



JW

WV

Branded Residences At Park Five

ESG<sup>3</sup>  
A

ESG-RATED LEED PLATINUM

Client loan amount .....  
 SDG | JW Marriot & Branded Residences

To date, financial project summary

- | **Very** experienced sponsor
- | **Proven** and niche real estate development strategy
- | **Developer** project value-adds totaling 52,2 million
- | **Project entity cash equity** 78 million
- | **As-is** land appraisal value 36.2 million
- | **Preliminary** city approvals
- | **All-star** team with experience on previous projects
- | **Closing** target, late June/early July
- | **Qualified** business borrower



332  
M

ESG<sup>3</sup>  
A

ESG-RATED LEED PLATINUM

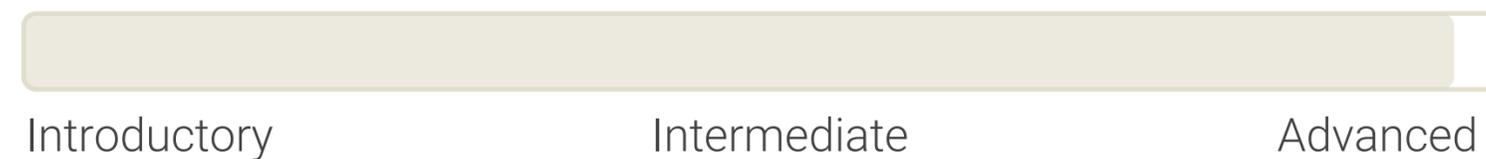
How we add value

## SDG 1 | JW Marriot & Branded Residences At Park Five

- | **Reduced** cost of capital for all financing
- | **Better** performing asset
- | **Affordable** high-performance building design features
- | **Easier** permit process
- | **Increased** return on investment
- | **Capital savings** from LEED costs
- | **The recognition** the asset will receive by being ESG AAA

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### Sustainable Building & Real Estate Performance Barometer



Introductory

Intermediate

Advanced

True green  
 SDG | JW Marriot & Branded Residences At Park Five

CATEGORY

	LEED	ILFI	CZERO
Sustainability	Sustainable Sites	Place	ESG
Environmental	Materials & Resources Energy & Atmosphere Water Efficiency Location & Transport Indoor Air Quality	Materials Energy Water Health	Landuse Zero Carbon Net Zero Energy Net Zero Waste Net Zero Water
Social	None	Equity & Beauty	Social Design Onsite Safety Supply Chain High-performance
Governance/other	Regional Priority Innovation Resilient Design	None	Workforce Housing Financed Emissions Climate Risk Portfolio Targets

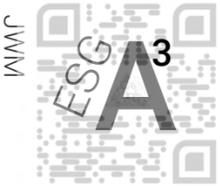
Performance design  
 SDG | JW Marriot & Branded Residences At Park Five

**47.9M** NET SAVINGS on cost of capital  
 from sustainable real estate product

**\$450M**

Senior Debt	73%		332 M
Condo Deposits	9%		39 M
Cash Equity	20%		78 M

Commercial Mixed Use	916K.	Gross Square Feet
\$332M		Senior Debt
\$39M		Condo Depo Targets
\$78M		Cash Equity



Development Budget	450,063,234
COESG – 20 Year Term	332,756,130
Annual Interest Rate 7.50	32,167,929
Annual Interest Rate COESG 6.50	29,771,284
APR Savings Per Annum	2,396,645
CZERO ESG-AA Rated Product	1,923,600

**NET FINANCIAL SAVINGS 47,932,900**

Project Budget/Cost	450,063,234
SRE Conservative Value Add 2%	9,001,265
ESG-Rated Product Investment	1,923,600
Net Capital Gain	7,077,665

**ROI 79.3%**

# REAL ESTATE

ESG AAA+

- LANDUSE  
ZERO CARBON  
ZERO ENERGY  
ZERO WATER  
ZERO WASTE
- VALUE CHAIN  
ONSITE SAFETY  
SUPPLY CHAIN  
DIVERSITY
- FINANCED EMISSIONS  
CLIMATE RISK  
AFFORDABLE HOUSING  
TARGETS

