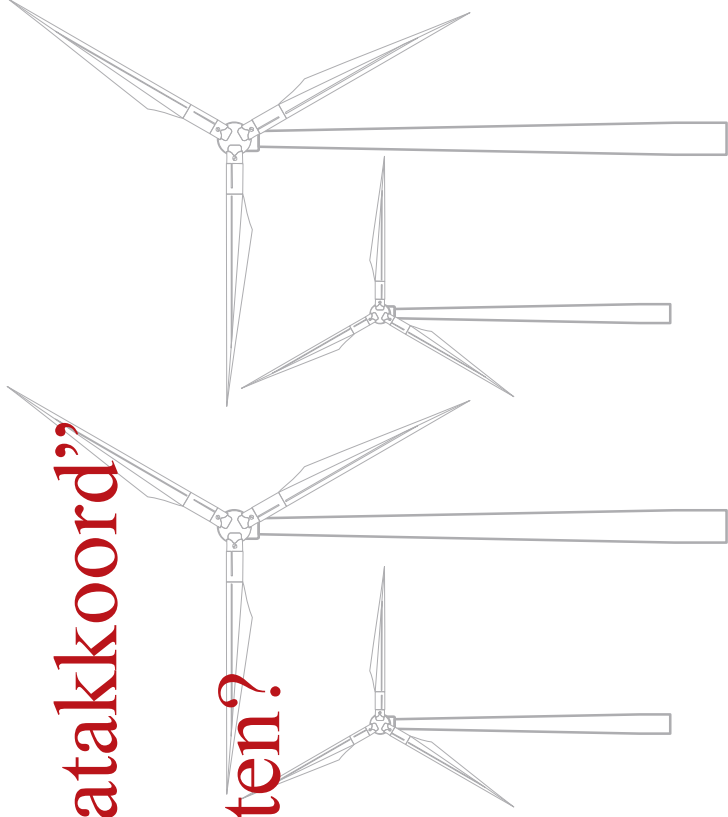
*Real value in a changing world*

# Klimaatakkoord Kopenhagen

Elsbeth Quispel  
Head of Sustainability Services NL  
20 Januari 2010



# “Kopenhagen klimaatakkoord” Wat mag u verwachten?



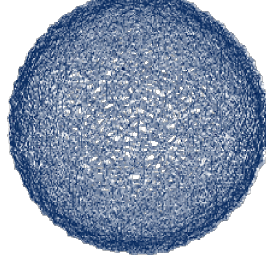
# Klimaatakkoord Kopenhagen

## Achtergrond

In Kopenhagen vond in December 2009 de 15e VN-Klimaatconferentie plaats. Hier waren ruim 190 landen aanwezig om nieuwe wereldwijde afspraken te maken over het klimaat.

### **Doel conferentie:**

Het beperken van de wereldwijde temperatuurstijging met maximaal 2 graden celcius.

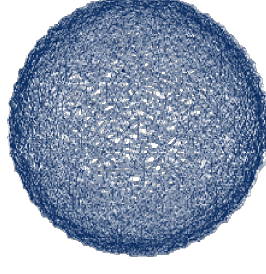


COP15  
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UN CLIMATE CHANGE CONFERENCE 2009

# Klimaatakkoord Kopenhagen

Waarom was deze conferentie noodzakelijk?

- Op lange termijn verergeren de gevolgen van klimaatverandering
- En de oplossingen worden steeds duurder
- **Korte termijn actie is nodig:**
  - De uitstoot van broeikasgassen moet omlaag
  - Kopenhagen moet impuls geven aan een koolstofarme economie



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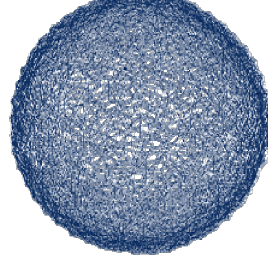
# Klimaatakkoord Kopenhagen

Wat is er afgesproken?

**De bijeenkomst heeft geleid tot een klimaatakkoord**

**Uitstoot broeikasgassen:**

- Ontwikkelde landen leggen reductiedoelen vast voor 2020
- Ontwikkelingslanden reduceren de uitstoot



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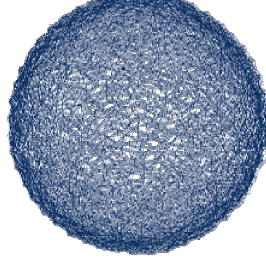
# Klimaatakkoord Kopenhagen

Wat is er afgesproken?

**De bijeenkomst heeft geleid tot een klimaatakkoord**

## Financiering:

- \$ 30 miljard voor klimaatacties in ontwikkelingslanden tussen nu en 2012; kwetsbare landen krijgen voorrang.
- De ontwikkelde landen mobiliseren uiterlijk in 2020 ruim \$ 100 miljard per jaar samen voor klimaatacties.



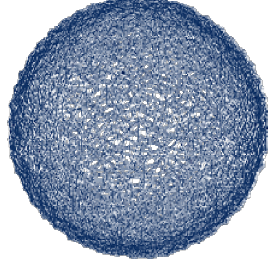
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# Klimaatakkoord Kopenhagen

Wat is er afgesproken?

**De bijeenkomst heeft geleid tot een klimaatakkoord**

Verder zijn er afspraken vastgelegd over het **meten, rapporteren** en **bevestigen** van doelen, **acties** om klimaatverandering tegen te gaan, **financiering, aanpassingen** aan klimaatverandering in ontwikkelingslanden, tegengaan van ontbossing, en **technologiesamenwerking**.



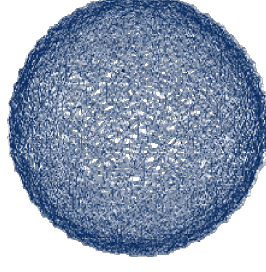
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**COPENHAGEN**  
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# Klimaatakkoord Kopenhagen

Hoe gaat Nederland verder?

