# DECARBONISING EXISTING BUILDINGS AT SCALE WITH EDGE

18.09.2025

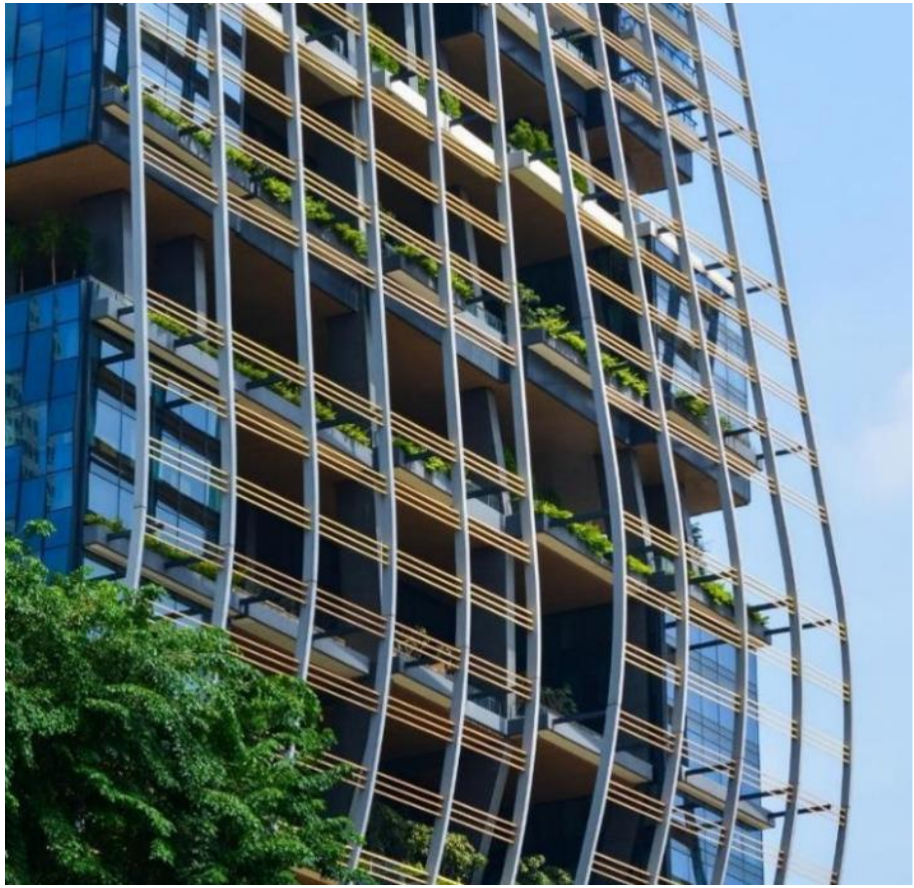

Welcome!

# Our Objectives

- Why should we decarbonise our existing buildings
- What are the challenges of retrofitting at scale?
- How can EDGE be used to decarbonise your portfolio of existing buildings?
- How have clients used EDGE at scale across the globe?

