



OPERATE IN THE **SUCCESS ZONE**

# EDGE CERTIFICATION – SINTALI-SGS SERVICE OFFER

*In partnership with*

**Sintali**  
path to a sustainable future

**SGS**



## SINTALI- SGS – ONE-STOP-SHOP APPROACH

*“With the SGS consortium, there’s no compromise. Whether you are a multi-million project developer or just a small scale ‘one-man’ project, you get the same expert support from the EDGE team. SGS is walking at your side and advising you from the very first step in EDGE process straight through certificate issuance. We can only recommend it to anyone.”*

**Sam Zacca,**  
General Manager,  
Mabani Holdings

### ABOUT EDGE

As an innovation of the International Finance Corporation (IFC), a member of the World Bank Group, EDGE makes it faster, easier and more affordable than ever before to build and brand green in over 160 countries. EDGE reveals the systems and solutions that work best for local climates, bringing international cache to certified projects without losing the local context.

**Software:** With the EDGE App, instantly identify the most cost-effective ways to build green and how long the return on investment takes.

**Standard:** Reach the minimum standard of 20% less resource intensity in energy, water and embodied energy in materials, and your project can be certified. Choose a higher level of energy savings through EDGE Advanced and EDGE Zero Carbon and bring even more distinction to your projects.

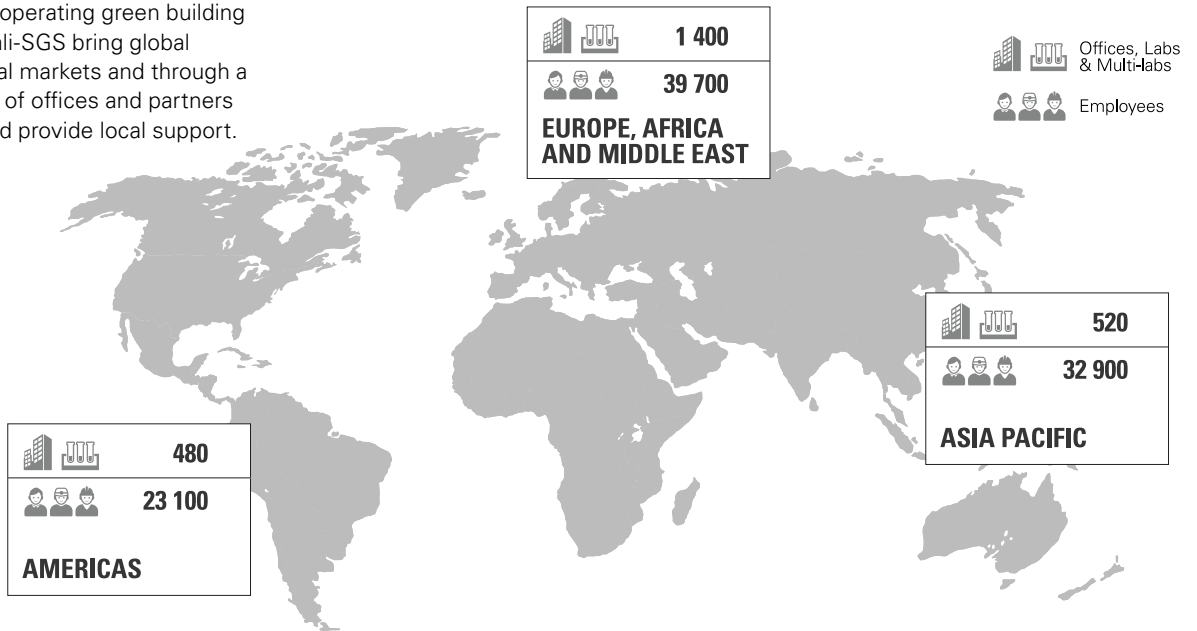
**Certification:** Prove that your residential or commercial building is quantifiably green by achieving EDGE certification. Or design, verify and certify your entire portfolio green, differentiating your product and positioning your company at the forefront of change.

## SINTALI-SGS: A ONE-STOP SHOP APPROACH

Sintali and SGS collaborate to act as an EDGE global certification provider. Operating as a one-stop shop for EDGE certification and audit services, Sintali-SGS deliver the highest quality service for clients around the world. Clients receive a single contract, an all-inclusive price and expert advice at no additional cost. Through state-of-the-art systems and the latest technologies, clients also access innovative solutions that support cost-effective and efficient processes. With a rich history in auditing, developing and operating green building standards, Sintali-SGS bring global expertise to local markets and through a unique network of offices and partners around the world provide local support.

