



G R E S B  
★ ★ ★ ★ ★ 2018

# Welltower Inc.

Welltower Inc.

## GRESB Benchmark Report 2018

DATE: 20 Nov 2019 1:10:59pm Wed UTC

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# Welltower Inc.

## Participation & GRESB Score

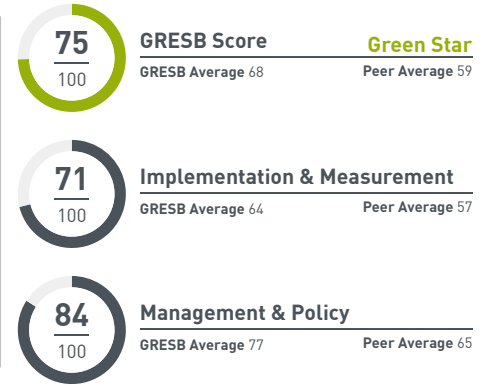
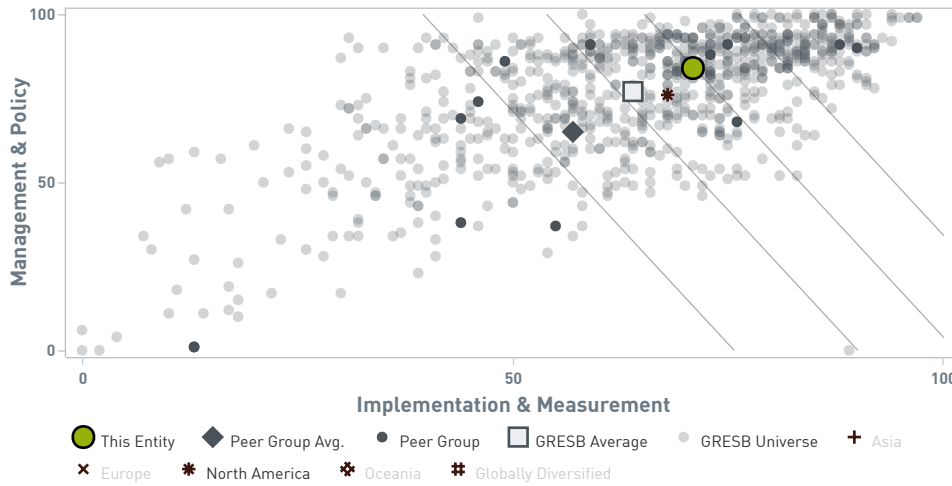


## Peer Comparison

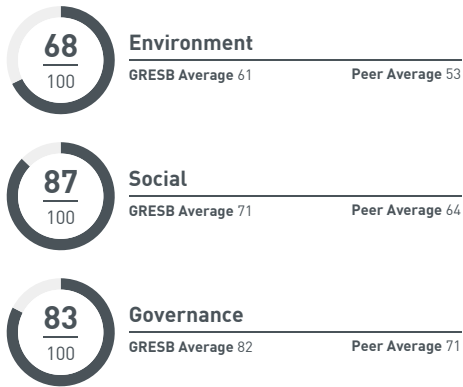


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☆☆☆☆☆ 2018

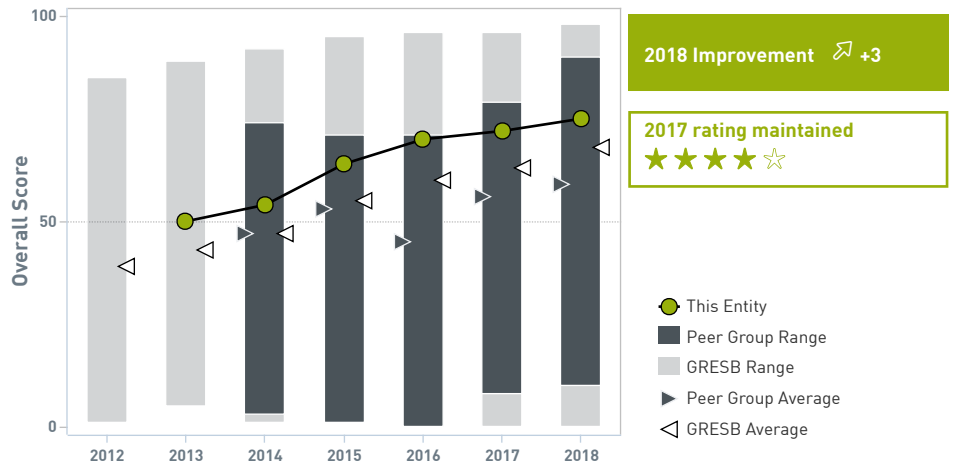
## GRESB Model



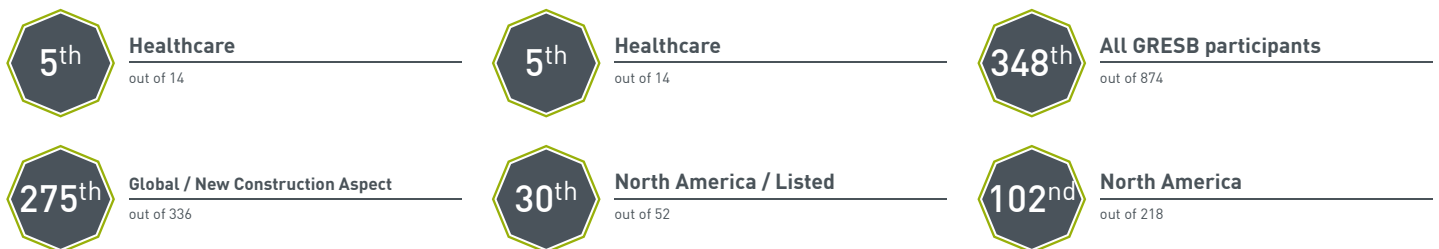
## ESG Breakdown



## Trend



## Rankings



# GRESB Aspects



Aspect Weight in GRESB Score	This Entity	Peer Group		GRESB
<b>Management</b> 8.1%	82  -18	PEER 74  +1 AVERAGE		GRESB 88 AVERAGE
<b>Policy &amp; Disclosure</b> 9.5%	96  -4	PEER 72  +3 AVERAGE		GRESB 82  +7 AVERAGE
<b>Risks &amp; Opportunities</b> 13.2%	92  +8	PEER 60  +4 AVERAGE		GRESB 72  +5 AVERAGE
<b>Monitoring &amp; EMS</b> 8.8%	77  +5	PEER 65  +20 AVERAGE		GRESB 74  +5 AVERAGE
<b>Performance Indicators</b> 25.6%	66  +17	PEER 54  +13 AVERAGE		GRESB 56  +6 AVERAGE
<b>Building Certifications</b> 11%	33  +9	PEER 38  -2 AVERAGE		GRESB 51  +5 AVERAGE
<b>Stakeholder Engagement</b> 23.8%	81  -10	PEER 61  +6 AVERAGE		GRESB 71  +4 AVERAGE
<b>New Construction &amp; Major Renovations</b> 0%	35  -11	PEER 41  +4 AVERAGE		GRESB 57  +6 AVERAGE

## Strengths & Opportunities

Strengths: Outperformed more than 80% of peers

Indicator		Score	Peer Average	
R07	Waste management measures	1/1	0.35/1	92% of peers scored lower
ME3	Monitoring energy consumption	2.5/3	1.56/3	85% of peers scored lower
PI1.2	Energy use intensity rates - Senior Homes	1.13/1.5	0.38/1.5	85% of peers scored lower
PI2.2	GHG emissions intensity rates - Senior Homes	0.56/0.75	0.19/0.75	85% of peers scored lower
PI3.2	Water use intensity rates - Senior Homes	0.66/0.75	0.15/0.75	85% of peers scored lower
PI1.2	Energy use intensity rates - Medical Office	1.13/1.5	0.12/1.5	92% of peers scored lower
PI2.2	GHG emissions intensity rates - Medical Office	0.56/0.75	0.06/0.75	92% of peers scored lower
PI3.2	Water use intensity rates - Medical Office	0.47/0.75	0.06/0.75	92% of peers scored lower
PI1.4	Review, verification and assurance of energy consumption data	1/3	0.36/3	92% of peers scored lower
PI2.3	Review, verification and assurance of GHG emissions data	0.75/3	0.23/3	92% of peers scored lower
PI3.4	Review, verification and assurance of water use data	0.75/3	0.23/3	92% of peers scored lower
PI4.2	Review, verification and assurance of waste management data	0.75/3	0.21/3	92% of peers scored lower
BC1.1	Building certifications - design/construction - Senior Homes	2.5/10	0.42/10	83% of peers scored lower

Opportunities: Outperformed by more than 80% of peers

Indicator		Score	Peer Average	
SE1	Employee training	1.25/2	1.79/2	85% of peers scored higher

# Portfolio Impact



## Impact Reduction Targets

	Type	Long-term target	Baseline year	End year	2017 target	Portfolio coverage	Externally communicated
⚡ Energy	Absolute	10.0%	2014	2025	1.0%	16.0	Yes
☁ GHG	Absolute	10.0%	2014	2025	1.0%	16.0	Yes
💧 Water	Absolute	5.0%	2014	2025	1.0%	16.0	Yes
🗑 Scope 3 GHG Reduction Target	Absolute	10.0%	2014	2025	1.0%	50.0	No

## Entity & Peer Group Characteristics

### This Entity

<b>Geography:</b>	Global
<b>Sector:</b>	Healthcare
<b>Legal Status:</b>	Listed
<b>Total GAV:</b>	\$26.2 Billion
<b>Activity:</b>	Management and development of assets
<b>Reporting period:</b>	Calendar Year

### Peer Group (14 entities)

<b>Peer Group Geography:</b>	Global
<b>Peer Group Sector:</b>	Healthcare
<b>Legal Status:</b>	Listed, Non-listed
<b>Average GAV:</b>	\$5.18 Billion



#### Countries

[80%]	United States
[12%]	United Kingdom
[8%]	Canada



#### Peer Group Countries

[29%]	Netherlands
[26%]	United States
[22%]	United Kingdom
[13%]	Finland
[7%]	Australia
[2%]	Sweden
[1%]	Canada



#### Sectors

[82%]	Senior Homes
[18%]	Medical Office



#### Peer Group Sectors

[51%]	Healthcare
[45%]	Senior Homes
[4%]	Medical Office
[<1%]	Other



#### Management Control

[87%]	Indirect
[13%]	Managed



#### Peer Group Management Control

[66%]	Managed
[34%]	Indirect

## Peer Group Constituents

### Peer Group Constituents

Amvest	MedicX	PGIM
Bouwinvest REIM	Moorfield Investment Management Limited	Syntrus Achmea Real Estate & Finance
HCP, Inc.	Northern Horizon Capital AIFM Oy	Ventas, Inc.
Hartelt Fund Management	Northern Horizon Capital AIFM Oy (2)	Welltower Inc.
Lendlease	Octopus AIF Management Limited	



# Validation

## GRESB Validation

<p><b>All participant check</b></p> <p>All entities ✓</p> <p>Text boxes, 'Other' answers, Table answers, Hyperlinks, Quantitative outliers</p>	<p><b>Validation plus</b></p> <p>All entities ✓</p> <p>MA1, PD3, PD5.1, R03.1, ME1, PI1.4, PI2.3, PI3.4, PI4.2, SE4.1, SE8.1, NC1, NC8, NC14</p>	<p><b>Validation Interview</b></p> <p>Entity not selected</p> <p>Reporting boundaries, Supplemental questions</p>
------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------

	Items	% accepted/ full points
<b>Evidence</b>	34	88%
<b>'Other' answers</b>	13	62%
<b>Text boxes</b>	7	86%
<b>Table answers</b>	16	100%
<b>Total</b>	<b>70</b>	<b>86%</b>

### Validation items not accepted

- NC14** New Construction & Major Renovations | Community Impact and Engagement | NC14 | Yes | Evidence

---

- PI1.2** Performance Indicators | Medical Office | Energy Consumption | PI1.2 | Yes | Other | Other selected. Please describe:

---

- PI1.2** Performance Indicators | Senior Homes | Energy Consumption | PI1.2 | Yes | Other | Other selected. Please describe:

---

- PI2.2** Performance Indicators | Senior Homes | GHG Emissions | PI2.2 | Yes | Other | Other selected. Please describe:

---

- PI2.2** Performance Indicators | Medical Office | GHG Emissions | PI2.2 | Yes | Other | Other selected. Please describe:

---

- PD5.1** Policy & Disclosure | Sustainability Disclosure | PD5.1 | Yes (multiple answers possible) | Dedicated section on corporate website | Hyperlink

---

- SE11.2** Stakeholder Engagement | Community | SE11.2 | Yes | Other

---

### Validation items partially accepted

- PI3.2** Performance Indicators | Medical Office | Water Use | PI3.2 | Yes | Explain (a) the water use intensity calculation method, (b) assumptions made in the calculation, and (c) how intensities are used by the entity in its operations (maximum 250 words)

---

- PD5.1** Policy & Disclosure | Sustainability Disclosure | PD5.1 | Yes (multiple answers possible) | Section in entity reporting to investors | Evidence

---

- SE4.1** Stakeholder Engagement | Suppliers | SE4.1 | Yes | Evidence

---

### Quantitative outliers excluded

- PI3.1** Performance Indicators | Senior Homes | Water Use | PI3.1

The percentage change in consumption (11%) resulting from the like-for-like consumption reported in rows 11 and 12 is unusually high. Please explain.

---

## Third Party Assurance, Verification and Checks

Question	Points	Data Review
<b>PD5.2</b> Organization's stand-alone sustainability report		Externally <b>assured</b> by LQRA
<b>PD5.2</b> Organization's section in entity reporting to investors		Externally <b>assured</b> by LQRA
<b>PI1.4</b> Energy consumption data	1/3	Externally <b>assured</b> by LQRA
<b>PI2.3</b> GHG emissions data	0.75/3	Externally <b>assured</b> by LQRA
<b>PI3.4</b> Water consumption data	0.75/3	Externally <b>assured</b> by LQRA
<b>PI4.2</b> Waste management data	0.75/3	Externally <b>assured</b> by LQRA

# Management

POINTS: 9/11  
WEIGHT: 8.1%

## Intent and Overview

This Aspect focuses on how the organization integrates ESG into its overall business strategy. The purpose of this section is to (1) identify who in the participant organization is responsible for managing ESG issues and has decision-making authority; (2) communicate to investors how the entity structures management of ESG issues and (3) determine how ESG is embedded into the organization.

## Sustainability Objectives

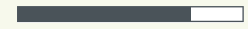
MA1 POINTS: 2/2

### ESG Objectives

Percentage of Peers

Yes

77%



#### Objective included

<input checked="" type="checkbox"/> General sustainability	77%	
<input checked="" type="checkbox"/> Environment	77%	
<input checked="" type="checkbox"/> Social	77%	
<input checked="" type="checkbox"/> Governance	77%	
<input checked="" type="checkbox"/> Health and well-being	62%	

#### Business strategy integration

##### Percentage of Peers

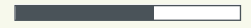


- [62%] Fully integrated into the overall business strategy
- [23%] No answer provided
- [15%] Partially integrated into the overall business strategy

#### The objectives are

Public disclosure

62%



Please provide a hyperlink or a separate publicly available document

Evidence provided

[www.welltower.com/responsibility](http://www.welltower.com/responsibility)

[ACCEPTED]

Not publicly available

15%



Communicate the objectives and explain how the objectives are integrated into the overall business strategy (maximum 250 words)



Welltower's sustainability objectives are centered around 4 key priority areas i) effectively managing resource consumption, GHG emissions and environmental impact ii) build and continuously improve the quality of our real estate portfolio to support the evolution of health care infrastructure iii) engage, understand and

incorporate the interests of our communities and stakeholders in our business wherever possible iv) conduct our affairs with complete integrity and transparency.

These priority areas were identified through a materiality assessment process (outlined within Welltower's CSR report). The objectives feed into our business

strategy and financial objectives by helping the company to raise investment from SRI/ESG-aligned investment vehicles and improve operating efficiency, thereby

increasing shareholder return.