# Sintali overview

## Our purpose is to empower organisations to make sustainable choices



Headquartered in the UK and local presence in India

Over 300 partners worldwide from banks to consultants

One of IFC's global EDGE certification partners

Projects in over 110 countries across the world

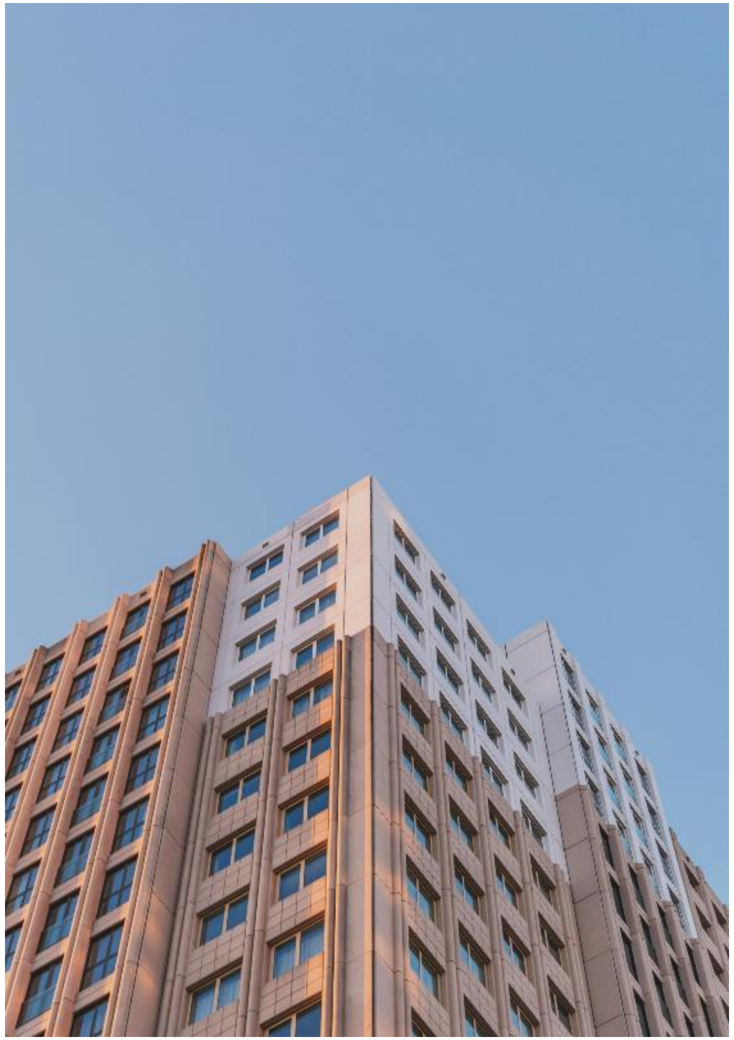
Owner and operator of green infrastructure standard, Building with Nature

Over 130,000 certificates delivered to date across all typologies

# Our experience with EDGE

## A decade of collaboration

- Our team **advised IFC** on the development of EDGE in 2012
- Our team has been a **global certification partner** to IFC since 2015
- Created the **portfolio approach** with IFC in 2018
- Issued over **130,000 certificates** to date across the world
- Certified over **½ Billion sqft** of floor area, in 110 countries



# Why Green Buildings

## In South Africa and Beyond

### Reduce reliance on fossil fuels

South Africa generated 83% of its electricity with fossil fuels in 2024

### Address water stress through reducing water consumption

19% of South Africa's rural population lacks access to reliable water supply

### Reduce carbon intensity of built environment

South Africa's Buildings and Construction sector, accounts for approximately 7% Africa's direct emissions.

### Existing buildings dominates emissions profile

Reducing existing buildings operational emissions will be instrumental in achieving climate goals

# Around 80% of the buildings we have today will exist in 2050

# Retrofitting at Scale – The Challenges

| | | |
|---|---|---|
| Financing constraints | Fragmented building ownership | Lack of information and performance data |
| Limited technical capacity | Lack of time | Why bother doing it at scale |

Sintali
path to a sustainable future

# EDGE as the solution

Innovation of IFC International Finance Corporation WORLD BANK GROUP
*Creating Markets, Creating Opportunities*

20%
Energy

20%
Water

20%
Materials
(Embodied Carbon)


Accessible App

Green Building Standard

Certification scheme

# Quantify the impact of your building in minutes

Assess Building Performance

Identify opportunities for improvement

Calculate Costs associated with improving performance

Link to CO2 and resource savings

https://app.edgebuildings.com/

https://youtu.be/MJv9qpAI1Ck

# What makes EDGE unique?

With the EDGE App tool, companies can understand the **performance** and the **ROI** and **sustainable investment strategy**.