TITLE:  
113716689011083

**CZ ZERO**

KPI

**CIO**

ESG GRADE REAL ASSETS

JT106ANY4576

ESG MODELED

PRE-APPROVED SUSTAINABLE FINANCE

## Environmental

**100%**

- ✓ Zero carbon
- ✓ Net zero energy
- ✓ Net zero water
- ✓ Net zero waste

## Social

**100%**

- ✓ Onsite safety
- ✓ Supply chain: Materials
- ✓ Value chain: AEC
- ✓ Diversity and inclusion

## Governance

**100%**

- ✓ Climate risk
- ✓ Financed emissions
- ✓ Workforce housing
- ✓ Targets

LOAN TRACKING & VERIFICATION

ICON

ESG AAA

- Layer 1 modelling
- Layer 2 design
- Layer 3 built

JWM & BRANDED RESIDENCES  
150 LAKE DRIVE  
ORLANDO, FLORIDA

TITLE 11371663

CARBON BALANCE

KPI	CO2e	Balance
Property Area	-59.60 t	(59.06) t
Demolition	-28.00 t	(87.60) t
Building Materials	327.15 t	240.09 t
Product Specification	-531.91 t	(291.82) t
Planning Services	65.58 t	(226.24) t
Construction Services		
Material Product Shipping	-41.37 t	(184.87) t
Renewable Energy	-1,802.70 t	(1,987.57) t