Er is geen juridisch bindend instrument voor het akkoord, veel landen, waaronder de Verenigde Staten, hebben zich er wel uitgesproken. In 2010 onderhandeld men verder over het klimaatakkoord in Mexico-Stad.

Alle Europese regeringsleiders en staatshoofden hebben in Kopenhagen zich **uitgesproken voor 30 % minder uitstoot** van broeikasgassen voor uiterlijk 2020.



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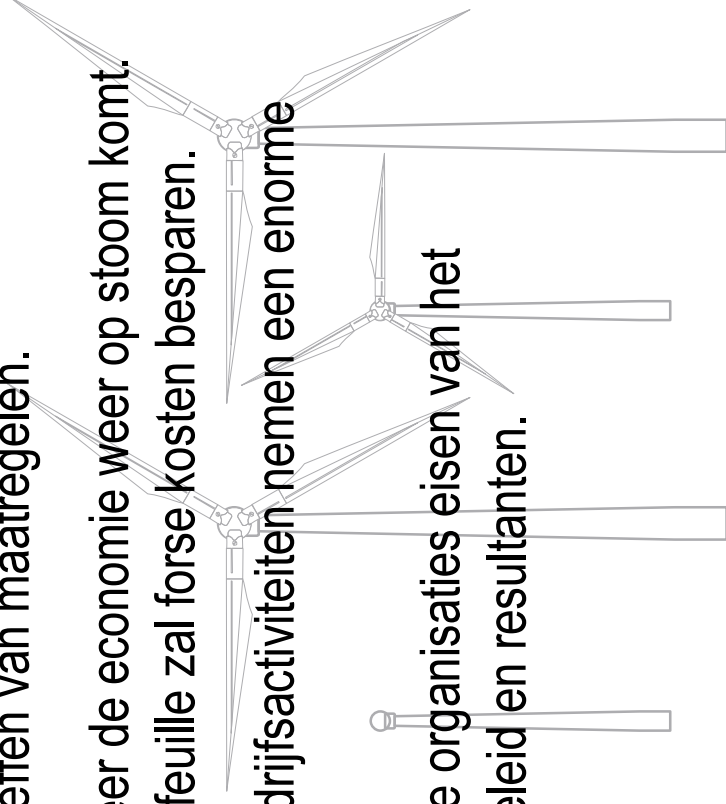
# Waarom is duurzaamheid belangrijk voor u?



Elsbeth Quispel  
Head of Sustainability Services NL  
20 Januari 2010

## Waarom is duurzaamheid belangrijk voor u?

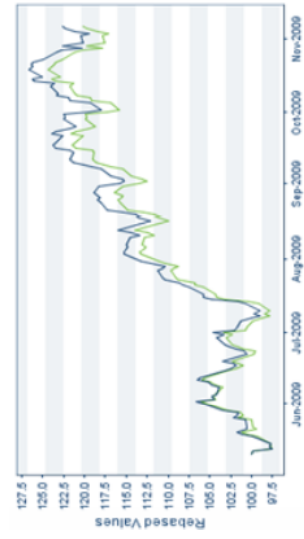
- Alle Europese landen streven naar 30% reductie van emissie-uitstoot in 2020. Vastgoed draagt voor 30%-40% bij aan de totale uitstoot. Vastgoed kan niet ongezien blijven met het treffen van maatregelen.
- Energieprijzen zullen stijgen wanneer de economie weer op stoom komt. Tijdig ingrijpen in de vastgoedportefeuille zal forse kosten besparen.
- Benchmarks en rapporten van bedrijfsactiviteiten nemen een enorme vlucht.
- Medewerkers, bedrijven en publieke organisaties eisen van het bedrijfsleven een duurzaamheidsbeleid en resultanten.



# Waarom is duurzaamheid belangrijk voor u?

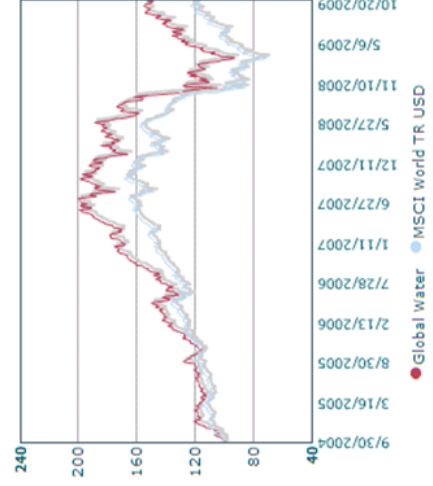
Organisaties met een actief duurzaamheidsbeleid **outperformen** de standaard indices

Figure 2: FTSE4GOOD Index against FTSE All-World Developed Index constituents (Jun – Nov 2009)



Source: FTSE ([www.ftse.com](http://www.ftse.com))

Figure 3: BNP Paribas Global Water Index TR against MSCI World Index constituents (2004-2009)



Source: BNP Paribas, Corporate & Investment Banking

Duurzaamheid maakt niet het grote verschil in afzet producten en diensten.  
Organisaties met een **duurzaamheidsbeleid** kennen echter wel een **uitstekend management.**



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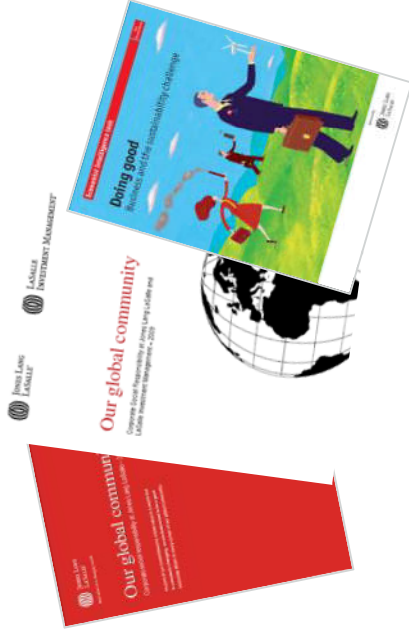
# Sustainability & Jones Lang LaSalle

