



SIERA

EVORA TRAINING

A tailored education programme

DRIVING ESG ACROSS THE MARKET - AT SCALE

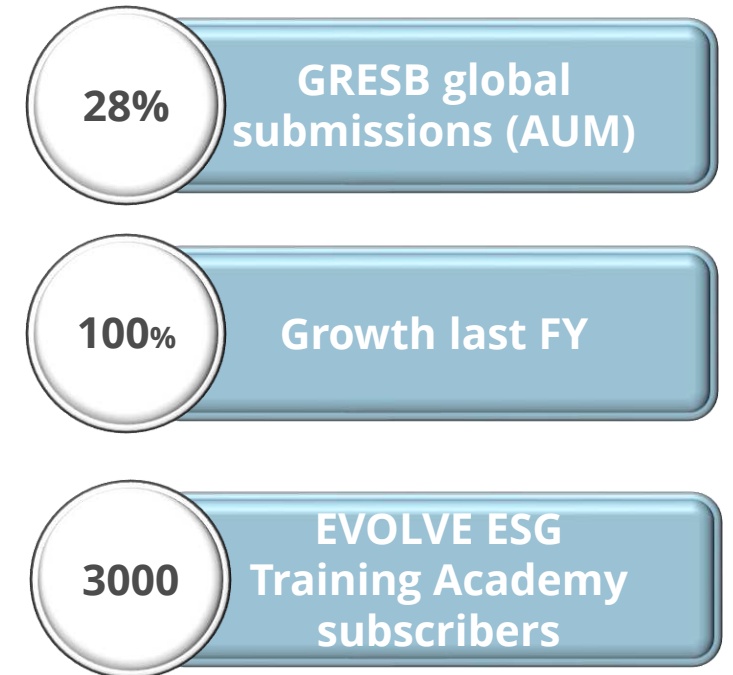
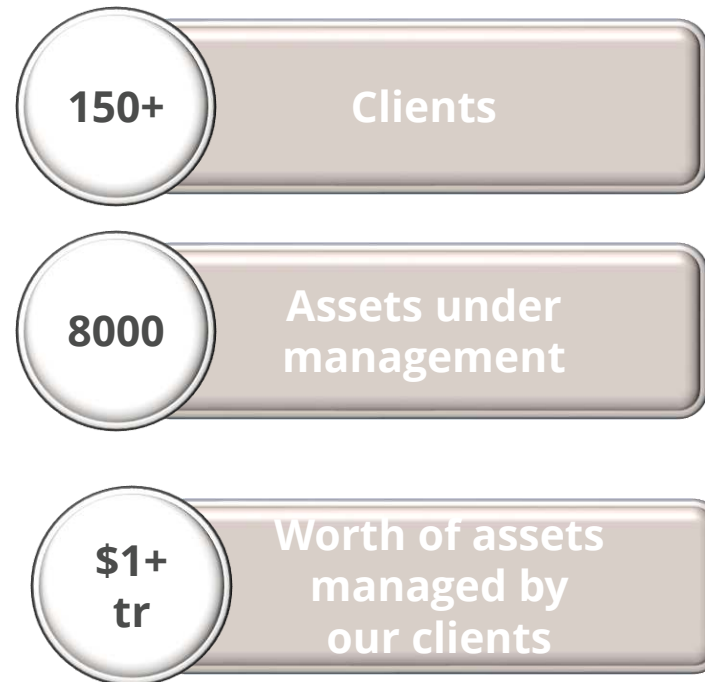
As the scale of climate risk to life on the planet has become increasingly stark and the implications for the real estate sector are more tangible, we have made a number of key commitments at board level:

- To share our knowledge with the wider industry
- To challenge ourselves and our clients to drive meaningful climate resilience into the industry
- To question our own Vision and Mission regularly and strive to align both our own and our Clients' practices accordingly.

Our Clients have the ability to influence a significant amount of investment capital within the market. Further, each transaction provides a unique opportunity to influence, mitigate risk and enshrine best practice that – once lost – will be difficult to capture until the next sale cycle.