1. The company's short-term objectives include quantifiable, time-bound targets to reduce energy and water consumption and waste generation (by 1% per year);

quantifiable, time-bound targets to expanding benchmarking program and increasing average benchmarking score; investing in building management upgrades and

improving waste diversion rates. The company has also set sustainability related governance objectives including issuing a political contribution policy.

2. The medium-term objectives include increasing the number of LEED and BREEAM building certifications in the portfolio, furthering the roll out of the company's

Green Arrow Building Certification program and achieving zero lost time health and safety incidents in corporate operations.

3. Long-term objectives include evaluating and setting science based targets to reduce the portfolios energy consumption and ghg emissions and implementing

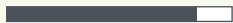
policies to ensure all new constructions are built to LEED, BREEAM or an equivalent standard.

No 23% 


## MA2 POINTS: 3/3

### Persons responsible for implementing ESG objectives

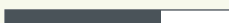
Percentage of Peers

Yes 85% 

#### The individual(s) is/are

Dedicated employee(s) for whom sustainability is the core responsibility 54% 

Employee(s) for whom sustainability is among their responsibilities 85% 

External consultants/manager 69% 

- Eco-Age

Investment partners (co-investors/JV partners) 0% 

No 0% 

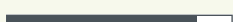
Not applicable 15% 

## Sustainability Decision Making

### MA3 POINTS: 1.5/2

#### Sustainability taskforce or committee

Percentage of Peers

Yes 85% 

Members are

<input type="checkbox"/> Asset managers	62%	<div style="width: 62%;"></div>
<input type="checkbox"/> Board of Directors	54%	<div style="width: 54%;"></div>
<input checked="" type="checkbox"/> External consultants <ul style="list-style-type: none"> <li>• Ecova</li> <li>• Eco-Age</li> </ul>	69%	<div style="width: 69%;"></div>
<input type="checkbox"/> Fund/portfolio managers	69%	<div style="width: 69%;"></div>
<input checked="" type="checkbox"/> Property managers	31%	<div style="width: 31%;"></div>
<input checked="" type="checkbox"/> Senior Management Team	85%	<div style="width: 85%;"></div>
<input type="checkbox"/> Other	38%	<div style="width: 38%;"></div>
<input type="radio"/> No	15%	<div style="width: 15%;"></div>

MA4 POINTS: 1/1

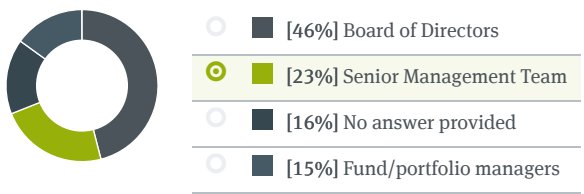
Decision-maker on sustainability

Percentage of Peers

<input checked="" type="radio"/> Yes	85%	<div style="width: 85%;"></div>
--------------------------------------	-----	---------------------------------

The individual is part of

Percentage of Peers



Process of informing the decision-maker

**☞** The Nominating and Governance Committee of Welltower’s Board of Directors is charged with oversight of Welltower’s corporate sustainability program. Tim Lordan SVP - Asset Management is responsible for the design, implementation, and oversight of Welltower’s sustainability program, and is kept up to date with Welltower’s progress through regular meetings with the sustainability team. Tim Lordan reports to the EVP of Business & Relationship Management. Ms. Kerr is an executive officer of Welltower and retains dialogue with the Board of Directors during regular meetings. The Nominating and Governance Committee of the Board of Directors These cover all facets of Welltower’s sustainability program, including: the company’s efforts to implement sustainability-related goals and targets, mitigate the impacts of climate change on the business and manage overall corporate governance and the social impacts of the company’s operations. In addition, both the CEO and the Board of Directors review Welltower’s annual CSR report (prepared in accordance with GRI G4), to gain a detailed understanding of the company’s progress against internal targets. The strong relationship between the most senior decision makers and those with responsibility for sustainability allows action points to be implemented into company operations effectively. In October 2016, Welltower undertook its second annual sustainability summit at the corporate headquarters, facilitated by an external consultancy. Welltower aims to hold periodic sustainability summits to remain on the forefront of sustainability and become a sustainability market leader.

<input type="radio"/> No	15%	<div style="width: 15%;"></div>
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ESG factors included in performance targets

Percentage of Peers

<input checked="" type="radio"/> Yes	69%	<div style="width: 69%;"><div style="background-color: #333; height: 10px;"></div></div>
--------------------------------------	-----	------------------------------------------------------------------------------------------

Does performance on these targets have predetermined consequences?

<input type="radio"/> Yes	62%	<div style="width: 62%;"><div style="background-color: #333; height: 10px;"></div></div>
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<input checked="" type="radio"/> No	8%	<div style="width: 8%;"><div style="background-color: #333; height: 10px;"></div></div>
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Factors apply to

<input type="checkbox"/> All employees	31%	<div style="width: 31%;"><div style="background-color: #333; height: 10px;"></div></div>
----------------------------------------	-----	------------------------------------------------------------------------------------------

<input type="checkbox"/> Board of Directors	38%	<div style="width: 38%;"><div style="background-color: #333; height: 10px;"></div></div>
---------------------------------------------	-----	------------------------------------------------------------------------------------------

<input checked="" type="checkbox"/> Senior Management Team	54%	<div style="width: 54%;"><div style="background-color: #333; height: 10px;"></div></div>
------------------------------------------------------------	-----	------------------------------------------------------------------------------------------

<input checked="" type="checkbox"/> Other	38%	<div style="width: 38%;"><div style="background-color: #333; height: 10px;"></div></div>
-------------------------------------------	-----	------------------------------------------------------------------------------------------

Employees for whom sustainability represents a large part of their responsibilities have sustainability related targets that are considered in their performance reviews. [ACCEPTED]

Evidence provided

<input type="radio"/> No	31%	<div style="width: 31%;"><div style="background-color: #333; height: 10px;"></div></div>
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[ACCEPTED]

# Policy & Disclosure

POINTS: 12.5/13

WEIGHT: 9.5%

## Intent and Overview

The purpose of this section is to (1) describe the organization's ESG policies and (2) understand how the organization communicates its ESG performance. Institutional investors and other shareholders are primary drivers for greater sustainability reporting and disclosure among investable entities. Real estate companies and managers share how ESG policies and management practices are implemented, and how these practices impact the business through formal disclosure mechanisms. This Aspect focuses on the policies established to formally manage and communicate ESG issues to investors.

## ESG Policies

PD1 POINTS: 3/3

### Policy on environmental issues

Percentage of Peers

Yes 85%

#### Environmental issues included

<input type="checkbox"/> Biodiversity and habitat	46%	
<input type="checkbox"/> Climate/climate change adaptation	54%	
<input checked="" type="checkbox"/> Energy consumption/management	85%	
<input checked="" type="checkbox"/> Environmental attributes of building materials	77%	
<input checked="" type="checkbox"/> GHG emissions/management	85%	
<input type="checkbox"/> Resilience	46%	
<input checked="" type="checkbox"/> Waste management	85%	
<input checked="" type="checkbox"/> Water consumption/management	77%	
<input type="checkbox"/> Other	15%	

#### Evidence provided

No 15% [ACCEPTED]

PD2 POINTS: 2/2

### Policy on social issues

Percentage of Peers

Yes 100%

#### Social issues included

<input type="checkbox"/> Child labor	85%	
<input checked="" type="checkbox"/> Diversity and equal opportunity	85%	
<input checked="" type="checkbox"/> Forced or compulsory labor	100%	
<input checked="" type="checkbox"/>		

<input checked="" type="checkbox"/> Occupational safety (for employees)	69%	<div style="width: 69%;"></div>
<input type="checkbox"/> Asset level safety (for tenants)	54%	<div style="width: 54%;"></div>
<input type="checkbox"/> Labor-management relationships	77%	<div style="width: 77%;"></div>
<input checked="" type="checkbox"/> Employee performance and career development	85%	<div style="width: 85%;"></div>
<input type="checkbox"/> Stakeholder engagement	69%	<div style="width: 69%;"></div>
<input type="checkbox"/> Worker rights	77%	<div style="width: 77%;"></div>
<input type="checkbox"/> Other	15%	<div style="width: 15%;"></div>

Evidence provided

<input type="radio"/> No	0%	<div style="width: 0%;"></div> [ACCEPTED]
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**PD3** POINTS: 2/2 Improvement

**Policy on governance issues**

Percentage of Peers

<input checked="" type="radio"/> Yes	85%	<div style="width: 85%;"></div>
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**Governance issues included**

<input checked="" type="checkbox"/> Bribery and corruption	85%	<div style="width: 85%;"></div>
<input checked="" type="checkbox"/> Data protection and privacy	85%	<div style="width: 85%;"></div>
<input checked="" type="checkbox"/> Employee remuneration	77%	<div style="width: 77%;"></div>
<input checked="" type="checkbox"/> Executive compensation	85%	<div style="width: 85%;"></div>
<input type="checkbox"/> Fiduciary duty	69%	<div style="width: 69%;"></div>
<input checked="" type="checkbox"/> Fraud	77%	<div style="width: 77%;"></div>
<input checked="" type="checkbox"/> Political contributions	54%	<div style="width: 54%;"></div>
<input checked="" type="checkbox"/> Shareholder rights	85%	<div style="width: 85%;"></div>
<input checked="" type="checkbox"/> Whistleblower protection	85%	<div style="width: 85%;"></div>
<input type="checkbox"/> Other	31%	<div style="width: 31%;"></div>

Evidence provided

<input type="radio"/> No	15%	<div style="width: 15%;"></div> [ACCEPTED]
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**PD4** Not scored

**Board diversity**

Percentage of Peers

<input checked="" type="radio"/> Yes	62%	<div style="width: 62%;"></div>
--------------------------------------	-----	---------------------------------

**Diversity metrics**

<input checked="" type="checkbox"/> Age group distribution	54%	<div style="width: 54%;"></div>
------------------------------------------------------------	-----	---------------------------------

<input checked="" type="checkbox"/> Board tenure	38%	
<input type="checkbox"/> Diversity of socioeconomic background	31%	
<input checked="" type="checkbox"/> Gender ratio	62%	
<input checked="" type="checkbox"/> International background	38%	
<input checked="" type="checkbox"/> Racial diversity	38%	

Provide additional context for the response (maximum 250 words)



Welltower's Nominating/Governance Committee annual reviews the overall size and structure of the Board and the experience, skills and diversity represented on the Board. The Nominating/Governance Committee considers diversity in terms of (i) professional experience (ii) educational background and (iii) age, race, gender and national origin. Welltower was recognized as a 2020 Women on Boards Winning "W" Company for the year 2017. Winning companies champion diversity by having 20% or more of their board seats held by women.

<input type="checkbox"/> No	38%	
-----------------------------	-----	--

## Sustainability Disclosure

PD5.1 POINTS: 3.5/4

### Disclosure of ESG performance

Percentage of Peers

<input checked="" type="radio"/> Yes (multiple answers possible)	69%	
<input type="checkbox"/> Section in Annual Report	46%	
<input checked="" type="checkbox"/> Stand-alone sustainability report(s)	54%	

### Reporting level

<input checked="" type="radio"/> Entity	31%	
<input type="radio"/> Investment manager	23%	
<input type="radio"/> Group	0%	

Evidence provided

<http://welltower.com/responsibility/>

[ACCEPTED]

Aligned with



<input type="radio"/> [50%] No answer provided
<input checked="" type="radio"/> [29%] GRI Sustainability Reporting Guidelines, G4:
<input type="radio"/> [14%] GRI Standards, 2016
<input type="radio"/> [7%] INREV Sustainability Reporting Recommendations, 2016

<input type="checkbox"/> Integrated Report	15%	
<input checked="" type="checkbox"/> Dedicated section on corporate website	62%	



## Reporting level

<input checked="" type="radio"/> Entity	31%	<div style="width: 31%;"></div>
<input type="radio"/> Investment manager	23%	<div style="width: 23%;"></div>
<input type="radio"/> Group	8%	<div style="width: 8%;"></div>

Evidence provided

<http://welltower.com/responsibility/>

[NOT ACCEPTED]

<input checked="" type="checkbox"/> Section in entity reporting to investors	46%	<div style="width: 46%;"></div>
------------------------------------------------------------------------------	-----	---------------------------------

## Aligned with



<input checked="" type="radio"/> [64%] No answer provided
<input type="radio"/> [15%] INREV Sustainability Reporting Recommendations, 2016
<input type="radio"/> [7%] GRI Standards, 2016
<input type="radio"/> [7%] PRI Reporting Framework, 2018
<input type="radio"/> [7%] Other

Evidence provided

<input type="checkbox"/> Other	23%	<div style="width: 23%;"></div>
<input type="checkbox"/> No	31%	<div style="width: 31%;"></div>

[PARTIALLY ACCEPTED]

## PD5.2 POINTS: 2/2

### Third party review of ESG disclosure

Percentage of Peers

<input checked="" type="radio"/> Yes	62%	<div style="width: 62%;"></div>
--------------------------------------	-----	---------------------------------

Select all applicable options (multiple answers possible, selections must match answers in PD5.1)

<input type="checkbox"/> Section in Annual Report	31%	<div style="width: 31%;"></div>
<input checked="" type="checkbox"/> Stand-alone sustainability report	46%	<div style="width: 46%;"></div>
<input type="checkbox"/> Externally checked by	23%	<div style="width: 23%;"></div>
<input type="checkbox"/> Externally verified by	23%	<div style="width: 23%;"></div>
<input checked="" type="checkbox"/> Externally assured by <ul style="list-style-type: none"> <li>• LQRA</li> </ul>	0%	<div style="width: 0%;"></div>

## using

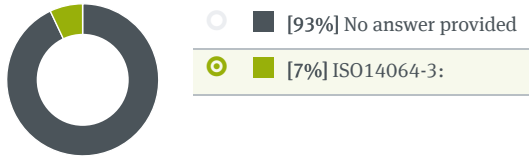


<input type="radio"/> [93%] No answer provided
<input checked="" type="radio"/> [7%] ISO14064-3:

<input type="checkbox"/> Integrated Report	15%	<div style="width: 15%;"></div>
<input checked="" type="checkbox"/> Section in entity reporting to investors	23%	<div style="width: 23%;"></div>

<input type="radio"/> Externally checked by	15%	
<input type="radio"/> Externally verified by	8%	
<input checked="" type="radio"/> Externally assured by	0%	
<ul style="list-style-type: none"> <li>LQRA</li> </ul>		

using



<input type="checkbox"/> Other	15%	
<input type="radio"/> No	23%	
<input type="radio"/> Not applicable	15%	

**PD6** Not scored

**Commitment to ESG leadership standards**

Percentage of Peers

<input checked="" type="radio"/> Yes	62%	
--------------------------------------	-----	--

**ESG standards or groups**

<input type="checkbox"/> Institutional Investors Group on Climate Change (IIGCC)	0%	
<input type="checkbox"/> Montreal Pledge	0%	
<input type="checkbox"/> PRI signatory	62%	
<input type="checkbox"/> RE 100	0%	
<input type="checkbox"/> Science Based Targets initiative	0%	
<input type="checkbox"/> Task Force on Climate-related Financial Disclosures (TCFD)	8%	
<input type="checkbox"/> UN Environment Programme Finance Initiative	8%	
<input type="checkbox"/> UN Global Compact	23%	
<input checked="" type="checkbox"/> Other	8%	
<p>Welltower is a member of the Business Renewables Center, an organization that brings together buyers and providers of renewable energy technology to spread the adoption of renewable energy in the corporate environment.</p>		

**Please provide applicable hyperlink**

Evidence provided

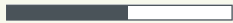
<http://businessrenewables.org/brc-members/>

<input type="radio"/> No	38%	
--------------------------	-----	--

**PD7.1** Not scored


**Communication process for ESG-related incidents**

Percentage of Peers

Yes 54% 


### Stakeholders

Investors 38% 

Public 38% 

Other stakeholders 54% 

### Process

 Welltower discloses ESG related incidents in the annual sustainability report.


