WELL & PLACES THAT THRIVE

ULI BTR Roundtable
London, Jul 2019
NICE TO MEET YOU

LET’S KEEP IN TOUCH

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The International WELL Building Institute (IWBI) is leading the global movement to transform our buildings and communities in ways that help people thrive.

THE TEAM BEHIND WELL

The International WELL Building Institute (IWBI) is leading the global movement to transform our buildings and communities in ways that help people thrive.
“Health is a state of complete physical, mental, and social well-being, and not merely the absence of disease or infirmity.

The World Health Organization
BETTER BUILDINGS ARE WELL

OUR STANDARD
The premier global standard for healthy buildings.

YOUR COMMUNITY
Join the movement with the WELL AP credential.

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A COMPREHENSIVE APPROACH TO WELL-BEING

The WELL Building Standard is made up of features that address ten concepts:

- AIR
- WATER
- NOURISHMENT
- LIGHT
- MOVEMENT
- THERMAL COMFORT
- SOUND
- MATERIALS
- MIND
- COMMUNITY

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WELL IS HOLISTIC
PERFORMANCE VERIFICATION

Onsite testing + performance review = PERFORMANCE VERIFICATION
PROGRAMMES

NEW or EXISTING BUILDING
WELL v1  WELL v2

CAMPUS / MASTERPLAN COMMUNITY
WELL Community Standard

MULTIPLE BUILDINGS / ESTATE PORTFOLIO
WELL Portfolio Pilot
THE GLOBAL WELL MOVEMENT

8,466 PEOPLE of the WELL community in 82 COUNTRIES

4,673 WELL APs / 3,793 WELL AP exam registrants

3,439 WELL PROJECTS with 413 MILLION SQ FT in 55 countries

195 WELL Certified projects / 3,244 WELL registered projects

Correct as of Jul. 3, 2019
Visit wellcertified.com for latest metrics

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WELL IN EUROPE

439 WELL PROJECTS
36 CERTIFIED

77.93 MILLION SQUARE FEET

25 COUNTRIES

UK, France, Netherlands, Spain, Poland, Italy, Sweden, Ireland, Germany, Hungary, Finland, Slovakia, Czech Republic, Romania, Belgium, Lithuania, Russia, Norway, Switzerland, Luxembourg, Monaco, Greece, Turkey, Serbia, Latvia.

Correct as of Jun. 13, 2019
Visit wellcertified.com for latest metrics
WHO’S PURSUING WELL?

DEVELOPER / OWNER
AXA Investment Managers
British Land
Brandywine Realty Trust
Brookfield Properties
Castellum
Charter Hall
Crown Estate
EDGE Technologies
Fraser Property
Gecina
Gmp
Grosvenor
HB Reavis
Hines
HRO

REAL ESTATE / DESIGN & CONSTRUCTION
AECOM
Arup
Buro Happold
CBRE
Colliers
Cundall
Cushman & Wakefield
Gensler
Glumac

MANUFACTURERS
Allsteel
Haworth
Interface
Kimball
Milliken
Mohawk

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## WHO’S PURSUING WELL?

### FINANCIAL SERVICES
- AEW Capital Management
- Barclays
- Citibank
- DNB
- Manulife
- National Australia Bank
- PayU
- Point72
- TD Bank
- Wells Fargo

### CONSULTING/TECHNOLOGY
- Accenture
- Deloitte
- Ernst & Young
- Fandango
- Google
- Lenovo
- LinkedIn
- Microsoft
- Symantec
- Tencent
- Verizon

### PHARMA/HEALTHCARE
- 23andMe
- AstraZeneca
- Boston Scientific
- China Life Health
- Cigna
- Cleveland Clinic
- Eli Lilly
- Genentech
- Merck, EMD Serono
- McKesson
- Sanofi
- Stryker

### OTHER
- AXA Equitable Life
- Bacardi
- Daimler
- Hyatt
- Schneider Electric
- Unilever
- WarnerMedia
WE SPEND ABOUT 90% OF OUR TIME INDOORS.
65% OF THIS IS SPENT AT HOME.¹

¹ UKGBC (2016) Health and Wellbeing in Homes.
WELL RESIDENTIAL

190 WELL PROJECTS
16 CERTIFIED
(CHINA & USA)

7 REGISTERED IN EUROPE
(NL, GB, IT, ES, FR)

16 COUNTRIES

Country
- China (137)
- United States (30)
- Barbados (6)
- Canada (3)
- Netherlands (3)
- Malaysia (1)
- Haiti (1)
- United Kingdom (1)
- India (1)
- United Arab Emirates (1)
- Italy (1)
- Mexico (1)
- Japan (1)
- Spain (1)
- France (1)
- Thailand (1)

