

**SuMi TRUST**  
SUMITOMO MITSUI TRUST HOLDINGS

# Environmentally Friendly Property

SUSTAINABILITY REPORT

2020/2021



# SuMi TRUST Group's Eco-Trustution

The Group has coined the word “Eco-Trustution” to represent its environmental financial business based on the concept of providing solutions to ecological issues through the use of our trust function. We will continue to develop and provide solution-based financial instruments and services.

Solutions that use the unique functions of a trust bank



## Editorial policy

The 2020/2021 Sustainability Report consists of our full Sustainability report, booklets on the themes of climate change, natural capital, and environmentally friendly property, a digest report for seniors (available only in Japanese), and a stewardship report. Visit our website to learn more about our other sustainability initiatives.

<https://www.smth.jp/en/csr/index.html>

\* This booklet contains information about the various initiatives and activities of the SuMi TRUST Group companies, centering on SuMi TRUST Bank.



# What is Environmentally Friendly Property?

- Amid a growing sense of crisis about global environmental problems, environmental consideration has become necessary in real estate to realize a sustainable society.
- Environmentally friendly property takes the environment into account and is well managed for high environmental performance.
- The Group believes environmentally friendly properties can generate more value added than conventional properties through features such as high environmental performance that reduce risk and enhance income.

**A growing sense of crisis about global environmental problems**  
Global warming, threats to biodiversity, water scarcity & resource depletion

**Imperative to develop sustainable societies**  
Growing eco-awareness, stricter regulations, seen as de rigueur by investors, tenants, etc.

**Environmentally friendly property**  
Properties with high environmental value that are well managed for high environmental performance

## High environmental performance

- Energy conservation, CO<sub>2</sub> reduction
- Renewable energy adoption
- Greater efficiency in water and resource use
- Recycling and reuse of materials, continuity in emergencies
- Restoration of biodiversity

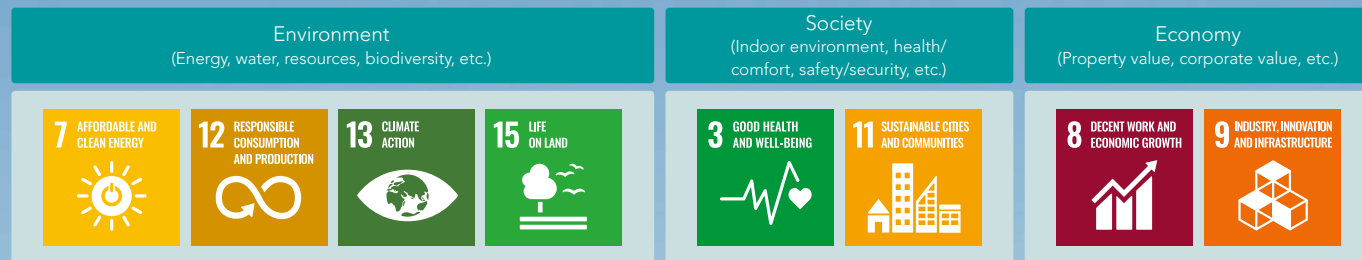
## Prospects for value added

- Lower utility costs
- Healthier, more comfortable
- Lower environmental-response risk
- Lower market risk

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# Target SDGs for Environmentally Friendly Property Initiatives



\* SDGs (Sustainable Development Goals)

Global-scale priority issues that should be addressed collectively worldwide toward 2030 adopted at the United Nations Sustainable Development Summit in September 2015. The Sustainable Development Goals are comprised of 17 goals and 169 targets.

The amount of CO<sub>2</sub> emitted from the construction and operation of buildings is said to account for approximately 40% of all CO<sub>2</sub> emissions in Japan, including indirect emissions. In addition, as humans spend a long time indoors, the indoor environment affects the health and productivity of the occupants. Given the significant impact of real estate property on the three aspects of the environment, society, and the economy, integrated initiatives for achieving the SDGs are thought to be highly beneficial for improving the sustainability of the three aspects.

The Group aims to promote and increase properties that give consideration to the environment, such as cities and buildings with high energy and resource efficiency and buildings that contribute to improving production efficiency. We will advance initiatives that contribute to increasing property values through features such as high environmental performance that reduce risk and enhance income.



## Challenges for Achieving the Goals

- Making the environmental performance of properties visible
- Making the added value of environmentally friendly properties visible
- Increasing awareness in the real estate market about the added value of environmentally friendly properties
- Expanding corporate initiatives toward creating added value

## Initiatives for Solving the Challenges

- Support acquisition of environmental performance certifications, such as CASBEE for Real Estate and CASBEE for Urban Development.
- Support the realization of environmentally friendly construction through construction consulting and assistance to help subsidy applicants qualify.
- Promote and raise awareness of environmentally friendly properties through committees and lectures.
- Create businesses that contribute to promoting environmentally friendly properties, including green finance and environmentally friendly property funds.

