

REAL ESTATE DEVELOPMENT

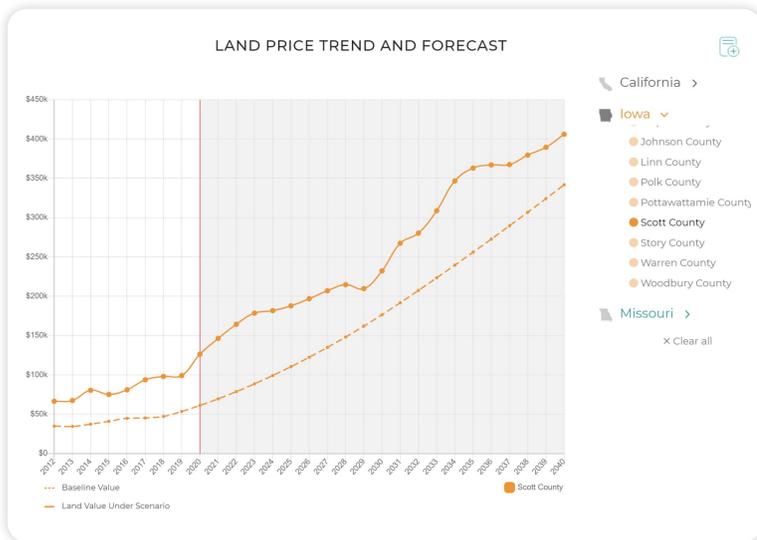
Climate Valuation Impact

- **Forecast the climate adjusted market value of land and revise valuation forecasts** on all property types (residential, commercial, industrial, agricultural) using Climate Price™
- **Assess location adaptation needs and priorities** according to climate risk, vulnerability and readiness scores using Climate Alpha's proprietary Resilience Index™
- **Streamline environmental assessments** with renewable energy, infrastructure spending, air quality and other climate risk and resilience data
- **Target properties for "green bond" issuance to finance building upgrades and acquisition** of properties in climate-resilient zones

Land value appreciate scenarios: baseline vs. rapid warming

	10-year appreciation	
	Baseline scenario	RCP 8.5 scenario
Top 20 zip codes with strong historical growth	48.5% (4.03% p.a.)	19.3% (1.78% p.a.)
Top 20 zip codes with climate resilience	42.3% (3.59% p.a.)	60.9% (4.87% p.a.)

Forecast and compare growth projections on locations under multiple climate scenarios.

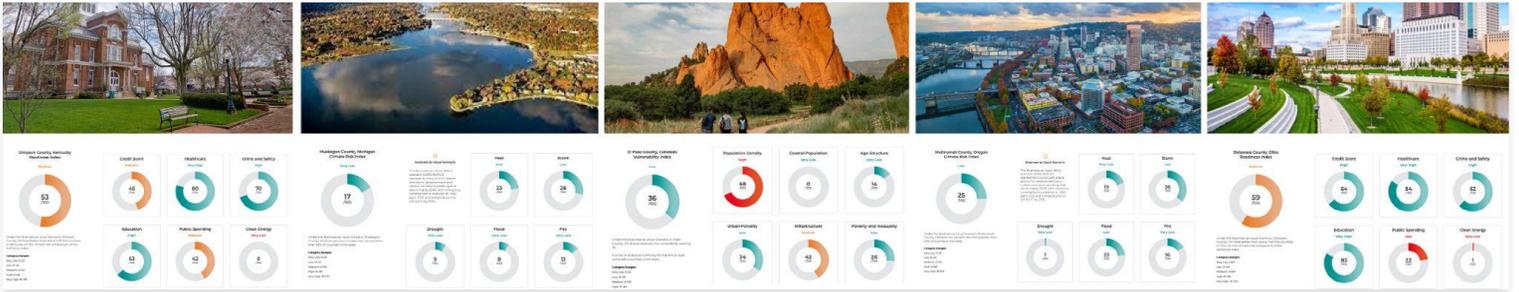


Climate Alpha highlights locations according to the greatest divergence between land and property values, generating arbitrage opportunities for early investment.

Project Development and Land Banking

- **Identify arbitrage opportunities in climate resilient locations** through predictive modeling of land values
- **Identify fast-growing cities for investment** according to demographic shifts, infrastructure investment, quality of life metrics, etc using Alpha Finder™
- **Identify the next boomtowns** based on highest air quality, new housing starts, available vacation homes and other factors through Climate Alpha's proprietary indexes

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The Challenge

America faces a chronic shortage of millions of homes, but where should they be built?

Case study: Lennar

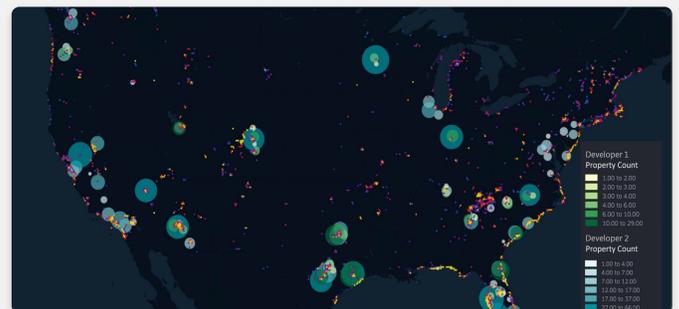
With climate awareness rising among homebuyers, America's largest home builder Lennar sought to map out resilient locations for future housing starts. But it lacked robust data correlating land price forecasts to climate stability. In order to widen the footprint of its land banking strategy and anticipate the next set of fast-growing residential locations, it turned to Climate Alpha to identify the variables that will most influence liveability and property values. We analyzed both climate models and socio-economic trends, and ranked the counties where land was currently undervalued relative to their potential for appreciation. Lennar was able to act on these arbitrage opportunities, deploying capital into geographies of high forecasted demand.

“With the help of Climate Alpha, we were able to provide a new kind of robust real-time intelligence to our land teams looking for an edge as they underwrite in the most competitive acquisition environment in memory.”

~Lennar Corporation

Case study: Baseline

Baseline Property Group was undertaking a strategic expansion to build thousands of new homes in key holiday destinations. In order to develop a compelling thesis for its investors, it sought high-frequency data such as remote-work rental trends as well as climate models to avoid risky locations – and a visualization engine to bring its thesis to life. Climate Alpha collected a wide range of datasets related to rental and home-sharing patterns, employment growth, construction activity, recreational infrastructure, business investment, inter-county migration, and other drivers – and layered them all into a sophisticated map that correlated location scores to our proprietary Resilience Index. This gave Baseline and its partners greater confidence in where to invest capital to generate faster returns.



Location, location, location

The industry faces major questions that Climate Alpha can answer:

- What are the most climate resilient locations to buy appreciating land and homes?
- What are the next Zoom-towns attracting millennial and Gen-Z remote workers?
- How will climate change impact home appraisal?
- Where should senior living communities be built for the 70 million American retirees of 2030?