



**BNP PARIBAS  
REAL ESTATE**

INVESTMENT MANAGEMENT |

# RPI implementation

February 2011

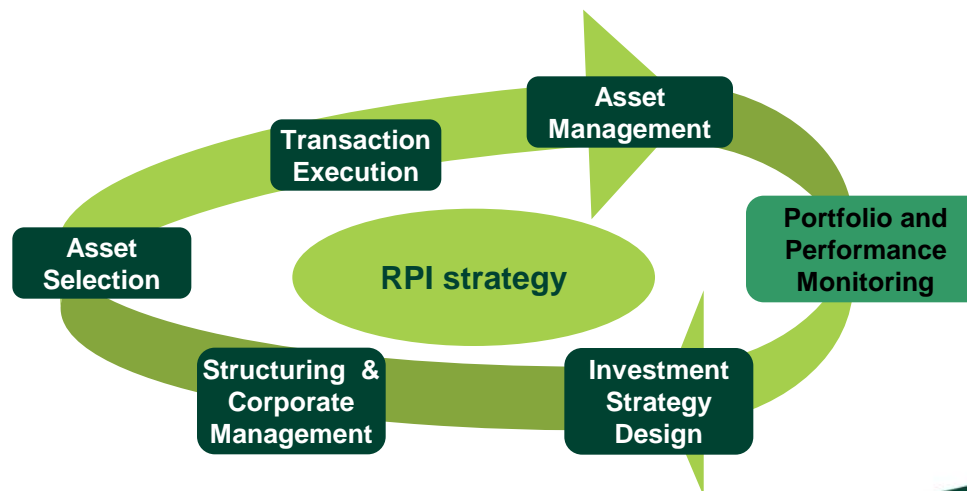
**BNP Paribas Real Estate Investment Services**

# RPI : A strategy for the future

- **Principles for responsible investment:**

*We are committed to the principles of responsible investment encompassing environmental, social and governance issues throughout the investment and management processes.*

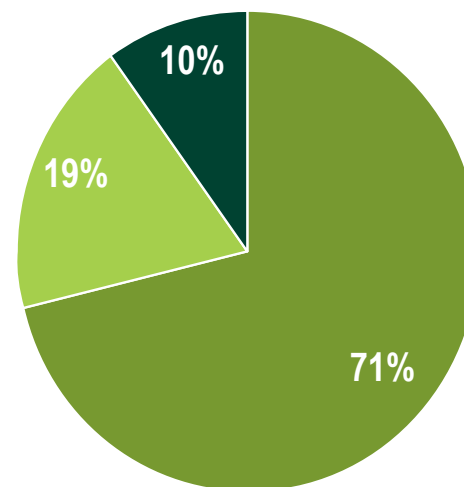
- **We believe that ESG issues can impact on the longer term performance on investment portfolios**
- **We recognise these principles can contribute to aligning investors with the broader objectives of society.**



## Growing demand for sustainable development

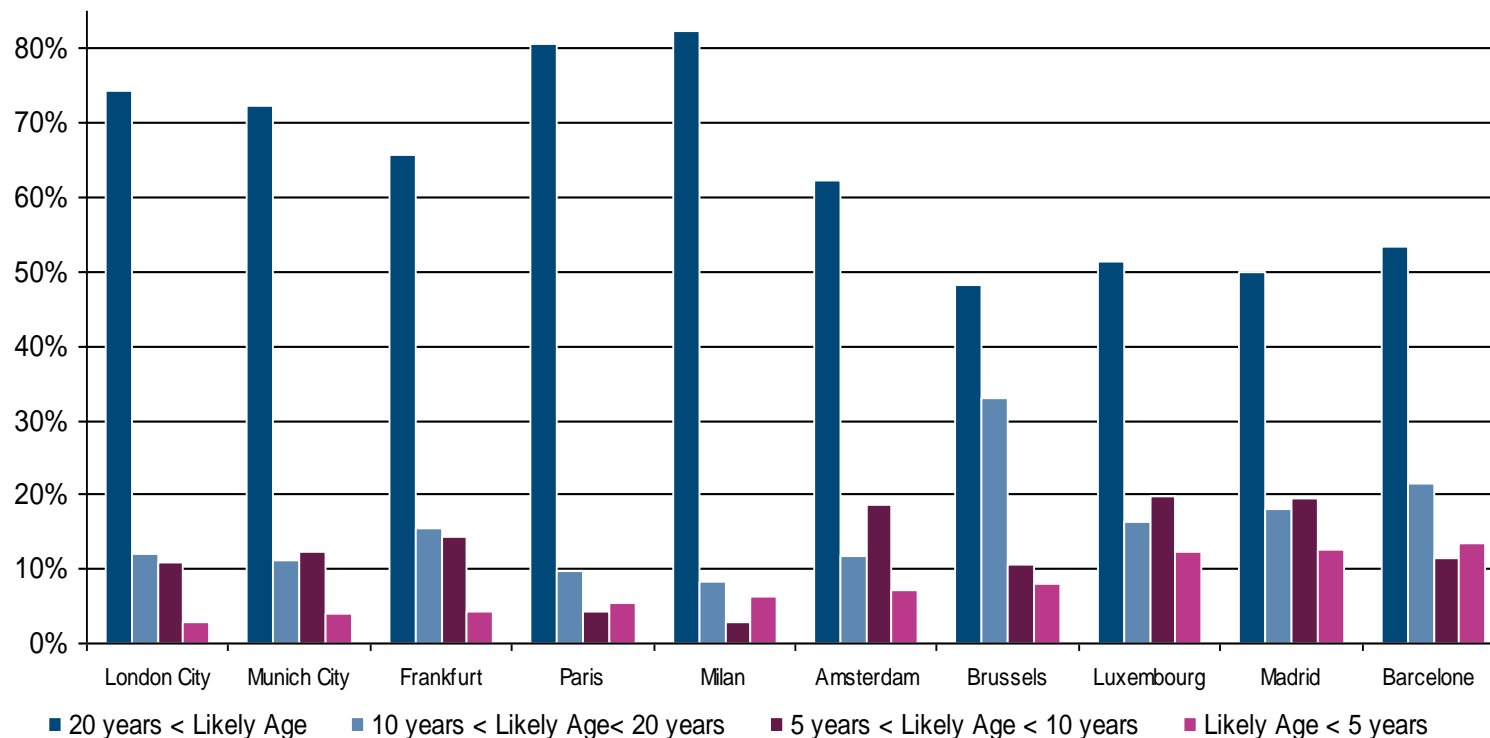
“In general, in your company, sustainable development is : “

