



Creating Markets, Creating Opportunities

**Certify
Green and
Change Your
World.**

www.edgebuildings.com

Outshine the competition with EDGE

“There are signs of increasing awareness of the value of going green in the Vietnamese market. People are attracted by the savings they can achieve through lower utility bills and by the unique green features of the EDGE-certified buildings. The EDGE certification will further help raise people’s awareness and show the sustainable value of EZ Land through our first apartment house, HausNeo.”

Oliver Do Ngoc Dung

CEO

EZ Land

Today, it’s more important than ever for property developers to differentiate their projects. EDGE certification offers an opportunity for market leaders to meet the demand for green buildings through a metrics-driven approach.

An innovation of IFC, a member of the World Bank Group, EDGE empowers builders to optimize their designs to use less energy, water, and embodied energy in materials.

EDGE includes a web-based application to help identify the most cost-effective ways to reduce the resource intensity of a building. The streamlined certification process makes it fast and easy to certify a project green.

HausNeo project by EZLand



Advantages of certification

Homebuilders, commercial owners, and those who are building to sell can capitalize on the advantages of certification at the design stage before projects have been built. EDGE-certified buildings typically cost less than 2 percent extra, with the tangible benefits outweighing any initial costs.

Home Builders

- ▶ Attract better financing rates for you and your customers
- ▶ Label homes as green
- ▶ Promote resource-efficient savings
- ▶ Earn customer referrals
- ▶ Realize a greater share of the market



Commercial Owners

- ▶ Gain multinational tenants
- ▶ Drive profitability
- ▶ Increase occupancy rates
- ▶ Ensure cost control across properties
- ▶ Take a portfolio approach
- ▶ Build brand equity



Build To Sell

- ▶ Attract investors
- ▶ Distinguish the quality of properties
- ▶ Complement efficiencies in construction and labor
- ▶ Accelerate turnover
- ▶ Quantify a sustainable brand



EDGE is a solution for Vietnam

Vietnam is an economic success story, with the growth from a low-income economy to a middle low economy in its recent history. This significant growth has led to a growth and demand for new buildings to support the ever-growing economy. Many of these people will migrate to work in the cities, with the corresponding demands for housing, transportation, public and social services, among others.

EDGE certification provides a solution: to capitalize on the value of green buildings by promoting the benefits while protecting the environment. With EDGE, it's possible to stay at the forefront of innovation.

Here's why EDGE is especially important in Vietnam

- ▶ Cost effective investment
- ▶ Operational cost savings
- ▶ Attracts international investments
- ▶ Access to green finance
- ▶ Branding associated with IFC, a part of the World Bank Group
- ▶ Gains a competitive EDGE
- ▶ Demonstrates a client's commitment to CSR and ESG
- ▶ Enhances product and corporate branding

CASE STUDY:
**EDGE-Certified
EcoHome Phuc Loi
Project Wins Financial
Times Award**

“EDGE proposes solutions and direct guidance for investors to develop green buildings in emerging markets like Vietnam. Capital House Group is proud to be recognized as an EDGE Champion, and we will continue contributing actively to Vietnam’s green building development”

Do Duc Dat
Group Chairman
Capital House

Vietnamese developer Capital House has proven that green does not always have to be expensive, while gaining global recognition for the benefits it is providing directly to its customers. Capital House has won the Achievement in Transformational Infrastructure: Green Buildings award at the annual Financial Times/IFC Transformational Business Conference and Awards for their work on the EDGE-certified affordable social housing development, EcoHome Phuc Loi.

EcoHome Phuc Loi provides low-income housing to Vietnamese residents, proving green homes and a sustainable lifestyle can be attained by all, regardless of income. The units are projected to achieve up to 29 percent in energy savings and 30 percent in water savings with 39 percent less embodied energy in materials, all costing Capital House only an additional 1 percent in building expenses.

EcoHome Phuc Loi



Discover the power of the free EDGE App

The EDGE App is a cloud-based platform that calculates the cost of going green, utility savings, and environmental impacts. The state-of-the-art engine has a sophisticated set of city-based climate and cost data, consumption patterns, and algorithms for predicting performance results.

Choose green building strategies and the EDGE App will calculate their financial and environmental impacts across energy, water, and embodied energy in materials. The EDGE App is free to use to design a project, with certification available at a modest cost.

Upload compliance documentation directly into the EDGE App, with the entire certification workflow at your fingertips.