## WORKING WITH SINTALI-SGS

- ✓ **One contract** for certification, registration, audit and EDGE Expert services
- ✓ **Local / regional auditors** available for your projects in over **160 countries**
- ✓ Certification agreement available in **English, French, Spanish, Portuguese and Mandarin**
- ✓ **Portfolio certification** available worldwide
- ✓ **Zero carbon** portfolio solution to support corporate sustainability targets
- ✓ A **standard EDGE Expert support package** included in all proposals at no additional cost



## THE SINTALI-SGS TEAM HAS WORKED WITH IFC ON EDGE SINCE 2015



### ONE-STOP-SHOP

We provide audit, certification and EDGE Expert fees in one contract for ease-of-use for our clients. As part of our one-stop-shop, all clients receive a single contact person who guides the technical teams throughout the process.



### ALL BUILDING TYPES

We work with clients to certify entire portfolios of buildings, in addition to individual buildings. Through a sampling approach of similar design concepts, we reduce the time and resources required to certify hundreds to thousands of buildings.



### OVER 160 COUNTRIES

We are licensed to provide audit and certification services in over 160 countries. With EDGE auditors throughout the world via the SGS network, we visit sites quickly and efficiently. As part of our global presence, we provide certification agreements in English, French, Spanish and Mandarin, with more language to come.





### REMOTE AUDIT TECHNOLOGY


SGS has long established technological means to conduct remote site inspections. Our interactive audit tools allow for a guided inspection process.



## PERIDOT PARKLAND ESTATE, NIGERIA

 53% Energy Savings

 42% Water Savings

 35% Less Embodied Energy in Materials

Total Co2-savings: 126 tCO2/year

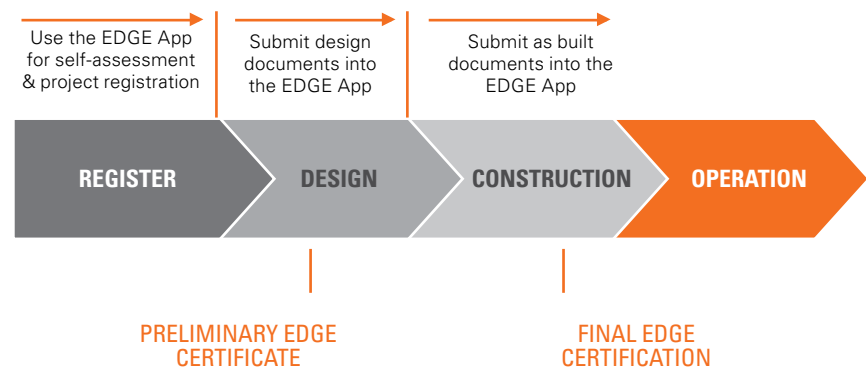
Certified April 2020

## NEW BUILDING CERTIFICATION

*“No matter where your building is, we ensure the same quality of services in all countries. With our one-stop-shop approach, our clients get auditor and certifier capacities combined”*

**Harry Fernau,**  
Global Product Manager,  
Energy & Green Building,  
SGS

We offer an all-in audit and certification package in over 160 countries worldwide. As a one-stop-shop provider, we provide our clients with a single contract and point person who guides the team throughout the process. This streamlines certification and makes it easy for clients to proceed quickly and efficiently. Our fees are all-inclusive (registration, design and site audit as well as certification fees) and are based on the complexity of the project. For standard projects, we offer fixed fees that are available on [www.edgebuildings.com/certify](http://www.edgebuildings.com/certify).