No 46% 

### PD7.2 Not scored

#### Involvement in ESG-related incidents

Percentage of Peers

Yes 0% 

No 100% 

# Risks & Opportunities

POINTS: 16.6/18

WEIGHT: 13.2%

## Intent and Overview


This Aspect investigates the steps undertaken by organizations to stay abreast of ESG related risks related to bribery and corruption, climate change, environmental legislation, market risks and other material ESG risks. The Aspect also addresses the actions taken to capitalize on identified improvement opportunities.

## Governance


**R01** POINTS: 1/1


### Implementation of governance policies

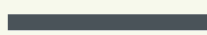
Percentage of Peers


Yes 100% 


#### Systems and procedures

Investment due diligence process 92% 

Employee training on governance issues 100% 

Regular follow-ups 100% 

When an employee joins the organization 100% 

Whistle-blower mechanism 100% 

Other 38% 

#### Evidence provided

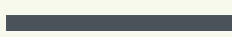
No 0%  [ACCEPTED]

Not applicable 0% 


**R02** POINTS: 2/2

### Governance risk assessments


Percentage of Peers


Yes 100% 


#### Issues included

Bribery and corruption 85% 

Child labor 69% 

Diversity and equal opportunity 85% 

Executive compensation 92% 

Forced or compulsory labor 77% 

Labor-management relationships 77% 

<input checked="" type="checkbox"/> Shareholder rights	69%	
<input type="checkbox"/> Worker rights	69%	
<input type="checkbox"/> Other	38%	
Evidence provided		
<input type="radio"/> No	0%	[ACCEPTED]

## Environmental & Social

R03.1 POINTS: 2/2

### Risk assessments for new acquisition

Percentage of Peers

<input checked="" type="radio"/> Yes	100%	
Issues included		
<input checked="" type="checkbox"/> Building safety and materials	85%	
<input checked="" type="checkbox"/> Climate change adaptation	54%	
<input checked="" type="checkbox"/> Contamination	85%	
<input checked="" type="checkbox"/> Energy efficiency	85%	
<input checked="" type="checkbox"/> Energy supply	69%	
<input checked="" type="checkbox"/> Flooding	85%	
<input type="checkbox"/> GHG emissions	69%	
<input checked="" type="checkbox"/> Health and well-being	77%	
<input checked="" type="checkbox"/> Indoor environmental quality	62%	
<input checked="" type="checkbox"/> Natural hazards	85%	
<input checked="" type="checkbox"/> Regulatory	100%	
<input type="checkbox"/> Resilience	23%	
<input checked="" type="checkbox"/> Socio-economic	69%	
<input checked="" type="checkbox"/> Transportation	62%	
<input checked="" type="checkbox"/> Water efficiency	77%	
<input checked="" type="checkbox"/> Waste management	69%	
<input checked="" type="checkbox"/> Water supply	62%	
<input type="checkbox"/> Other	15%	

Evidence provided

<input type="radio"/> No	0%	<div style="width: 0%;"><span>[ACCEPTED]</span></div>
<input type="radio"/> Not applicable	0%	<div style="width: 0%;"></div>

**R03.2** POINTS: 2/2

**Risk assessments for standing investments**

Percentage of Peers

<input checked="" type="radio"/> Yes	85%	<div style="width: 85%;"></div>
--------------------------------------	-----	---------------------------------

**Issues included**

<input checked="" type="checkbox"/> <b>Building safety and materials</b> Percentage of portfolio covered: 100%	62%	<div style="width: 62%;"></div>
<input checked="" type="checkbox"/> <b>Biodiversity</b> Percentage of portfolio covered: 68%	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> <b>Climate change adaptation</b>	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> <b>Contamination</b> Percentage of portfolio covered: 32%	69%	<div style="width: 69%;"></div>
<input checked="" type="checkbox"/> <b>Energy efficiency</b> Percentage of portfolio covered: 78%	85%	<div style="width: 85%;"></div>
<input type="checkbox"/> <b>Energy supply</b>	54%	<div style="width: 54%;"></div>
<input checked="" type="checkbox"/> <b>Flooding</b> Percentage of portfolio covered: 100%	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> <b>GHG emissions</b> Percentage of portfolio covered: 77%	62%	<div style="width: 62%;"></div>
<input checked="" type="checkbox"/> <b>Health and well-being</b> Percentage of portfolio covered: 100%	69%	<div style="width: 69%;"></div>
<input checked="" type="checkbox"/> <b>Indoor environmental quality</b> Percentage of portfolio covered: 17%	46%	<div style="width: 46%;"></div>
<input checked="" type="checkbox"/> <b>Natural hazards</b> Percentage of portfolio covered: 100%	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> <b>Regulatory</b> Percentage of portfolio covered: 100%	85%	<div style="width: 85%;"></div>
<input type="checkbox"/> <b>Resilience</b>	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> <b>Socio-economic</b>	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> <b>Transportation</b> Percentage of portfolio covered: 100%	46%	<div style="width: 46%;"></div>

<input checked="" type="checkbox"/> <b>Water efficiency</b> Percentage of portfolio covered: 73%	69%	
<input checked="" type="checkbox"/> <b>Waste management</b> Percentage of portfolio covered: 17%	62%	
<input type="checkbox"/> <b>Water supply</b>	38%	
<input type="checkbox"/> <b>Other</b>	0%	

**Third-party standard used**

<input type="radio"/> <b>Yes</b>	38%	
<input checked="" type="radio"/> <b>No</b>	46%	

**Risk assessment outcomes**

**GG** The company's underwriting and portfolio management process both take sustainability issues into account in determining (i) what assets to acquire; (ii) how much capital to invest in those assets once acquired; (iii) how best to position those assets to maximize sustainable outcomes; and (iv) how to avoid negative outcomes. Welltower's Enterprise Risk Management (ERM) program (based on the COSO Enterprise Risk Management Framework) employs a robust process for managing risk. The ERM Committee- working collaboratively through at least twice annual meetings with all business units - identifies and evaluates the sustainability-related enterprise risks that may affect all facets of the Company's business functions. Opportunities are channeled back to management's strategy setting process and risks are inputted into the central ERM system (excel based) where a qualitative description and mitigation measure for each risk is detailed and a correlation analysis undertaken. A report detailing the risks identified and the results of mitigation efforts are reported to the Board regularly. Mitigation measures take a multi-faceted approach: the company has implemented energy and waste management programs both inside and outside the boundary of control, including the Green Arrow Building Certification program to improve the efficiency of the portfolio (minimizing CO2 production and thus our exposure to potential carbon taxes). In addition, the implementation of disaster recovery plans and adequate insurance policies has helped to reduce risks associated with extreme weather events.

<input type="radio"/> <b>No</b>	15%	
<input type="radio"/> <b>Not applicable</b>	0%	

**R04** POINTS: 3.1/4.5 Improvement

**Technical building assessments**

Percentage of Peers

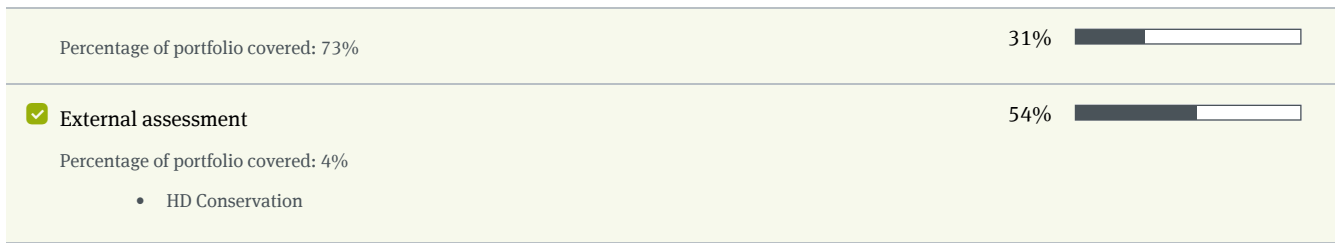
<input checked="" type="radio"/> <b>Yes</b>	69%	
---------------------------------------------	-----	--

**Assessment type**

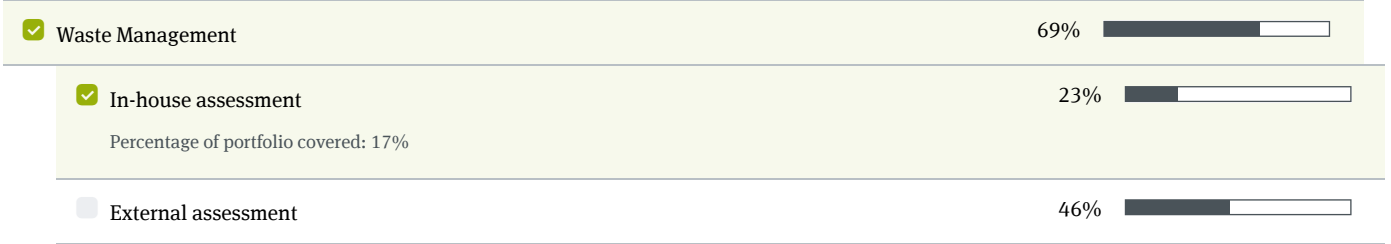
<input checked="" type="checkbox"/> <b>Energy Efficiency</b>	69%	
<input checked="" type="checkbox"/> <b>In-house assessment</b> Percentage of portfolio covered: 78%	23%	
<input checked="" type="checkbox"/> <b>External assessment</b> Percentage of portfolio covered: 49%	62%	
<ul style="list-style-type: none"> <li>Green Leaf</li> </ul>		

Evidence provided

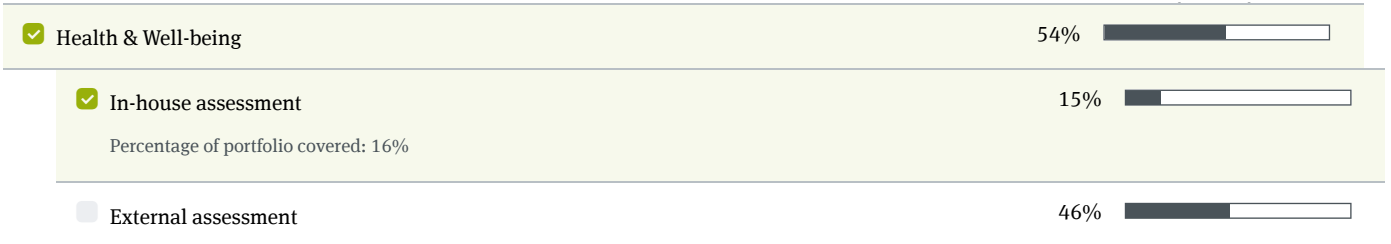
<input checked="" type="checkbox"/> <b>Water Efficiency</b>	69%	
<input checked="" type="checkbox"/> <b>In-house assessment</b>		



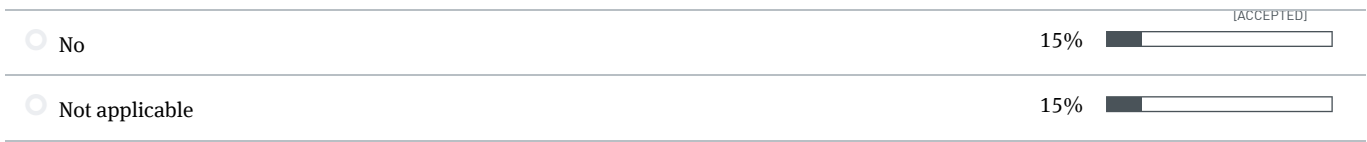
Evidence provided



Evidence provided



Evidence provided



**R05** POINTS: 3/3

**Energy efficiency measures**

Percentage of Peers



Describe the measures using the table below.

Category	Measure	% portfolio covered during the last 4 years	% whole portfolio covered	Estimated savings MWh	Estimated ROI [%]	
Installation of high-efficiency equipment and appliances	LED lighting upgrades	0%, <25%	0%, <25%	36188	20%	[ACCEPTED]
	Welltower has been upgrading to high efficiency LED lighting across the seniors housing and MOB portfolio. In the past four years, we have completed 206 lighting upgrade projects, with an average reduction of 168,000 kWh annually and an average cost savings of \$19,000 annually. We continue to upgrade the lighting in our portfolio to save energy and save costs.					
Wall/roof insulation	Cool roofs	0%, <25%	0%, <25%	1900		[ACCEPTED]
	Welltower has been upgrading to cool roofs where feasible. We have upgraded 22 properties across the medical office building portfolio with reflective cool roofs that will help conserve energy usage by preventing overheating. We have estimated 1900 MWh in electricity savings annually and \$189,975 in utility cost savings from these upgrades, with an average ROI of 4%.					
Occupier engagement/informational technologies	Tenant/operating partner engagement	≥50%, <75%	≥50%, <75%			[ACCEPTED]
	Welltower engages with tenants and operating partners to influence them to operate in a sustainable manner, conserving energy. Welltower does this through a number of forums, including tenant events, the Welltower Collaborative and tenant newsletters. These engagements focus on low cost and no cost measures to reduce energy consumption, greenhouse emissions and increase energy efficiency. It is estimated that we have saved 2,000 MWh of energy through our engagement campaigns across the portfolio.					
Installation of high-efficiency equipment and appliances	HVAC Upgrades	0%, <25%	0%, <25%	7027		[ACCEPTED]
	Welltower has upgraded HVAC systems as they reach end of life with more efficient systems. We consider the energy efficiency rating when choosing replacement systems and choose systems with higher EERs. HVAC systems at 69 properties have been upgraded across our portfolio and we continue to look for opportunities to upgrade end of life equipment. We have saved over 7,000 MWh annually from these upgrades, leading to utility cost savings of over \$700,000 annually and an average ROI of 8%.					



Category	Measure	% portfolio covered during the last 4 years	% whole portfolio covered	Estimated savings MWh	Estimated ROI (%)
Installation of high-efficiency equipment and appliances	Domestic Hot Water Upgrades	0%, <25%	0%, <25%	713	[ACCEPTED]
	Welltower has been upgrading domestic hot water systems where appropriate across the portfolio. These upgrades replace inefficient systems with ones that are more efficient, saving energy. We have upgraded the domestic hot water systems at 21 properties with plans to evaluate more for upgrade, which an average ROI of 22%.				
Building energy management systems upgrades/replacements	Install/upgrade EMS systems	0%, <25%	0%, <25%		[ACCEPTED]
	Welltower has upgraded/installed EMS systems across the portfolio. In the past four years we have done so at 26 buildings. These systems allow us to control energy usage and monitor usage for trends, setting schedules for lighting and HVAC based on occupancy and current building needs.				
<input type="radio"/> No				31%	
<input type="radio"/> Not applicable				15%	

**R06** POINTS: 2.5/2.5 Improvement

**Water efficiency measures**

Percentage of Peers

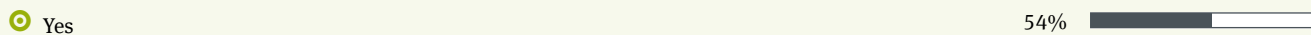
<input checked="" type="radio"/> Yes	54%	
--------------------------------------	-----	--

Describe the measures using the table below.