Features include the following:

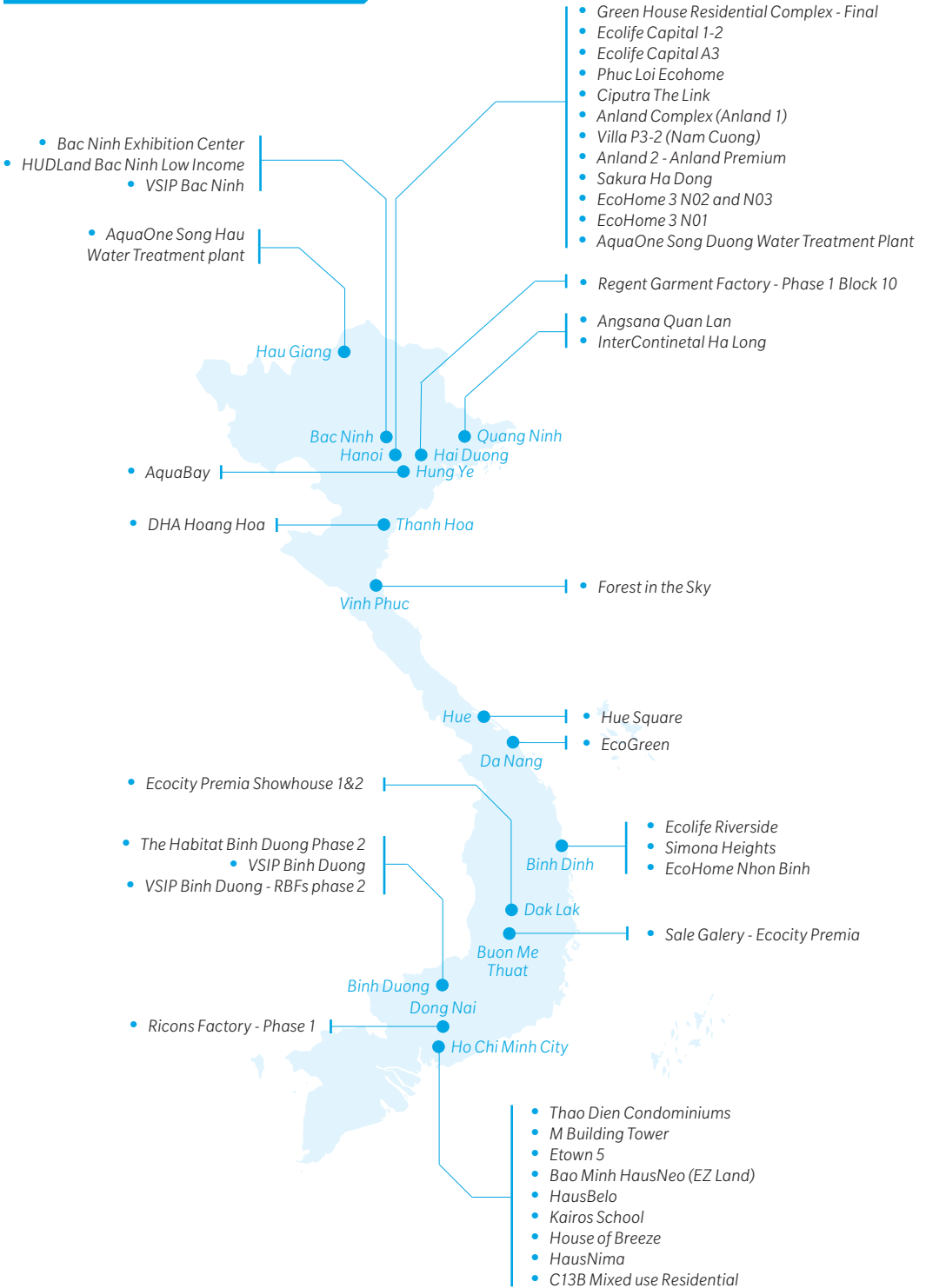
- ▶ **Bio-climatic modeling** – EDGE is location-specific, with climate and lifestyle data for thousands of cities.
- ▶ **Cost calculator** – EDGE helps you to decide the best green options and estimate the incremental cost.
- ▶ **Streamlined process** – A shorter certification workflow saves you time, with most required documentation already on hand.
- ▶ **Reporting** – EDGE can be used for environmental reporting on carbon emissions.

Watch “How to Meet the EDGE Standard.”



EDGE is gaining popularity across Vietnam

The following entities in Vietnam are among those who are certifying their projects with EDGE, bringing value to the lives of their customers while enhancing their sustainable brands.