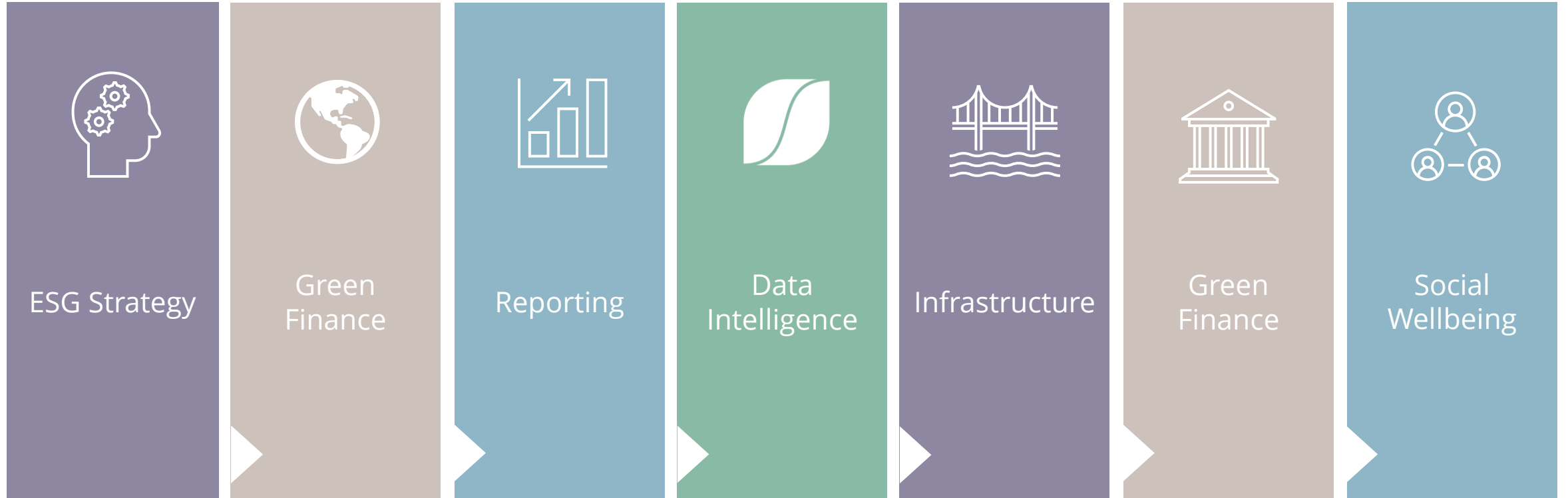


KEY NUMBERS



EVORA SERVICES OVERVIEW

EVORA is a leading global ESG advisor to real asset investors, with our own ESG software, SIERA. We provide integrated services for the built environment, occupiers and the wider planet.



MARKET LEADING ENGAGEMENT

This tailored programme will provide world class knowledge, presented by EVORA Board Members and senior executives, who are advising some of the largest real asset investment firms in the world.

Our ability to translate technical property elements into meaningful financial drivers is one of our strongest attributes and one that is highly valued by our Clients.

The ESG Programme will be led by senior leaders who are trusted by major financial institutions and investment management teams around the world to guide them through the turbulent waters of ESG and the rapidly evolving market impacts it is creating.