Category	Measure	% portfolio covered during the last 4 years	% whole portfolio covered	Estimated savings m <sup>3</sup>	Estimated ROI (%)
Cooling tower water management	Cooling tower management	0%, <25%	0%, <25%		[ACCEPTED]
	Welltower conducts monthly cooling tower water analysis to ensure cycles of concentration are maximized, The analysis involves measuring concentrations of different chemicals and adjusting concentrations cycles as appropriate. By analyzing cooling tower water, we can maximize water use, saving water and saving costs. It is estimated that maximizing concentration cycles leads to a 20% reduction in cooling tower water use allowing us to meet our water reduction goals.				
Drip/smart irrigation	Installation of smart irrigation systems	0%, <25%	0%, <25%		[ACCEPTED]
	We have installed smart irrigation meters across our irrigated seniors housing and medical office building portfolio. Smart irrigation meters conserve water by only irrigating when soil moisture conditions necessitate it. We have saved an estimated 34,068 cubic meters of water by utilizing smart irrigation with an average ROI of 26%.				
High-efficiency/dry fixtures	Install of high efficiency showerheads and toilets	0%, <25%	0%, <25%		[ACCEPTED]
	We have upgraded almost 4,000 toilets and showerheads to low flow models across our seniors housing and medical office building portfolios, conserving water, energy and saving money. Through this program, we have realized over 3 million gallons in water savings with an estimated ROI of 10%.				
Leak detection system	Installation of leak detection systems	0%, <25%	0%, <25%		[ACCEPTED]
	We have installed leak detection systems across our medical office portfolio. These systems monitor and provide alerts when leaks are suspected, allowing property teams to respond and correct the condition, saving water and saving money. Through our leak detection and repair program, we have seen water savings of over 64,000 cubic meters of water.				
Metering of water subsystems	Submetering of large water uses	0%, <25%	0%, <25%		[ACCEPTED]
	Welltower submeters high water users across our medical office building portfolio. By submetering large water users, these users will have greater insight into their consumption and will be employed to reduce their usage and increase efficiency. Engaging tenants is a key part of operating more sustainability and this is one way we are able to engage and empower tenants. We estimated that installing submeters has led to an annual savings of 3,800 cubic meters of water for Welltower.				
<input type="radio"/> No				31%	
<input type="radio"/> Not applicable				15%	

Waste management measures

Percentage of Peers



Describe the measures using the table below.

Category	Measure	% portfolio covered during the last 4 years	% whole portfolio covered	Estimated savings tonnes	Estimated ROI [%]
Ongoing waste performance monitoring	Measure and monitor waste performance Welltower uses a third party to measure and monitor waste generation and diversion, with the intent of increasing waste diversion rates across the portfolio. By measuring and monitoring waste, we have increased our diversion rate across our portfolio from 13% in 2015 to 17% in 2017. Diverting waste allows us to minimize waste hauling costs and avoid greenhouse gas emissions from landfilled waste.	0%, <25%	0%, <25%		[ACCEPTED]
Composting landscape and/or food waste	Composting of food waste Welltower composts food waste at their corporate headquarters and reuses the compost on site. By composting food waste, we avoid greenhouse gas emissions and unused food is repurposed for productive purposes, as opposed to being sent to landfill. Over the past four years, this has led to over 128 tons of food waste being diverted from landfill, resulting avoiding over 23 metric tons of CO2e.	0%, <25%	0%, <25%		[ACCEPTED]
Recycling program	Implement recycling across portfolio We implement single stream and multi-stream recycling programs across our control boundary and we encourage our operating partners to do so as well. These programs divert paper, cardboard, metals, plastics and glass from landfill and allow them to be reused. Recycling allows us to minimize our impact to landfill, reduce our greenhouse gas emissions and to do our part to protect the environment. We have recycled over 17,000 tons of materials, representing over 47,000 metric tons of CO2e avoided.	≥50%, <75%	≥50%, <75%		[ACCEPTED]
Waste management	Construction and demolition waste management Our green tenant improvement guidelines include requirements to divert at least 50% of construction and demolition waste generated from landfill. By diverting construction and demolition waste, we reduce stress on our landfills, conserve energy and allow for the productive reuse of resources.	0%, <25%	0%, <25%		[ACCEPTED]



# Monitoring & EMS

POINTS: 9.3/12

WEIGHT: 8.8%

## Intent and Overview





Real estate consumes significant amounts of energy and water, produces waste streams and generates GHG emissions, all of which have substantial environmental impact. Measuring and monitoring of consumption and generation is an important basis for reducing impact and improving environmental performance of buildings. This Aspect describes the processes the entity uses to support ESG implementation and performance monitoring.

## Environmental Management Systems

ME1 POINTS: 1.5/3

### Environmental Management System (EMS)

Percentage of Peers

- Yes 62% 
- EMS alignment 62% 
- EMS third-party certification 0% 
- The EMS is not aligned with a standard nor certified externally 0% 

Evidence provided

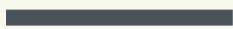
- No 38%  [ACCEPTED]

## Data Management Systems

ME2 POINTS: 4/4

### Data Management System (DMS)

Percentage of Peers

- Yes 100% 


DMS Type

Percentage of Peers



- [92%] External system  
Name of the system: Sofi - Thinkstep [ACCEPTED]
  - Thinkstep (ex. PE International - SoFi)
- [8%] Bespoke (custom) internal system developed by a third party

Performance indicators included

- Energy consumption 77%   
Percentage of portfolio covered: 76%

<input checked="" type="checkbox"/> GHG emissions/management Percentage of portfolio covered: 76%	77%	
<input type="checkbox"/> Building safety	31%	
<input checked="" type="checkbox"/> Indoor environmental quality Percentage of portfolio covered: 17%	23%	
<input type="checkbox"/> Resilience	23%	
<input checked="" type="checkbox"/> Waste streams/management Percentage of portfolio covered: 37%	54%	
<input checked="" type="checkbox"/> Water Percentage of portfolio covered: 74%	69%	
<input type="checkbox"/> Other	23%	
Evidence provided		
<input type="checkbox"/> No	0%	[ACCEPTED]

## Monitoring Consumption

ME3 POINTS: 2.5/3 Improvement

### Monitoring energy consumption

Percentage of Peers


<input checked="" type="radio"/> Yes Percentage of whole portfolio covered: 76%	85%	
------------------------------------------------------------------------------------	-----	--

#### Monitoring type(s)

<input checked="" type="checkbox"/> Automatic meter readings Percentage of the whole portfolio covered by floor area: 1%	23%	
<input checked="" type="checkbox"/> Based on invoices Percentage of the whole portfolio covered by floor area: 42%	62%	
<input checked="" type="checkbox"/> Manual-visual readings Percentage of the whole portfolio covered by floor area: 2%	31%	
<input checked="" type="checkbox"/> Provided by the tenant Percentage of the whole portfolio covered by floor area: 31%	31%	
<input type="checkbox"/> Other	15%	
<input type="radio"/> No	0%	
<input type="radio"/> Not applicable	15%	

### Monitoring water consumption


Percentage of Peers

Yes 85% 

Percentage of whole portfolio covered: 74%

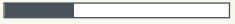
#### Monitoring type(s)

Automatic meter readings 8% 

Based on invoices 62% 

Percentage of the whole portfolio covered by floor area: 26%

Manual-visual readings 31% 

Provided by the tenant 31% 

Percentage of the whole portfolio covered by floor area: 48%

Other 8% 

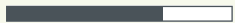
No 0% 

Not applicable 15% 

### ME5 Not scored

### Monitoring waste production


Percentage of Peers

Yes 69% 

Percentage of whole portfolio covered: 35%

#### Monitoring type(s)

Internal tracking 15% 

Provided by haulers 38% 

Percentage of the whole portfolio covered by floor area: 35%

Provided by the tenant 15% 

Other 8% 

#### Calculation methodology, limitations and assumptions

 Welltower calculates the portfolio coverage for waste reporting based on portfolio square footage.

No 8% 

Not applicable 23% 

# Performance Indicators

POINTS: 23.2/35

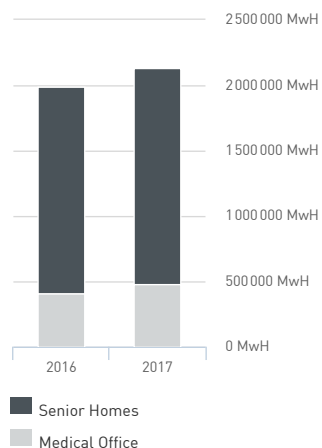
WEIGHT: 25.6%

## Summary

### Performance Highlights - Absolute Consumption

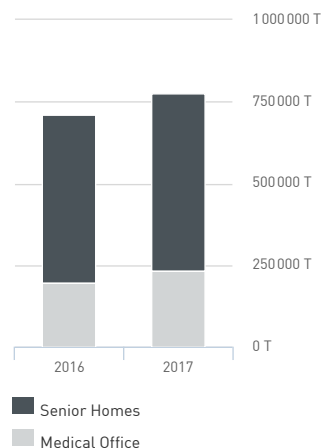
#### Energy Consumption

POINTS: 10.13/16.5



#### GHG Emissions

POINTS: 2.84/4.25

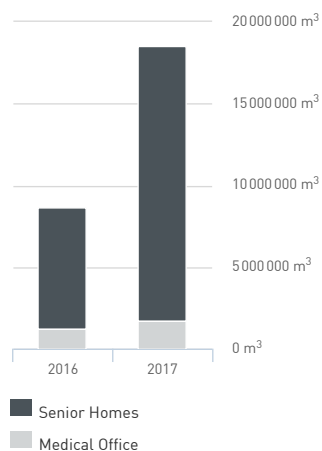


Externally **assured** by LQRA.

Externally **assured** by LQRA.

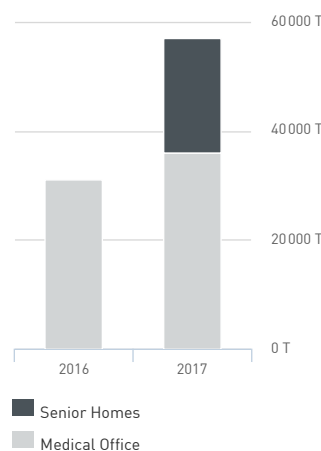
#### Water Consumption

POINTS: 2.8/4.75



#### Waste Management

POINTS: 1.2/3.25



Externally **assured** by LQRA.

Externally **assured** by LQRA.

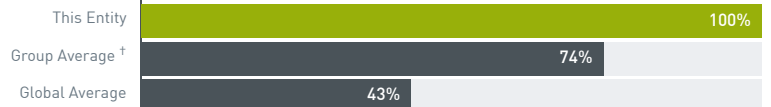
### Impact Reduction Targets POINTS: 3/3

	Type	Long-term target	Baseline year	End year	2017 target	Portfolio coverage	Externally communicated
⚡ Energy	Absolute	10.0%	2014	2025	1.0%	16.0	Yes
☁ GHG	Absolute	10.0%	2014	2025	1.0%	16.0	Yes
💧 Water	Absolute	5.0%	2014	2025	1.0%	16.0	Yes
📄 Scope 3 GHG Reduction Target	Absolute	10.0%	2014	2025	1.0%	50.0	No

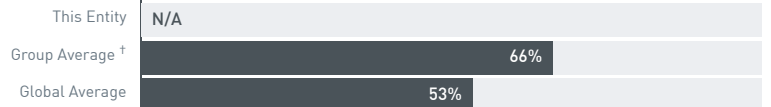
# Senior Homes — Energy Consumption

Data Coverage POINTS: 8/8

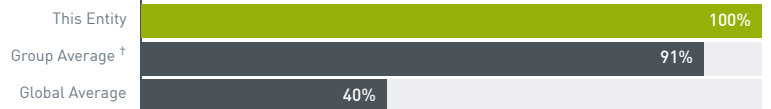
## Overall



## Managed



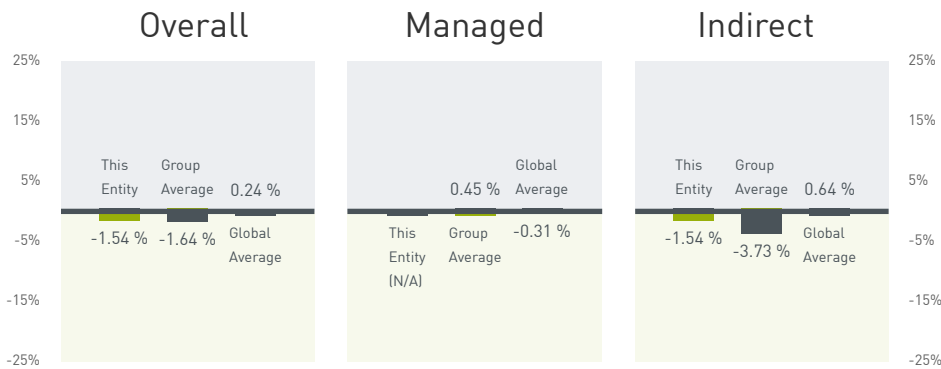
## Indirect



† Comparison Group: Senior Homes / North America  
 Directly managed assets make up 0% of total assets for Welltower Inc..  
 Indirectly managed assets make up 100% of total assets for Welltower Inc..  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Overall: 100% group, 4% global. Managed assets: 67% group, 2% global. Indirectly managed assets: 33% group, 2% global.

Change in Like-for-like Energy Consumption between 2016-2017 POINTS: 0.5/2.5

Overall LFL Portfolio Data Coverage: 62.13%  
 Indirect LFL Portfolio Data Coverage: 62.13%



Comparison Group: Senior Homes / North America  
 Directly managed assets make up 0% of total assets for Welltower Inc..  
 Indirectly managed assets make up 100% of total assets for Welltower Inc..

## Impact of Change (Like-for-like)

Energy Consumption Reduction

**-18 171 MWh**

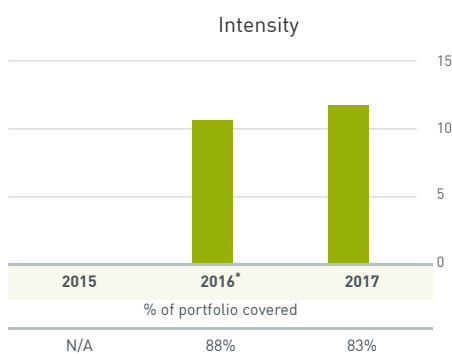


Equivalent of:

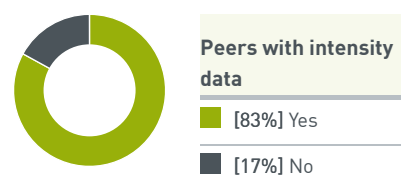
**1 492 Homes**

Asset level reporting POINTS: 0/1.5

Energy Consumption Intensities POINTS: 1.13/1.5



Peers with intensity data

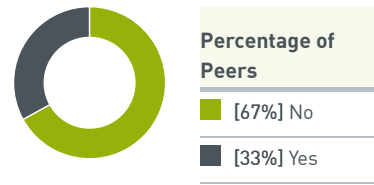


Comparison Group: Senior Homes / North America

Renewable Energy POINTS: 0/3

No renewable energy data for Senior Homes

Peers with renewable energy data



Comparison Group: Senior Homes / North America



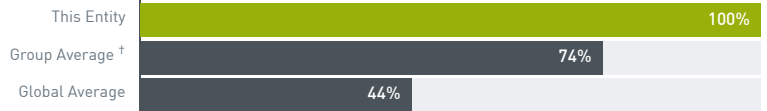
# Senior Homes — GHG Emissions

Scope I	Scope II	Scope III	GHG Offsets
106 445 T	435 142 T	N/A	N/A

Calculation method: Location-based method  
 Inventory reporting boundary: Financial control approach

## Data Coverage POINTS: 2/2

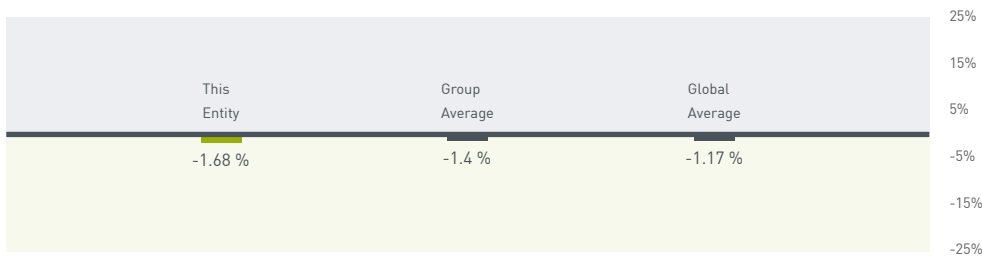
### Overall



† Comparison Group: Senior Homes / North America  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Overall: 100% group, 4% global.

## Change in Like-for-like GHG Emissions between 2016-2017 POINTS: 0.3/1

Overall LFL Portfolio Data Coverage: 63.69%



Comparison Group: Senior Homes / North America  
 Directly managed assets make up 0% of total assets for Welltower Inc..  
 Indirectly managed assets make up 100% of total assets for Welltower Inc..