The certification process is **faster** and more efficient, making it easier for companies to go through the process

The standard is fully **quantifiable**, making communication with stakeholders (e.g. investors and customers) easier and more effective

Implementing EDGE is **cost effective** and represents a fraction of the cost, especially for larger projects and portfolios

The IFC World Bank brand brings **credibility** with financial institutions, as well as broader stakeholders such as customers and partners

# EDGE creates system level change

Alignment with government incentives

Support from the financial sector

Alignment with Taxonomies and regulatory bodies

Increased interest for Developers

# Client Success Stories

# Retail Sector - Decathlon Portfolio

## Global

**Key information about Decathlon:**

- Around 1700 stores worldwide
- Electricity consumption in on the top priority
- Sustainability report published annually from 2013
- Renewable energy is one of the most important strategies in TCFD report. (2020)
- Internal incentive mechanism by reimbursing part of the costs incurred by local teams in obtaining environmental certification. (2022)


# Retail Sector - Decathlon Portfolio

## Global

**Driver**

Corporate decision

Energy Efficiency priority

Internal incentive.

**Obstacle**

**Outcomes**

# Retail Sector - Decathlon Portfolio

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Corporate decision

Energy Efficiency priority

Internal incentive.

**Obstacle**

Large number  of stores in different sites and conditions

Many sites were leased

Lack of expertise in some countires

**Outcomes**

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## Global

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**Outcomes**

Passed from 13 EDGE certified stores in 2022 to 101 stores in 2023.

Signed a contract with Sintali – SGS to accelerate number of sites certified.

Pipeline of 92 stores to be certified by January 2025.

71.3% of the value of medium-term bank loan taken out by Decathlon was linked to the analysis of ESG

# Ascott Portfolio

## Global

**Key information about Ascott:**

- Ascott, is a part of CapitaLand Limited, CapitaLand launched Sustainability Master Plan (2020)
- As part of this it has committed to achieving net zero emissions by 2050.
- CapitaLand also aims to reduce its absolute scope 1 and 2 greenhouse gas emissions by 46%, up from 28%, by 2030 from a 2019 base year.
- Publishes Sustainabiltiy report yearly showing evidence of commitment to targets


# Hospitality  Sector – Ascott Portfolio

## Global

**Driver**

- Global Standard
- Market Differentiator
- Cost-effective Option
- Reach Net Zero Target

**Obstacle**

**Outcomes**

# Hospitality Sector – Ascott Portfolio

## Global

**Driver**

Global Standard

Market Differentiator

Cost-effective Option

Reach Net Zero Target

**Obstacle**

Each hotel has different building owner – tricky to align across portfolio as each building owner must contract and pay seperately

**Outcomes**

# Hospitality Sector – Ascott Portfolio

## Global

**Driver**

Global Standard

Market Differentiator

Cost-effective Option

Reach Net Zero Target

**Obstacle**

Each hotel has different building owner – tricky to align across portfolio as each building owner must contract and pay seperately

**Outcomes**

Signed framework contract with Sintali

37 properties certified over 12 different countries, with dozens more in the pipeline

CapitaLand Ascott Trust partnered with IFC in 2022 to launch a sustainability linked bond with the criteria buildings must be EDGE certified.

# LIDL Retail Portfolio

## Europe

**Key Information about LIDL:**

- Large portfolio of existing retail buildings across Europe that required retrofit
- By 2030, committed to reducing our absolute Scope 1 and 2 emissions by 70% from a 2019 baseline.
- Produces a sustainability report each year to track progress


# Retail Sector – LIDL Portfolio

## Europe

**Driver**

Cost-effective Option

Reach Net Zero Target

App used as a tool to support retrofit

**Obstacle**

**Outcomes**

# Retail Sector – LIDL Portfolio

## Europe

**Driver**

Cost-effective Option

Reach Net Zero Target

App used as a tool to support retrofit

**Obstacle**

Large number of existing buildings

Retrofit required to achieve the standard

Large amount of project management

**Outcomes**

# Retail Sector – LIDL Portfolio

## Europe

**Driver**

- Cost-effective Option
- Reach Net Zero Target
- App used as a tool to support retrofit