## KPIs for Solving the Challenges

Support acquisition of environmental performance certifications

**At least 20**  
certifications a year

(Aggregate total so far: 200 certifications)

Support environmentally friendly construction

**At least 2**  
cases a year

(Aggregate total so far: 14 cases)

Promotion and awareness-raising of environmentally friendly properties (Articles, lectures, etc.)

**At least 10**  
activities a year

(Aggregate total so far: Over 170 activities)

# Fundamentals Driving the Shift to Environmentally Friendly Property

- The Paris Agreement was adopted in December 2015 at the 21st Conference of Parties (COP21) to the United Nations Framework Convention on Climate Change (UNFCCC), and came into effect in November 2016. The goals of the agreement include holding the increase in the global average temperature to below 2°C above pre-industrial levels.
- On the domestic policy front, new non-residential buildings with floor space of 2,000m<sup>2</sup> or more need to comply with energy saving standards under the Building Energy Efficiency Act (publicly issued in 2015) since the law came into force in 2017. Meanwhile, there has been progress in improving and broadening programs that offer government subsidies for projects with high environmental performance such as the “leading projects” program for sustainable buildings.
- Global investment and financial sectors recognize that addressing global environmental problems is essential. Approximately 3,000 institutions in the United States and Europe have become signatories to the Principles for Responsible Investment (PRI), a United Nations-led global platform for investment that takes into account environmental, social, and governance (ESG) issues since its launch in 2006. Under the United Nations Environment Programme Finance Initiative (UNEP FI), more than 200 financial institutions based in Japan and overseas, including banks, insurers, and brokerages, are working together to integrate ESG risks into financial system functions. Furthermore, the Principles for Responsible Banking (PRB) advocated for by UNEP FI as a framework for sustainable banking practices came into force in 2019. [The SuMi TRUST Group has been a signatory to PRI, UNEP FI and PRB since their launch.]
- Used for investment decision-making, Global Real Estate Sustainability Benchmark (GRESB) was created in 2009, mainly for a group of large pension funds in Europe, to measure sustainability performance in the real estate sector. In 2019, 70 companies in Japan participated in the GRESB assessment. Of those, 44 were real estate investment trusts (REITs) that together comprise about 91.5% of Japan’s total REIT market capitalization.
- In 2015, more than 200 institutions in Japan’s asset management and finance sectors announced their adoption of Japan’s Stewardship Code, which spells out principles for responsible investors. The Corporate Governance Code, which includes principles to encourage listed companies to respond to sustainability concerns, also took effect as an attachment to the Tokyo Stock Exchange’s securities listing requirement.
- For real estate, there is a growing emphasis on environmental considerations.

# Initiatives of SuMi TRUST Bank related to Environmentally Friendly Property

- Harnessing its broad client base as a trust bank, SuMi TRUST Bank has expanded into a wide range of businesses requiring cutting-edge expertise that leverages the Group's comprehensive capabilities in fields ranging from real estate brokerage, securitization, consulting, and appraisals to property investment.
- SuMi TRUST Bank has proposed many ideas relating to environmental real estate, with a focus on showing how environmental performance can create added value in ways that are readily understandable. The efforts to raise awareness on this topic go back to a paper we published in 2005 on the added value created by environmentally friendly property.
- In 2010, SuMi TRUST Bank became the first Japanese financial institution to establish a section dedicated to environmentally friendly property. In addition to the expertise-based real estate business foundation, the Bank has worked to orient its businesses toward promoting environmentally friendly property through pioneering initiatives in environmental real estate.

## Main Initiatives as a Pioneer in Environmentally Friendly Property

### [Inception]

A commemorative paper entitled "A Note on Environmental Value Added for Real Estate" for the 10th anniversary of Tokyo Association of Real Estate Appraisers received grand prize in 2005 (see page 17)

### [Organizing Study Groups]

- Lead organizer of a sustainable real estate study group since 2007; released results of studies in 2009 and 2016
- Lead organizer of a smart city study group in 2013; released results of studies in 2016

### [Initiatives linked to UNEP]

- Member of a property working group organized as part of the United Nations Environment Programme Finance Initiative (UNEP FI) since 2007; released a collection of case studies and a handbook for Responsible Property Investment (RPI) in sequence

### [Initiatives related to CASBEE]

- Lead organizer of subcommittee examining CASBEE property appraisal since 2007; Vice Chairperson of subcommittee examining CASBEE property appraisal since 2020; launched "CASBEE for Real Estate" certification system in 2013 (see page 6)