## Impact of Change (Like-for-like)

GHG Emissions Reduction

**-5 628** tonnes CO<sub>2</sub>

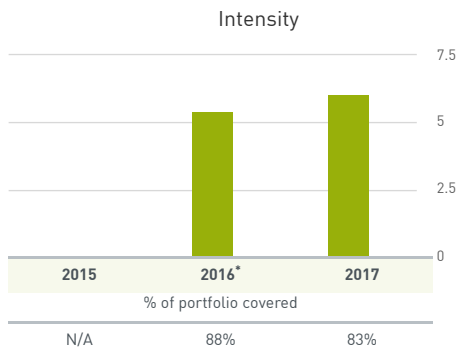


Equivalent of:

**1 190 Automobiles**

## Asset level reporting POINTS: 0/0.5

### GHG Emission Intensities POINTS: 0.56/0.75

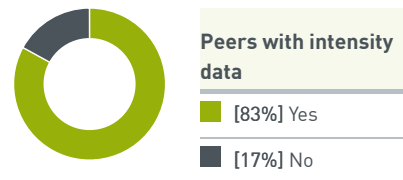


\* Baseline year

Normalization factors applied in calculations:

Other

### Peers with intensity data

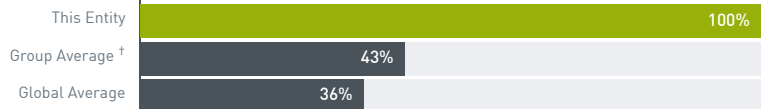


Comparison Group: Senior Homes / North America

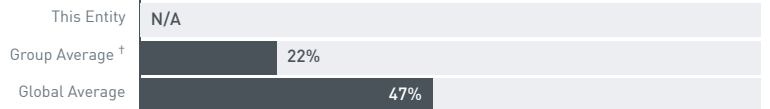
# Senior Homes — Water Use

Data Coverage POINTS: 2/2

## Overall



## Managed



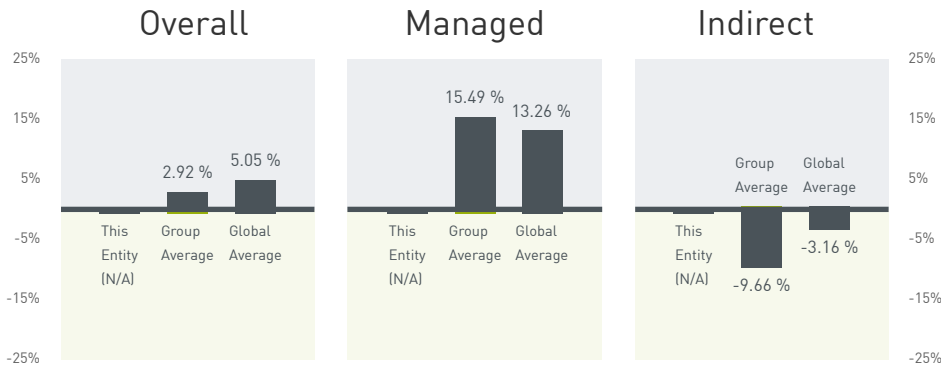
## Indirect



† Comparison Group: Senior Homes / North America  
 Directly managed assets make up 0% of total assets for Welltower Inc..  
 Indirectly managed assets make up 100% of total assets for Welltower Inc..  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Overall: 100% group, 4% global. Managed assets: 67% group, 2% global. Indirectly managed assets: 33% group, 2% global.

Change in Like-for-like Water Use between 2016-2017 POINTS: 0/1

Overall LFL Portfolio Data Coverage: 0%  
 Indirect LFL Portfolio Data Coverage: 0%



Comparison Group: Senior Homes / North America  
 Directly managed assets make up 0% of total assets for Welltower Inc..  
 Indirectly managed assets make up 100% of total assets for Welltower Inc..

## Impact of Change (Like-for-like)

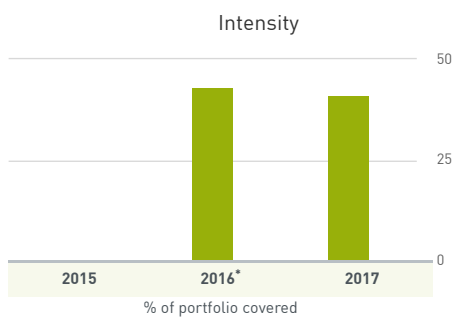
Water Use  
**N/A**



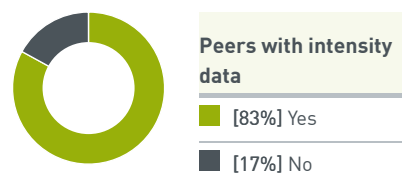
Equivalent of:  
**0 Olympic Swimming Pools**

Asset level reporting POINTS: 0/0.5

Water Use Intensities POINTS: 0.66/0.75



Peers with intensity data



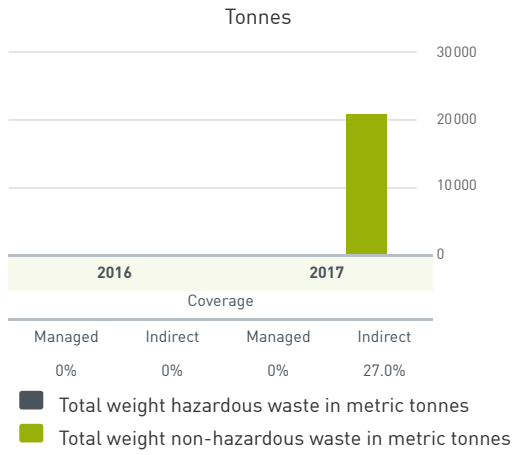
Comparison Group: Senior Homes / North America

Water reuse and recycling - Retail, High Street POINTS: 0/0.5

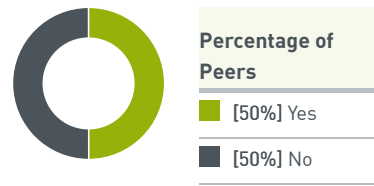
No water reuse and recycling data for Senior Homes

# Senior Homes — Waste Management

## Waste Management



### Peers with data

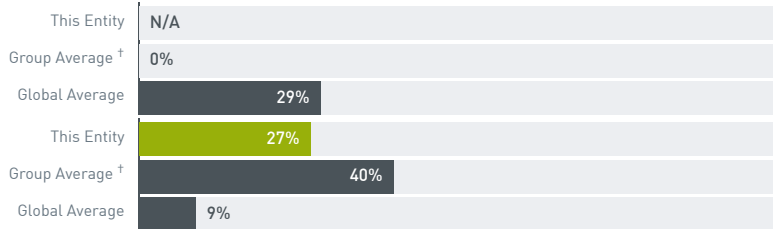


Comparison Group: Senior Homes / North America

Data Coverage POINTS: 0.75/1.5

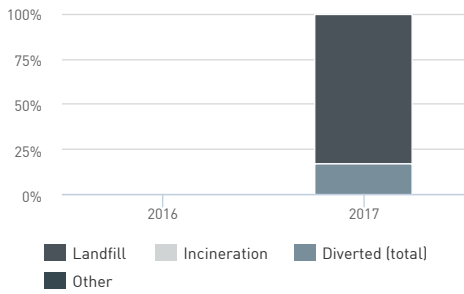
### Managed

### Indirect

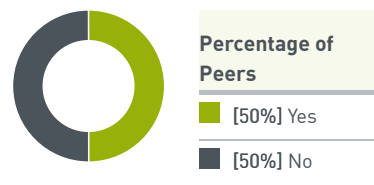


† Comparison Group: Senior Homes / North America  
 Directly managed assets make up 0% of total assets for Welltower Inc.  
 Indirectly managed assets make up 100% of total assets for Welltower Inc.  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Managed assets: 67% group, 2% global. Indirectly managed assets: 33% group, 2% global.

Waste Streams POINTS: 0.38/1.5



### Peers with data



Comparison Group: Senior Homes / North America

Asset level reporting POINTS: 0/0.25

# Medical Office — Energy Consumption

Data Coverage POINTS: 8/8

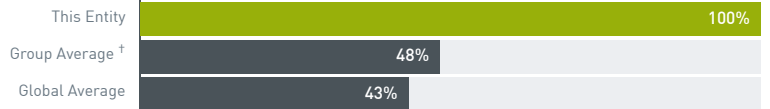
## Overall



## Managed



## Indirect



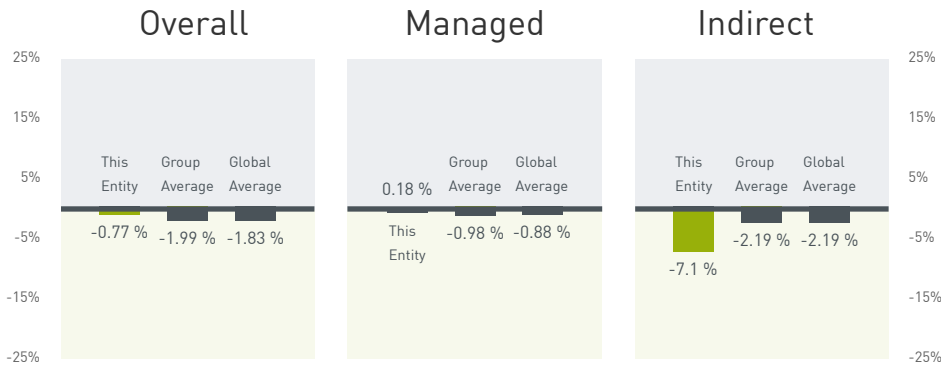
† Comparison Group: Medical Office / North America  
 Directly managed assets make up 76% of total assets for Welltower Inc..  
 Indirectly managed assets make up 24% of total assets for Welltower Inc..  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Overall: 100% group, 3% global. Managed assets: 67% group, 2% global. Indirectly managed assets: 81% group, 2% global.

## Change in Like-for-like Energy Consumption between 2016-2017 POINTS: 0.8/2.5

Overall LFL Portfolio Data Coverage: 76.92%

Direct LFL Portfolio Data Coverage: 88.59%

Indirect LFL Portfolio Data Coverage: 39.98%



Comparison Group: Medical Office / North America  
 Directly managed assets make up 76% of total assets for Welltower Inc..  
 Indirectly managed assets make up 24% of total assets for Welltower Inc..

## Impact of Change (Like-for-like)

Energy Consumption Reduction

**-2971** MWh

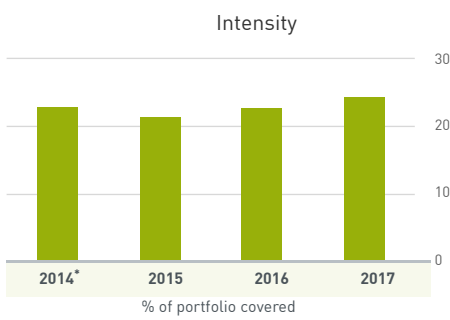


Equivalent of:

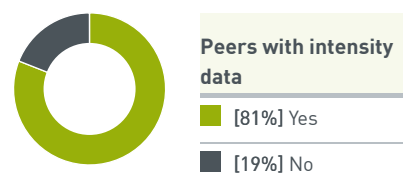
**244 Homes**

Asset level reporting POINTS: 0/1.5

Energy Consumption Intensities POINTS: 1.13/1.5

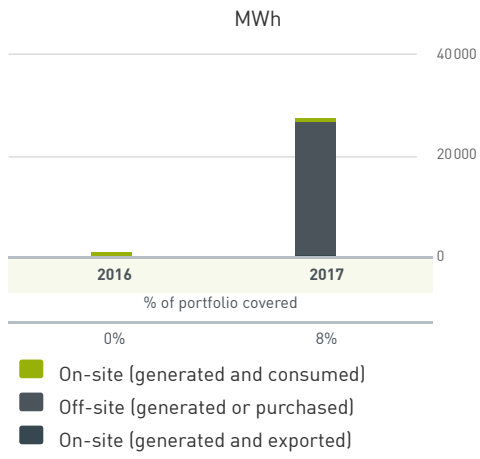


Peers with intensity data

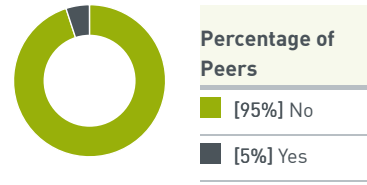


Comparison Group: Medical Office / North America

## Renewable Energy POINTS: 2.5/3



## Peers with renewable energy data



Comparison Group: Medical Office / North America

# Medical Office — GHG Emissions

Scope I	Scope II	Scope III	GHG Offsets
7773 T	225 616 T	N/A	N/A

Calculation method: Location-based method  
 Inventory reporting boundary: Operational control approach

## Data Coverage POINTS: 2/2

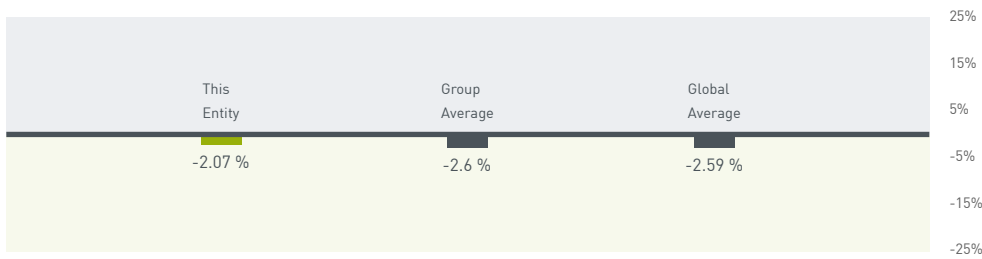
### Overall



† Comparison Group: Medical Office / North America  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Overall: 100% group, 3% global.

## Change in Like-for-like GHG Emissions between 2016-2017 POINTS: 0/1

Overall LFL Portfolio Data Coverage: 76.92%



Comparison Group: Medical Office / North America  
 Directly managed assets make up 76% of total assets for Welltower Inc..  
 Indirectly managed assets make up 24% of total assets for Welltower Inc..

## Impact of Change (Like-for-like)

GHG Emissions Reduction

**-3956** tonnes CO<sub>2</sub>

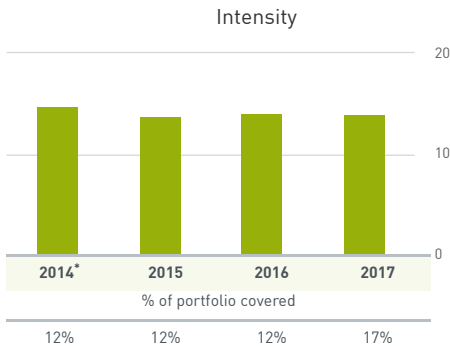


Equivalent of:

**836 Automobiles**

## Asset level reporting POINTS: 0/0.5

### GHG Emission Intensities POINTS: 0.56/0.75

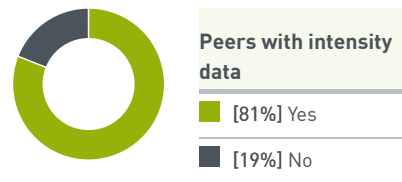


\* Baseline year

Normalization factors applied in calculations:

Other

### Peers with intensity data



Comparison Group: Medical Office / North America

# Medical Office — Water Use

Data Coverage POINTS: 2/2

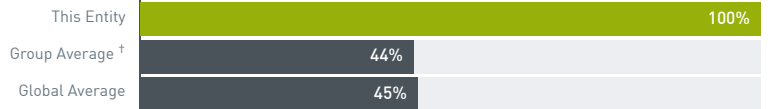
## Overall



## Managed



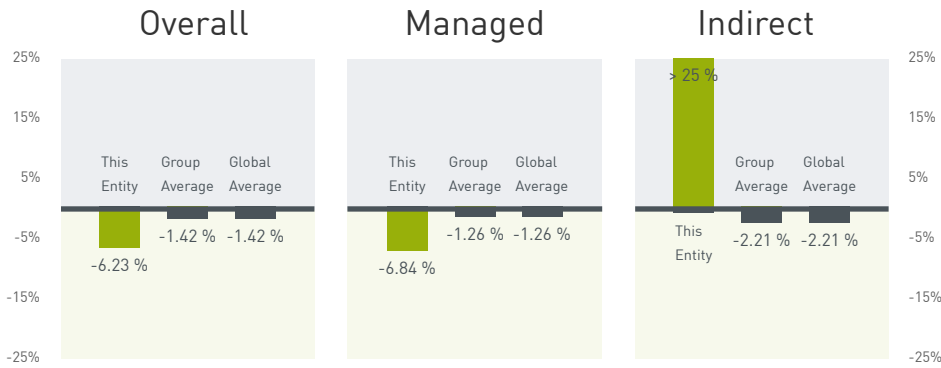
## Indirect



† Comparison Group: Medical Office / North America  
 Directly managed assets make up 76% of total assets for Welltower Inc..  
 Indirectly managed assets make up 24% of total assets for Welltower Inc..  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Overall: 100% group, 3% global. Managed assets: 67% group, 2% global. Indirectly managed assets: 81% group, 2% global.