Projects that are either registered or certified are growing in cities throughout the country. Here are a few examples:



Ecohome Nhon Binh



EcoCity Premia Sales Gallery



Ecohome 3



VSIP - The Proposed RBFs Phase 1



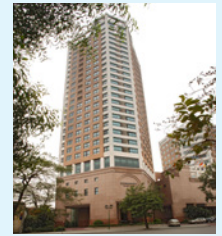
The Terra - An Hung



Daehan Global Thanh Hoa Factory



Flamingo Cat Ba Resorts



Somerset Grand Hanoi



Ricons Mechanical Processing Plant-Phase 1



Gateway International School - Hai Phong Campus



Hue Square Boutique Hotel Campus



Hausnima



Forest in the Sky



Song Duong River Surface Water Treatment Plant



Bac Ninh Exhibition Center of Urban Development and Architecture



InterContinental Ha Long Bay

Determine which level of EDGE is right for your project

EDGE focuses purely on resource efficiency, with three choices for certification. Use the EDGE App to reach at least 20% savings in water and materials, then choose your target for energy savings to match your level of aspiration.



Level 1 - EDGE Certified

Enter your project in the EDGE App and earn a minimum of 20% savings across the three resource categories, and your project can be certified.

Requirements 20% or more savings in energy, water, and embodied energy in materials.

Timing At preliminary and final certification stages.

Renewal Not required.

Cost Registration, auditing, and certification fees.



Level 2 - EDGE Advanced

Set your project apart even further by earning EDGE Advanced, with recognition reflected on project studies, certificates, award submissions, and more.

Requirements EDGE certified with 40% or more on-site energy savings.

Timing At preliminary and final certification stages.

Renewal Not required.

Cost Registration, auditing, and certification fees.



Level 3 - Zero Carbon

Join the global initiative for new buildings to be zero carbon by 2030 and all buildings to be zero carbon by 2050.

Requirements EDGE Advanced with 100% renewable energy on-site or off-site, or purchased carbon offsets to reach 100%. All energy must be accounted for, including diesel and LPG.

Timing At least one year after final EDGE certification with 75% occupancy, when operational data must be submitted.

Renewal Every four years with 100% renewables and every two years with purchased offsets.

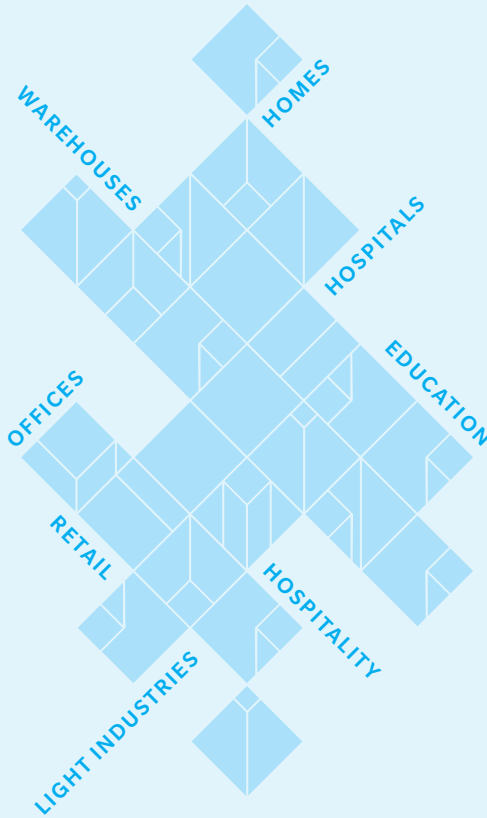
Cost 500 USD per single building in addition to certification fees.



Watch "How to Meet the EDGE Standard."

Building typologies of EDGE

EDGE is available for new and existing buildings in nearly every international market. There's a variety of typologies, which include commercial, residential, and mixed-use projects:



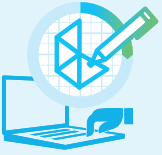
EDGE Experts provide valuable support

Hire an EDGE Expert to provide additional expertise for a project. EDGE Experts are proficient in compliance requirements and working within the EDGE App environment. While not required to achieve certification for a project, EDGE Experts provide significant value to clients through their skills, insights, and technical know-how. Accredited by IFC, EDGE Experts provide their services internationally.

To develop in-house expertise, it's possible to provide employees with training, which is available online and through livestream.

For more information, visit www.edgebuildings.com/edge-experts.