### [Initiatives related to Real Estate Appraisal and Evaluation]

- Chair of a working group on environmental added value, organized by Japan Association of Real Estate Appraisers (JAREA), since 2007
- Member of office building performance evaluation and display manual committee; released a manual on office building performance evaluation and display in 2017

### [Initiatives with National and Local Authorities]

- Member of a MLIT-sponsored study committee on the promotion and spread of environmentally friendly property; the committee launched in 2008
- Member of Tokyo metro government's low carbon partnership committee for small and medium-sized buildings; the committee launched in 2012 by the Tokyo Bureau of Environment
- Member of Smart Wellness Office Research Committee, sponsored by Japan Sustainable Building Consortium; announced results of a study on economic impact of buildings with CASBEE evaluations in 2015 (see page 18); discussed CASBEE-Wellness Office system, which started offering certifications in 2019 (see page 10)

# Business Lineup for Environmentally Friendly Property

## 1 Consulting to Support Applications for “CASBEE for Real Estate” Certification

### Initiatives related to CASBEE for Real Estate

- CASBEE for Real Estate is a system developed in 2012 for the purpose of promoting widespread use of environmental building performance evaluations in the real estate market. While maintaining consistency with CASBEE® certifications for buildings (new construction and existing buildings), CASBEE for Real Estate sharply narrows down evaluation items and takes into account consistency with environmental performance items that are focused on overseas.
- CASBEE for Real Estate can be also used for GRESB assessment (see page 4), so use of this track is spreading, especially among REITs and real estate companies that are sensitive to sustainability concerns.
- It consists of evaluation items that help show initiatives related to the Sustainable Development Goals (SDGs) and environmental, social, and governance (ESG) issues.
- SuMi TRUST Bank is a participant in developing CASBEE for Real Estate as an organizer of the subcommittee for CASBEE property appraisal, which is sponsored by the Institute for Building Environment and Energy Conservation.

**Table** Evaluation items in CASBEE for Real Estate (In the case of office buildings)

Energy/ Greenhouse gases	<u>Target setting and monitoring/energy saving standards/O&amp;M*3 system</u> , usage and emissions intensity (calculated values), <b>usage and emissions intensity (actual values)</b> , natural energy forms
Water	<u>Target setting and monitoring/O&amp;M system</u> , water usage volume (calculated values), <b>water usage volume (results)</b>
Use of resources/ Safety	<u>Conforms to new earthquake resistance standards</u> , high earthquake resistance/seismic isolation and vibration damping, etc., <b>usage of recycled materials</b> , service life of structure materials, necessary renewal interval for main equipment functions, higher self-sufficiency ratio (electricity, etc.), operation and maintenance
Biodiversity/ Sustainable site	<u>No use of invasive alien species</u> , <b>enhancement of biodiversity</b> , soil environment quality/regeneration of brownfields, public transportation access, measures in preparation for natural disaster risks
Indoor environment	<b><u>Attainment of building sanitation and environmental management standards</u></b> , use of daylight, natural ventilation function, view

\*1 Underlined items are prerequisites (they must be met to pass an evaluation).

\*2 Items in **red** are related to universal metrics the United Nations Environment Programme's Sustainable Buildings and Climate Initiative (UNEP SBCI) is studying.

\*3 O&M: operation and maintenance



## Consulting to Support Applications for CASBEE for Real Estate Certification

- SuMi TRUST Bank engages in consulting services to support applications for the CASBEE for Real Estate certification.  
CASBEE accredited professionals with the proper qualification support the selection of real estate applying for certification while also evaluating the environmental performance of real estate and supporting the submission of applications for certification to certifying bodies.

## Problem Discovery and Proposals for Improvement via CASBEE for Real Estate

- SuMi TRUST Bank offers proposals on initiatives that work in concert with CASBEE for Real Estate evaluations to identify problems and suggest improvements aimed at bolstering environmental performance.

We will continue to provide services that use the CASBEE system in our business promoting environmentally friendly property.



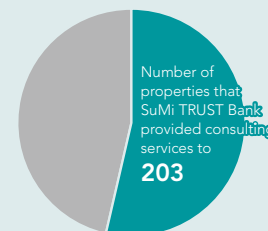
A CASBEE evaluation sheet

To help with corporate initiatives aimed at solving sustainability issues, SuMi TRUST Bank offers consulting to support applications for CASBEE for Real Estate certification.

### • Number of CASBEE for Real Estate certified properties (as of end-September 2020): 377

Of these, the number of properties that SuMi TRUST Bank provided consulting services to: 203  
(Of these, 182 are listed real estate investment corporations (J-REITs), 11 are private J-REITs, 4 are corporations, 4 are special purpose companies, etc., and 2 are life insurance companies.)