**Obstacle**

- Large number of existing buildings
- Retrofit required to achieve the standard
- Large amount of project management

**Outcomes**

- Utilised a sampling approach to certify a large amount of stores in a short time
- In the last financial year alone over 350 stores certified
- Received financing for EDGE Certification

# WDP Warehouse Portfolio

## Romania

**Key Information about WDP:**

- Warehouse developer in Romania
- Strong commitment to sustainability
- Requirement for financing to fund expansion

# Industrial  Sector – WDP Portfolio

## Europe

**Driver**

Access to Green financing

Reach sustainability goals and quantify their sustainability efforts

**Obstacle**

**Outcomes**

# Industrial  Sector – WDP Portfolio

## Europe

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Access to Green financing

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Large number of buildings to certify

Building types were all different both existing and new ranging from2,500m² to more than 60,000m².

**Outcomes**

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Building types were all different both existing and new ranging from2,500m$^2$ to more than 60,000m$^2$.

**Outcomes**

Certification of 48 warehouses across Romania

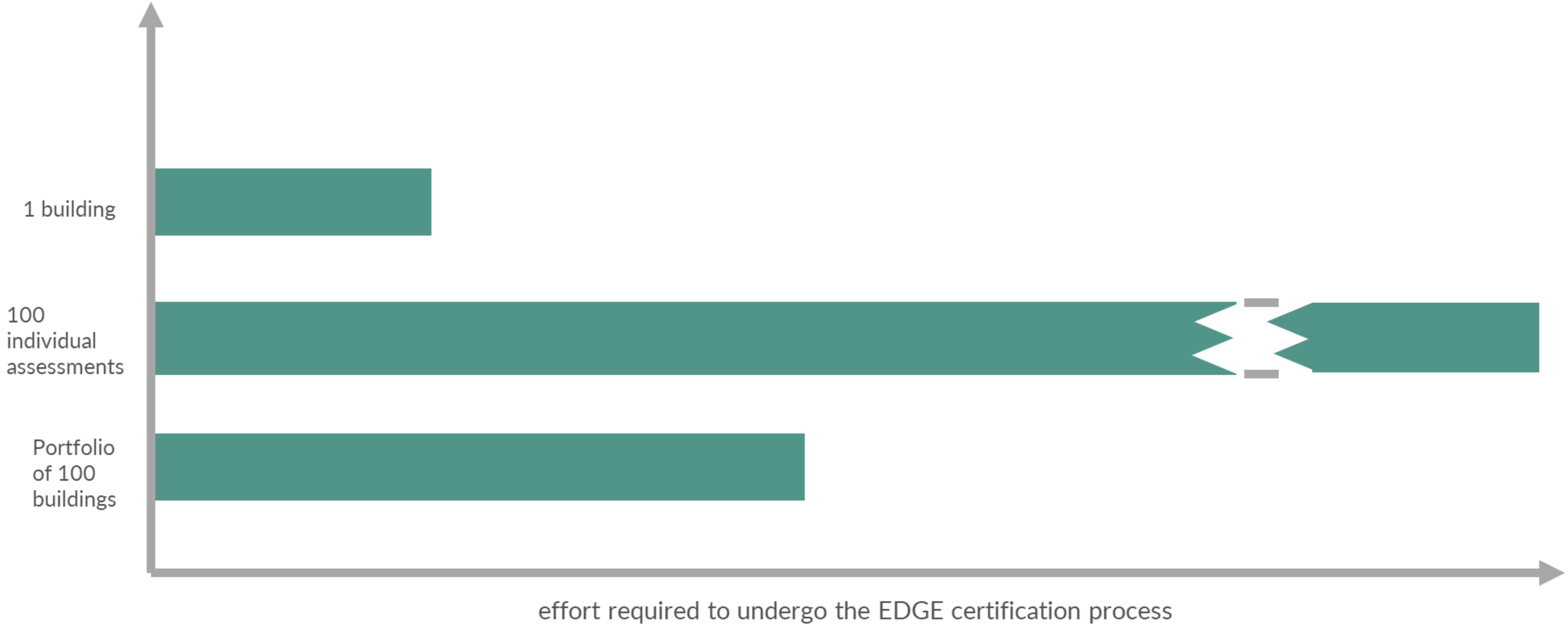
Certification completed within 6 months for all buildings

