



SORAINEN

Helping clients
succeed in the
ESG transition:
greening the
construction
sector

Navigating
ESG
in the
Baltics



Linstow Baltic sustainability agenda – experience and learning points

Riga, Latvia
May 8, 2024

PhDc geogr., BREEAM AP **Andis Kublačovs**
Project development and sustainability director
Linstow Baltic



AWilhelmsen – Sustainability focus

- AWilhelmsen philosophy – to create value for society, its employees, as well as pursuing its commercial goals
- Environmental, Social and Governance (ESG) aspects are an integral part of all capital allocation decisions at Group level
- Wilstar, (<http://wilstar.no/>) established in 2017, is the AWilhelmsen family’s philanthropic arm and was founded out of the family’s desire to have real and lasting social impact for future generations.
 - Three focus areas
 - Education
 - Women’s Empowerment
 - Marine Conservation



Sustainability agenda for Linstow AS

- **Vision – *Building for better lives***
- **Key pillars:**
 - Greenhouse gas emissions (GHG)
 - BREEAM
 - Roadmap towards Y2050 (interim - Y2030)
 - Social sustainability
- **Linstow** was among the first to set **sustainability standards** for buildings **back in 2006** (*Energy and Environmental directives*).
- Linstow creates buildings, neighbourhoods, and destinations with human-centred design and **sustainability at the core**.
- From 2010 to 2018, Linstow **reduced CO2 emissions by about 43%**. **Target until Y2030 – CO2 emissions reduction by 60%**,



The Real Estate sector's roadmap towards 2050

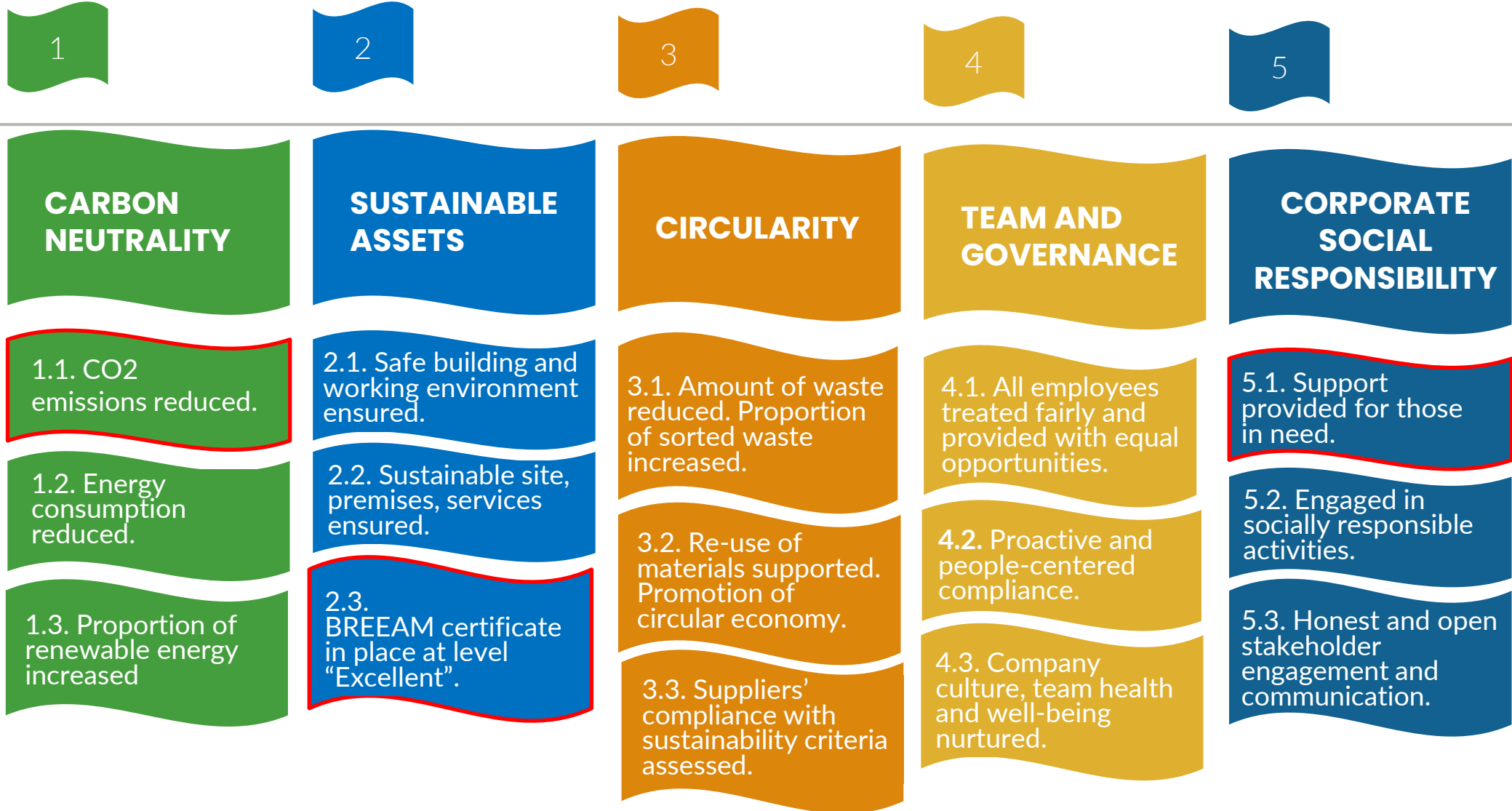
Initiative by the Norwegian Property Federation