Elsbeth Quispel  
Head of Sustainability Services NL  
20 Januari 2010



# Our Global Sustainability Objectives

- **Lead the transformation of the property industry** by reducing the environmental impact of commercial real estate.
- **Increase our investment** in energy and sustainability expertise
- **Reduce our carbon footprint** through our ACT: A Cleaner Tomorrow initiative, which focuses on energy conservation, water conservation, emissions reduction, solid waste reduction, recycling and recycled materials use.



**ACT: A Cleaner Tomorrow**



# Achievements in sustainability

Sustainability & ethics are integral to our business

- *Ethisphere Institute's World's Most Ethical Companies List (2008, 2009)*
- *Fortune's World's Most Admired Companies (2007)*
- U.S. Environmental Protection Agency Energy Star Partner of the Year (US 2007)
- Alliance to Save Energy Star of Energy Efficiency and Chairman's Awards (US 2007)
- *ULLI/Financial Times Global Sustainability Cities Award* for our global sustainability service offering
- *The Times 50 Companies Where Women Want to Work (UK 2006, 2007, 2008)*



# Global Thought Leadership

**advance**

**Sustainable Lease Documents Understan**

Climate Change – The Risks for Property in the

UNIVERSITY OF TOWNSHIP

UNIVERSITY OF TOWNSHIP

UNIVERSITY OF TOWNSHIP

**on /point**

**Global Trends in Sustainable Real Estate: An Occupier's Perspective**

on /point

**on /point**

**Winning Gold for Green**

on /point

**advance**

**Green Building Rating Systems: Going Beyond the Labels - October 2008**

advance

**on /point**

**Sustainable May 2008**

on /point

# JLL Sustainability Experience

Multi-disciplinary approach, across all property sectors

- Global ESS capability with growing expertise and significant achievements on behalf of our clients
- Over 12 years experience of providing strategic sustainability advice to the UK property sector, through 40+ strong Upstream team with diverse experience
- Multi-disciplinary teams across countries enable us to integrate sustainability strategy, with investment, development and management plans that are integrated with a client's business goals

Institutional Investors

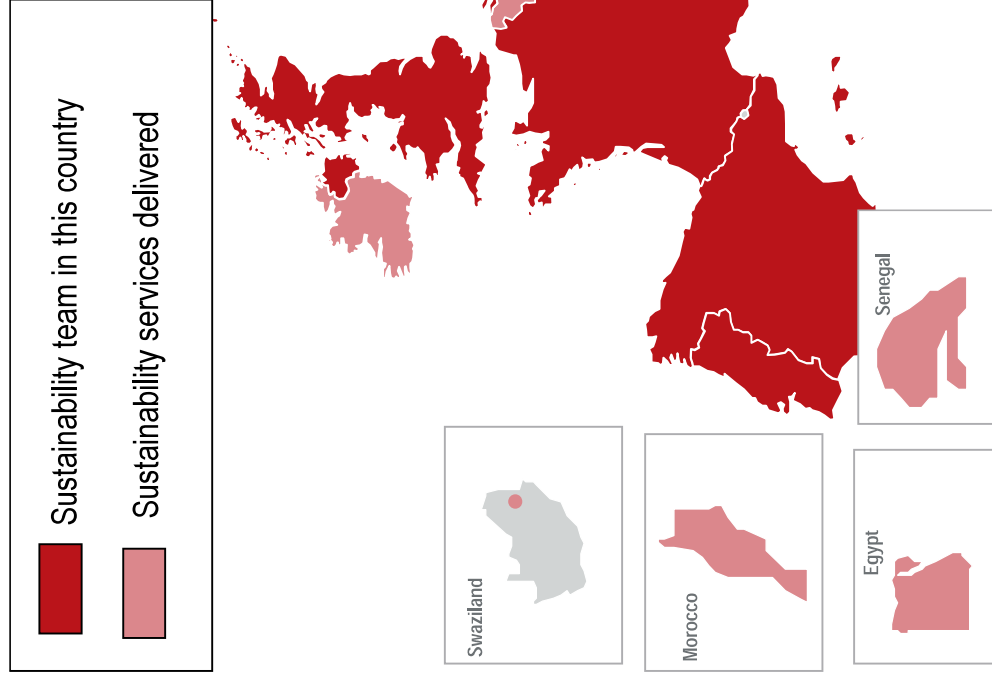
Commercial Property

Developers

Corporate Occupiers

Residential Property

# Growing pan-EMEA service offer



# Our services





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# Case Studies 2009 Nederland

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Head of Sustainability Services NL  
20 Januari 2010



# Case Studies 2009 Nederland

Nisshinbo

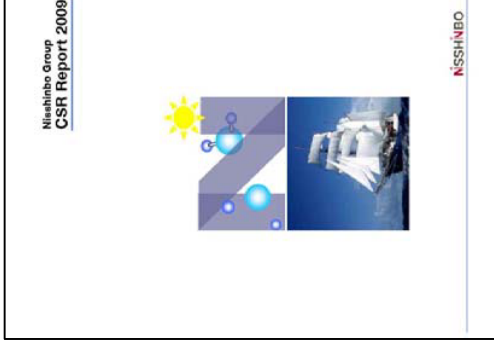
**NISSHINBO**

Nisshinbo, een toonaangevende multinational uit Japan, heeft een ambitieus MVO-beleid met duurzaamheidsdoelstellingen opgesteld voor haar organisatie.