Number of CASBEE for Real Estate certified properties  
(as of end-September 2020)



## Business Lineup for Environmentally Friendly Property

### Examples: Consulting to Support Applications for CASBEE for Real Estate Certification

Owners	Property	Rank	Certification date
Isetan Mitsukoshi Holdings	Isetan Shinjuku Main Store	S	2016/3/4
Invesco Office J-REIT, Inc.	Aqua Dojima East	S	2020/1/31
Japan Retail Fund Investment Corporation	mozo wonder city	S	2020/2/28
Daiwa House REIT Investment Corporation	ACROSSMALL Shinkamagaya	S	2020/2/28
ORIX JREIT Inc.	Felicita Sanjo Kiyamachi	S	2020/3/4
Activia Properties Inc.	A-FLAG BIJUTSUKAN DORI	S	2020/3/19
Industrial & Infrastructure Fund Investment Corporation	IIF Noda Logistics Center	S	2020/3/26
Heiwa Real Estate REIT, Inc.	HF SAKURADORI BUILDING	S	2020/5/29
Premier Investment Corporation	Granpark	S	2020/6/30
Japan Prime Realty Investment Corporation	JPR Musashikosugi Bldg.	S	2020/6/30
AEON REIT Investment Corporation	AEON MALL Tamadaira woods	S	2020/7/31
GLP J-REIT	GLP Yokohama	S	2020/8/31
Global One Real Estate Investment Corp.	Shinagawa Seaside West Tower	S	2020/9/30



Isetan Shinjuku Main Store



Aqua Dojima East



Felicita Sanjo Kiyamachi



mozo wonder city



ACROSSMALL Shinkamagaya



IIF Noda Logistics Center



HF SAKURADORI BUILDING



Shinagawa Seaside West Tower



Granpark



JPR Musashikosugi Bldg.



A-FLAG BIJUTSUKAN DORI



AEON MALL Tamadaira woods



GLP Yokohama



## 2 Consulting services to support applications for CASBEE-Wellness Office certification

### What is CASBEE-Wellness Office?

- Given the spread of ESG investment in the real estate market and the needs for health & productivity management and reforms aimed at improving intellectual productivity, a new office model assessment system was launched in June 2019.
- SuMi TRUST Bank has been involved in the development of CASBEE-Wellness Office through an MLIT study group tasked with promoting ESG investment and the Smart Wellness Office Research Committee. The Bank carries out evaluations using CASBEE-Wellness Office, and offers support services such as evaluation, certification application advisory and review handling services.

### Assessment components under CASBEE-WO

Category		Assessment component
Basic performance	Health, comfort	Space, interior, sound, light, air & ventilation, refreshment, exercise
	User-friendliness	Mobility & communication, telecommunications
	Safety	Disaster readiness, countermeasures for harmful substances, water quality, security
Operational management	Maintenance	Maintenance
	Satisfaction	Satisfaction
Program		Exercise program

### Case Study A Round-Cross Roppongi

Round-Cross Roppongi is an office building owned by ORIX JREIT Inc. The fourth and fifth floors are serviced offices operated by ORIX. For this project, a CASBEE-Wellness Office evaluation was conducted for the entire building's common areas and facilities, along with the sections dedicated to the serviced offices, and was successfully certified. In addition to the wide variety of seating arrangements and meeting spaces to meet the demands of different work situations, the building was recognized for its careful management regarding disinfection and air quality control, which have become increasingly important recently.



# 3 Consulting to Support Applications for “CASBEE for Urban Development” Certification

## About CASBEE for Urban Development

- CASBEE® (Comprehensive Assessment System for Built Environment Efficiency) is a system for evaluating the environmental performance of buildings and urban development, which is being developed and promoted in Japan under the leadership of the Ministry of Land, Infrastructure, Transport and Tourism. It is comprised of tools, such as CASBEE for Buildings and CASBEE for Real Estate.
- Among CASBEE®’s various tools, CASBEE for Urban Development is an environmental performance evaluation for assessing the overall development of housing and commercial areas (urban development).
- It evaluates environmental quality from the three aspects of the environment, society, and the economy as well as reduction in the environmental footprint.
- It consists of evaluation items that help show initiatives related to the Sustainable Development Goals (SDGs) and environmental, social, and governance (ESG) issues.
- SuMi TRUST Bank carries out environmental performance evaluations using CASBEE for Urban Development, and offers support services such as certification application advisory and review handling services.