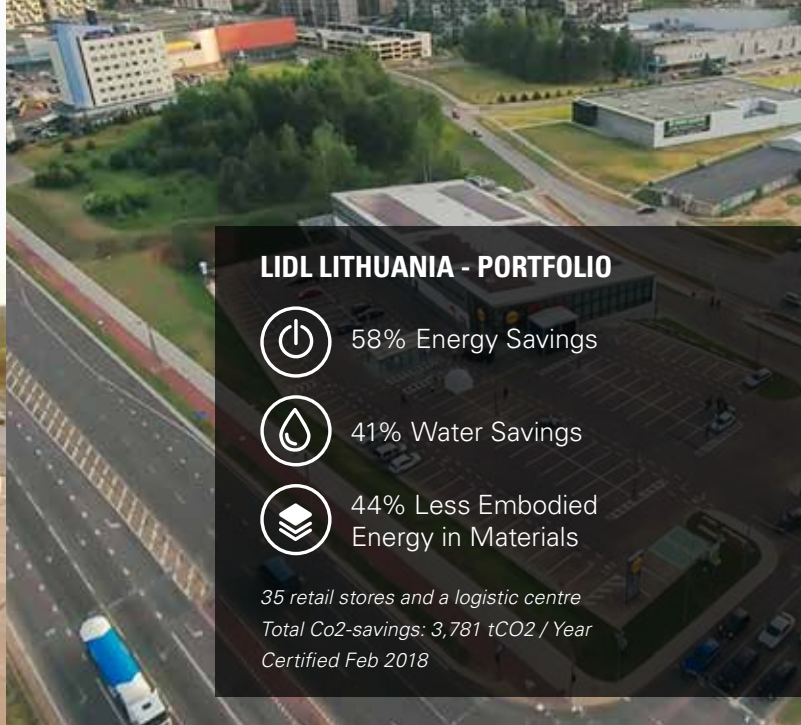


### REMOTE AUDIT INSPECTION PROCESS

Travel and access restrictions sometimes prevent on-site activities from taking place smoothly and can cause delays in the final certification process. SGS has long established technological means to conduct remote site inspections that give clients more flexibility in scheduling and quicker audit reaction times. Using our interactive EDGE audit tools, clients can undergo a guided inspection at a convenient time, reducing costs and aligning with challenging construction timelines.

- EDGE co-marketing and project study for sales promotion
- Preliminary Certificate serves as proof of compliance for the investor
- Final proof of compliance
- Impact reporting for the project
- Model units showcase opportunity

Our service offer for new building certification includes a preliminary design certificate as well as final certification of any of the building typologies that are available within EDGE. Our clients use EDGE certificates to market their sustainability efforts, attract tenants, sell housing units or simply to add the estimated savings and carbon emission reductions into their annual sustainability reporting. Through our EDGE Expert partnerships, we bring consultants to the table to help our clients make their buildings even more sustainable.



**LIDL LITHUANIA - PORTFOLIO**

- 58% Energy Savings
- 41% Water Savings
- 44% Less Embodied Energy in Materials

35 retail stores and a logistic centre  
 Total Co2-savings: 3,781 tCO2 / Year  
 Certified Feb 2018

# PORTFOLIO CERTIFICATION

*"I am proud that our stores and logistics center in Lithuania are recognized as among the most resource-efficient buildings in the Baltic countries. Achieving EDGE certification is international recognition that our buildings are well designed, energy-efficient and environmentally friendly. The design options that we have selected through EDGE, together with additional technical solutions, ensure that our employees have the best working conditions and our customers receive high-quality services every day."*

**Radostin Roussev-Peine**  
 CEO of Lidl Lietuva

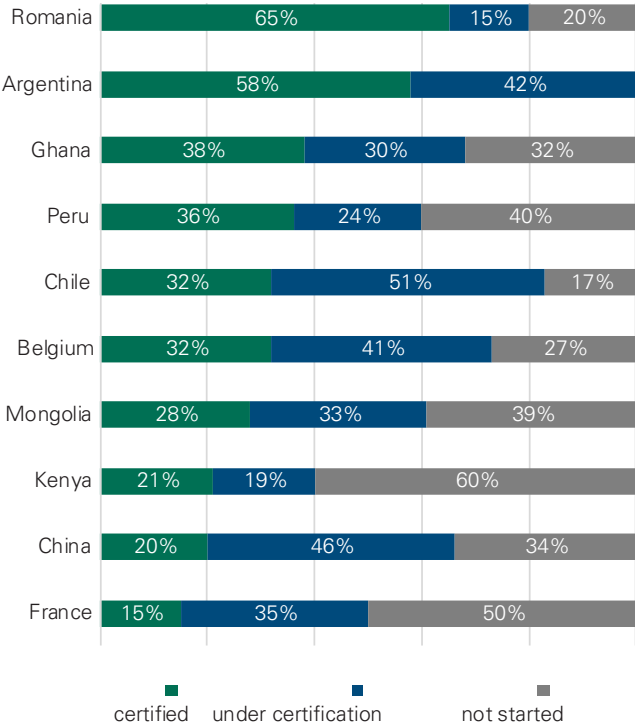
EDGE is uniquely designed to support companies interested in an "all-in" approach for green buildings. The resource efficiency measures in the EDGE App provide a list of practical actions that can be used to develop a refurbishment strategy or for new developments. The software also empowers a company to evaluate the direct impact these installations would have on the portfolio's efficiency, as well as the incremental cost to the new building and the estimated return on investment.

