Return on Sustainability
About CapitaLand Investment (CLI)

CLI is a leading global listed real estate investment manager with a strong presence in Asia

S$88B / US$66B funds under management (FUM)
S$132B / US$100B assets under management (AUM)

Headquartered in Singapore with presence in over 200 cities

As at Dec 2022

1In terms of both funds under management (FUM) and market capitalisation.
One of the leading lodging owner-operators globally with a strong Asia footprint.

**40 years of track record** in the long-stay lodging segment

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**160,000**

Serviced Residence, Hotel, Rental Housing, PBSA, Senior Living

Includes units under development

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**900+ Properties**

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**228 Cities**

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**43 Countries**

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**Lodging Type**

- Serviced Residence: 74%
- Hotel: 19%
- Rental Housing: 5%
- PBSA: 1%

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**Ownership**

- Managed & Franchised: 83%
- REIT: 12%
- Fund: 2%
- Owned & Leased: 3%

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**Geography**

- SEA: 41%
- China: 29%
- ANZ: 9%
- MEATI: 6%
- JP, KR: 6%
- US: 5%
- EU: 4%

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As of end Mar ‘23
Ascott CARES, Ascott’s Global Sustainability Framework

Global Sustainable Tourism Council (GSTC) Recognised Status Programme

Launched in Nov 2022, Ascott CARES is Ascott’s sustainability framework that aligns its growth strategy with environmental, social and governance (ESG) considerations alongside GSTC Criteria.

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<th>C - Community</th>
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Is there a Return on Sustainability?
The Business Case for Sustainability and The Triple Bottom Line

The New Language of Sustainability

- From “Value of Green” to “Return on Sustainability”
- From “Green Premium” to “Brown Discount”

Source: JLL, “Return on Sustainability”, Jan 2022
More Investors Than Ever Want an ESG Approach

Companies failing to meet investor expectations on environmental, social and governance (ESG) factors risk losing access to capital markets

Green Debt Issuers Enjoy a “Greenium”
Green Buildings Command a Price Premium

Sale-price gap between offices that have and don’t have sustainability ratings

Many of the world’s biggest real estate investors have ambitious carbon-reduction targets


London sustainability ratings are based on offices that have either BREEAM or LEED ratings; Paris based on BREEAM, LEED, HQE and BBC certifications.
Green premiums are temporary

Brown discount are forever