Jones Lang LaSalle verduurzaamt het Amsterdamse kantoorgebouw van Nisshinbo door middel van herontwikkeling.

Resultaat:

- De ontwikkeling voldoet aan de vooruitstrevende duurzaamheidsdoelstellingen.
- Een vlot en gestroomlijnd besluitvormingsproces.
- Inzicht in de waardeontwikkeling door een gedegen financiële en technische analyse.



# Case Studies 2009 Nederland

## Third Dimension – Portefeuilleanalysemodel

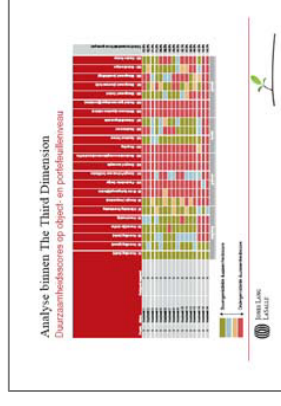
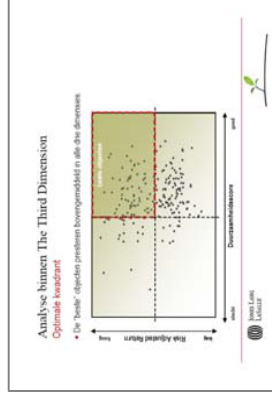


De Third Dimension is een **analysetool** voor vastgoedbeleggers.

- Relatie tussen duurzaamheid en investeringsprestatie.
- Koppelt rendement, risico en duurzaamheid voor vastgoed.
- Praktische tool voor verduurzamen vastgoedportefeuille.

De tool geeft **asset managers** inzicht in:

- Duurzaamheidsprestaties en risico's van individuele assets.
- Prestaties ten opzichte van andere vastgoedportefeuilles.
- Strategische opties voor het besluitvormingsproces asset managers.





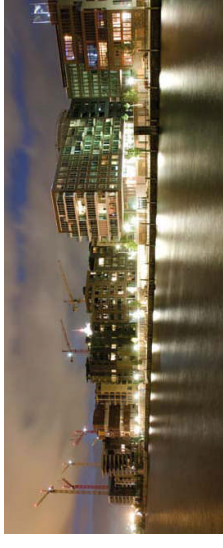
# Case Studies 2009 Nederland

## Raad voor Vastgoed Rijksoverheid (RVR)



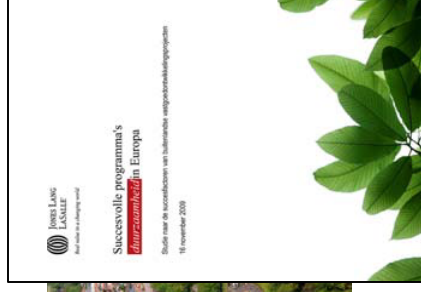
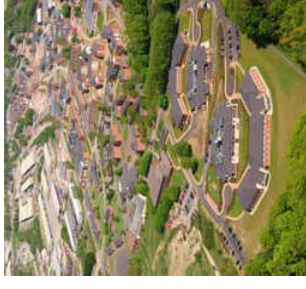
Ministerie van Financiën

De Raad voor Vastgoed Rijksoverheid (RVR) helpt de Rijksvastgoeddiensten met het **verduurzamen van hun projecten**, mede door het verzamelen van kennis over innovatieve programma's.



Analyse succesvolle duurzame ontwikkelingen:

- Allenby Connaught van Ministry of Defence in de UK
  - **Grootste PPS-contract** in de UK voor het verduurzamen en beheren van de legerkazernes.
- HafenCity Hamburg in Duitsland
  - **Grootste binnenstedelijk herontwikkeling** in Europa.



Met praktische conclusies en aanbevelingen kan de RVR de Rijksvastgoeddiensten bijstaan in het succesvol verduurzamen van hun projecten.

Te downloaden via:  
[www.opdrachtgeversforum.nl](http://www.opdrachtgeversforum.nl)

# Case Studies 2009 Nederland

## Rotterdam ClimateCampus

Rotterdam  
**ClimateCampus**

Vooraanstaande partijen zoals de gemeente Rotterdam en het Havenbedrijf Rotterdam N.V. staan voor de uitdaging om het stadshavensgebied van Rotterdam te herontwikkelen tot een duurzame omgeving voor kennisinstellingen en bedrijven.



De specifieke rol van Jones Lang LaSalle heeft betrekking op de werkgroep Gebiedstransitie:

- Duurzame herontwikkeling startlocatie Rotterdam ClimateCampus
- Acquisitie en marketing van toekomstige gebruikers en bedrijven.





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# Case Studies 2009 Internationaal

Elsbeth Quispel  
Head of Sustainability Services NL  
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## Case Studies 2009 International