### Case Study B LIST GARDEN nococo-town

- In July 2018, LIST GARDEN nococo-town, a large eco-town in Totsuka, Yokohama City, became the first ever recipient of the highest rank certification (“S” rank) for CASBEE for Urban Development.
- CASBEE for Urban Development’s certification results are made public. They are introduced in mediums such as magazines and exhibited in model rooms, and help show that the eco-town offers quality housing, promotes the neighborhood’s vitalization, and proactively contributes to the local community.



# 4 Construction-Phase Support for Environmental Considerations

- The first bank in Japan to develop a land trust product in the 1980s, SuMi TRUST Bank has been involved in managing and developing many buildings and condominiums, and it provides construction consulting services based on knowhow from such projects.
- We offer advice relating to factoring in environmental considerations in our menu of construction consulting services such as on the installation of energy-saving systems in buildings, ways to take into account landscapes and ecosystems, extension of building life spans, and adoption of recycling systems.

## Examples: Construction-phase support for environmental considerations

Company Name	Location	Use	Number of Floors	Floor Area	Target Rank
Clarion	Saitama Prefecture	Headquarters office and research center	10 floors above ground, 1 rooftop floor	Approx. 19,000 m <sup>2</sup>	A (certification completed)
Chuo Labour Bank	Tokyo	Central branch	1 basement floor, 9 floors above ground, 2 rooftop floors	Approx. 6,000 m <sup>2</sup>	A (self-evaluation)
	Kanagawa Prefecture	Office	1 basement floor, 7 floors above ground, 1 rooftop floor	Approx. 10,000 m <sup>2</sup>	B+ (notification)
AEON MALL	Tokyo	Commercial facility	5 floors above ground	Approx. 150,000 m <sup>2</sup>	A (certification completed)
FUJI	Ehime Prefecture	Commercial facility	3 floors above ground	Approx. 140,000 m <sup>2</sup>	B+ (certification completed)
Ito-Yokado	Kanagawa Prefecture	Commercial facility	4 floors above ground	Approx. 29,000 m <sup>2</sup>	B+ (notification)
Toyo Seikan Group Holdings	Tokyo	Office <sup>*1</sup>	2 basement floors, 21 floors above ground, 1 rooftop floor	Approx. 72,400 m <sup>2</sup>	S (certification completed)
Daikin Industries	Osaka Prefecture	Office, R&D facility <sup>*1</sup>	1 basement floor, 6 floors above ground	Approx. 48,000 m <sup>2</sup>	S (self-evaluation)
Hiroshima Mazda	Hiroshima Prefecture	Office, observation deck, product sales and dining facilities <sup>*1</sup>	2 basement floors, 14 floors above ground	Approx. 11,500 m <sup>2</sup>	A (notification)
Anritsu	Kanagawa Prefecture	Office <sup>*2</sup>	7 floors above ground	Approx. 28,000 m <sup>2</sup>	S (self-evaluation)
Shimane Bank	Shimane Prefecture	Central branch <sup>*1</sup>	1 basement floor, 13 floors above ground	Approx. 12,000 m <sup>2</sup>	S (self-evaluation)

\*1 Selected for the MLIT-led "leading projects" program for sustainable buildings.

\*2 Selected for the METI-led "net zero energy building" experimental pilot program.



- As interest in environmental issues has grown, so has the number of properties applying for CASBEE® certification\* or providing notification of self-evaluation in the past several years. In addition, some projects have been selected by the Ministry of Land, Infrastructure, Transport and Tourism (MLIT) for the “leading projects” program for sustainable buildings and by the Ministry of Economy, Trade, and Industry (METI) for the “net zero energy building” experimental pilot program.

\* The comprehensive assessment system for built environment efficiency (CASBEE) certification is an environmental performance evaluation system for buildings being developed and promoted in Japan under the guidance of MLIT.



### Case Study C

## HIROSHIMA ORIZURU TOWER

Situated adjacent to the Atomic Bomb Dome (Hiroshima Peace Memorial), this office building underwent full-scale renovations. The existing framework was reused and the building enlarged to accommodate a higher level of earthquake resistance. A large canopy, louvers, and a “spiral slope” walking ramp were also built into the newly expanded sections. The building reduces its CO<sub>2</sub> footprint by utilizing various energy-saving features, including solar shading and cross ventilation. Visitors to the building can access the HIROSHIMA HILL observation deck under the giant canopy on the roof, enjoy numerous activities in ORIZURU Square, and learn about its CO<sub>2</sub> reduction initiatives.

The ORIZURU TOWER was selected for the MLIT’s leading projects program for promoting CO<sub>2</sub> reduction in housing and buildings.

## 5 Making the Value of Smart Towns and Cities Visible, Supporting Concept Formulation

- Developing smart towns and cities that adopt next-generation “smart community\*” social systems at the local level is an important step from the standpoint of regional development. In the past few years, these towns and cities have combined a series of complex reforms from changes to citizen lifestyles and local transportation systems to the introduction of area energy networks, including the recapture of heat and unused energy, to go together with effective use of electricity.