FINANCED EMISSIONS: -43 kgCO2/ft2

PORTFOLIO TEI: 1st year

DECARBONIZATION: 1st year

ESG RATING: A

ICON API w/ real time monitoring

POST CONSTRUCTION audit by Pi

OUTPERFORM

CZERO ESG AAA+ ROI

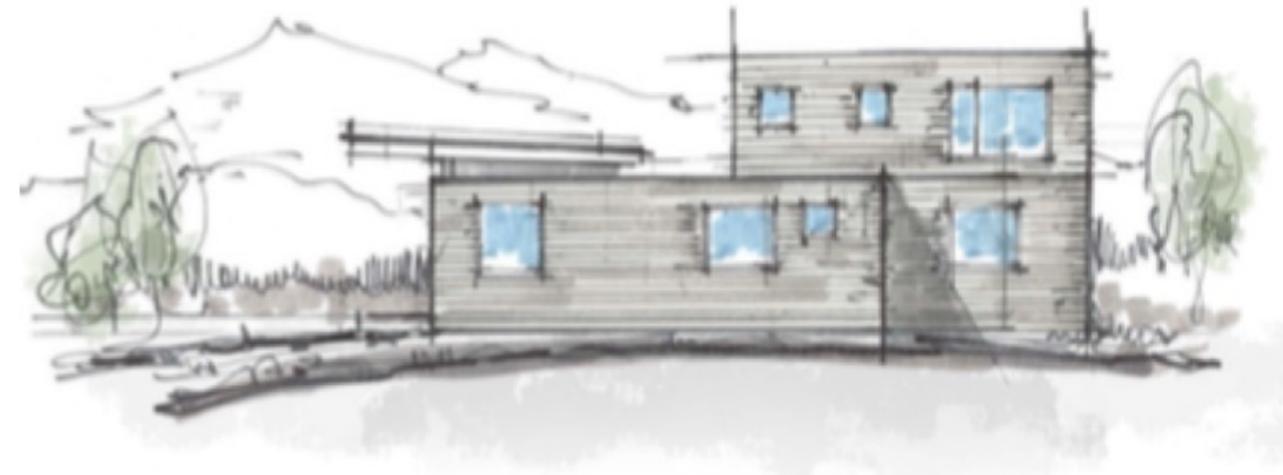




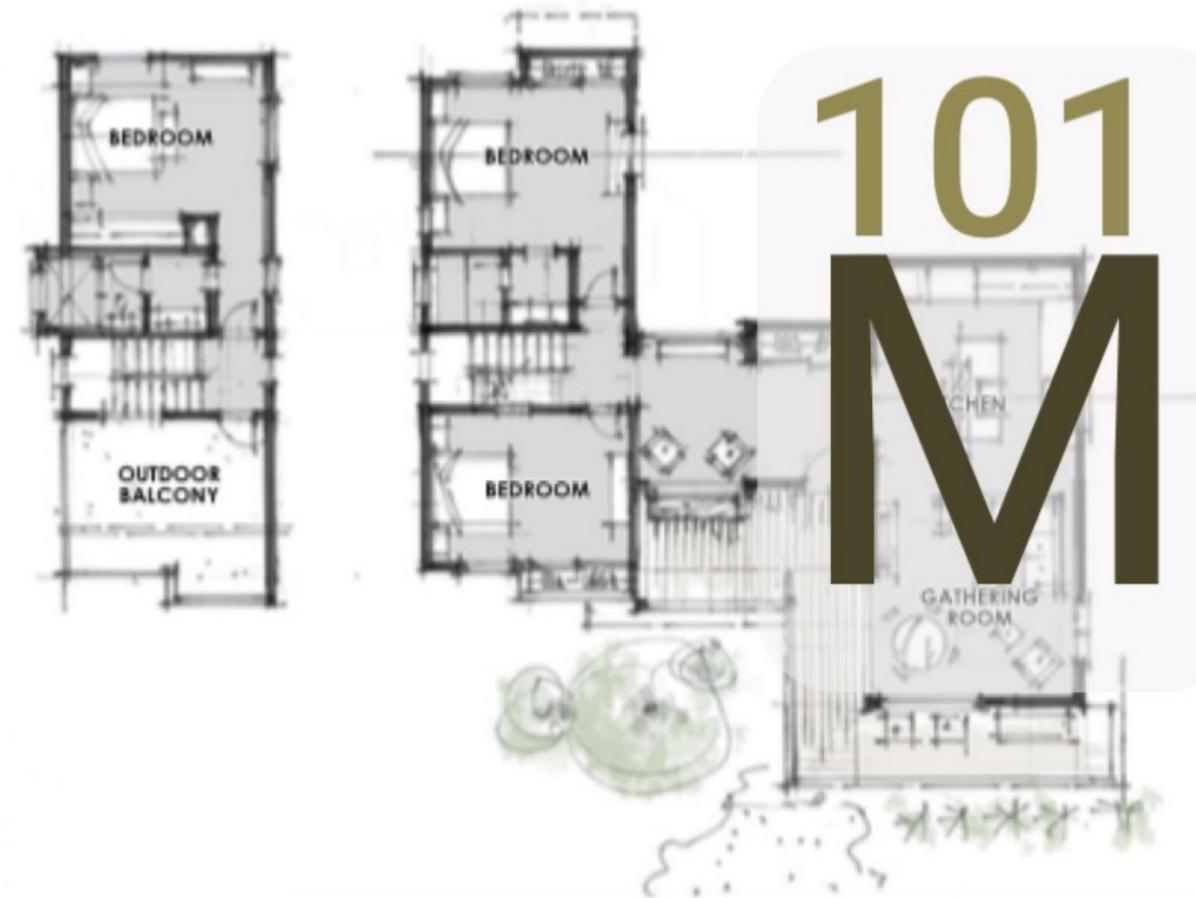
Client finance amount  
**KMH | The Quarry**

To date, financial project summary

- | **Very** experienced residential sponsor
- | **Phase 1** financing target, mid-Sept/Oct
- | **As-is** land appraisal 24 million
- | **Quality** prefabricated residences
- | **Project equity** 27.6M
- | **Existing** net zero energy residential features
- | **All-star** project team
- | **Financially** qualified business borrower