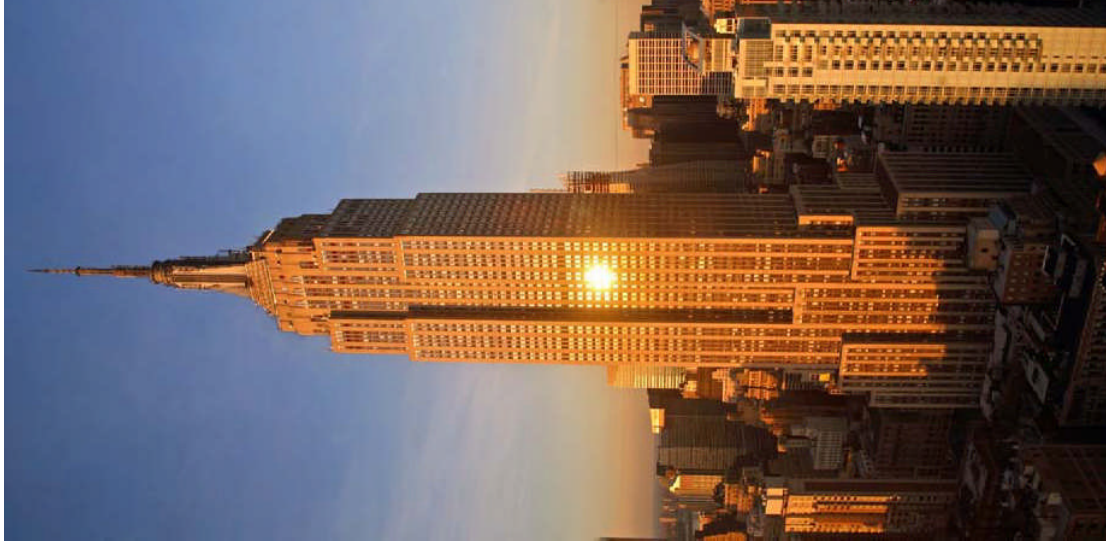
### The Empire State Building – New York

**Challenge:** Dramatically reduce energy consumption and achieve positive ROI. Create a model for other existing buildings.

**Solution:** Rigorous cost-benefit analysis that ensured alignment with business objectives. Identified eight key initiatives including infrastructure projects, green design concepts and a tenant energy management program.

**Results:** Projected up to 38% reduction in energy consumption representing an annual savings of \$4.4M. Projected reduction in carbon emissions by 105,000 metric tons over the next 15 years. Estimated project payback time is 3.1 years.

**Services Provided:** ESS, P&DS



# Case Studies 2009 International

## Bank of America - USA



### Sustainable Management Strategy

- Initial Focus on Energy Management
- Waste reduction & recycling program
- Green Procurement & Supply Chain

### Cost Savings

- Achieved \$1,500,000 saving across portfolio
- Identified project investment potential for future sustainable projects reducing the CO<sub>2</sub> emissions and utility consumption by 28% (\$3 mil)

### Value Creation

- Awarded an Environmental Business Excellence Award
- Established a Carbon Footprint for Bank sites
- Robust policy for Energy Management & EMS
- A BREEAM 'Excellent' rated facility
- First building in the UK to be awarded "Green Building Partner"



# Case Studies 2009 International

## ANZ Docklands – Melbourne Australia

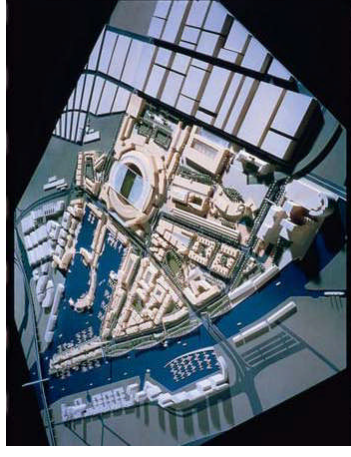
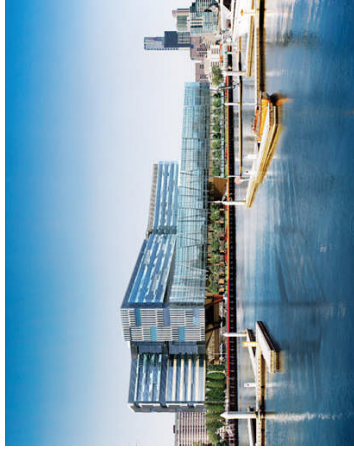


**Context:** ANZ, a major financial institution in Australia, has committed to implement a number of leading green initiatives in its building that will see it positioned as one of the world's most environmentally progressive workplaces in the financial sector. ANZ wanted to upgrade the building's rating into a 6-star Green Star rating.

### **Solutions::**

- Jones Lang LaSalle reviewed the proposal and initiatives presented by the developers and identified the best value to ANZ .
- A comprehensive and detailed performance specification matrix was developed to ensure that the information from the developers addressed all of ANZ's critical issues.
- Jones Lang LaSalle adopted a range of sustainability designs, initiatives and technologies for ANZ, including: River cooling, Underfloor air-conditioning, Solar power, Wind turbines, Tri-generation plant, landscaped green roof garden, storm-water re-use, grey & black water recycling, passive sun shading & more.

**Results:** Jones Lang LaSalle was able to fully address all of ANZ's environmental concerns and requirements to have its project emerge as the largest environmentally sustainable building in Australia.



# Case Studies 2009 International

RMZ Corporation – Chennai, India



**Context:** High-tech campus of 157,000 sqm of office space and central facilities designed to address all emerging trends in corporate environments.

**Challenges:** Acquiring LEED-required documents from all vendors in the site, budget issues of some green systems and ensuring that all people involved understood the sustainability requirements.

**Solution:** Continuous follow-up of LEED-required documents, concentrating on aspects of the project with minimal budget implications and educating all vendors about USGBC requirements during kick-off meetings.

**Results:** LEED Gold certification. Range of sustainable design initiatives & technology.



## Case Studies 2009 International

HSBC – Shanghai, China



**Context:** Relocation of HSBC Shanghai HQ to new Shanghai International Finance Centre. HSBC acquired 62,700sqm.

**Challenges:** Target to exceed LEED Gold. At the minimum, meet HSBC's environmentally sustainable guidelines.

**Solutions:** Jones Lang LaSalle adopted the following sustainability designs, initiatives and technology for HSBC:

- Water savings target of 40%
- BMS/Metering design has higher efficiency targets than HSBC's guidelines to monitor, regulate and measure reduced energy consumption and CO2 emissions.
- Design provides access for collection and storage of recycled materials.
- Construction waste management plan to divert 50% of construction waste from landfill.