\*See METI’s website for details.

- To realize smart towns and cities, it is necessary to create economic value added commensurate with higher costs while establishing clear targets from the basic planning stage onward for environmental, social, and governance (ESG) issues for the city or town.
- SuMi TRUST Bank supports projects for smart towns and cities on many fronts such as devising frameworks that link various initiatives on environmental contributions etc. to economic value added and formulating project concepts. Through our provision of financial functions such as home mortgages, we also help projects get executed.

### Concept Diagram for Making the Value of Smart Towns Visible



## Case Study D

### Fujisawa Sustainable Smart Town

- The “Fujisawa Sustainable Smart Town” is a project currently being carried out by Panasonic Corporation at the former site of Panasonic’s Fujisawa factory.
- Panasonic Corporation, Fujisawa City, and eleven partner companies, including SuMi TRUST Bank, are collaborating to promote the project, which marked the town’s opening in spring 2014.
- SuMi TRUST Bank is participating in various ways, such as designing smart town evaluation indicators (environmentally friendly property values) and creating project-specific product plans for environmentally friendly housing loans.
- This project is also praised for its community-wide comprehensive CO<sub>2</sub> reduction efforts together with town management. It was selected for subsidies under the MLIT-led “leading projects” program for sustainable buildings (formerly known as the 2013 No.1 “leading projects for promoting CO<sub>2</sub> reduction” program for housing and buildings).





# Delivering Value

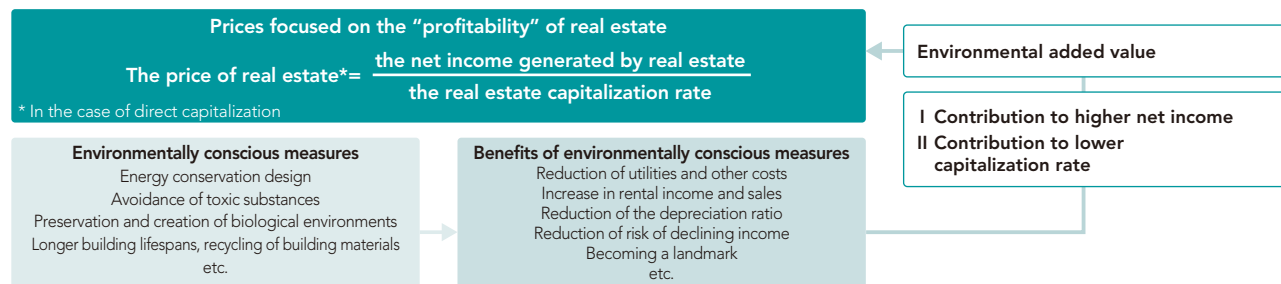
## Added Value of Environmentally Friendly Property 1

### —Added Value Derives from Property Profitability

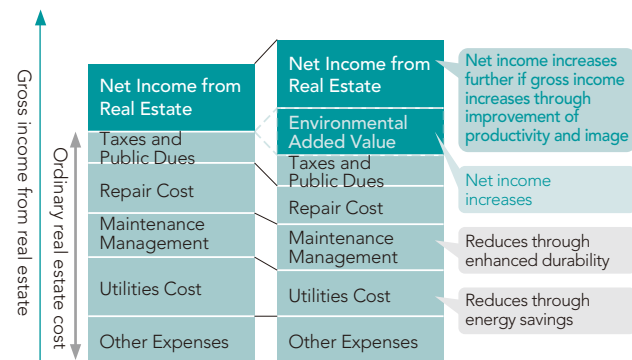
- It is often said environmental friendly property “costs more than usual and is difficult to invest in,” but price theory in real estate investment suggests such buildings are able to generate added value equal to or greater than their additional cost.
- From the perspective of profitability (how much and how long do properties generate steady profits), a property’s price derives from net income (revenue minus costs) divided by the real estate capitalization rate. The greater gross income including rents is, and the lower the costs of utilities, maintenance, and building management are, the higher net income is, and so the higher the valuation of a property. In addition, stable properties with less income fluctuation risk are awarded higher valuations as investors require a lower yield from them.
- Environmentally friendly property can earn higher net income by reducing utility expenses via energy savings and maintenance and operating expenses via the enhanced durability of parts and materials. Furthermore, such buildings can also generate higher gross income on higher rents stemming from higher productivity enabled by their enhanced office environments and the cachet boost from their environmental credentials.
- Furthermore, environmentally friendly property is less exposed to future environment-related tax hikes or tougher regulations, so the capitalization rate for such buildings factors in less environmental risk. A lower depreciation rate resulting from a longer life span as well as enhanced appeal as environmentally friendly can also lower the capitalization rate.