- Already taken into account
- Is to become a priority
- Not a priority



Source: ESSEC Business School, BNP Paribas Real Estate Chair 2009

**interest growing, in 3 years, from 21% to 67%, now to 90%**



Source : PMA / BNP Paribas REIS, April 2010

An estimate using new deliveries and stock (sqm)

Ageing stock : a major issue to deal with (stock selection, asset management)

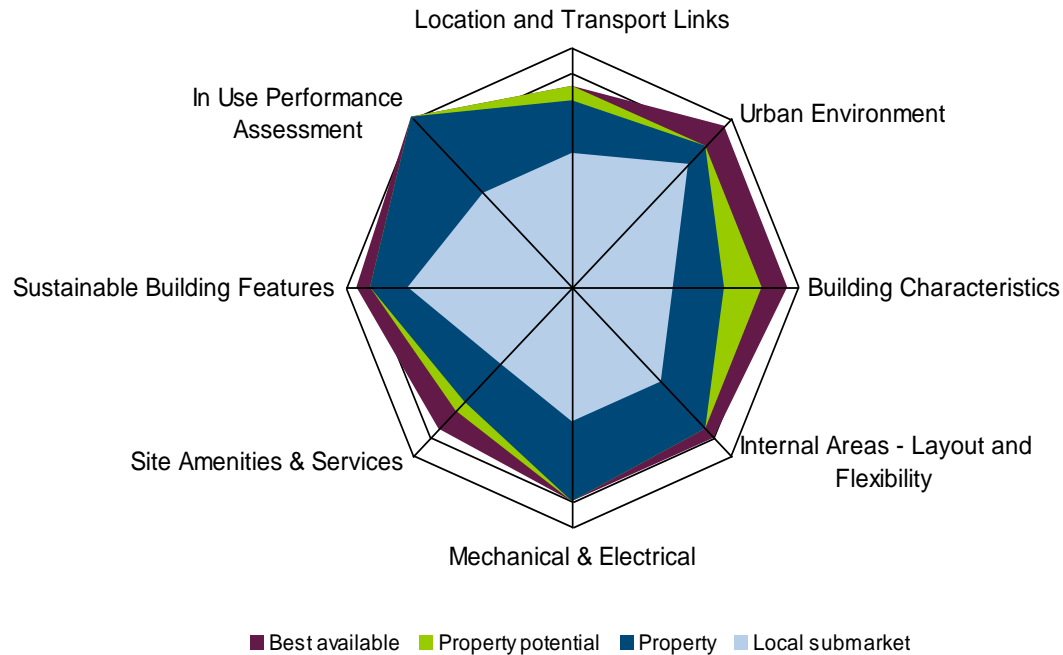
# A first and quick check

- 1. General data (information available on different issues is already an important signal)
  - 2. Regulatory compliance
  - 3. Risk identification
  - 4. Ratings
  - 5. Energy
  - 6. Water Waste
  - 7. Transportation
  - 8. Responsible Use
- 
- Allowing a quick review and a general monitoring on large portfolios

# One step further: asset rating

## A tool to select, and to monitor improvements

8 dimensions:



Source BNP Paribas REIS, July 2010



# Integrate design and operation

## Conception

- Start with sustainable design and building but also improvement and management mindset

Architecture  
Planning  
Site management  
Construction

- Process is key

Integrated and consistent  
Contracts  
Deliverables & reporting

- Asset an Property Management : Building monitoring and partnership with the tenant

Regulations intelligence, subsidies possible

Sustainable management, improvement works planning, building operation and monitoring

Green lease implementation: consistent use of the premises



## Management

# Nextestate