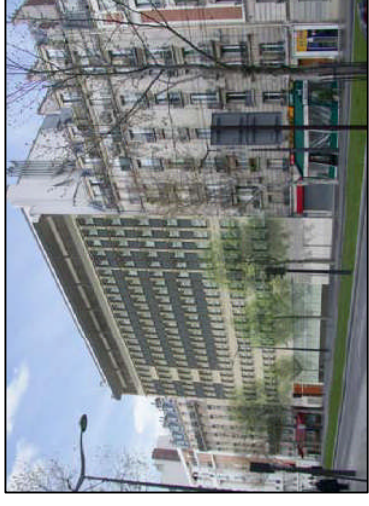


# Case Studies 2009 International

## Paris office refurbishment - France

### **Brief:**

- Design and modeling for an office refurbishment project for private sector client
- 8,000m2 building
- Improvements sought in energy and water consumption



### **Modelled Results:**

- Improved internal environment for tenants
- Improvement in the CO<sub>2</sub> rating from F to C
- Reduction in annual water use of 70%
- Annual running costs reduced by 21,000€
- Proposal for the largest building mounted PV array in Paris

# Case Studies 2009 International

## Rattigen Office development - Germany

### Brief:

- Deliver a 6,000m<sup>2</sup> LEED Gold building for occupation by a global corporation
- LEED consulting - certification feasibility, develop certification roadmap, checklist, and implementation planning
- Project oversight and cost control
- Project management throughout design and construction phase



### Results:

- Due for completion Autumn 2010
- LEED Gold certification (target)
- 1<sup>st</sup> LEED office building in Germany

# Case Studies 2009 International

## Sonae Sierra - UK



### Context:

- Sonae Sierra has been one of Upstream's key clients since 2004. We now have a retainer relationship with the client.

### Services provided

- Strategic advice on governance, policies, long-term objectives and strategies, annual target setting, and performance measurement.
- Annual CR Report and performance review (GRI level B+).
- Sustainability Benchmarking for ~50 shopping centres across 7 countries.
- Ad hoc projects to deliver & implement sustainability commitments, e.g., sustainable transport standards for new developments, Green Travel Plans for 2 sites in Portugal and Spain, green lease review, sustainability checklist for suppliers.

### Outcomes

- Sonae Sierra was the Winner of the inaugural Green Thinker Award in 2008, ICSC ReSource Award in 2007 and a Sustainable Energy Europe Award in 2009





*Real value in a changing world*

# Green Desk Nederland Waar kunnen we u mee van dienst zijn in 2010?

Elsbeth Quispel  
Head of Sustainability Services NL  
20 Januari 2010



## Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

Onze '*Green Desk*' adviseert beleggers, ontwikkelaars, vastgoedgebruikers en publieke organisaties bij het **verwezenlijken** van hun **duurzaamheidsambities**.

We maken gebruik van in-house modellen, onderzoek, marktinformatie en onze eigen BREEAM-Experts. Ook werken we nauw samen met onze Europese collega's om u te helpen met de nieuwste inzichten.



# Green Desk Nederland

Ervaring en multidisciplinaire aanpak, in alle vastgoedsectoren

- Wereldwijde Energy & Sustainability Services capaciteit met groeiende expertise en significante resultaten voor onze klanten
- Meer dan 12 jaar ervaring met strategisch duurzaamheidsadvies in de UK, met een 40 personen tellend Upstream team met brede ervaring
- Multidisciplinaire teams in verschillende landen integreren strategisch duurzaamheidsadvies voor beleggingen, ontwikkeling en management met de business doelstellingen van de klant

Institutionele Beleggers

Commercieel Vastgoed

Ontwikkelaars

Corporates



# Green Desk Nederland

Aan welke toonaangevende projecten hebben we in 2009 gewerkt?

- Publicatie : *"Duurzame huisvesting: Een gids voor de Nederlandse kantoorgebruiker"* (dec. '08)

- Ontwikkeling en implementatie *'The Third Dimension'*

- Risicomanagement tool voor beleggers/eigenaren
- Duurzaamheid in relatie tot rendement/risico-performance
- 3 beleggers gecontracteerd in 2009

- Advisory-opdrachten

- Eneco Warmte: *"Toepassingen duurzame energiesystemen door ontwikkelaars"*
- Raad voor Vastgoed Rijksoverheid: *"Succesvolle Europese duurzaamheidsprogramma's"*
- Nisshinbo: *"Verduurzaming beleggingsobject Amsterdam"*
- Triodos Bank: *"Waardering duurzaam vastgoedfonds"*
- OBR/Stadshavens: *"Begeleiding Ontwikkeling Rotterdam Climate Campus"*

- Kennisontwikkeling

- Invloed verduurzaming op exploitatiekosten en beleggingswaarde (bestaande bouw & nieuwbouw)
- Onderzoek gebruikersmarkt 2009/2010



Triodos Bank

NISSHINBO



VROM • Rijksgedebouwendienst



JONES LANG  
LASALLE

# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

## Duurzaamheidsproducten Green Desk Nederland

- The Third Dimension
- Sustainability benchmarking
- PASS
- Corporate Social Responsibility standards
- Duurzaam Programma van Eisen
- Energy Management
- Waardebepaling duurzaamheid