205 Million Euro Loan secured from IFC for the expansion and refurbishment

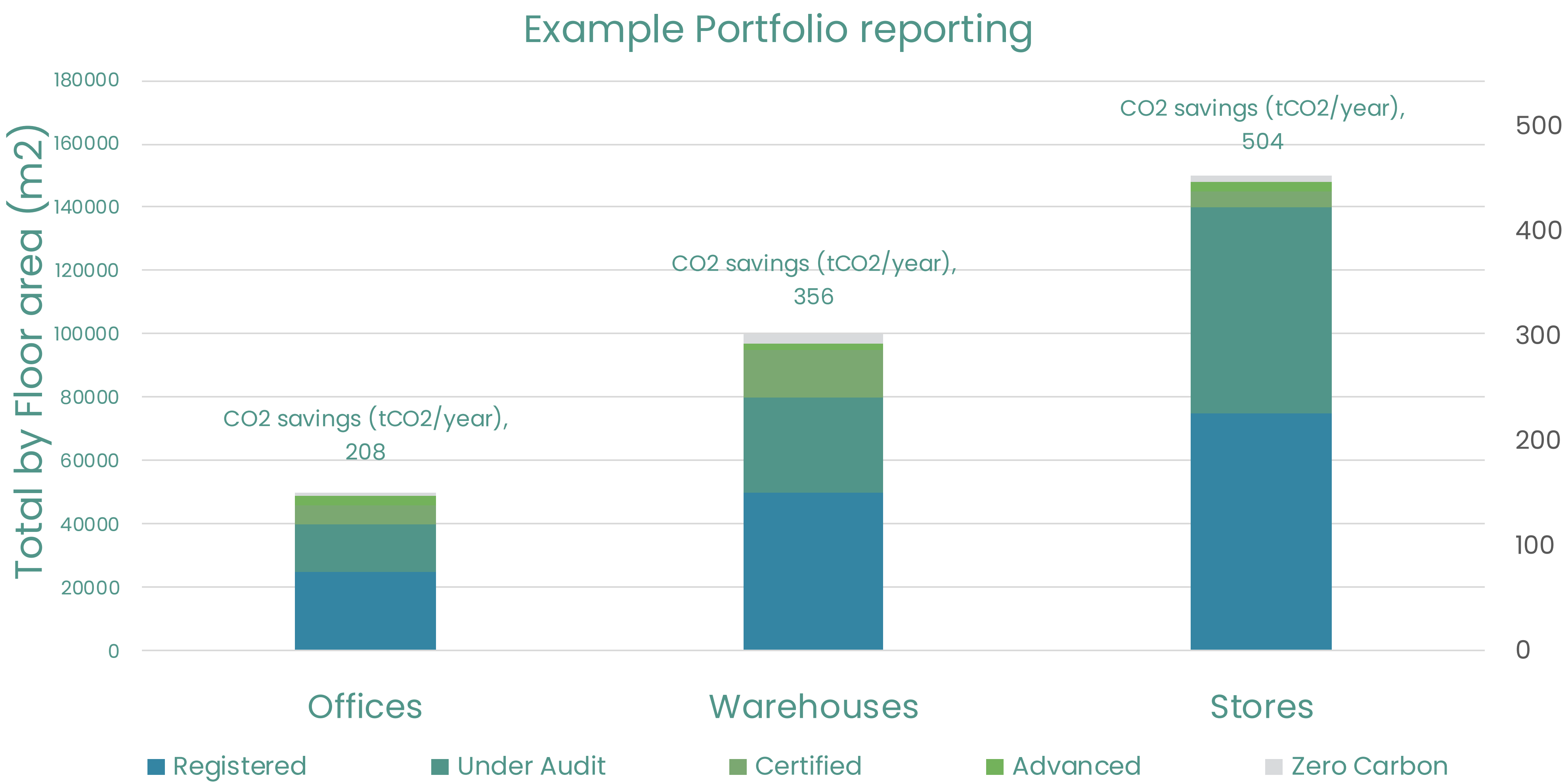
150 Million Euro Loan secured from EBRD for the expansion and greening of the building stock