For the reasons above, SuMi TRUST Bank believes that environmentally friendly property will realize added value.

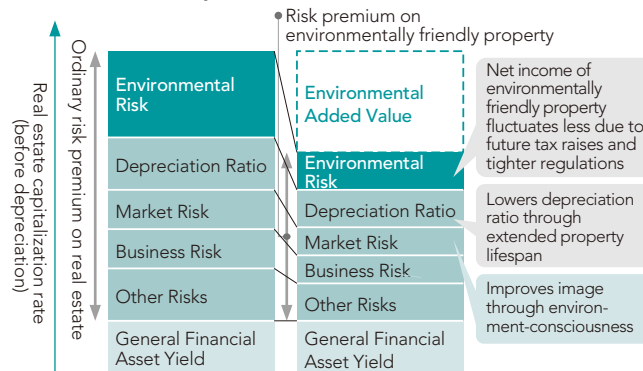
## Conceptual diagram of environmental added value (1) Prices focused on the “profitability” of real estate



## Conceptual diagram of environmental added value (2) Reflection in net income



## Conceptual diagram of environmental added value (3) Reflection in capitalization rate



Source: Partial revision of “A Note on Environmental Value Added for Real Estate,” a commemorative paper written by Masato Ito in 2005 for the 10th anniversary of Tokyo Association of Real Estate Appraisers

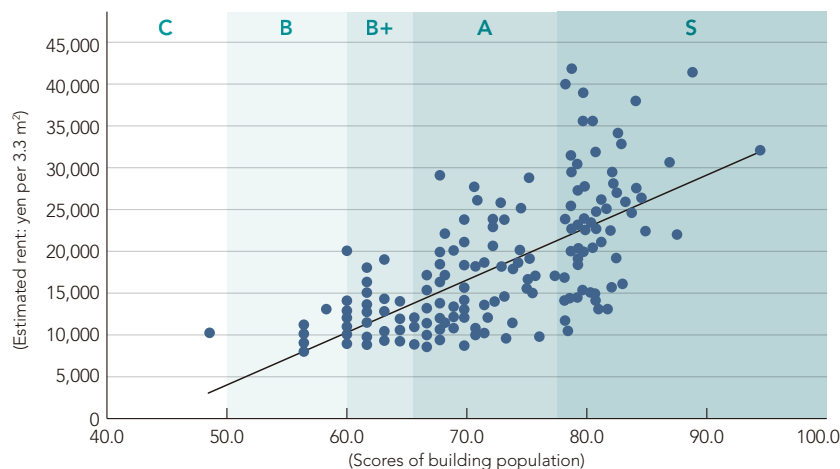
## Added Value of Environmentally Friendly Property 2

—Helping to Make Added Value Visible

### Study on Economic Impact of Buildings with CASBEE Evaluations

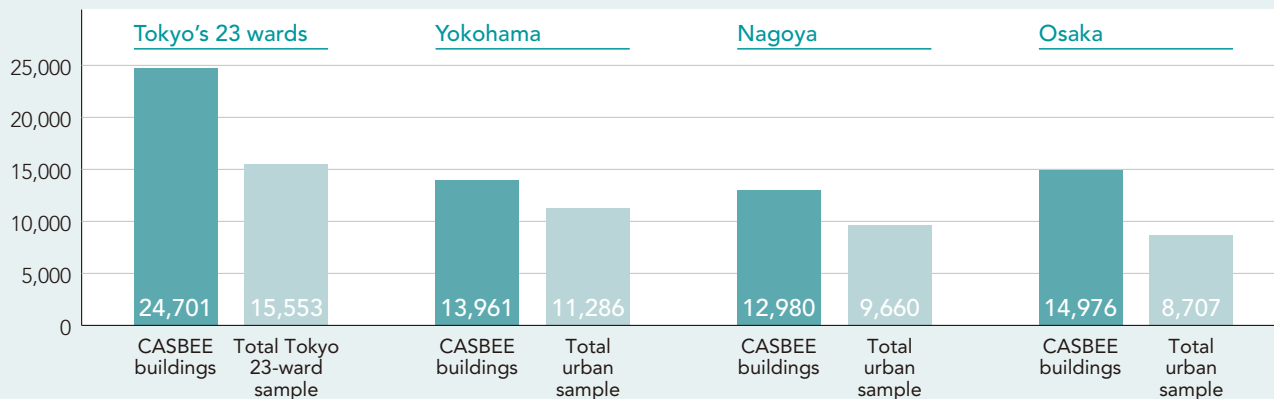
- Given the paucity of research in Japan showing a correlation between the environmental performance of buildings and economic benefits, SuMi TRUST Bank implemented a study into the economic impact of buildings with CASBEE® evaluations as the leader of a working group examining economic benefits under the aegis of the Japan Sustainable Building Consortium's Smart Wellness Office Research Committee. The study analyzed buildings with CASBEE® certification and non-evaluated buildings and found average market rents in buildings with CASBEE certifications or applications were about 3.6% higher. This suggests each point in the CASBEE scoring system (adjusted so 100 points is the maximum score) equates to a market rent 0.5% higher than the average. These results were announced at symposiums, the Architecture Institute of Japan convention, and other events.