*.....te gebruiken bij maatwerk advies*



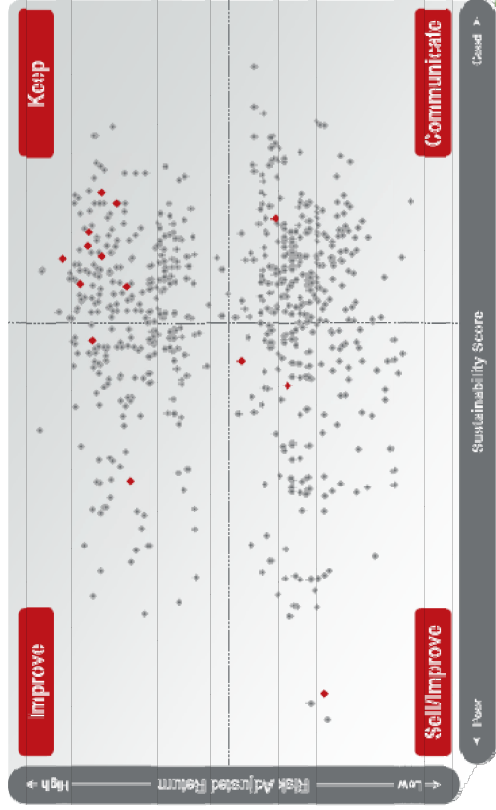


# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

**The Third Dimension:** Duurzaam risicomanagementtool voor beleggers.

Brengt duurzaamheidsrisico's in verband met financiële prestaties op asset-, sector en portefeuilleniveau.

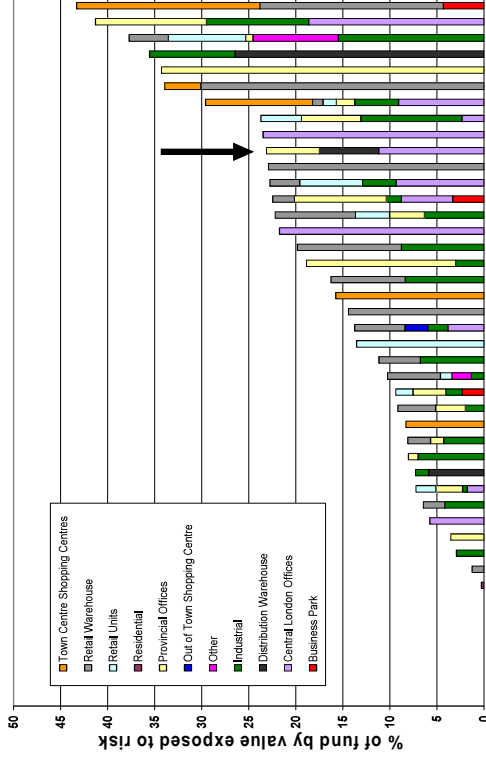


# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

**Sustainability benchmarking:** Portefeuille en gebouw benchmark

Meten en vergelijken van duurzaamheidsprestaties op asset en portefeuilleniveau.



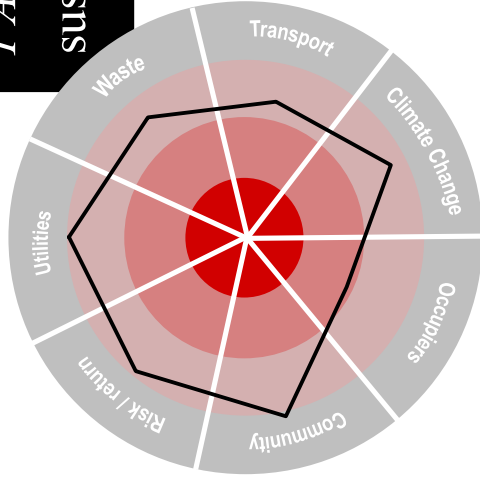
# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

## **PASS:** Acquisitietool

Duurzame acquisitietool voor beleggers en eigenaar/gebruikers.

Does your  
new building  
*PASS* the  
sustainability test?



# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

## **Corporate Social Responsibility standards:** Implementatie van beleid

Definiëren van duurzaamheidsdoelstellingen vanuit business doelstellingen en deze implementeren in de organisatie.



# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

**Duurzaam Programma van Eisen:** Vertalen van specifieke eisen  
Implementeren van duurzaamheidseisen in een Programma van Eisen.

Property Name	Air pollution	Air pollution	Pollution incidents preparedness	Land Contamination	Water Pollution incidents	Pollution (occupier activities)	Water pollution prevention	Hazardous waste	Hazardous waste types	Hazardous waste measures	Asbestos policy	Asbestos inspections	Last asbestos survey	Refrigerant leaks	Refrigerants present on site
Property 1															
Property 2															
Property 3															
Property 4															
Property 5															
Property 6															
Property 7															
Property 8															
Property 9															
Property 10															

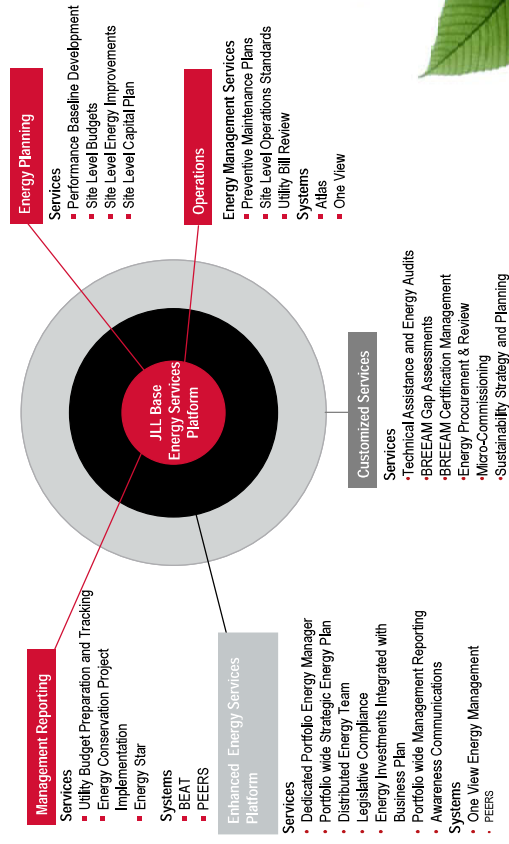


# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

**Energy Management:** Meten, evalueren en implementeren.

Meten en evalueren van duurzaamheidsprestaties en verbeterpotentie van een gebouw. Implementeren van duurzaamheidsmaatregelen en vaststellen waardeontwikkeling.