Change in Like-for-like Water Use between 2016-2017 POINTS: 1/1

Overall LFL Portfolio Data Coverage: 63.35%  
 Direct LFL Portfolio Data Coverage: 82.6%  
 Indirect LFL Portfolio Data Coverage: 2.39%



Comparison Group: Medical Office / North America  
 Directly managed assets make up 76% of total assets for Welltower Inc..  
 Indirectly managed assets make up 24% of total assets for Welltower Inc..

## Impact of Change (Like-for-like)

Water Use Reduction

**-75 395 m<sup>3</sup>**

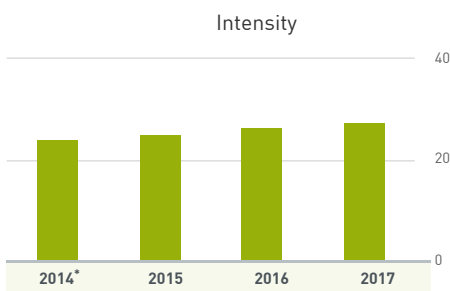


Equivalent of:

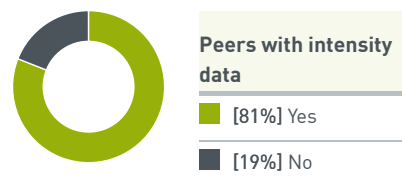
**30 Olympic Swimming Pools**

Asset level reporting POINTS: 0/0.5

Water Use Intensities POINTS: 0.47/0.75



Peers with intensity data



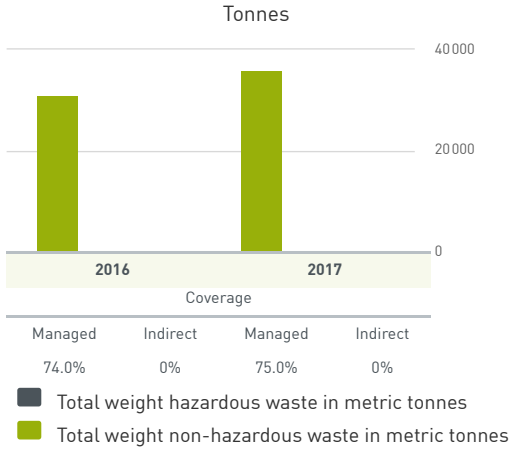


Water reuse and recycling - Retail, High Street POINTS: 0/0.5

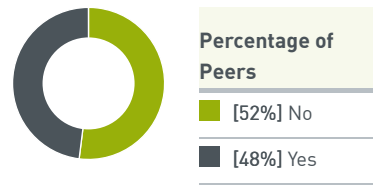
No water reuse and recycling data for Medical Office

# Medical Office — Waste Management

## Waste Management



### Peers with data

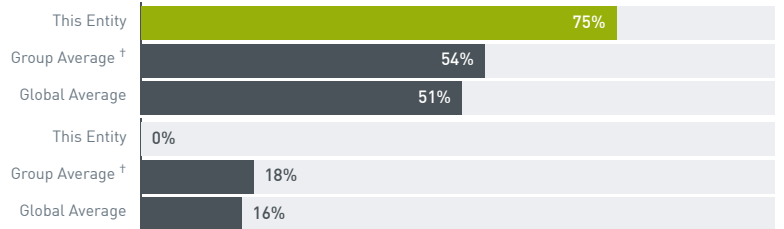


Comparison Group: Medical Office / North America

Data Coverage POINTS: 1.14/1.5

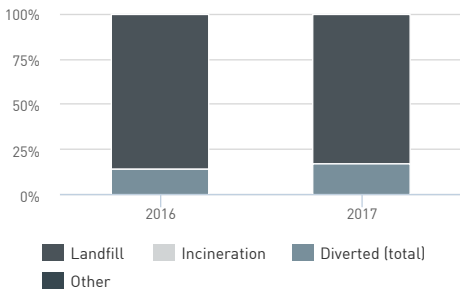
### Managed

### Indirect

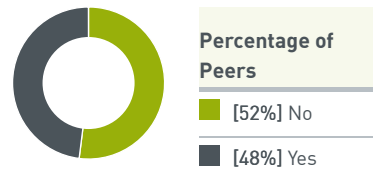


† Comparison Group: Medical Office / North America  
 Directly managed assets make up 76% of total assets for Welltower Inc.  
 Indirectly managed assets make up 24% of total assets for Welltower Inc.  
 Average data coverage is calculated based on the fraction of companies/funds that report data. Data availability for the categories above is: Managed assets: 67% group, 2% global. Indirectly managed assets: 81% group, 2% global.

Waste Streams POINTS: 0.38/1.5



### Peers with data



Comparison Group: Medical Office / North America

Asset level reporting POINTS: 0/0.25

## Certifications & Energy Ratings

POINTS: 5/15  
 WEIGHT: 11%

### Intent and Overview

This Aspect assesses the entity's use of green building certifications and energy ratings. Publicly disclosed asset-level building certifications and ratings provide third-party verified recognition of sustainability performance in new construction, refurbishment and operations. Typically, building certifications affirm that individual assets are designed and/or operated in ways that are consistent with independently developed sustainability criteria.

## Senior Homes

**BC1** POINTS: 2.5/12

### Green building certificates: time of construction

Coverage by Certification

Brand	Certifications & Levels			
BREEAM	0.14% Excellent	0.42% Very Good	0.17% Good	
LEED	0.36% Certified	0.09% Platinum	0.32% Silver	0.08% Gold

[FULL POINTS]
  [PARTIAL +]
  [PARTIAL -]
  [NO POINTS]

### Green building certificates: operational performance

Coverage by Certification

No data available.

Comparison Group: Average Coverage by Brand



Comparison: Senior Homes / North America

Comparison Group: Average Coverage by Brand

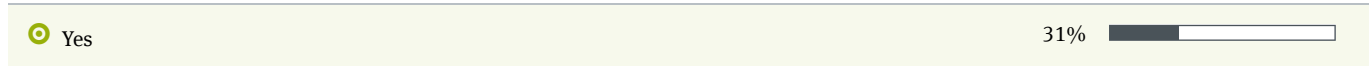
No data available.

Comparison: Senior Homes / North America

**BC2** POINTS: 2.3/3

### Energy ratings - Senior Homes

Percentage of Peers



#### Rating scheme(s) used

<input checked="" type="checkbox"/> EU EPC (Energy Performance Certificate)	23%	
Percentage of portfolio covered by floor area - Senior Homes: 61%		
<input type="checkbox"/> NABERS Energy	0%	
<input checked="" type="checkbox"/> ENERGY STAR	8%	

Year	% portfolio covered	Floor area weighted score
2016	2.0	82.0
2017	4.0	84.0

<input type="checkbox"/> Government energy efficiency benchmarking	0%	
<input type="checkbox"/> Other	0%	

<input type="radio"/> No	8%	
<input type="radio"/> Not applicable	8%	

## Medical Office

**BC1** POINTS: 5.5/12

### Green building certificates:

time of construction

Coverage by Certification

Brand	Certifications & Levels
LEED	0.89% Silver
	0.34% Certified   0.87% Silver

[FULL POINTS] [PARTIAL +] [PARTIAL -] [NO POINTS]

Green building certificates: operational performance

Coverage by Certification

Brand	Certifications & Levels
IREM Certified Sustainable Properties	4.29% Certified
In-house scheme	19.00% Achiever, Performer, Leader
LEED	0.87% Silver

[FULL POINTS] [PARTIAL +] [PARTIAL -] [NO POINTS]

BC2 POINTS: 0.8/3

Energy ratings - Medical Office

Percentage of Peers

<input checked="" type="radio"/> Yes	0%	<input type="text"/>
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Rating scheme(s) used

- EU EPC (Energy Performance Certificate) 0%
- NABERS Energy 0%
- ENERGY STAR 0%

Year	% portfolio covered	Floor area weighted score
2016	11.0	82.0
2017	11.0	82.0

- Government energy efficiency benchmarking 0%
- Other 0%

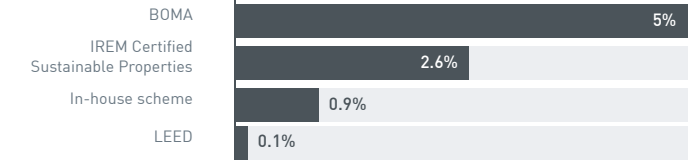
<input type="radio"/> No	8%	<input type="text"/>
<input type="radio"/> Not applicable	0%	<input type="text"/>

Comparison Group: Average Coverage by Brand



Comparison: Medical Office / North America

Comparison Group: Average Coverage by Brand



Comparison: Medical Office / North America

# Stakeholder Engagement

POINTS: 26.3/32.5

WEIGHT: 23.8%

## Intent and Overview

This Aspect focuses on engagement with employees, tenants, direct third-party suppliers and the community. Improving the sustainability performance of a real estate portfolio requires dedicated resources, a commitment from senior management and tools for measurement/management of resource consumption. It also requires the cooperation of other stakeholders, including tenants, suppliers, a participant's workforce and the local community. The Aspect identifies actions taken to engage with those stakeholders and to characterize the nature of the engagement.

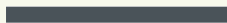
## Employees

SE1 POINTS: 1.3/2

### Employee training

Percentage of Peers

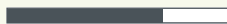
Yes

100% 

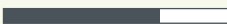
Percentage of employees who received professional training: 100%


Percentage of employees who received sustainability-specific training: 16%

#### Sustainability-specific training focuses on the following elements (multiple answers possible)

Training on environmental issues 69% 

Contamination 46% 

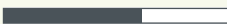
Greenhouse gas emissions 69% 

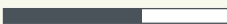
Energy 69% 


Natural hazards 31% 


Regulatory standards 69% 

Supply chain environmental impacts 46% 

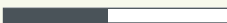
Waste 62% 


Water 62% 


Other 15% 

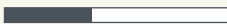
Training on social issues 69% 


Community social and economic impacts 38% 

Safety 46% 

Community safety 8% 

Customer / tenant safety 38% 

Employee safety 38% 

Supply chain safety 15% 

<input checked="" type="checkbox"/> Health and well-being	69%	<div style="width: 69%;"></div>
<input type="checkbox"/> Community health and well-being	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Customer / tenant health and well-being	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> Employee health and well-being	69%	<div style="width: 69%;"></div>
<input type="checkbox"/> Supply chain health and well-being	8%	<div style="width: 8%;"></div>
<input type="checkbox"/> Other	8%	<div style="width: 8%;"></div>
<input type="checkbox"/> No	0%	<div style="width: 0%;"></div>

**SE2.1** POINTS: 1.5/1.5

**Employee satisfaction survey**

Percentage of Peers

<input checked="" type="radio"/> Yes	92%	<div style="width: 92%;"></div>
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**Survey type**

<input type="checkbox"/> Internally	23%	<div style="width: 23%;"></div>
<input checked="" type="checkbox"/> By an independent third party	69%	<div style="width: 69%;"></div>
Percentage of employees covered: 100%		
<ul style="list-style-type: none"> <li>McKinsey &amp; Company</li> </ul>		
Survey response rate: 95%		

**Quantitative metrics included**

<input checked="" type="radio"/> Yes	92%	<div style="width: 92%;"></div>
--------------------------------------	-----	---------------------------------

**Metrics include**

<input type="checkbox"/> Net Promoter Score	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Overall satisfaction score	92%	<div style="width: 92%;"></div>
<input checked="" type="checkbox"/> Other	8%	<div style="width: 8%;"></div>
Employee engagement score: 75%		

<input type="radio"/> No	0%	<div style="width: 0%;"></div>
--------------------------	----	--------------------------------

**Evidence provided**

<input type="radio"/> No	8%	<div style="width: 8%;"></div>
--------------------------	----	--------------------------------

[ACCEPTED]

**SE2.2** POINTS: 1/1

**Program(s) to improve employee satisfaction**

Percentage of Peers

<input checked="" type="radio"/> Yes	100%	<div style="width: 100%;"></div>
--------------------------------------	------	----------------------------------

**Program elements**

<input checked="" type="checkbox"/> Development of action plan	100%	<div style="width: 100%;"></div>
<input checked="" type="checkbox"/>		

<input type="checkbox"/>	Feedback sessions with Senior Management Team	100%	<div style="width: 100%;"><div style="background-color: #333; height: 10px;"></div></div>
<input checked="" type="checkbox"/>	Feedback sessions with separate teams/departments	85%	<div style="width: 85%;"><div style="background-color: #333; height: 10px;"></div></div>
<input checked="" type="checkbox"/>	Focus groups	62%	<div style="width: 62%;"><div style="background-color: #333; height: 10px;"></div></div>
<input checked="" type="checkbox"/>	Other	15%	<div style="width: 15%;"><div style="background-color: #333; height: 10px;"></div></div>
	Internal culture working group	[ACCEPTED]	
<input type="checkbox"/>	No	0%	<div style="width: 0%;"><div style="background-color: #333; height: 10px;"></div></div>
<input type="checkbox"/>	Not applicable	0%	<div style="width: 0%;"><div style="background-color: #333; height: 10px;"></div></div>

**SE3.1** POINTS: 1/1  Improvement

**Employee health and safety checks**

Percentage of Peers

<input checked="" type="radio"/>	Yes	100%	<div style="width: 100%;"><div style="background-color: #333; height: 10px;"></div></div>
<b>Health check type</b>			
<input checked="" type="checkbox"/>	Employee surveys on health and well-being	69%	<div style="width: 69%;"><div style="background-color: #333; height: 10px;"></div></div>
	Percentage of employees: 100%		
<input checked="" type="checkbox"/>	Physical and/or mental health checks	69%	<div style="width: 69%;"><div style="background-color: #333; height: 10px;"></div></div>
	Percentage of employees: 100%		
<input type="checkbox"/>	Other	23%	<div style="width: 23%;"><div style="background-color: #333; height: 10px;"></div></div>
<input type="radio"/>	No	0%	<div style="width: 0%;"><div style="background-color: #333; height: 10px;"></div></div>
<input type="radio"/>	Not applicable	0%	<div style="width: 0%;"><div style="background-color: #333; height: 10px;"></div></div>

**SE3.2** POINTS: 0.5/0.5

**Employee health and safety indicators**

Percentage of Peers

<input checked="" type="radio"/>	Yes	77%	<div style="width: 77%;"><div style="background-color: #333; height: 10px;"></div></div>
<b>Indicators monitored</b>			
<input checked="" type="checkbox"/>	Work station and/or workplace checks	62%	<div style="width: 62%;"><div style="background-color: #333; height: 10px;"></div></div>
	Percentage of employees: 14%		
<input type="checkbox"/>	Absentee rate	46%	<div style="width: 46%;"><div style="background-color: #333; height: 10px;"></div></div>
<input type="checkbox"/>	Injury rate	15%	<div style="width: 15%;"><div style="background-color: #333; height: 10px;"></div></div>
<input checked="" type="checkbox"/>	Lost day rate	38%	<div style="width: 38%;"><div style="background-color: #333; height: 10px;"></div></div>
	0.47		
<input type="checkbox"/>	Other metrics	46%	<div style="width: 46%;"><div style="background-color: #333; height: 10px;"></div></div>
<b>Calculation method</b>			

[FULL POINTS]



Welltower tracks and reports the OSHA recordable incident rate per 100 employees to track our safety progress. This is calculated by multiplying the number of recordable cases by 200,000 and then dividing that by the employee labor hours for the company.