10 immediate measures:

- Environmentally certify the organization
- Remove fossil heat (oil and gas)
- Use "healthy" building products
- Introduce an environmental management system, such as a BREEAM-In-Use
- Use of roof surfaces: Surface water management, energy production, green area
- Reward innovative solutions
- Requirements for reuse and waste minimization
- Reduce energy consumption (in the operation)
- Use building products with low GHG emissions
- Fossil-free construction site



Linstow Baltic sustainability targets by 2026



BREEAM in Linstow policy

- **BREEAM** (*British Research Establishment Environmental Assessment Method*) is the world's leading science-based certification system for sustainable built environment. BREEAM concentrates on a **building's environmental performance across its life cycle, from design and construction to operation and demolition**;
- Mandatory **targeted level** for Linstow AS assets - **Excellent**;
- Practical goal for doing the BREEAM certification is to get verifiable and internationally recognized proofs regarding **compliance to a building's sustainability requirements**, deliver reduced common cost levels, higher efficiency while also **better comfort and well-being conditions for all users** (both employees and visitors) of the building.

BREEAM®

Rating (or star system)	%
Pass	≥ 30
Good	≥ 45
Very Good	≥ 55
Excellent	≥ 70
Outstanding	≥ 85

BREEAM categories and their weight in credits



Ülemiste shopping center BREEAM certification

- BREEAM certificate “Retail / New construction and major refurbishment / Shell and Core” for its expansion project in Y2014 (UXP)
- Level – «Good»
- Score 52.9%
- **It was the first shopping center in the Baltics to obtain such a sustainability certificate**



Ülemiste shopping center BREEAM certification

- Level - “Very good”
- Score – 60.8% (Part 1).
- Going for BIU certification for Part 2 in Y2024
- Targeting to reach level «Excellent» until Y2026.

BREEAM® Code for a Sustainable Built Environment www.breem.com

BREEAM In-Use
The assessment of the common areas of:
Ülemiste Keskus
Suur-Sõjamäe 4
Tallinn
11415
Estonia

has been carried out according to Technical Manual:
BREEAM International In-Use: Commercial Version 6
by a Licensed Assessor for:
Ülemiste Center OÜ

Total area of assessment: 20596 m²
Certificate Number: BIU00013914-1.0 Issue: 1.0

The assessment process is certified by BRE Global Limited in accordance with the requirements of Scheme Document SD6063.

Asset Performance: 60.8% Tepsli OU
Licensed Assessor Company

Very Good
★★★★☆

Margus Tali
Assessor Name

BAUD1186
Assessor Number

Management Performance:
Not Assessed

18 May 2023
Date of Issue

18 May 2026
Valid Until

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BREEAM International In-Use: Commercial V6
The assessment of the common areas of:
Ülemiste Keskus
Suur-Sõjamäe 4
Tallinn
11415
Estonia

Very Good 60.8% ★★★★★☆

Category	Score
Health & Wellbeing	55.32
Energy	58.46
Transport	68.18
Water	36.84
Resources	52.17
Resilience	100.00
Land Use & Ecology	33.33
Pollution	28.57
Exemplary	40.00

Management Performance
Not Assessed

BIU00013914-1.0
Certificate Number

1.0
Issue Number

Tepsli OU
Licensed Assessor Company

Margus Tali
Assessor Name

BAUD1186
Assessor Number

18 May 2023
Date of Issue

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Valid Until

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Origo Shopping Center BREEAM certification

- **Level - “Excellent”**
- **Score - 77.3%.**
- **This score is the highest ever hit for the sh/c in the Baltics.**



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Final Certificate
The assessment of:
Origo Shopping Center
Satekles iela 2b
Riga
LV-1050
Latvia

has been carried out according to Technical Manual:
BREEAM International New Construction 2016
Retail
Shell and Core
and based on the Assessment Report produced by
Green Baltics (Estonia)
has achieved a score of **77.3%**
Excellent

Certificate Number: **BREEAM-0087-4073** Issue: **01**

BRE Global Limited is accredited by UKAS. The assessment process is certified by BRE Global Limited in accordance with the requirements of Scheme Document SD123.

