ALTAREA COGEDIM

CSR as a value-creation lever
ALTAREA COGEDIM
A THREE-DIMENSIONAL REAL ESTATE COMPANY

Real Estate Investment Trust and Development Company

- **1,286** Direct employees
- **4.3 billion** Portfolio managed
- **883 million** Residential revenues
- **111 million** Office property sales
- **250 million** Rental income
- **3,732** Homes reserved
- **457,000 m²** Projects secured
CONTEX
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A SOCIAL, SOCIETAL AND ENVIRONMENTAL CHALLENGE

Social
- Growing difficulty of access to housing
- Population aging and dependency

Environmental
- 1.8 billion € damage due to bad weather in 2014
- Public health issues due to traffic pollution

Economics
- 9.9% unemployment rate
- Pressure on energy markets

Regulatory
- Publication of CSR information
- Thermal regulation for new construction and existing buildings
CONTEXT

OUR STAKEHOLDERS

- Investors
- Retailers
- Clients of shopping centres
- Apartment buyers
- Office and hotel users
- Public authorities
- NGOs
- Suppliers
- Employees
- Media
- Financial and CSR analysts
- Banks

Move closer to their needs and provide them with understandable and comparable information
ALTAGREEN
OUR ROADMAP FOR SUSTAINABILITY

90 MANAGERS

12 WORKING GROUPS

SHARING

RELEVANCE

SUSTAINABILITY

ULI Young Leaders Forum & Reception – Tuesday, 3rd February
ALTAGREEN

WHAT WE HAVE DONE SO FAR

Grenelle laws

First HQE-certified hotel renovation

Largest HQE-certified refurbishment

First HQE-certified shopping center

“Green leases” for every new lease for retail

7,618 jobs supported

First Net Zero Energy building

Training of 100% of shopping centers teams on sustainable operation and maintenance

> 10,000 homes certified

100% new retail projects certified

BREEAM In-Use certification for 100% of assets

Assets energy consumption -30.5% (2010)

> 10,000 homes certified

2009

2010

2011

2012

2013

2014

2015
ALTAGREEN
2014 RECOGNITION AND AWARDS

“MOST ENGAGED”
- Major French ranking of CSR disclosure for Real Estate
- Ranked among the most engaged French REITs

1st place
- Disclosure: 99
- Performance: B
- 1st REIT and 1st property developer in France

1st place
- Overall score: 82% (“Green Star”)•
- 9/637 Real Estate investors worldwide
- 4/273 property developer worldwide

Award winner
- French member of the World Green Building Council
- Promote development of green buildings
- 2014 Award for buildings environmental certifications policy
**SUSTAINABLE?**

**WHAT "SUSTAINABILITY" MEANS AT ALTAREA COGEDIM**

<table>
<thead>
<tr>
<th>ACCESSIBLE &amp; CONNECTED</th>
<th>COMFORTABLE &amp; QUALITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Accessible location</td>
<td>• Healthy &amp; Comfortable</td>
</tr>
<tr>
<td>• Public transportation</td>
<td>• Convenient</td>
</tr>
<tr>
<td>• Local shops and amenities</td>
<td>• Robust</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EFFICIENT &amp; ENVIRONMENT-FRIENDLY</th>
<th>SOURCE OF SOCIAL TIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Resource efficient</td>
<td>• Neighborhood life</td>
</tr>
<tr>
<td>• Energy efficient</td>
<td>• Responsible</td>
</tr>
<tr>
<td>• Low carbon impact</td>
<td>• Support local economy</td>
</tr>
</tbody>
</table>
### Key Performance Indicators

**Measuring Sustainability**

<table>
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<th>Accessible &amp; Connected</th>
<th>Comfortable &amp; Quality</th>
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<tr>
<td>✓ % of surface areas or number of homes located less than 500 m from a transportation network</td>
<td></td>
</tr>
<tr>
<td>✓ % of assets located less than 200 m from a transportation network</td>
<td></td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>Efficient &amp; Environment-Friendly</th>
<th>Source of Social Ties</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ % of surface area or number of homes surpassing the energy requirements of the thermal regulations</td>
<td></td>
</tr>
<tr>
<td>✓ Energy consumption and carbon footprint of retail assets</td>
<td></td>
</tr>
</tbody>
</table>

| ✓ % of surface area or number of homes certified |
| ✓ % of surface areas with BREEAM® In-USE certification |

| ✓ Incorporation of social and environmental clauses in contracts signed with suppliers and service providers |
| ✓ Number of indirect jobs supported |
HOUSING EXAMPLE

SKY: A SECOND LIFE FOR OLDER BUILDINGS

- **Refurbishment of 22,000 m² office building close to La Défense**
  - Give a second life to a building
  - Low carbon footprint

- **Mixed-use building for social links**
  - 184 housings for accession to ownership
  - 99 hotel rooms for business
  - 46 hotel rooms for students
  - 3 shops
  - 1 nursery

- **Amenities and services**
  - Conciergerie
  - Fitness
  - Guest house
OFFICE EXAMPLE

SANOFI HEADQUARTERS : HIGH ENVIRONMENTAL PERFORMANCE

- 15,500 m² office building
- HQE Certification "Exceptionnel"
- BREEAM Certification "Excellent"
- Net zero energy (solar and geothermal energy)
- High level of comfort
- Air flow rate : +30%
- Strong presence of plants
RETAIL EXAMPLE

QWARTZ: INVOLVE LOCAL COMMUNITIES

- 86,000 m² GLA shopping mall
- HQE certification "Excellent"
- BREEAM certification "Very Good"
- 100% Green leases
- Low-carbon concrete
- Local employment promotion charter: 1,500 jobs supported (construction and shops)
# THE RELEVANCE OF SUSTAINABILITY

## OUR VISION

<table>
<thead>
<tr>
<th>Yesterday</th>
<th>Today</th>
</tr>
</thead>
<tbody>
<tr>
<td>Focused on Planet</td>
<td>Corporate Responsibility</td>
</tr>
<tr>
<td>Risk management</td>
<td>Business opportunities</td>
</tr>
<tr>
<td>Protection</td>
<td>Innovation</td>
</tr>
<tr>
<td>Inform stakeholders</td>
<td>Converse with stakeholders</td>
</tr>
<tr>
<td>Separate</td>
<td>Integrated into activities</td>
</tr>
<tr>
<td>Corny</td>
<td>Intangible value</td>
</tr>
<tr>
<td>Differentiating</td>
<td>Strategic</td>
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SUSTAINABILITY IS THE NEW STANDARD
THANK YOU QUESTIONS?

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