**EAST ELEVATION - OPTION B** 1/8" = 1'-0"



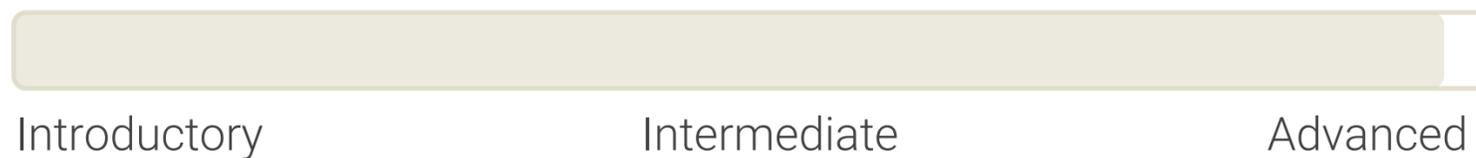
**MAIN & UPPER FLOOR PLAN - OPTION B** 1/8" = 1'-0"



## How we add value KMH | The Quarry

- | **Reduced** cost of capital for all financing
- | **Affordable** high-performance building design features
- | **Turnkey** sustainable building, loan administration and real estate process
- | **Easier** permit process
- | **Increased** return on investment
- | **Capital savings** from LEED costs
- | **Total** risk mitigation
- | **The recognition** the asset will receive by being ESG AAA

### Sustainable Building & Real Estate Performance Barometer



True green  
 KMH | The Quarry

CATEGORY

	LEED	ILFI	CZERO
Sustainability	Sustainable Sites	Place	ESG
Environmental	Materials & Resources Energy & Atmosphere Water Efficiency Location & Transport Indoor Air Quality	Materials Energy Water Health	Landuse Zero Carbon Net Zero Energy Net Zero Waste Net Zero Water
Social	None	Equity & Beauty	Social Design Onsite Safety Supply Chain High-performance
Governance/other	Regional Priority Innovation Resilient Design	None	Workforce Housing Financed Emissions Climate Risk Portfolio Targets

Performance design  
KMH | The Quarry

**93.7M**

NET SAVINGS on cost of capital from ESG rated sustainable real estate product

**\$101.9M**

LTC Senior Equity 80% | 101.9 M  
20% | 27.6M

Residential  
199K GSF Est.  
\$101.9M Senior  
\$27.6M Equity/Assets



Development Budget	101,947,441
COESG – 25 Year Term	101,947,441
Annual Interest Rate 9.75	10,901,901.60
Annual Interest Rate CESG 5.00	7,151,695.08
APR Savings Per Annum	3,750,206.52
CZERO ESG-AAA Rated Product	475,909
<b>NET FINANCIAL SAVINGS</b>	<b>93,755,163</b>

Project Budget/Cost	101,947,441
SRE Conservative Value Add 2%	2,038,948
ESG-Rated Product Investment	475,909
Net Capital Gain	1,563,039

**ROI 76.6%**

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ESG MODELED

ESG AAA+

- LANDUSE  
ZERO CARBON  
ZERO ENERGY  
ZERO WATER  
ZERO WASTE
- VALUE CHAIN  
ONSITE SAFETY  
SUPPLY CHAIN  
DIVERSITY
- FINANCED EMISSIONS  
CLIMATE RISK  
AFFORDABLE HOUSING  
TARGETS

TITLE:  
113716689011083

CZ  
ZERO

KPI

CIO

ESG GRADE REAL ASSETS

JT106ANY4576

ICON

ESG AAA

- Layer 1 modelling
- Layer 2 design
- Layer 3 built

**CARBON REDUCED**  
100%

**CO2 CREDITS**  
1,988 tons

**ASSET CEI**  
-4.02 CO2/ft2

CARBON BALANCE

KPI	CO2e	Balance
Property Area	-59.60 t	(59.60) t
Demolition	28.00 t	(87.60) t
Building Materials	327.15 t	240.09 t
Product Specification	-531.91 t	(291.82) t
Planning Services	65.58 t	(226.24) t
Construction Services		
Material Product Shipping	41.37 t	(184.87) t
Renewable Energy	-1,802.70 t	(1,987.57) t