30 March 2021
Date of Issue

Assessed for: **Attistibas Agentura, Ltd**
Client

Assessor Company:
Green Baltics (Estonia)

Assessor Name:
Hadley Barrett Assessor Number: **H829**

Assessment:
BREEAM International New Construction 2016
Retail
Shell and Core
Overall Score: **77.3%**
Rating: **Excellent**

30 March 2021
Date of Issue

Approved for BRE Global Ltd, Certificate Holder

UKAS
18001
Certification

UKAS
18001
Certification

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Final Certificate Number: BREEAM-0087-4073 Issue: **01**

Origo Shopping Center
Satekles iela 2b
Riga
LV-1050
Latvia

Assessed for: **Attistibas Agentura, Ltd**
Client

Assessor Company:
Green Baltics (Estonia)

Assessor Name:
Hadley Barrett Assessor Number: **H829**

Assessment:
BREEAM International New Construction 2016
Retail
Shell and Core
Overall Score: **77.3%**
Rating: **Excellent**

Category Scores	0	10	20	30	40	50	60	70	80	90	100
Management											78
Health and Wellbeing											64
Energy											79
Transport											100
Water											100
Materials											50
Waste											86
Land Use and Ecology											90
Pollution											62
Innovation											30

30 March 2021
Date of Issue

Approved for BRE Global Ltd, Certificate Holder

UKAS
18001
Certification

UKAS
18001
Certification

bre

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Origo One Business Center BREEAM certification

- Level - “Excellent”
- Score - 79.1%.
- It is the highest score ever hit for offices BREEAM certifications (final certificate) in Latvia.

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Final Certificate
The assessment of:
Origo One Business Center
Satekles iela 2b
Riga
LV-1050
Latvia

has been carried out according to Technical Manual:
BREEAM International New Construction 2016
Office
Shell and Core
and based on the Assessment Report produced by
Green Baltics (Estonia)
has achieved a score of **79.1%**
Excellent

Certificate Number: BREEAM-0087-4065 Issue: 01

BRE Global Limited is accredited by UKAS. The assessment process is certified by BRE Global Limited in accordance with the requirements of Scheme Document SD123.

07 April 2021
Date of Issue
[Signature]
Signed for BRE Global Ltd., Assessor Company

Atisbass Agentura, Ltd
Client for the Assessment
Hadley Barrett
Licensed Assessor

Arcade Partnership
Architect
F829
Assessor Number

Linstow Center Management, Ltd
Developer
Hadley Barrett
BREEAM Accredited Professional

UKAS
ACCREDITED
9007

Linstow Baltic

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Final Certificate Number: BREEAM-0087-4065 Issue: 01

Origo One Business Center
Satekles iela 2b
Riga
LV-1050
Latvia

Assessed for: Atisbass Agentura, Ltd

by: Green Baltics (Estonia)
Assessor Company
Hadley Barrett
Licensed Assessor

F829
Assessor Number

BREEAM International New Construction 2016
Office
Shell and Core
Overall Score: 79.1%
Rating: Excellent

Category Scores	0	10	20	30	40	50	60	70	80	90	100
Management											72
Health and Wellbeing											80
Energy											79
Transport											100
Water											100
Materials											50
Waste											86
Land Use and Ecology											90
Pollution											62
Innovation											30

07 April 2021
Date of Issue
[Signature]
Signed for BRE Global Ltd., Assessor Company

UKAS
ACCREDITED
9007

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S/c Origo new building – birdseye view from the top



08.05.2024.