**Correlation between CASBEE Score and Market Rents**  
(Single regression analysis)



Source: Data is from a fiscal year 2014 report issued by Japan Sustainable Building Consortium's Smart Wellness Office Research Committee.

## Comparison of average rents: Yen per 3.3 m<sup>2</sup>



Source: Data is from a fiscal year 2014 report issued by Japan Sustainable Building Consortium's Smart Wellness Office Research Committee.

## Summary of multiple regression analysis results for CASBEE buildings

CASBEE evaluations, etc.	Sample size	Coefficients	Differential in average rent
CASBEE flag (whether or not buildings have CASBEE evaluations)	517	564.160	+3.64%
CASBEE rank (five-level evaluation rankings)	517	263.525	+1.70%
CASBEE score (evaluation score with a maximum score of 100)	183	78.974	+0.46%
Service performance (Q2) score	183	1702.667	+9.9%
Intellectual productivity evaluation	180	319.318	+1.86%

Source: Data is from a fiscal year 2014 report issued by Japan Sustainable Building Consortium's Smart Wellness Office Research Committee.

# Toward Increasing Corporate Value

## 1. Support from Our Stakeholders

Regarding our environmental property initiatives, we receive support from stakeholders that place a high value on environmental, social and governance (ESG) considerations. We think indicating that our environmental property initiatives are aligned with SDGs is very effective as a global message, in addition to alignment with GRESB and Japan's Corporate Governance Code (see page 4).

SuMi TRUST Bank has been launching green finance products (see page 21) to ensure that initiatives of environmentally friendly property also contribute to favorable funding. CASBEE for Real Estate certification (see page 6) is utilized as a benchmark for determining qualifying green assets.

## 2. Support from Our Employees

We think buildings with built-in environmental considerations—such as superb heat retention, ample use of daylight and natural ventilation, controls for fine-tuning air-conditioning and lighting, and exteriors full of greenery—can improve the health and intellectual productivity of people working in the buildings and can help improve employee motivation and provide an edge in employee recruitment.

## 3. Support from Communities

There are many ways environmental property initiatives can help improve regional environments such as limiting the “heat island” effect and improving local greenery, creating conditions that foster acceptance by communities of companies as corporate citizens.

### Our Website on Environmentally Friendly Property

A variety of information on environmentally friendly property is available in the special features section of our sustainability activities website. For further details, please refer to:

<https://www.smtb.jp/csr/real-estate/>





## Main green finance products of SuMi TRUST Bank (related to environmentally friendly property)

Product name	Expected investors	Type of transaction and document	Purpose of funding	Amount (planned)
THE UUR GREEN TRUST	Corporations, health insurance associations, incorporated schools, life insurance companies, etc.	Loan agreement between the trustee of SuMi TRUST Bank as lender and United Urban Investment Corporation as borrower	The acquisition of the new green building and the refinance of existing debt	JPY 10 billion
Euro denominated green bonds	European ESG investors, etc.	Floating-rate green bond with two-year maturity	The financing and refinancing of existing or new qualifying green businesses	EUR 500 million
AEON REIT Green Trust	Corporations	Loan agreement between the trustee of SuMi TRUST Bank as lender and AEON REIT Investment Corporation as borrower	Appropriation of funds for acquiring or refinancing qualifying green assets	JPY 3.3 billion

For details about green finance that includes non-environmentally friendly properties, please see page 18 of our 2019/2020 Climate Change ESG Report.

## Contact Information

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Member, The Real Estate Companies Association of Japan  
Member, The Association of Real Estate Agents of Japan  
Member, Real Estate Fair Trade Council

- Companies are asked to use their own judgment on whether or not to adopt any of the proposals presented by Sumitomo Mitsui Trust Bank based on this document.
- Companies that do not adopt the proposals made by Sumitomo Mitsui Trust Bank based on this document will not be subject to disadvantageous treatment with regard to other transactions with Sumitomo Mitsui Trust Bank, nor will the adoption of proposals constitute the requirement for engaging in other transactions with Sumitomo Mitsui Trust Bank.

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