



25 June 2018

Bryan Groenendaal

Email: bryan.groenendaal@greenbuildingafrica.co.za

Dear Mr Groenendaal

1. We refer to your e-mail dated 14 June 2018.
2. In our previous correspondence we clearly stated that credibility and transparency is of utmost importance to Growthpoint and is integrated in how we do business. We appoint reputable consultants adhering to well tested governance processes to ensure transparency.
3. There are two areas in which green building consultants are used:
 - 3.1 New Developments
 - 3.2 Existing Buildings
4. It appears, from your correspondence that you don't have a good grasp on the governance procedures in place as well as the role of the green consultant in respect of New Developments and Existing Buildings. We therefore set out below a brief description of the role of the green consultant in respect of both New Developments and Existing Buildings.
5. **New Developments:**
 - 5.1 A full professional team is appointed when Growthpoint conducts new developments. This team includes Architects, Electrical and Mechanical services to mention a few.
 - 5.2 The role of the appointed green consultant is to advise the professional team on certain design guidelines.
 - 5.3 The professional teams take these guidelines and compile a specification sheet in preparation for a tender that is issued. Following the receipt of tender results by the professional team, the green consultant reviews the results to ensure GBCSA rating tool compliance.
 - 5.4 There is no space within this process for the green consultant to force a specific product into the process.
6. **Existing Developments:**
 - 6.1 Growthpoint is one of a handful of companies globally with a fully fledged sustainability team, in which the majority of the team members are GBCSA accredited professionals on both new build and existing building certification tools.



- 6.2 The GBCSA's Energy and Water Benchmarking tool was integrated into our Growthpoint application in an attempt to fully disclose both our Energy and Water consumption in office buildings prior to a tenant choosing a specific office space.
- 6.3 This is further highlighted in our Thrive Portfolio launch advocating transparency and innovation to reduce operational costs for our clients.
7. Furthermore, all interventions within the Growthpoint existing office buildings are investigations and products specified by our Sustainability and Facility Management teams. Green consultants have no say in products to be specified within existing buildings.
8. We acknowledge that global warming is a real concern and remain committed to sustainability, energy efficiency, and green building. Sustainability is at the core of our business imperatives at Growthpoint. This includes environmental sustainability.
9. Given the above we as Growthpoint feel that we have enough governance procedures in place to ensure transparency.
10. We wish to place formally on record that should you feel that there are any irregularities, we encourage that you report these alleged irregularities to the KPMG Ethics and Fraud Hotline within 30 days of receipt of this letter, to allow for an independent assessment of any alleged irregularities. We are eager to ensure that any allegation is formally reported and dealt with in accordance with our established governance processes.
11. Growthpoint and the GBCSA have communicated extensively with you in questions posed and now conclude communications with you. We have tight deadlines to complete building certifications for the benefit of the whole South Africa.