Correct as of June 12, 2019
Visit wellcertified.com for latest metrics

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WELLNESS: THE NEXT TRILLION DOLLAR INDUSTRY

MCKINSEY & COMPANY

OCCUPIER AWARENESS IS RISING

Asked to rank issues in order of impact on their health, Europeans placed sleeping well at night and ventilating their homes at the top.\(^1\)

83% of those surveyed were reported as “highly” or “above averagely” concerned about unhealthy indoor air quality: remarkably, a similar ranking to financial or job security.\(^1\)

VELUX GROUP (2015) HEALTHY HOMES BAROMETER

FUELING DEMAND FOR HEALTHY HOMES

WILLINGNESS OF HOMEOWNERS TO PAY EXTRA FOR A HEALTHY HOME

By age of homeowner

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Willing to Pay More</th>
<th>Don't Know</th>
<th>Won't Pay Extra</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-39</td>
<td>80%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>40-49</td>
<td>70%</td>
<td>25%</td>
<td>5%</td>
</tr>
<tr>
<td>50-59</td>
<td>60%</td>
<td>30%</td>
<td>10%</td>
</tr>
<tr>
<td>60-69</td>
<td>50%</td>
<td>35%</td>
<td>15%</td>
</tr>
<tr>
<td>70+</td>
<td>40%</td>
<td>40%</td>
<td>20%</td>
</tr>
</tbody>
</table>

Average across all age groups: 60%

MARKET SET TO GROW

Consumer demand for wellness lifestyle real estate and communities is on the rise globally: in the U.S. alone, there are an astonishing 1.3 million potential buyers each year. In addition, homes designed to improve people’s wellness are now commanding 10-25% higher price premiums. And if as recently as the mid-2000s, there were only a dozen projects under development, today there are 600-plus global projects built, partially built, or in the pipeline – each one with a unique "wellness proposition."¹

GLOBAL WELLNESS INSTITUTE (2017)

Wellness Real Estate is a $134 billion global industry in 2017
Over 740 residential projects in the pipeline, across 34 countries

Top 10 for Market Size

<table>
<thead>
<tr>
<th>Country</th>
<th>Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>$52.5b</td>
</tr>
<tr>
<td>China</td>
<td>$19.9b</td>
</tr>
<tr>
<td>Australia</td>
<td>$9.5b</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>$9.0b</td>
</tr>
<tr>
<td>Germany</td>
<td>$6.4b</td>
</tr>
<tr>
<td>India</td>
<td>$6.1b</td>
</tr>
<tr>
<td>France</td>
<td>$5.8b</td>
</tr>
<tr>
<td>South Korea</td>
<td>$4.2b</td>
</tr>
<tr>
<td>Canada</td>
<td>$2.4b</td>
</tr>
<tr>
<td>Japan</td>
<td>$2.2b</td>
</tr>
</tbody>
</table>

Top 10 for Pipeline

<table>
<thead>
<tr>
<th>Country</th>
<th>Projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>355</td>
</tr>
<tr>
<td>Australia</td>
<td>189</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>42</td>
</tr>
<tr>
<td>China</td>
<td>39</td>
</tr>
<tr>
<td>Canada</td>
<td>26</td>
</tr>
<tr>
<td>Malaysia</td>
<td>12</td>
</tr>
<tr>
<td>Singapore</td>
<td>9</td>
</tr>
<tr>
<td>Vietnam</td>
<td>6</td>
</tr>
<tr>
<td>Indonesia</td>
<td>6</td>
</tr>
</tbody>
</table>
ASID, WELL PLATINUM CERTIFIED (WASHINGTON, DC)
“ASID’s new office headquarters was designed for environmental sustainability, and health and wellness, with a focus on indoor air quality, employee satisfaction, and productivity. In their new office, employee absenteeism has decreased by 19% and presenteeism by 16%.”

CUNDALL, WELL GOLD CERTIFIED (LONDON, UK)
“Cundall’s new office, which focused on improved indoor air quality, including continuous monitoring of carbon dioxide (CO2) and volatile organic compounds (VOCs), has saved the company £200,000 due to a reduction of four sick days per year per employee and a 27% reduction in staff turnover. WELL Certification increased the project cost by 3.6%. Based on the above noted savings, these costs had a return on investment of less than two months.”