Start certifying your project with EDGE



STEP 1: Register

Design your project in the EDGE App and click apply for certification. Your certifier will follow up to confirm certification pricing.



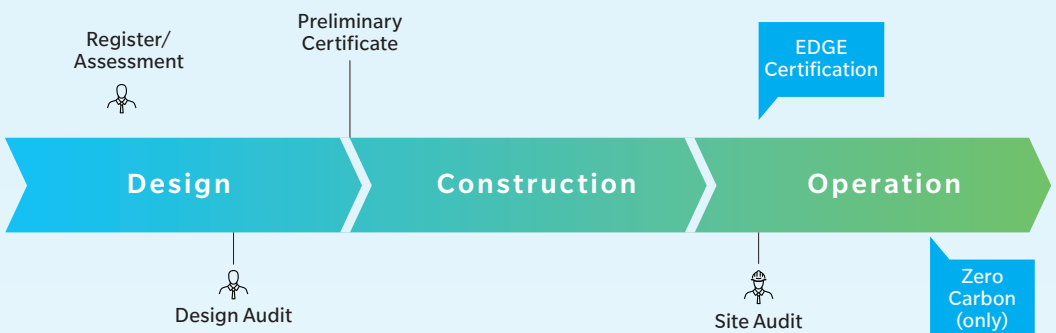
STEP 2: Certify

Once your project is registered, upload your documentation into the EDGE App. When you're ready, go to your dashboard and initiate the certification workflow.



STEP 3: Validate

After you've received a preliminary certificate, repeat Step 2 at the post-construction stage, uploading any fresh design changes and documentation to the EDGE App. Each certified project receives a project study on the EDGE website with social media promotion. For tips on how to maximize the value of EDGE, visit www.edgebuildings.com/marketing-toolkit.



Watch "How to Certify a Project."

Projects can be promoted with an EDGE plaque

Demonstrate your commitment to resource efficiency and promote your certified green building with an EDGE Plaque.

EDGE Plaques are available for projects that have achieved final EDGE certification. Plaques can be ordered through a plaque manufacturer of your choosing but must comply with the quality standards as defined in the guidelines.

Plaques reflect the project's level of certification



Certified Green



EDGE Advanced



Zero Carbon

For more information, visit edgebuildings.com/marketing/edge-plaque



SGS is the go-to certification provider in Vietnam

SGS is the premier provider of EDGE certification services in Vietnam. SGS sets the global benchmark for quality and integrity as providers of independent oversight for professional credentialing and project certification programs.

More information is available at <https://www.sgs.vn/en/environment-health-and-safety/compliance-and-auditing/energy-and-green-building/edge-green-building-certification>

To contact SGS directly, email vn.edge@sgs.com

The Terra An Hung





Certification Pricing by SGS*

Fees	Less Than 2,500 M ²	2,500 – 9,999 M ² *	10,000 – 29,999 M ² *	30,000 – 49,999 M ² *	50,000 – 99,999 M ² **	More Than 100,000 M ² ***
Registration	\$300	\$300	\$300	\$300	\$300	\$300
Certification	\$1,200	\$2,700	\$4,700	\$6,700	\$8,700	\$10,700
Design Audit	\$500	\$1,000	\$1,500	\$2,500	\$3,500	\$4,500
Post Construction Audit	\$1,000	\$2,000	\$3,000	\$4,000	\$8,000	\$9,000
Total Fees	\$3,000	\$6,000	\$9,500	\$13,500	\$20,500	\$24,500

*includes 1 site visit, **includes 2 site visits, ***includes 3 site visits

For new buildings certified at the post-construction stage, certification and auditing fees are required to be paid in full.



EDGE

An innovation of IFC, EDGE creates intersections among developers, building owners, banks, governments, and homeowners to deepen the understanding that everyone wins financially by building green. EDGE was created to respond to the need for a measurable and credible solution to prove the business case for building green and unlock financial investment. EDGE is supported by a global network of certification providers and EDGE Experts with the collective ambition to mainstream green buildings and help tackle climate change.

www.edgebuildings.com

IFC

IFC is a member of the World Bank Group that focuses on private sector development. Working with partners in more than 100 emerging markets, IFC invests, advises, and mobilizes resources from others, creating opportunity for clients in a broad range of industries. Standing between the public and private sectors, IFC brings market-based solutions to respond to the challenge of creating low-carbon economic growth.

PARTNER SUPPORT

EDGE is funded by the UK Government.



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