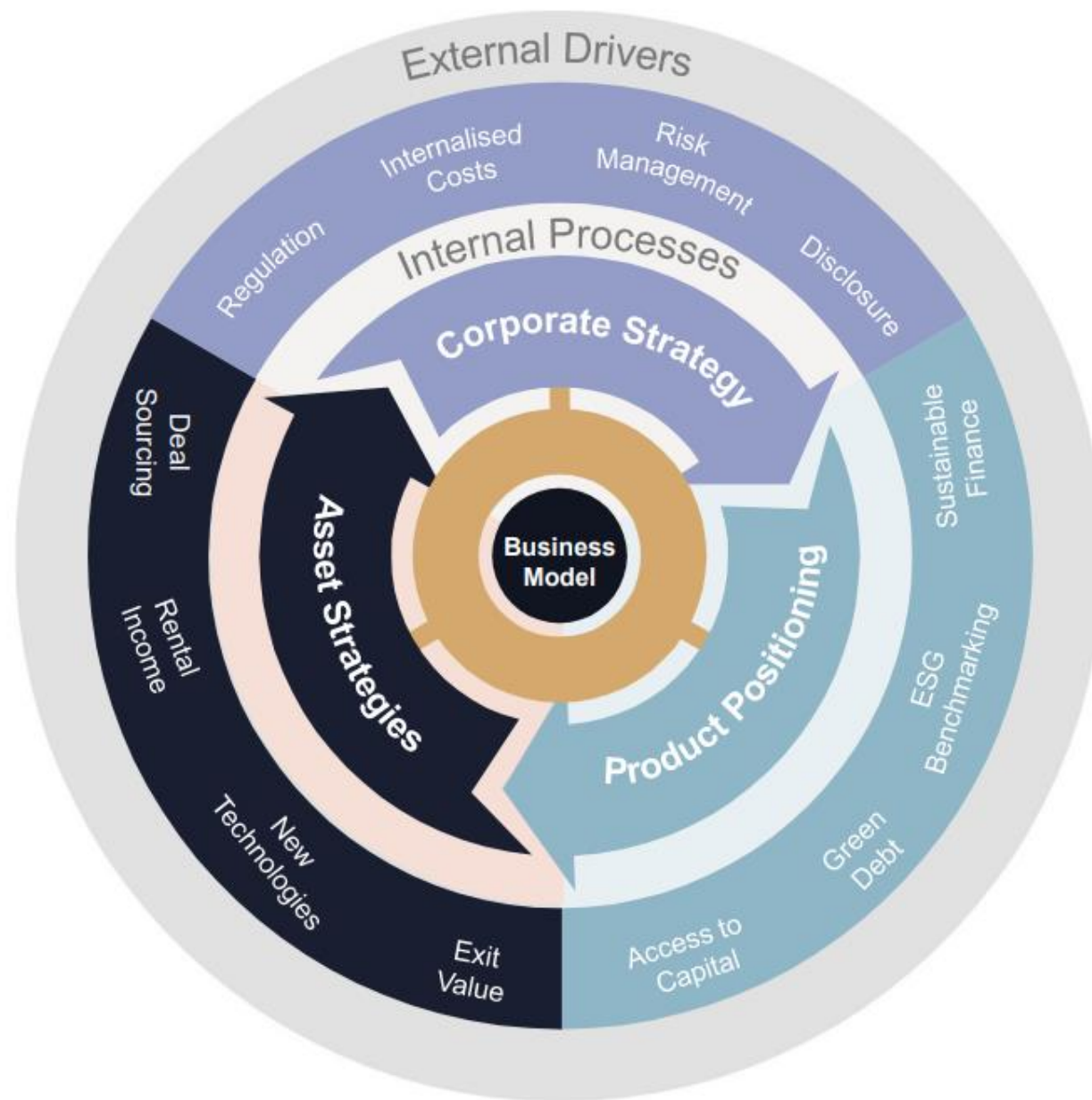


ESG CYCLICAL IMPACT

Understanding how ESG factors impact each stage of the built environment is essential.

Focusing key workshops on specific regions, asset classes and individual roles allows practical learning to be embedded into every day business cycles.

The use of targeted role-playing and coaching further strengthens the learning process.



