



GREENHOUSE GUARANTEE

An energy efficiency initiative for tenants





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The Investa Greenhouse Guarantee is a commitment from us to you

At Investa we recognise that many of our office building tenants want to minimise their greenhouse emissions through better energy management.

The Investa Greenhouse Guarantee helps make the transition to energy efficient offices as painless, cost-effective and risk-free for government and private sector tenants as possible.

By introducing the latest energy-saving technologies and challenging management practices, the Guarantee can

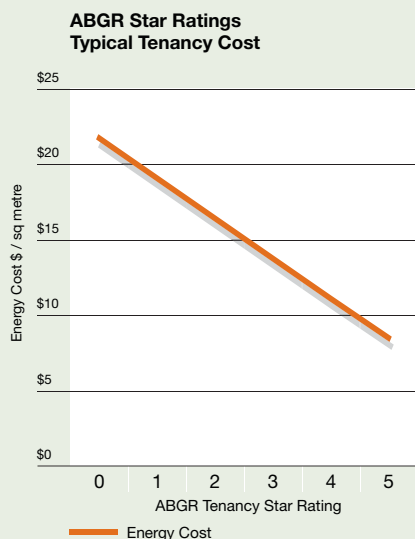
provide strong rates of return on investment, slash energy costs and help demonstrate corporate social responsibility – all within a risk-free framework.

You can enter into the Guarantee at any point during your tenancy.

For existing tenants, this might mean a 'tune-up' through the introduction of energy efficient devices.

For new tenants, the Guarantee is introduced as an integral part of design and fitout.

Australian Building Greenhouse Rating (ABGR)



A government-run energy efficiency benchmark system, the Australian Building Greenhouse Rating (ABGR) scheme is used to assist in quantifying the savings opportunity – moving from current practice to best practice and beyond. The ABGR evaluates the greenhouse emission intensity of office space by comparing energy bills to the corresponding floor area, number of occupants, equipment density and hours of operation.

For example, moving a tenancy ABGR from 0 to 5 stars could reduce its energy bills from more than \$21/m² to around \$8/m² per annum – a significant saving.

2.5 stars represents the current market average and 3 stars is defined as 'best practice'. If you are targeting an ABGR of 4 stars or more, you will be able to receive an ABGR Star Rating certificate for your reception or boardroom, attesting to your environmental and corporate responsibility.

For further information on the ABGR refer to www.abgr.com.au

* Figures based on an average Melb/Syd/Bris rating scale, 1 person/14m², 54 hrs/wk operation and 10cents/kWh





The Investa Greenhouse Guarantee is a simple and effective introduction to energy-efficient business. Take it up today!

How is the Investa Greenhouse Guarantee arranged?

Investa has teamed up with Energy Conservation Systems (ECS), one of Australia's leading energy solutions companies and a specialist in office lighting systems, to provide tenants access to proven products and expertise at competitive rates that reflect the scale of our portfolio. For further information on ECS refer to www.ecsaustralia.com.

How do I take up the Investa Greenhouse Guarantee?

Taking up the Investa Greenhouse Guarantee is simple. Contact your Investa representative who will arrange for ECS to conduct a review of your tenancy (either at design, or in operation). ECS will provide a firm quote with a guaranteed cap on your office's energy bills and greenhouse gas emissions*.

Once the upgrade work is done, if your energy consumption exceeds the guaranteed cap the cost of any excess energy consumed will be refunded and GreenPower™ will be purchased to deliver the reduction in greenhouse emissions. If your tenancy performs better than the Guarantee, you keep the savings!

* The Guarantee is based on an agreed set of operating parameters which may need to be modified to reflect actual operation. For instance; longer than expected occupancy hours would require an increase in the energy and greenhouse cap even though the target ABGR rating may still be achieved.

The energy-saving technologies delivered as part of the Guarantee can be financed in a number of ways. For example, in Melbourne tenants can access funding from the City of Melbourne's Sustainable Melbourne Fund and use savings to progressively acquire the equipment and in NSW the State Government has made a grant available to subsidise projects delivered under the Guarantee. In many instances tenants elect to self-fund due to the appealing returns on investment. ECS and your Investa representative will explain funding alternatives as part of the Guarantee proposal.

Tenants representing more than 50,000m² of office space have taken up the Guarantee service since it was launched in late 2004. One of them was Investa's new 2,880m² head office at Deutsche Bank Place in Sydney. The office incorporates high efficiency light fittings and the latest lighting control technology which, while adding \$60,000 to the fitout cost, was guaranteed to deliver a \$24,000 pa saving in energy bills compared to the initial design.

After almost a year of operation the tenancy is performing more efficiently than projected prior to occupancy and is on track to easily achieve the target 5 star ABGR rating.

What you can expect to receive:

If you are an existing or prospective tenant in an Investa building and you accept the Investa Greenhouse Guarantee, you can expect to receive:

- an ABGR Commitment Rating certificate;
- a guaranteed cap on energy bills*;
- a guaranteed cap on greenhouse emissions*;
- guaranteed ABGR Performance Ratings*;
- the highest quality energy saving systems and equipment*;
- regular performance reports to assist in marketing to staff, clients and other key stakeholders*;
- lower operating costs post guarantee.

* each year for the duration of the Guarantee – which is generally the period of time required for total energy savings to exceed the initial investment.



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Investa operates businesses that include Australia's largest publicly listed office portfolio. The Group is a member of the Global 100 (G100) list of the most sustainable corporations in the world and rated the leading company on the Dow Jones Sustainability World Index (DJSI World) in the real estate sector and the financial services super-sector.



As a sustainability leader, this initiative is among a suite designed to foster collaboration between us and our tenants and thereby enhance our service and the performance of our buildings. Other initiatives include the Green Lease Guide which couples with

the 'Green Lease' provisions in our precedent lease to help tenants enhance employee wellbeing and productivity, and providing tenants with easy access to GreenPower™ through Investa's existing bulk supply arrangements.

“We know [climate change] is happening. We know the consequences for the planet. We now know urgent action will prevent catastrophe and investment in preventing it, will pay us back many times over. We will not be able to explain ourselves to future generations if we fail.”

Tony Blair launching the *Stern Review on the Economics of Climate Change*, November 2006.

CONTACT US

Take up the Investa Greenhouse Guarantee, or find out more, by contacting Investa Property Group at investa@investa.com.au or by asking your Investa Property Group representative.

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