FINANCED EMISSIONS: -43 kgCO2e/ft2

PORTFOLIO TEI: 1st year

DECARBONIZATION: 1st year

ESG RATING: A

KMH & DVELE  
THE QUARRY  
BIG SKY, MONTANA

TITLE 11371663

Environmental

100%

- ✓ Zero carbon
- ✓ Net zero energy
- ✓ Net zero water
- ✓ Net zero waste

Social

100%

- ✓ Onsite safety
- ✓ Supply chain: Materials
- ✓ Value chain: AEC
- ✓ Diversity and inclusion

Governance

100%

- ✓ Climate risk
- ✓ Financed emissions
- ✓ Workforce housing
- ✓ Targets

PRE-APPROVED  
SUSTAINABLE  
FINANCE

LOAN  
TRACKING &  
VERIFICATION

ICON API  
w/ real time  
monitoring

POST  
CONSTRUCTION  
audit by Pi

OUTPERFORM







ESG<sup>3</sup>  
A

ESG-RATED REAL ESTATE

eVolve  
Residences

Client finance amount  
TGE | Evolve

To date, financial project summary

- | **Very** experienced multifamily sponsor
- | **Phase 1** financing target, mid-Sept/Oct
- | **As-is** land appraisal 13.2 million
- | **Shovel ready** phase 1 evolve tower
- | **Project equity** 40M
- | **Flagship** tenant Hilton- Four Star
- | **All-star** project team with modular tech buildout
- | **Financially** qualified business borrower



134  
M



How we add value

## TGE | Evolve

- | **Reduced** cost of capital for all financing
- | **Affordable** high-performance building design features
- | **Turnkey** sustainable building, loan administration and real estate process
- | **Easier** permit process
- | **Increased** return on investment
- | **Capital savings** from LEED costs
- | **Total** risk mitigation
- | **The recognition** the asset will receive by being ESG AAA

### Sustainable Building & Real Estate Performance Barometer



Introductory

Intermediate

Advanced

True green  
TGE | Evolve

CATEGORY

	<b>LEED</b>	<b>ILFI</b>	<b>CZERO</b>
Sustainability	Sustainable Sites	Place	ESG
Environmental	Materials & Resources Energy & Atmosphere Water Efficiency Location & Transport Indoor Air Quality	Materials Energy Water Health	Landuse Zero Carbon Net Zero Energy Net Zero Waste Net Zero Water
Social	None	Equity & Beauty	Social Design Onsite Safety Supply Chain High-performance
Governance/other	Regional Priority Innovation Resilient Design	None	Workforce Housing Financed Emissions Climate Risk Portfolio Targets

Performance design  
TGE | Evolve

**63.9M**

NET SAVINGS on cost of capital from ESG rated sustainable real estate product

**\$174.4M**

LTC	Senior	70%		134.3 M
	Equity	30%		40.1M

Mixed-Use  
\$134.3M GSF Senior  
\$40.1M Equity/Assets



Development Budget	174,368,386
COESG – 25 Year Term	37,824,961
Annual Interest Rate 7.00	14,788,794
Annual Interest Rate CESG 5.00	12,232,083
APR Savings Per Annum	290,672
CZERO ESG-AAA Rated Product	2.39/sqft

**NET FINANCIAL SAVINGS 63,917,775**

Project Budget/Cost	174,368,386
SRE Conservative Value Add 2%	3,487,368
ESG-Rated Product Investment	2.39/sqft.
Net Capital Gain @ 500k gsf	2,292,368

**ROI 91.8%**

# REICON

ESG AAA+

- LANDUSE  
ZERO CARBON  
ZERO ENERGY  
ZERO WATER  
ZERO WASTE
- VALUE CHAIN  
ONSITE SAFETY  
SUPPLY CHAIN  
DIVERSITY
- FINANCED EMISSIONS  
CLIMATE RISK  
AFFORDABLE HOUSING  
TARGETS