No

23%

## Suppliers

SE4.1 POINTS: 1.3/3

### Sustainability-specific requirements in procurement

Percentage of Peers

Yes

69%

#### Topics included

<input type="checkbox"/> Business ethics	69%	
<input checked="" type="checkbox"/> Environmental process standards	62%	
<input type="checkbox"/> Environmental product standards	38%	
<input type="checkbox"/> Human rights	54%	
<input checked="" type="checkbox"/> Human health-based product standards	38%	
<input type="checkbox"/> Occupational safety	54%	
<input type="checkbox"/> Health and well-being	38%	
<input checked="" type="checkbox"/> ESG-specific requirements for sub-contractors	46%	
<input type="checkbox"/> Other	8%	

#### Requirements apply to

<input checked="" type="checkbox"/> Contractors	69%	
<input checked="" type="checkbox"/> Property/asset managers	62%	
<input type="checkbox"/> Suppliers	62%	
<input type="checkbox"/> Supply chain (beyond 1 tier suppliers and contractors)	38%	
<input type="checkbox"/> Other	0%	

#### Evidence provided

No

31%

[PARTIALLY ACCEPTED]

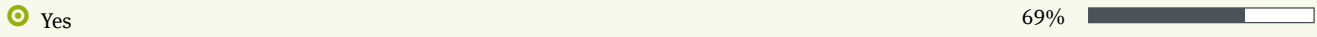
Not applicable

0%




Supply chain engagement

Percentage of Peers



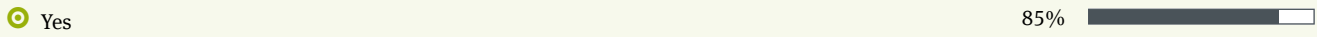
Engagement process

 Welltower issues an ESG survey to existing suppliers and vendors and to potential suppliers and vendors. This allows us to understand the policies and programs they have in place to manage ESG risk. We also continuously engage with suppliers and vendors, ensuring they are meeting our ESG standards and encouraging them to adopt ESG policies and procedures when not present. An example of this is, we worked with a roofing vendor and service provider to recycle the waste from a project on our site, and provide us with a report of this waste. By working together we both were able to understand eachothers needs and get our own needs fulfilled.



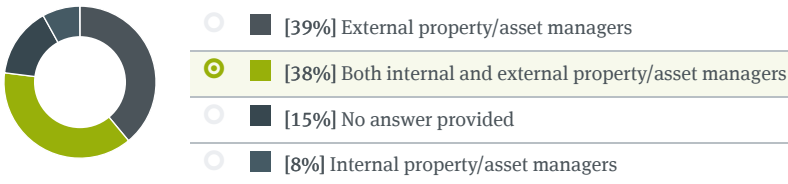
Monitoring sustainability requirements for property/asset managers

Percentage of Peers



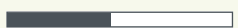
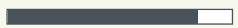




Monitors compliance of

Percentage of Peers



Methods used

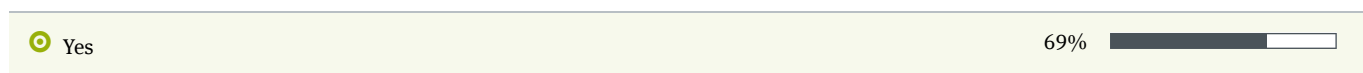
<input checked="" type="checkbox"/> Checks performed by independent third party • Heapy Engineering	23%	
<input checked="" type="checkbox"/> Property/asset manager sustainability training	54%	
<input checked="" type="checkbox"/> Property/asset manager self-assessments	46%	
<input checked="" type="checkbox"/> Regular meetings and/or checks performed by the organization's employees	85%	
<input type="checkbox"/> Require external property/asset managers' alignment with a professional standard	31%	
<input type="checkbox"/> Other	8%	

Evidence provided












Monitoring sustainability requirements for external suppliers and/or service providers

Percentage of Peers



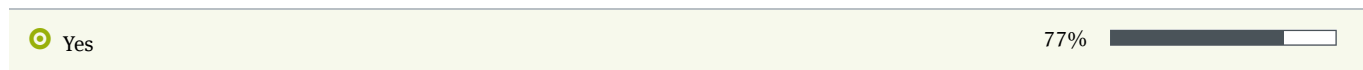
Methods used

<input type="checkbox"/> Checks performed by an independent third party	46%	
<input checked="" type="checkbox"/> Regular meetings and/or checks performed by the organization's employees	62%	
<input type="checkbox"/> Regular meetings and/or checks performed by external property/asset managers	38%	
<input type="checkbox"/> Require supplier/service providers' alignment with a professional standard	38%	
<input type="checkbox"/> Supplier/service provider sustainability training	23%	
<input checked="" type="checkbox"/> Supplier/service provider self-assessments	31%	
<input checked="" type="checkbox"/> Other We encourage our suppliers to pursue third part certifications and consider these certifications [ACCEPTED] when vetting suppliers.	0%	
<input type="radio"/> No	31%	
<input type="radio"/> Not applicable	0%	

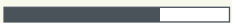
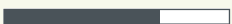







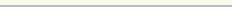
SE6 Not scored

Grievance mechanisms



Percentage of Peers



Characteristics applicable

<input checked="" type="checkbox"/> Dialogue based	69%	
<input checked="" type="checkbox"/> Legitimate	69%	
<input checked="" type="checkbox"/> Accessible	69%	
<input type="checkbox"/> Improvement based	46%	
<input type="checkbox"/> Predictable	38%	
<input type="checkbox"/> Equitable	38%	
<input type="checkbox"/> Rights compatible	31%	
<input checked="" type="checkbox"/> Transparent	54%	
<input checked="" type="checkbox"/> Safe	54%	
<input type="checkbox"/> Other	0%	

Process available to

<input checked="" type="checkbox"/> Community	23%	
<input checked="" type="checkbox"/> Contractors	31%	

<input checked="" type="checkbox"/> Employees	77%	<div style="width: 77%;"></div>
<input checked="" type="checkbox"/> External property/asset managers	46%	<div style="width: 46%;"></div>
<input checked="" type="checkbox"/> Service providers	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> Suppliers	31%	<div style="width: 31%;"></div>
<input checked="" type="checkbox"/> Supply chain (beyond tier 1 suppliers and contractors)	23%	<div style="width: 23%;"></div>
<input checked="" type="checkbox"/> Tenants	77%	<div style="width: 77%;"></div>
<input type="checkbox"/> Other	31%	<div style="width: 31%;"></div>
<input type="checkbox"/> No	23%	<div style="width: 23%;"></div>
<input type="checkbox"/> Not applicable	0%	<div style="width: 0%;"></div>

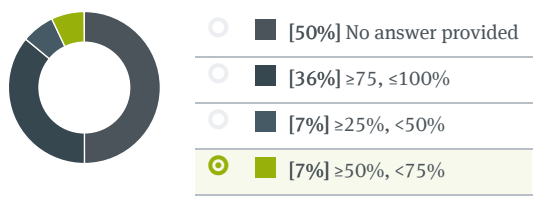
## Tenants/Occupiers

SE7 POINTS: 2.9/4

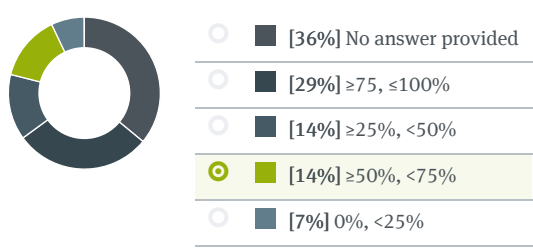
Tenant engagement program(s)	Percentage of Peers
<input checked="" type="radio"/> Yes	69% <div style="width: 69%;"></div>

### Engagement approach(es) include

<input checked="" type="checkbox"/> Building/asset communication	46%	<div style="width: 46%;"></div>
------------------------------------------------------------------	-----	---------------------------------



<input type="checkbox"/> Provide tenants with feedback on energy/water consumption and waste	54%	<div style="width: 54%;"></div>
<input type="checkbox"/> Social media/online platform	38%	<div style="width: 38%;"></div>
<input checked="" type="checkbox"/> Tenant engagement meetings	62%	<div style="width: 62%;"></div>



<input checked="" type="checkbox"/> Tenant events focused on increasing sustainability awareness	38%	<div style="width: 38%;"></div>
--------------------------------------------------------------------------------------------------	-----	---------------------------------



- [57%] No answer provided
- [22%] ≥25%, <50%
- [14%] ≥75, ≤100%
- [7%] ≥50%, <75%

Tenant sustainability guide 31%



- [64%] No answer provided
- [15%] ≥25%, <50%
- [14%] ≥75, ≤100%
- [7%] 0%, <25%

Tenant sustainability training 23%

Other 0%

No 31%

**SE8.1** POINTS: 3/3

Tenant satisfaction survey

Percentage of Peers

Yes 46%

Survey type

Internally 15%

By an independent third party 46%

Percentage of tenants covered: 100%

- Kingsley Associates

Survey response rate: 62.5%

Quantitative metrics included

Yes 46%

Metrics include

Net Promoter Score 15%

Overall satisfaction score 46%

Satisfaction with communication 23%

Satisfaction with responsiveness 23%

Satisfaction with property management 23%

Understanding tenant needs 23%

Value for money 23%

Other 8%

No 0% 

Evidence provided


No 54%  [ACCEPTED]

Not applicable 0% 

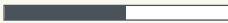
**SE8.2** POINTS: 1/1

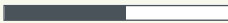
**Improvement of tenant satisfaction**


Percentage of Peers

Yes 54% 

**Program elements**


Development of an asset-specific action plan 54% 

Feedback sessions with asset/property managers 54% 

Feedback sessions with individual tenants 46% 

Other 8% 

**Program description**

 With the results of the tenant satisfaction survey, Welltower's property management team worked to enhance its services by developing and implementing the MSG Service Brand program that establishes a formal structure and methodology for delivering property management services. For the tenant, the service brand defines specific expectations that are easily understood, creates an expectation of consistency and predictability, and provides customers with an easy way to recognize whether expectations are met. For the Welltower employees, the service brand provides a set of simple and repeatable expectations, provides a clear line of sight for all employees to align their daily actions and behaviors, and empowers every employee to be a brand representative in supporting the delivery of healthcare property management. Taking specific feedback from the survey over the last three cycles, Welltower altered its behavior to focus on maintenance responsiveness within 24 hours, proactive communication, i.e., checking in with tenants to determine if all their needs are being met, and resolving maintenance problems on the 1st attempt. At an individual asset level, specific feedback is provided to the property management team to address deficiencies in performance. Success is also recognized and shared so that best practices in a specific building can be replicated across the portfolio.

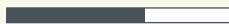
No 8% 

Not applicable 38% 

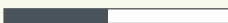
**SE9** POINTS: 2.4/3  Improvement

**Tenant fit-out and refurbishment program**

Percentage of Peers

Yes 62% 

**Topics included**


Fit-out and refurbishment assistance for meeting the minimum fit-out standards 46% 



[50%] No answer provided

[29%] ≥75, ≤100%

[21%] 0%, <25%

Tenant fit-out guides 31% 



- [64%] No answer provided
- [15%] 0%, <25%
- [14%] ≥75, ≤100%
- [7%] ≥25%, <50%

Minimum fit-out standards are prescribed 62%



- [36%] No answer provided
- [29%] 0%, <25%
- [28%] ≥75, ≤100%
- [7%] ≥50%, <75%

Procurement assistance for tenants 31%



- [64%] No answer provided
- [22%] ≥75, ≤100%
- [14%] 0%, <25%

Other 0%

No 38%

**SE10.1** POINTS: 3/3

**Sustainability requirements in standard lease contracts**

Percentage of Peers

Yes 77%

**Topics included**

Cooperation and works: 69%

Environmental initiatives 38%

Enabling upgrade works 38%

Sustainability management collaboration 54%

Premises design for performance 23%

Managing waste from works 23%

Social initiatives 23%

Other 8%

Management and consumption: 69%

Energy management 69%

Water management 69%

<input type="checkbox"/> Waste management	54%	
<input checked="" type="checkbox"/> Indoor environmental quality management	31%	
<input type="checkbox"/> Sustainable procurement	31%	
<input type="checkbox"/> Sustainable utilities	23%	
<input type="checkbox"/> Sustainable transport	8%	
<input checked="" type="checkbox"/> Sustainable cleaning	15%	
<input type="checkbox"/> Other	0%	

<input checked="" type="checkbox"/> Reporting and standards:	69%	
<input checked="" type="checkbox"/> Information sharing	54%	
<input checked="" type="checkbox"/> Performance rating	23%	
<input type="checkbox"/> Design/development rating	23%	
<input type="checkbox"/> Performance standards	31%	
<input checked="" type="checkbox"/> Metering	31%	
<input type="checkbox"/> Comfort	23%	
<input type="checkbox"/> Other	8%	

Evidence provided

<input type="checkbox"/> No	23%	
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**SE10.2** POINTS: 0/1

Monitoring compliance with sustainability requirements in lease contracts

Percentage of Peers

<input type="checkbox"/> Yes	69%	
<input checked="" type="checkbox"/> No	8%	
<input type="checkbox"/> Not applicable	23%	

**Community**

**SE11.1** POINTS: 3/3

Community engagement program

Percentage of Peers

<input checked="" type="checkbox"/> Yes	69%	
-----------------------------------------	-----	--

Topics included

<input checked="" type="checkbox"/> Effective communication and process to address community concerns	46%	
<input checked="" type="checkbox"/> Enhancement programs for public spaces	46%	
<input checked="" type="checkbox"/> Employment creation in local communities	54%	
<input checked="" type="checkbox"/> Community health and well-being	46%	
<input checked="" type="checkbox"/> Research and network activities	54%	
<input type="checkbox"/> Resilience, including assistance or support in case of disaster	15%	
<input checked="" type="checkbox"/> Supporting charities and community groups	62%	
<input type="checkbox"/> Sustainability education program	38%	
<input type="checkbox"/> Other	8%	

### Program description

Welltower is a long-term supporter of the Toledo Museum of Art. By doing so, the company is able to increase the attractiveness of the city as a place to live and work. The museum was one the 13 organizations which received charitable donations of over \$10,000 by Welltower in 2016. Welltower routinely offers the corporate campus to the local community for the staging of charitable events. In 2016, a total of 13 community events were held at the corporate campus. Welltower is a long-time supporter for Junior Achievement, a program that works with local businesses to inspire and prepare young people to succeed in a global economy. In 2016, 19 Welltower team members invested 71 hours of volunteer time to teach 230 students at Hawkins Elementary School. Welltower team members also participated in races to raise money for important healthcare causes including: Alzheimer's, Disease, American Heart Association, Juvenile Diabetes, Multiple Sclerosis and Susan G. Komen Race for the Cure. In 2016, the company donated a total of 105 toys to the Salvation Army Angel Tree program.

