

# TML. Sustainability Data Sheet

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## Sustainability Data Sheet

Technical Methods Limited and the Technical Methods Group Reporting period: 2017 to 2025

### 1. Position

Sustainability is the standard the business builds to, because the standard lifts the return. Built to the standard, the asset costs less to run, holds its value better, and attracts capital and tenants who are themselves accountable for performance. Sustainability is structured into the financing, tested in the design brief, and verified against what the building actually does once it is occupied. It is a financial discipline, not a label.

This data sheet sets out what was structured, how it was tested, what the audited results were, and who is accountable for each line.

### 2. Three audited claims

#### Claim I. A 10 to 14 per cent premium on returns since 2017

**What was measured.** The annual operating returns of schemes structured with the sustainability standard embedded at financing, compared against the conventional-spec comparator for the same scheme type, sector, and geography.

**How it was tested.** Internal portfolio audit, annual cycle, year-by-year since 2017. Methodology covers acquisition cost, operating cost, occupancy, rent or revenue per square metre, void cost, and disposal yield. Sustainability inputs are isolated and the marginal contribution to return is calculated.

**Result.** A 10 to 14 per cent premium on returns, sustained across the eight-year window, audited internally and signed off year on year.

**Methodology available to qualified counterparties on request.**

#### Claim II. A nine-figure sustainability-linked bond priced inside vanilla debt

**What was structured.** A sustainability-linked bond, nine-figure issuance, the proceeds tied to a defined set of sustainability key performance indicators across the operating portfolio.

**How it was tested.** Marketed against the credit curve for comparable vanilla debt of the same tenor and rating. The pricing comparison is the public-market test of whether the sustainability story carries financial weight independent of the issuer's preference.

**Result.** The bond priced inside vanilla debt. The market accepted the sustainability KPIs as a value contributor, not a cost.

**Documents on file.** Bond term sheet, issuance announcement, pricing comparison, KPI schedule.

### Claim III. A multi-billion diversified investment platform structured around sustainability

**What was structured.** GREAP, a multi-billion diversified investment platform we structured around real estate, green energy, and a global M&A programme, with UN SDG and COP26 principles embedded at the portfolio level.

**How it was tested.** GREAP's portfolio mandates are written against the sustainability framework, not appended to it. Each portfolio line carries its own sustainability accountability and reporting.

**Result.** Multi-billion structured through the platform, with the sustainability framework as the structuring discipline, not a reporting overlay.

**Source.** GREAP platform statement, 2022, and subsequent annual portfolio updates.

## 3. Why this works as evidence

The three claims share one property. Each one is testable against a record that exists independently of TML's own assertion.

- **Claim I** is testable against the internal portfolio audit, which a qualified counterparty can inspect under NDA.
- **Claim II** is testable against the bond term sheet, the public credit curve at issuance, and the pricing record.
- **Claim III** is testable against the GREAP platform statement and its portfolio reporting.

This is the difference between a sustainability story and a sustainability discipline. The story sits in marketing. The discipline sits in the structuring.

## 4. The audit cycle

Sustainability inputs are not added at handover. They are audited at every stage of the asset's life.

| Stage         | What is checked  | Who signs off                                    |
|---------------|--|--|
| Structuring   | Sustainability KPIs are written into the brief and the financing         | Capital and delivery team, single accountability |
| Design pack   | Building systems and material specification meet the structured KPIs     | Same team  |
| Build         | The asset that is built matches the design pack with no quiet downgrades | Same team  |
| Commissioning | Operating systems perform to the KPIs before handover                    | Same team  |
| Operation     | Annual operating data is compared against the KPIs the asset was         | Same team  |

The continuity of the team across the five stages is the mechanism. There is no handover at which the sustainability standard can be discounted into a margin.

## 5. Where this stands in the wider sector

McKinsey reports that global construction productivity has grown by 0.4 per cent annually between 2000 and 2024, against 2 per cent in the wider economy and 3 per cent in manufacturing (McKinsey & Company, 2024). The report names "fewer and better handovers" among the foundational measures. The handover gap is not a TML observation. It is an industry-wide diagnosis, and the integrated operator-partner model is the practical answer to it.

## 6. Accountability

The figures in this data sheet are stated on the personal authority of:

Rami Saadi CEO and operator partner Technical Methods Limited

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## 7. References

- McKinsey & Company, 2024. \*Delivering on construction productivity is no longer optional\*. Available at: <https://www.mckinsey.com/capabilities/operations/our-insights/delivering-on-construction-productivity-is-no-longer-optional>
- McKinsey Global Institute, 2017. \*Reinventing construction: a route to higher productivity\*. Full report and executive summary on file.
- RICS, 2025. \*Sustainability Report 2025\*. Available at: <https://www.rics.org/content/dam/ricsglobal/documents/reports/Sustainability-report-2025.pdf>
- GREAP platform statement, 2022, and subsequent annual portfolio updates. Available on request.

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Best Wishes,

Rami Saadi