TITLE:  
113716689011083

## CZERO

KPI

## CIO

ESG GRADE REAL ASSETS

JT106ANY4576

ESG MODELED

PRE-APPROVED SUSTAINABLE FINANCE

ICON

ESG AAA

- Layer 1 modelling
- Layer 2 design
- Layer 3 built

**CARBON REDUCED**  
100%

**CO2 CREDITS**  
1,988 tons

**ASSET CEI**  
-4.02 CO2/ft2

CARBON BALANCE

KPI	CO2e	Balance
Property Area	-59.60 t	(59.60) t
Demolition	-28.00 t	(87.60) t
Building Materials	327.15 t	240.09 t
Product Fabrication	-531.91 t	(291.82) t
Planning Services	65.58 t	(226.24) t
Construction Services		
Material Product Shipping		(184.87) t
Renewable Energy		(1,987.57) t

FINANCED EMISSIONS: -43 kgCO2e/ft2

PORTFOLIO TEL: 1st

OPERATIONALIZATION: A

TGE  
EVOLVE  
DENVER, CO

TITLE 11371663

LOAN TRACKING & VERIFICATION

### Environmental

**100%**

- ✓ Zero carbon
- ✓ Net zero energy
- ✓ Net zero water
- ✓ Net zero waste

### Social

**100%**

- ✓ Onsite safety
- ✓ Supply chain: Materials
- ✓ Value chain: AEC
- ✓ Diversity and inclusion

### Governance

**100%**

- ✓ Climate risk
- ✓ Financed emissions
- ✓ Workforce housing
- ✓ Targets

ICON API w/ real time monitoring

POST CONSTRUCTION audit by Pi

OUTPERFORM







N

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Q

2

ESG

Coral Walk

Client finance amount  
ZDC | Coral Walk

87M

To date, financial project summary

- | **Very** experienced multifamily sponsor
- | **260+** projects developed, **150+** cities, **3B** in volume
- | **As-is** land appraisal 3.5 million
- | **Project size** 353,133 gross square feet
- | **Project type** multi-family and student housing
- | **All-star** team with unique and strong portfolio
- | **Financially** qualified business borrower
- | **Phase 1** - 3 buildings, financing target July/August



ESG Fund



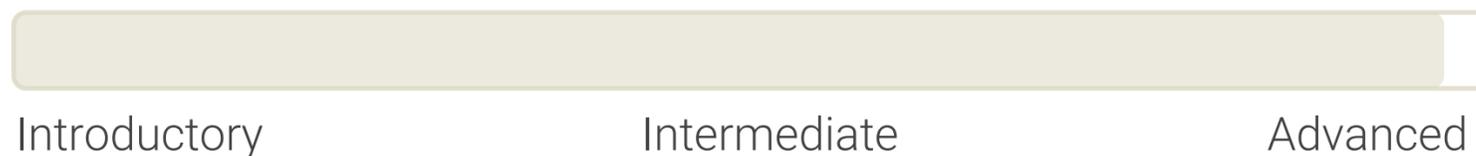
ESG-RATED REAL ESTATE



How we add value  
ZDC | Coral Walk

- | **Reduced** cost of capital for all financing
- | **Affordable** high-performance building design features
- | **Turnkey** sustainable building, loan administration and real estate process
- | **Easier** permit process
- | **Increased** return on investment
- | **Capital savings** from LEED costs
- | **Total** risk mitigation
- | **The recognition** the asset will receive by being ESG AAA

Sustainable Building & Real Estate Performance Barometer



True green  
ZDC | Coral Walk

CATEGORY

	LEED	ILFI	CZERO
Sustainability	Sustainable Sites	Place	ESG
Environmental	Materials & Resources Energy & Atmosphere Water Efficiency Location & Transport Indoor Air Quality	Materials Energy Water Health	Landuse Zero Carbon Net Zero Energy Net Zero Waste Net Zero Water
Social	None	Equity & Beauty	Social Design Onsite Safety Supply Chain High-performance
Governance/other	Regional Priority Innovation Resilient Design	None	Workforce Housing Financed Emissions Climate Risk Portfolio Targets