<input type="radio"/> No	15%	
<input type="radio"/> Not applicable	15%	

SE11.2 POINTS: 0.5/1.5

### Impact on community

Percentage of Peers

<input checked="" type="radio"/> Yes	77%	
--------------------------------------	-----	--

#### Monitored areas of impact

<input type="checkbox"/> Housing affordability	46%	
<input type="checkbox"/> Impact on crime levels	15%	
<input type="checkbox"/> Livability score	62%	
<input type="checkbox"/> Local income generated	46%	
<input type="checkbox"/> Local residents' well-being	62%	
<input checked="" type="checkbox"/> Walkability score	31%	
<input checked="" type="checkbox"/> Other	23%	

By providing state-of-the-art health facilities and an increasingly connected health care system, Welltower is able to treat more people, more efficiently, year-over-year. In 2016, Welltower supported over 60,000 health care professionals which facilitated an estimated 16,000,000 patient visits to medical office buildings in the portfolio. [NOT ACCEPTED]



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No

23%



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Not applicable

0%



# New Construction & Major Renovations

POINTS: 13/37

WEIGHT: 0%

## Intent and Overview

This Aspect addresses the entity's efforts to address ESG-issues during the design, construction, and renovation of buildings. The built environment has a significant impact on ecological systems as well as the health, safety and welfare of communities. In addition, construction activities consume resources such as water and natural materials, while the construction process generates large quantities of waste. Integrating sustainability into construction activities can help mitigate this negative impact, and at the same time improve the environmental efficiency of buildings in the operational phase. By implementing sustainable best practices in construction activities, organizations can also positively impact local communities.

## Sustainability Requirements

**NC1** POINTS: 0.5/1

### Sustainability strategy

Percentage of Peers



Yes

46%



#### Topics included

<input checked="" type="checkbox"/> Biodiversity and habitat	23%	
<input type="checkbox"/> Climate/climate change adaptation	23%	
<input checked="" type="checkbox"/> Energy consumption/management	46%	
<input checked="" type="checkbox"/> Environmental attributes of building materials	46%	
<input checked="" type="checkbox"/> GHG emissions/management	46%	
<input checked="" type="checkbox"/> Green building certifications	46%	
<input checked="" type="checkbox"/> Building safety	46%	
<input checked="" type="checkbox"/> Health and well-being	38%	
<input checked="" type="checkbox"/> Location and transportation	38%	
<input type="checkbox"/> Resilience	23%	
<input type="checkbox"/> Supply chain	38%	
<input checked="" type="checkbox"/> Water consumption/management	46%	
<input type="checkbox"/> Waste management	46%	
<input type="checkbox"/> Other	15%	

#### Public disclosure

<input type="radio"/> Publicly available	8%	
<input checked="" type="radio"/> Not publicly available	38%	

Evidence provided

[ACCEPTED]

Communicate the objectives and explain how the objectives are integrated into the overall business strategy (maximum 250 words)


**66** Welltower seeks to develop in large metro areas. This allows us to take advantage of existing infrastructure and to minimize effects on surrounding biodiversity. In addition, by developing in large metro areas, we are often located near alternative transportation options. We seek to incorporate energy efficient and water saving equipment, such as high efficiency lighting and low flow showerheads, in our new developments. By increasing the energy and water efficiency of our properties, we help to reduce the greenhouse gas emissions associated with our operations. I. We also place an emphasis on the health and well-being of our spaces, and seek to use materials that are low emitting and contribute to an enhanced indoor air quality. Where possible, we look to certify properties under different green building certification schemes.

No 23% 









**NC2** POINTS: 1/3

Sustainable site selection criteria





Percentage of Peers

Yes 54% 

Topics included

- Connect to multi-modal transit networks 54% 
- Locate projects within existing developed areas 46% 
- Protect, restore, and conserve aquatic ecosystems 38% 
- Protect, restore, and conserve farmland 31% 
- Protect, restore, and conserve floodplain functions 31% 
- Protect, restore, and conserve habitats for threatened and endangered species 38% 
- Redevelop brownfield sites 31% 
- Other 15% 

Third-party alignment of criteria

- Third-party guidelines 15%   
Specify: ASTM Standard E1527-13 [ACCEPTED]
- Third-party rating system(s) 15% 
- Other 0% 
- Not aligned 23% 


Evidence provided

- No 15%   
[ACCEPTED]
- Not applicable 0% 







**NC3** POINTS: 0.8/1.5

Sustainable site design/development requirements





Percentage of Peers

Yes 46% 

Topics included

<input checked="" type="checkbox"/> Manage waste by diverting construction and demolition materials from disposal	46%	
<input type="checkbox"/> Manage waste by diverting reusable vegetation, rocks, and soil from disposal	38%	
<input checked="" type="checkbox"/> Protect air quality during construction	38%	
<input checked="" type="checkbox"/> Protect surface water and aquatic ecosystems by controlling and retaining construction pollutants	38%	
<input type="checkbox"/> Protect and restore habitat and soils disturbed during construction and/or during previous development	38%	
<input type="checkbox"/> Other	15%	

Third-party alignment of criteria

<input type="checkbox"/> Third-party guidelines	8%	
<input type="checkbox"/> Third-party rating system(s)	23%	
<input type="checkbox"/> Other	0%	
<input checked="" type="radio"/> Not aligned	15%	

Evidence provided


<input type="radio"/> No	23%	 [ACCEPTED]
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## Materials and Certifications









NC4 POINTS: 0.5/2.5

Building materials attributes

Percentage of Peers

<input checked="" type="radio"/> Yes	46%	
--------------------------------------	-----	---------------------------------------------------------------------------------------

Topics included

<input type="checkbox"/> Formal adoption of a policy on health attributes of building materials	23%	
<input type="checkbox"/> Formal adoption of a policy on the environmental attributes and performance of building materials	23%	
<input type="checkbox"/> Requirement for information (disclosure) about the environmental and/or health attributes of building materials (multiple answers possible)	15%	
<input checked="" type="checkbox"/> Material characteristics	31%	
<input type="checkbox"/> Preference for materials that disclose environmental impacts	31%	
<input type="checkbox"/> Preference for materials that disclose potential health hazards	31%	
<input type="checkbox"/> "Red list" of prohibited materials or ingredients that should not be used on the basis of their human and/or environmental impacts	15%	
<input type="checkbox"/> Locally extracted or recovered materials	23%	

<input type="checkbox"/>	Rapidly renewable materials, low embodied carbon materials, and recycled content materials	31%	
<input checked="" type="checkbox"/>	Materials that can easily be recycled	31%	
<input type="checkbox"/>	Third-party certified wood-based materials and products	15%	
<input checked="" type="checkbox"/>	Low-emitting materials	31%	
<input type="checkbox"/>	Other	0%	

Evidence provided

<input type="radio"/>	No	23%	[ACCEPTED]
<input type="radio"/>	Not applicable	0%	

**NC5.1** POINTS: 0.3/2

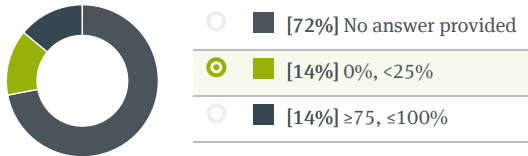
**Green building standards**

Percentage of Peers

<input checked="" type="radio"/>	Yes	31%	
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Standards included

<input checked="" type="checkbox"/>	The entity requires projects to align with requirements of a third-party green building rating system but does not require certification	23%	
Green building rating systems (include all that apply):: LEED BD&C [FULL POINTS]			



<input type="checkbox"/>	The entity requires projects to achieve certification with a green building rating system but does not require a specific level of certification	23%	
<input type="checkbox"/>	The entity requires projects to achieve a specific level of certification	23%	
<input type="radio"/>	No	38%	
<input type="radio"/>	Not applicable	0%	

**NC5.2** POINTS: 3.8/5

**Building certificates for construction/renovation**

Percentage of Peers

<input checked="" type="radio"/>	Yes	31%	
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Projects registered to obtain a green building certificate at the end of reporting period

Certification Scheme	Level of certification	% portfolio covered by floor area	Number of certified assets
LEED/Building Design and Construction (BD+C)	Silver	12%	2
Toronto Green Standard/Toronto Green Standard	Toronto Green Standard	12%	1
WELL Building Standard/New Buildings	Certified	6%	1
BREEAM/New Construction	Very Good	10%	3

Certification Scheme	Level of certification	% portfolio covered by floor area	Number of certified assets
BREEAM/New Construction	Excellent	4%	1

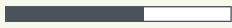




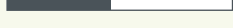
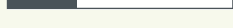










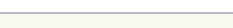
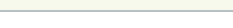

- No 31% 
- Not applicable 8% 

## Energy Efficiency

NC6 POINTS: 2.8/3

### Energy efficiency requirements

Percentage of Peers


<input checked="" type="radio"/> Yes	62%	
<input checked="" type="checkbox"/> Requirements for planning and design include (multiple answers possible)	46%	
<input checked="" type="checkbox"/> Integrative design process	46%	
<input checked="" type="checkbox"/> To exceed relevant energy codes or standards	23%	
<input type="checkbox"/> Other	8%	
<input checked="" type="checkbox"/> Energy efficiency measures	46%	
<input checked="" type="checkbox"/> Air conditioning	31%	
<input type="checkbox"/> Commissioning	23%	
<input type="checkbox"/> Energy modeling	15%	
<input checked="" type="checkbox"/> Lighting	46%	
<input type="checkbox"/> Occupant controls	31%	
<input checked="" type="checkbox"/> Space heating	23%	
<input type="checkbox"/> Ventilation	46%	
<input checked="" type="checkbox"/> Water heating	38%	
<input type="checkbox"/> Other	8%	
<input checked="" type="checkbox"/> Energy efficiency monitoring	46%	
<input type="checkbox"/> Energy use analytics	31%	
<input type="checkbox"/> Post-construction energy monitoring for on	31%	
<input checked="" type="checkbox"/> Sub-meter	31%	
<input type="checkbox"/> Other	8%	

No 8% 

**NC7.1** POINTS: 0/3

Renewable energy generated on-site Percentage of Peers

Yes 15% 


No 54% 

Not applicable 0% 

**NC7.2** POINTS: 0/1

Design for net-zero energy standards Percentage of Peers


Yes 0% 

No 69% 

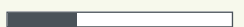
## Water Conservation and Waste Management


**NC8** POINTS: 1.3/2

Water efficiency requirements Percentage of Peers

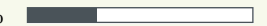
Yes 38% 

Water conservation requirements

Requirements for planning and design include (multiple answers possible) 31% 

Development and implementation of a commissioning plan 15% 

Integrative design for water conservation 23% 

Requirements for indoor water efficiency 31% 


Requirements for outdoor water efficiency 23% 

Requirements for process water efficiency 15% 

Requirements for water supply 15% 

Other 0% 

Evidence provided

Water efficiency measures 38% 

Commissioning of water systems 15% 



<input type="checkbox"/>	Drip/smart irrigation	31%	
<input checked="" type="checkbox"/>	Drought tolerant/low-water landscaping	31%	
<input checked="" type="checkbox"/>	High-efficiency/dry fixtures	38%	
<input type="checkbox"/>	Leak detection system	15%	
<input type="checkbox"/>	Occupant sensors	31%	
<input type="checkbox"/>	On-site wastewater treatment	15%	
<input type="checkbox"/>	Re-use of stormwater and grey water for non-potable applications	15%	
<input type="checkbox"/>	Other	8%	
<input checked="" type="checkbox"/>	Water efficiency monitoring	31%	
<input type="checkbox"/>	Post-construction water monitoring for on	31%	
<input checked="" type="checkbox"/>	Sub-meter	23%	
<input type="checkbox"/>	Water use analytics	23%	
<input type="checkbox"/>	Other	8%	
<input type="radio"/>	No	15%	
<input type="radio"/>	Not applicable	15%	

**NC9** POINTS: 0.3/2

**Waste management**

Percentage of Peers

<input checked="" type="radio"/>	Yes	46%	
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**Waste management during construction**

<input checked="" type="checkbox"/>	Management and construction practices (multiple answers possible)	46%	
<input type="checkbox"/>	Construction waste signage	38%	
<input checked="" type="checkbox"/>	Education of employees/contractors on waste management	23%	
<input type="checkbox"/>	Incentives for contractors for recovering, reusing and recycling building materials	15%	
<input type="checkbox"/>	Targets for waste stream recovery, reuse and recycling	23%	
<input type="checkbox"/>	Waste management plans	38%	
<input type="checkbox"/>	Waste separation facilities	38%	
<input type="checkbox"/>	Other	8%	
<input type="checkbox"/>	On-site waste monitoring	23%	

Evidence provided

<input type="radio"/>	No	23%	[ACCEPTED]
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# Supply Chain

NC10.1 POINTS: 0.3/2

## ESG-specific requirements for contractors

Percentage of Peers


Yes 46% 

Percentage of projects covered: 17%

### Topics included

Business ethics 38% 


Community engagement 8% 

Environmental process standards 46% 

Environmental product standards 31% 

Fundamental human rights 38% 

Human health-based product standards 23% 

On-site occupational safety 46% 

ESG-specific requirements for sub-contractors 31% 

Other 8% 


### Evidence provided

No 23%  [ACCEPTED]

NC10.2 POINTS: 0.5/2

## Monitoring contractors' compliance

Percentage of Peers


Yes 46% 

### Monitoring type

Contractors provide update reports on environmental and social aspects during construction 38% 

External audits by third party 23% 

Internal audits 23% 

Weekly/monthly (on-site) meetings and/or ad hoc site visits 38% 

Projects meetings and/or site visits: 17%

Other 8% 

No 0% 


Not applicable 23% 

# Health, Safety and Well-being

NC11 POINTS: 1/2


## Occupant well-being


Percentage of Peers


Yes 54% 

### Health and well-being requirements

Requirements for planning and design 38% 


Health and well-being measures 46% 

Access to spaces for active and passive recreation 46% 


Active design features 38% 


Commissioning 38% 

Daylight 46% 

Indoor air quality monitoring 8% 

Indoor air quality source control 15% 

Natural ventilation 31% 

Occupant controls 38% 

Provisions for active transport 23% 

Other 15% 

Health and well-being performance monitoring 23% 


No 15% 

Not applicable 0% 

NC12.1 POINTS: 0.3/1

## On-site health and safety during the construction phase

Percentage of Peers

Yes 54% 

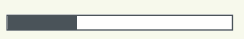
### Topics included

Availability of medical personnel 15% 

Communicating safety information 38% 

Continuously improving safety performance 31% 

Demonstrating safety leadership 31% 

Entrenching safety practices 31% 

Managing safety risks 54% 

<input type="checkbox"/> Personal Protective and Life Saving Equipment	31%	<div style="width: 31%;"></div>
<input type="checkbox"/> Promoting design for safety	46%	<div style="width: 46%;"></div>
<input type="checkbox"/> Training curriculum	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Other	8%	<div style="width: 8%;"></div>
<input type="radio"/> No	15%	<div style="width: 15%;"></div>
<input type="radio"/> Not applicable	0%	<div style="width: 0%;"></div>

**NC12.2** POINTS: 0/1

Occupational health and safety indicators

Percentage of Peers

<input type="radio"/> Yes	38%	<div style="width: 38%;"></div>
<input checked="" type="radio"/> No	31%	<div style="width: 31%;"></div>

## Community Impact and Engagement

**NC13** POINTS: 0/1.5

Socio-economic impact on community

Percentage of Peers

<input type="radio"/> Yes	69%	<div style="width: 69%;"></div>
<input checked="" type="radio"/> No	0%	<div style="width: 0%;"></div>

**NC14** POINTS: 0/1.5

Monitor impact on community

Percentage of Peers

<input checked="" type="radio"/> Yes	15%	<div style="width: 15%;"></div>
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Monitoring process includes

<input type="checkbox"/> Analysis and interpretation of monitoring data	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Development and implementation of a communication plan	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Development and implementation of a community monitoring plan	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Development and implementation of a risk mitigation plan	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Identification of nuisance and/or disruption risks	15%	<div style="width: 15%;"></div>
<input checked="" type="checkbox"/> Identification of stakeholders and impacted groups	15%	<div style="width: 15%;"></div>
<input type="checkbox"/> Management practices to ensure accountability for performance goals and issues identified during		

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community monitoring

15% 

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Other

8% 

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### Monitoring process description



The company regularly reviews its materiality assessment and stakeholder engagement process, in order to identify those stakeholder groups who are impacted by the company's operations and take account of their concerns. For evidence and a full explanation of this process, see pages 9-12 of the company's latest CSR report, available via the following link: <https://welltower.com/responsibility/>

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Evidence provided

No

54%  [NOT ACCEPTED]

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