Linstow Baltic

Various and sustainable landscaping solutions at Origo sh/c & Origo One Business Center



Origo sustainability development efforts

Communicated in Origo website, B2C



Convenient access using various means of transport



Convenient access for people with prams and strollers



Tenants' portal for exchange of information



Waste sorting and recycling



Car sharing platform

Linstow Baltic



Electric vehicle charging

Origo sustainability development efforts

Communicated in Origo website, B2C



Energy efficiency measures in ORIGO



Responsible management of water resources



Use of gentle cleaning agents in cleaning indoor areas



Use of sustainable construction materials



Reducing light pollution

Linstow Baltic



Indoor climate in the building

Solar panels on Origo One Business Center

- Y2023
- Installed capacity - **320 kW (AC)** or **411.6 kWp (DC)**
- **Target to cover ~5%** of the total electricity consumption at Origo



Development of Satekles Business Center in progress – targeted BREEAM level «Outstanding»



Satekles Business Center BREEAM certification

- Level - “Outstanding”
- Score - 89.9%.
- It is the highest score ever hit for offices BREEAM certifications (design certificate) in Latvia.

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Interim Certificate: Design Stage
The assessment of:
SATEKLES BUSINESS CENTER
Ernesta Birznieka-Upisa street 2
Riga
LV-1050
Latvia

has been carried out according to Technical Manual:
BREEAM International New Construction 2016
Office
Fully Fitted
and based on the Assessment Report produced by:
UAB SEES Group
has achieved a score of **89.9%**
Outstanding 

Certificate Number: **BREEAM-0093-1089** Issue: **01**

BRE Global Limited is accredited by UKAS. The assessment process is certified by BRE Global Limited in accordance with the requirements of Scheme Document SD123

26 September 2023 Date of Issue	Satekles Business Center, SIA Client for the Assessment
 Signed for BRE Global Ltd., Catherine Butcher	Kestutis Kvietkauskas Licensed Assessor
Linstow Baltic, SIA Developer	KK15 Assessor Number
SN&L_pilnsabiedriba Architect	Laura Jursenaite-Girskiene Sustainability Consultant
SEES Group, UAB Sustainability Consultant	


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SD123 Cert. No: BREEAM-0093-1089
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Interim Certificate Number: BREEAM-0093-1089 Issue: **01**

SATEKLES BUSINESS CENTER
Ernesta Birznieka-Upisa street 2
Riga
LV-1050
Latvia

Assessed for: **Satekles Business Center, SIA**
by: **UAB SEES Group**
Assessor Company
Kestutis Kvietkauskas **KK15**
Licensed Assessor Assessor Number
BREEAM International New Construction 2016
Office
Fully Fitted
Overall Score: **89.9%**
Rating: **Outstanding** 

Category Scores	0	10	20	30	40	50	60	70	80	90	100
Management											100
Health and Wellbeing											88
Energy											100
Transport											100
Water											100
Materials											67
Waste											88
Land Use and Ecology											90
Pollution											42
Innovation											40

 **26 September 2023**
Signed for BRE Global Ltd., Catherine Butcher Date of Issue

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SD123 Cert. No: BREEAM-0093-1089
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Additional qualities from BREEAM certification process

- Direction towards **more structured PM process that exceeds traditional PM understanding & structuring** among designer, constructor and construction supervisory teams in Baltics.
- **More holistic approach for the development project** evaluating issues that are not necessarily always under direct control of developer – e.g., improved accessibility by public transport, promotion of car-sharing, electric cars and bicycles, evaluation of external risks (contamination, flood), life-cycle costing.
- Paying more attention to **landscaping details**. Particularly for mix of vegetation species and lighting quality.
- Push towards introduction of **alternative electricity sources right on the site**.
- Support for **SUDS** (sustainable urban drainage systems) introduction.



Costs factor for BREEAM certified developments

- Belief in **increasing property value** in respect to similar non-BREEAM certified properties:
 - Still not a coefficient in annual valuations
 - Demand by the office market
 - Life-cycle costing
- **Soft costs** (e.g. assessor fees, external studies, additional work for architects and engineers) in **New Construction** certification **increase project budget by ~1% (min. ~200k EUR)**. No re-certification needed.
- **BREEAM In-use** certification costs are in the range of **10-20k EUR** depending on asset specifics and certification scope (Part 1 & Part 2). Must be re-certified every 3 years.
- Since Y2024 **RE tax reduction in Riga by 50%** for duration of 10Ys if reaching at least **55% threshold** in specific **sustainability certification schemes** (BREEAM, LEED, DGNB).

Project	Total dvlp budget, kEUR	Hard costs for Sh&C, kEUR	BREEAM soft costs		
			kEUR	% from total	% from Sh&C
Ülemiste sh/c expansion (Y2012-14)	37,230	26,290	350	0.9	1.3
Origo sh/c & Origo One b/c expansion (Y2015-20)	61,590	48,230	570	0.9	1.2
Satekles Business Center (Y2022-25)	35,810	24,770	240	0.7	1.0



Thank you!