Performance design  
ZDC | Coral Walk

**7.4M**

NET SAVINGS on cost of capital  
from sustainable real estate product

**\$102M**

Senior Debt	60%		61.2 M
Pace	25%		25.5 M
Equity	15%		15.3 M

Multi-Family  
353K GSF  
\$61.2M Senior Debt  
\$25.5M Pace  
\$15.3M Equity/Assets



Development Budget	102,074,594
COESG – 20 Year Term	61,244,756
Annual Interest Rate 7.80	6,056,146
Annual Interest Rate CESG 6.80	5,610,065
APR Savings Per Annum	446,081
COESG- Pace 25 Year Term	25,518,649
Annual Debt Service Rate 8.125	2,188,806
CZERO ESG-AA Rated Product	741,300

**NET FINANCIAL SAVINGS 7,413,920**

Project Budget/Cost	102,074,594
SRE Conservative Value Add 2%	2,041,491
ESG-Rated Product Investment	741,300
Net Capital Gain	1,300,191

**ROI 75.3%**

# REAL ESTATE

ESG AAA+

- LANDUSE  
ZERO CARBON  
ZERO ENERGY  
ZERO WATER  
ZERO WASTE
- VALUE CHAIN  
ONSITE SAFETY  
SUPPLY CHAIN  
DIVERSITY
- FINANCED EMISSIONS  
CLIMATE RISK  
AFFORDABLE HOUSING  
TARGETS

TITLE: 113716689011083

## CZERO

ESG GRADE REAL ASSETS

JT106ANY4576

## CIO

ESG MODELED

PRE-APPROVED SUSTAINABLE FINANCE

### Environmental

**100%**

- ✓ Zero carbon
- ✓ Net zero energy
- ✓ Net zero water
- ✓ Net zero waste

### Social

**100%**

- ✓ Onsite safety
- ✓ Supply chain: Materials
- ✓ Value chain: AEC
- ✓ Diversity and inclusion

### Governance

**100%**

- ✓ Climate risk
- ✓ Financed emissions
- ✓ Workforce housing
- ✓ Targets

LOAN TRACKING & VERIFICATION



ICON API w/ real time monitoring

POST CONSTRUCTION audit by Pi

OUTPERFORM

CZERO ESG AAA+ ROI



# ESG

By Dirgesh Patel



# ESG

ESG-RATED LEED ZERO



Client finance amount  
GLI | The Palms

To date, financial project summary

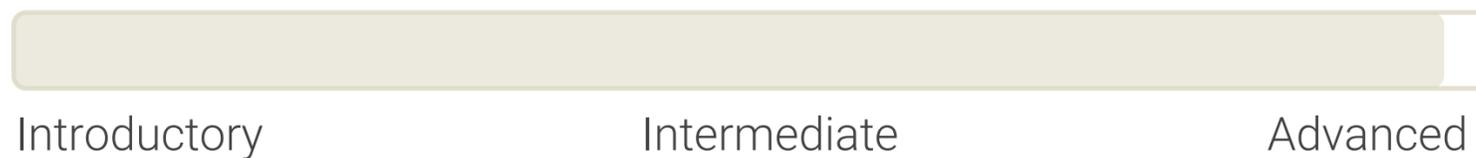
- | **Very** experienced multifamily sponsor
- | **Phase 1** financing target, mid-July/early-August
- | **As-is** land appraisal 5.25 million
- | **Residential** 155 studio units
- | **Project size** 124,100 gross square feet
- | **Existing** market rate and affordable social features
- | **All-star** team with unique and growing portfolio
- | **Financially** qualified business borrower



## How we add value GLI | The Palms

- | **Reduced** cost of capital for all financing
- | **Affordable** high-performance building design features
- | **Turnkey** sustainable building, loan administration and real estate process
- | **Easier** permit process
- | **Increased** return on investment
- | **Capital savings** from LEED costs
- | **Total** risk mitigation
- | **The recognition** the asset will receive by being ESG AAA