A MODULAR APPROACH TO ENHANCE LEARNING

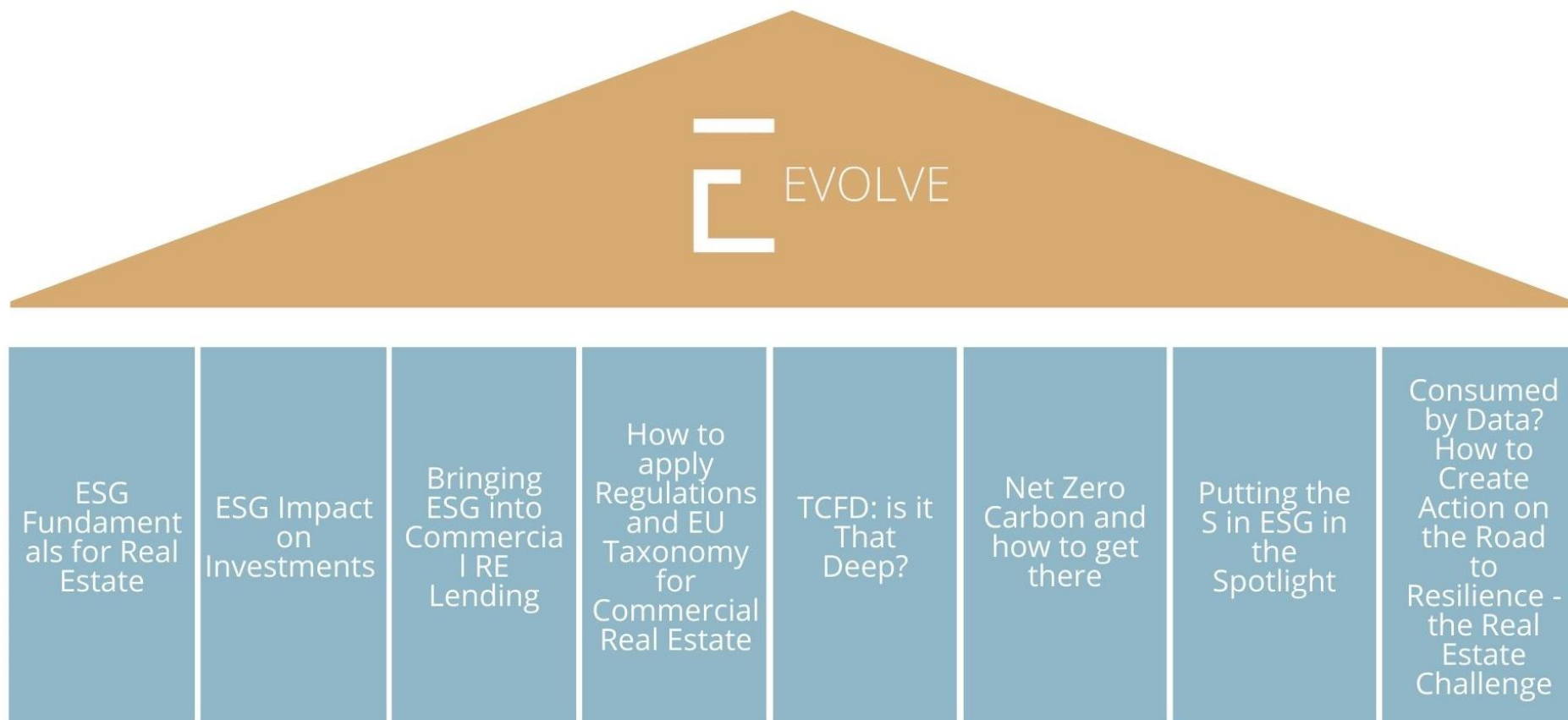
ESG is now a required vocabulary for investment professionals. For most, however, it is a new language, with novel terms, phrases and an inherent requirement to view years of investment education and experience through a new lens.

From our experience training investment teams, we have learned that a modular approach works best for the following reasons:

- Many ESG elements are new to most of the audience
- Application of these concepts are often complex and, given the nature of the real estate market, technical
- Allowing attendees time between modules to apply the learning outcomes in their daily role underpins the learning process
- Questions and connections can then be mapped across the Modules with real life examples
- Each Module will create its own learning experience and cohort
- Recorded sessions between each live delivery will allow attendees to refresh their understanding at their own pace



EVORA EVOLVE SAMPLE WEBINAR



Helping to shape the ESG narrative across the globe

SAMPLE MODULES

Module	Title	Content	Learning Objective
1	ESG for Financial Markets - seeing beyond the labels	This module address what is behind the numerous ESG certifications and labels, how they are used in the markets and where the drivers come from	To be able to speak coherently about different labels, frameworks and tools and apply them to different transaction classes
2	Climate Risk and TCFD	An explanation of the definition of climate risk and how it applies to capital markets, including physical and transition risk. TCFD and how it treats climate risk; the impact on businesses and portfolios	To understand how climate risk and mitigation is being applied across the real estate investment cycle
3	Net Zero	Net Zero unboxed: what is it, how to calculate it, what is CRREM and how investors are using NZ across funds and transactions.	To speak confidently about NZ and the potential impact on transactions
4	EU Taxonomy & SFDR	European legislative drivers and how they are changing the market both in Europe and beyond, with a forward look at what is coming next	To begin to understand the critical impact of this legislation on the market
5	Impact on financial modelling*	Putting it all together in the spreadsheet: an exploration of how the impacts of all the previous modules should be embedded into transaction models	An interactive session which aims to raise as many questions as it answers.

* Requires a Client Analyst working with EVORA

KEY CLIENTS

We work across the real asset value chain, providing insights, actionable strategies and impactful collaboration to some of the largest investment firms in the world. Many of these clients have already engaged with us on climate resilience.

Hines

 Schroders

 Moorfield
Group

IEQT | EXETER

 PATRIZIA


TISHMAN SPEYER

 ARES

 savills | investment
management


Canada Life


OUR LOCATIONS

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