There are many benefits to certifying a portfolio of buildings, including:

- Attracting investment
- Quantifying the sustainability impact of the portfolio for reporting purposes
- Standardising a sustainability strategy across multiple countries
- Strengthening a corporate brand
- Driving operational savings and carbon emission reductions

Portfolio certification is a streamlined process. By identifying efficiencies of scale, we help clients develop a resource plan to deliver green building certification to tens, or even thousands, of buildings in a cost-effective, timely manner.

An example overview of companies' certification status across the world to prove progress to investors, markets and shareholders.





**PROCREDIT HEAD OFFICE, BULGARIA**

50% Energy Savings

46% Water Savings

94% materials

Total CO2 Savings 176.12 tCO2/Year  
 72% off-site renewable energy and  
 14% carbon offset  
 Certified May 2020



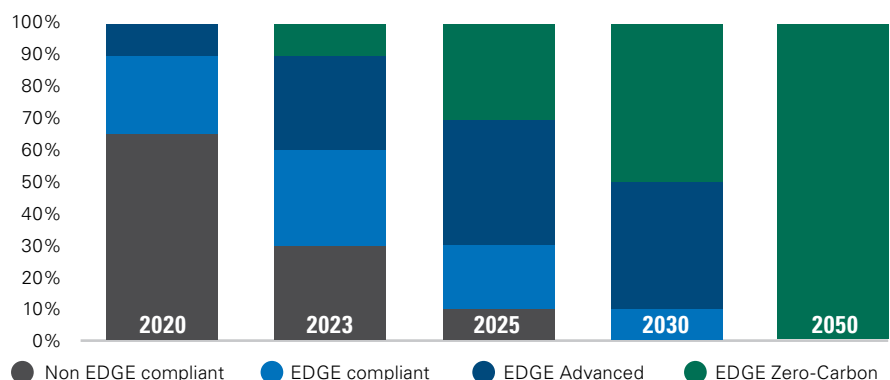
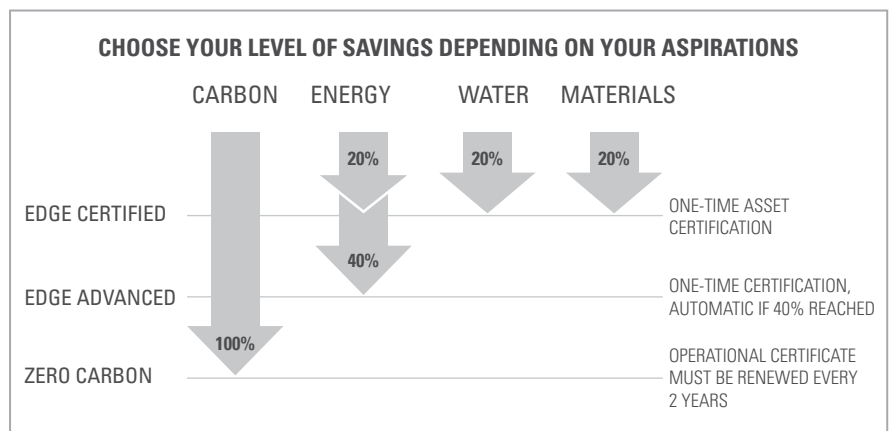
## ZERO CARBON SOLUTION

*"We can proudly say that our building not only consumes 50% less energy and water than the local market standard, but that we are now a zero carbon emission institution, too. As the first financial institution in Bulgaria to have our headquarters certified with EDGE, we hope to become a role model for other institutions, encouraging them to take similar environmental initiatives."*

**Kameliya Mineva,**  
 Management Board member of  
 ProCredit Bank Bulgaria

Whether you have certified an individual building with EDGE or an entire portfolio, you can continue advancing your buildings' green credentials by striving for Zero Carbon certification.