# Why EDGE for Portfolio’s

# Save time and money through certifying at scale



# Corporate reporting



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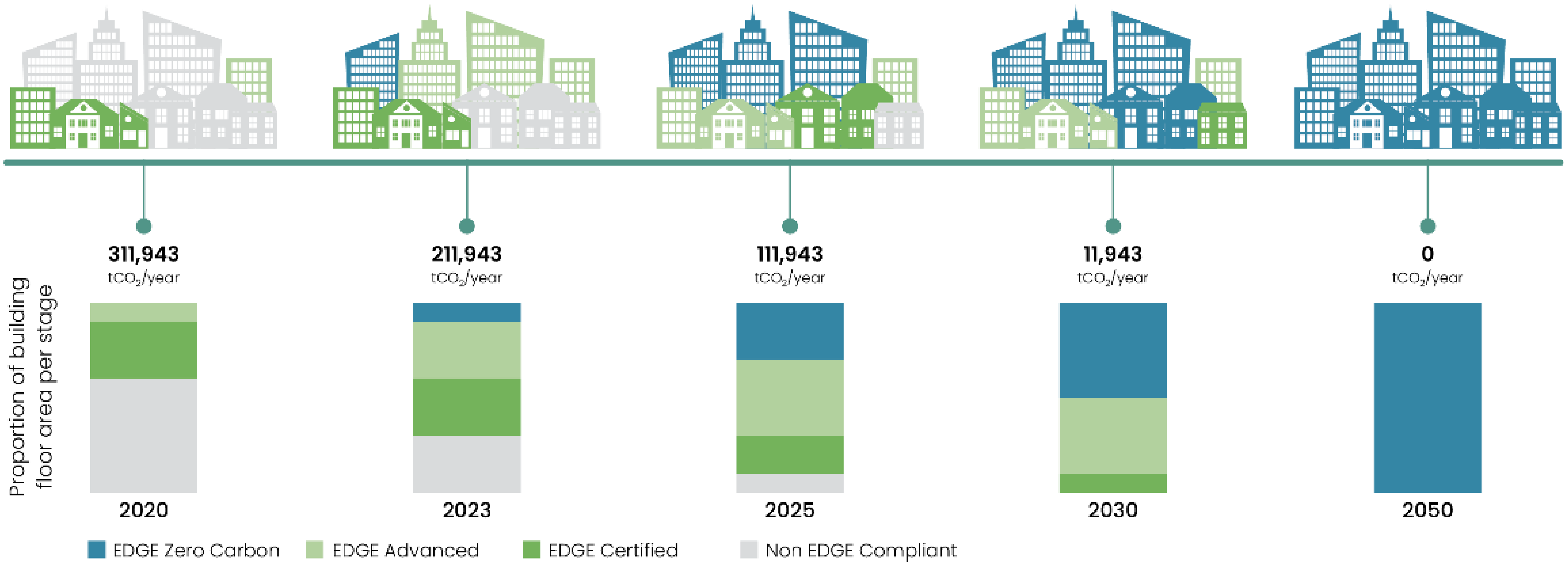

Sintali
path to a sustainable future

## Contact Us


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