LANDSEC, WELL SILVER CERTIFIED (LONDON, UK)
“Landsec’s new London workplace prioritises in-person collaboration, health and wellbeing, and indoor environmental quality within a green building. The percentage of employees feeling that the space allows them to work productively rose by 30% after occupying the new space. This high level of project and employee performance was realised with a less than 3% increase in project cost.”
URBAN LAND INSTITUTE REPORT:
THE BUSINESS CASE FOR HEALTHY BUILDINGS

CBRE’S OFFICES (TORONTO & VANCOUVER)
Key features include daylight/circadian lighting, ventilation/air quality, collaborative space, active staircase, sit/stand desks. Value added: greater employee satisfaction, recruitment and retention; and enhanced landlord/tenant partnerships. In these WELL-certified offices, the total employee turnover rate has fallen by almost a third and the hiring rate for new talent has doubled.

ARUP’S OFFICE (BOSTON)
Key features include daylight/circadian lighting, ventilation/air quality, collaborative space, sit/stand desks. Value added: improved productivity, attitude, collaboration and social cohesion among employees.

HOLLYWOOD PROPER RESIDENCES (HOLLYWOOD, CA)
Key features include daylight/extensive glazing, ventilation/air quality, noise abatement, biophilic design, and natural materials. Value added: 80 percent leased six months after opening, top-of-market rents.

GENENTECH BUILDING 34, THE HUB (SAN FRANCISCO, CA)
Key features include daylight/extensive glazing, ventilation/air quality, primary health care center, active staircase, marketplace services, and a Zen garden. Value added: Growing use of healthy building services, improved recruitment and retention, higher employee engagement and satisfaction.
THE VALUE

ENHANCE YOUR COMPANY’S VALUE
Identify and apply valuable design, operations and policy-based strategies that can add value to your buildings and your organization through the 10 health-focused concepts that anchor the WELL Building Standard.

IMPROVE FINANCIALS
Increase revenue by attracting and retaining employees and tenants through organizational and building improvements, and reduce costs by applying health and wellness strategies at scale.
WELL Buildings contribute to environmental, societal and governance (ESG) criteria – which can help you attract investors.

THE GRESB HEALTH & WELL-BEING MODULE

Evaluates how property companies and funds are promoting health and well-being in their internal operations and through the real estate products and services they offer to customers.
“This new tool offers great potential to further unlock health and wellness opportunities in the built environment, delivering tremendous benefits to the lives of our staff, clients and the public.”

“JLL Asia Pacific is thrilled to be involved in the WELL Portfolio pilot, which we are using to focus on JLL’s own property footprint, and to assist our clients in their own journey towards better health and well-being.”

MATTHEW CLIFFORD
HEAD OF ENERGY AND SUSTAINABILITY SERVICES, JLL ASIA PACIFIC
“Globally, we are seeing investors apply environmental and social performance, not only to be a good corporate citizen but as an indicator of delivering long-term risk adjusted returns.”

“Well-being is one of the driving factors for creating the best precincts where people want to work, and our tenants see wellness as a way to attract and retain the very best people.”
PEOPLE + PLANET

WELL works in conjunction with global green building rating systems to enhance building performance for human health and our environment.
Advancing the United Nations Sustainable Development Goals through WELL V2

At IWBI, we recognize that human health is inextricably linked to both the health of our planet and the strength of socioeconomic institutions that support everyday life. The environment can support health by providing fresh air, clean water, healthy food and green spaces for physical activity and social connection. Similarly, systems that promote equal access to education, resources, and economic opportunity can reinforce mental, emotional and social well-being. Thus, strategies that support human health must go hand-in-hand with actions that improve education, reduce inequality, catalyze economic growth, confront climate change and protect our environment.

The WELL Building Standard recognizes these connections by offering a balanced, integrated framework of strategies that, while supporting the health of individuals within buildings, also seek to enable the wider community and surrounding environment to thrive. WELL features that promote clean air and water, daylight and safe materials are side-by-side with those that require organizational transparency, civic engagement, and equal access to health services and education. But to truly establish a world in which people and planet can thrive, we need to join hands with global, cross-sector partners committed to similar goals. That’s why we’re thrilled to align with the United Nations Sustainable Development Goals.

https://www.wellcertified.com/sdgs

IWBI Joins the United Nations Global Compact

Commits to global corporate citizenship initiative and highlights its work in advancing UN Sustainable Development Goals

(New York – June 24, 2019) – The International WELL Building Institute (IWBI) today announced that it has signed on to the United Nations Global Compact, a voluntary leadership platform for the development, implementation and disclosure of responsible business practices.

https://resources.wellcertified.com/articles/iwbi-joins-the-united-nations-global-compact/
“We are very proud to have delivered a workplace that has moved the dial on ‘green buildings’. We have led the way in showing there are real business benefits to blending wellbeing and environmental sustainability – from increased employee satisfaction to lower operating costs – and we hope our efforts will inspire the industry to continue to innovate in pursuit of a more sustainable future.”
WE ARE WELL