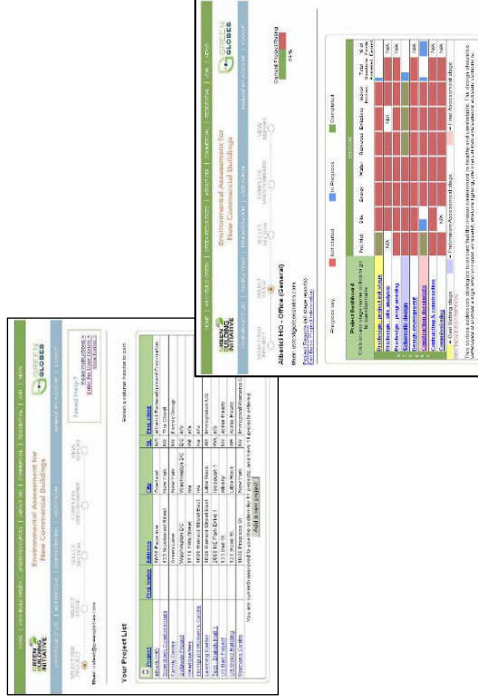


# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

## Waardebepaling duurzaamheid:

Op asset niveau bepalen van de potentiële waarde-impact van duurzaamheidsmaatregelen.

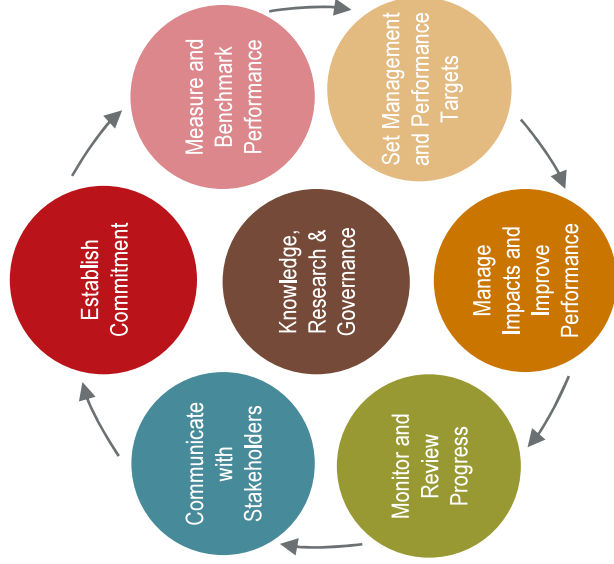


# Green Desk Nederland

Waar kunnen we u mee van dienst zijn?

## Sustainability Management Systems:

Verduurzamen van uw organisatie en vastgoedprojecten.







JONES LANG  
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*Real value in a changing world*

# Green Desk Nederland Wat mag u nog meer van ons verwachten in 2010?

Elsbeth Quispel  
Head of Sustainability Services NL  
20 Januari 2010



# Wat mag u nog meer verwachten in 2010?

## Duurzaamheidspublicaties Nederland

**Occupier sustainability  
survey 2010**



*Hoe kijken  
kantoorgebruikers tegen  
duurzaam vastgoed aan?*

**OSCAR 2010**



*Welke invloed heeft  
duurzaamheid op  
servicekosten?*

**Sustainability Investment  
Market Special**



*Hoe ontwikkelt de waarde  
van duurzaam vastgoed?*

# Wat mag u nog meer verwachten in 2010?

Kennis en ervaring

## Artikelen duurzaamheid in Nederland

- Energie management, hoe en waarom
- Case Studies Sustainability EMEA
- Waardeontwikkeling vastgoed bij duurzame renovatie
- Succesvolle duurzaamheidsprogramma's voor gebieds- en portefeuilleontwikkeling in Europa
- Resultaten The Third Dimension NL

## Seminars

- JLL- Kurhaus Seminar – De groene baksteen
- JLL- Resultaten The Third Dimension
- Spreken op diverse seminars

# Wat mag u nog meer verwachten in 2010?

## Website Jones Lang LaSalle

### Publicaties



### Duurzaamheid blogs



### Case Studies

**Case Studies 2009 Nederland**  
 Road voor intelligent rijbewijsveld (RIV) bij de Rijswijkse haven  
 De Rijswijkse haven (RIV) heeft de Rijswijkse haven met haar succesvolle innovatieve programma's, mede door het verzamelen van kennis over innovatieve programma's.

Analyse succesvolle duurzame ontwikkelingen:

- **Alamy**, Consignat van Ministry of Defence in de UK
- **Greenstar PRS** in de UK voor het verduurzamen van de vloeren.
- **Helm City**, Haken en Daken
- **Overstap** binnen de **druppel irrigatie** in Europa.

Met praktische conclusies en aanbevelingen van de RIVR de Rijswijkse haven zijn in het succesvol verduurzamen van het project.

Te downloaden via:  
[www.opdrachtgeversforum.nl](http://www.opdrachtgeversforum.nl)

Jones Lang LaSalle

### Web- en podcasts

**Julie Hirigoyen**  
 Lead Director, Jones Lang LaSalle Upstream Sustainability Services  
**Emerging trends in responsible property investment**

Julie talks about the importance of investors in implementing carbon improvements in the built environment.

**We've signed The Copenhagen Communique**  
[www.copenhagencommunique.com](http://www.copenhagencommunique.com)

**Jones Lang LaSalle's sustainability memberships and affiliations**