As the threat of climate change becomes more and more imminent, companies are under pressure from stakeholders to set emissions reductions targets to keep global warming to 1.5 degree Celsius. Investors are looking for green investments and guarantees of climate-safe assets, customers are looking to business to take responsibility and serious action on climate, and businesses are looking for green suppliers. With EDGE, companies can set targets and work towards improving a building's readiness for zero carbon.





An example of a company's portfolio showing the shift in EDGE compliance status over time, leading into the ultimate goal of achieving Zero-Carbon across the portfolio by 2050.



### DELTA CENTRE, KENYA

 25% Energy Savings

 24% Water Savings

 96% Less Embodied Energy in Materials

Total CO2 Savings: 156.2 tCO2/Year  
Certified March 2020

## GREEN FINANCE

*“Fighting climate change requires fast and innovative solutions. Our partnership with Sintali and SGS will allow us to easily assess the energy savings attributed to green buildings financed with GCPF, simplifying the reporting process for our partners.”*

**Antoine Prédour**  
Head of Global Climate Partnership Fund

Green buildings represent an estimated 24.7 trillion-dollar investment opportunity by 2030 in emerging markets alone, according to the International Finance Corporation. Investing in energy efficiency and retrofits has been challenging due to the difficulty of quantifying the impact of the investment and the smaller nature of deals. By focusing on buildings, the financial industry can maximise its return on investment, both financially and for climate change mitigation.

Developed by IFC, EDGE is designed to provide confidence to investors that the assets they finance are truly green. Sintali-SGS provides third-party validation of the building’s green credentials, allowing investors to consistently measure their property investments.

Sintali-SGS undertakes two programs with investors: supporting the development of technical assistance programs and connecting investors with portfolio opportunities.

## ESG REPORTING



### TECHNICAL ASSISTANCE

EDGE can play a key role in the technical assistance process by helping financial institutions focus on quantifiable metrics and identify the direct impact of investments in green buildings. Using an EDGE certificate as a way to prove compliance with investment criteria simplifies the eligibility process for banks and levels the playing field internationally.



### EDGE-CERTIFIED REAL ESTATE PORTFOLIOS

Green-certified real estate portfolios attract investors, as they offer a larger and less risky investment opportunity. The emissions reductions from an EDGE-certified portfolio can be easily quantified through the EDGE App.

#### INVESTOR

Lender / Building owner / Investment opportunity

#### EDGE Certified





**ACLEDA INSTITUTE OF BUSINESS, CAMBODIA**

-  35% Energy Savings
-  44% Water Savings
-  32% Less Embodied Energy in Materials

CO2- savings: 554,2 tCO2 /year  
 Certified May 2019

## EDGE EXPERT SUPPORT

*"In our quest to transform building energy use in Brazil and elsewhere, EDGE has proven to be a powerful solution to help our clients visualize and make the best of their energy savings potentials. Our partnership has gone a long way to make the process smoother and more effective."*

Alexandre Schinazi,  
 Mitsidi Projetos Director

Many projects need consultancy services to deliver sustainability solutions and design advice for projects. EDGE Experts are best suited to improve the building design, guide clients through the certification process and help clients identify opportunities for savings.

As part of our one-stop-shop, we are partnering with EDGE Experts around the world to add a standard client representative package into our service offer without any additional costs to the client. Clients will still have only one certification agreement, but it includes auditing services, certification services and the EDGE Expert standard package. This provides a better value to clients and access to more resource-efficient designs, while maintaining the independence of auditors and certifiers.







Need additional information? Our regional centres of expertise can support you during your EDGE certification process by connecting you with our local EDGE Expert Partner network and providing you with resources in local languages. Our centres bring the expertise from working with multinational corporations on a global level to each region by introducing the latest technology and innovations while taking into account local market conditions.

## **SINTALI-SGS REGIONAL CENTRES OF EXPERTISE**

- South America
- Africa
- Asia
- China
- Eastern Europe & Middle East
- Western & Central Europe



[WWW.SGS.COM](http://WWW.SGS.COM)

WHEN YOU NEED TO BE SURE