### Sustainable Building & Real Estate Performance Barometer



True green  
GLI | The Palms

CATEGORY

	LEED	ILFI	CZERO
Sustainability	Sustainable Sites	Place	ESG
Environmental	Materials & Resources Energy & Atmosphere Water Efficiency Location & Transport Indoor Air Quality	Materials Energy Water Health	Landuse Zero Carbon Net Zero Energy Net Zero Waste Net Zero Water
Social	None	Equity & Beauty	Social Design Onsite Safety Supply Chain High-performance
Governance/other	Regional Priority Innovation Resilient Design	None	Workforce Housing Financed Emissions Climate Risk Portfolio Targets

Performance design  
GLI | The Palms

**7.2M**

NET SAVINGS on cost of capital  
from sustainable real estate product

**\$50.4M**

Senior Debt	60%		37.8 M
Pace	20%		12.6 M
Equity	20%		12.6 M

Multi-Family  
124K GSF  
\$37.8M Senior Debt  
\$12.6M Pace  
\$12.6M Equity/Assets



Development Budget	63,041,601
COESG – 25 Year Term	37,824,961
Annual Interest Rate 7.60	3,383,857
Annual Interest Rate CESG 6.60	3,093,185
APR Savings Per Annum	290,672
COESG- Pace 25 Year Term	12,608,320
Annual Debt Service Rate 8.125	1,180,312
Interest Rate Savings Per Annum	98,861
CZERO ESG-AA Rated Product	260,400

**NET FINANCIAL SAVINGS 7,266,800**

Project Budget/Cost	63,041,601
SRE Conservative Value Add 1.5%	945,624
ESG-Rated Product Investment	260,400
Net Capital Gain	685,224

**ROI 63.1%**

# REAL ESTATE

ESG AAA+

- LANDUSE  
ZERO CARBON  
ZERO ENERGY  
ZERO WATER  
ZERO WASTE
- VALUE CHAIN  
ONSITE SAFETY  
SUPPLY CHAIN  
DIVERSITY
- FINANCED EMISSIONS  
CLIMATE RISK  
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TARGETS

TITLE:  
113716689011083

**CZ ZERO**

ESG GRADE REAL ASSETS

JT106ANY4576

**CIO**

ESG MODELED

PRE-APPROVED SUSTAINABLE FINANCE

## Environmental

**100%**

- ✓ Zero carbon
- ✓ Net zero energy
- ✓ Net zero water
- ✓ Net zero waste

## Social

**100%**

- ✓ Onsite safety
- ✓ Supply chain: Materials
- ✓ Value chain: AEC
- ✓ Diversity and inclusion

## Governance

**100%**

- ✓ Climate risk
- ✓ Financed emissions
- ✓ Workforce housing
- ✓ Targets

LOAN TRACKING & VERIFICATION

ICON

ESG AAA

- Layer 1 modelling
- Layer 2 design
- Layer 3 built

**CARBON REDUCED 100%**

**CO2 CREDITS 1,988 tons**

**ASSET CEI -4.02 CO2/R2**

**CARBON BALANCE**

KPI	CO2e	Balance
Property Area	-59.60 t	(59.60) t
Demolition	-28.00 t	(87.60) t
Building Materials	327.15 t	240.09 t
Product Fabrication	-531.91 t	(291.82) t
Planning Services	65.58 t	(226.24) t
Construction Services		
Material Product Shipping	41.37 t	(184.87) t
Operational Energy	-1,802.70 t	(1,987.57) t

FINANCED EMISSIONS PORTFOLIO TEI DECARBONIZATION ESG RATING

1st year **A**

DP | GLI  
THE PALMS  
PORTLAND, OR  
VANCOUVER, WA  
TITLE 11371663

ICON API w/ real time monitoring

POST CONSTRUCTION audit by Pi

OUTPERFORM

CZERO ESG AAA+ ROI

