
Sustainable Property Investment, Green Finance and Development Leadership Course

28 March – 1 April 2027
Muscat





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Ref: 337_21950 **Date:** 28 March – 1 April 2027 **Location:** Muscat **Fees:** 4300 GBP

Programme Summary

Sustainable property investment is the subject of this five-day training course for directors and heads of investment, development and asset management, ending in a sustainable investment case for one asset or development. Property decisions fix energy use, carbon exposure and occupier appeal for decades, yet sustainability is often tested late. The programme moves from rating and performance evidence to valuation, green finance and climate risk, then applies each element to one live decision. Mars Training Centre UK delivers this programme in sustainable property investment.

The Business Case

When sustainability is added after an acquisition or design is fixed, owners carry avoidable retrofit cost, weaker letting prospects and financing terms they cannot explain. Leaders who test rating, energy, carbon and climate exposure before committing capital can price risk earlier and choose assets that will stay in demand.

- Asset Value Resilience: Improves as green rating, energy performance and climate exposure enter valuation and acquisition screening.
- Cost of Capital: Becomes easier to manage as green finance terms and reporting expectations are matched to the portfolio.
- Occupier Retention: Strengthens as green lease terms and building performance answer tenant requirements.

Principles and Evidence Base

- BREEAM: Its assessment categories guide how Session 1 reads the rating of a building or development.
- LEED: Its rating system provides a second reference for comparing design and operating performance in Session 1.
- GRESB: Its real estate benchmarking of environmental, social and governance performance structures the portfolio review in Session 2.
- Discounted cash flow: The time value of money underpins the way Sessions 3 and 4 price efficiency, carbon and climate risk into returns.



Intended Participants

- Investment directors who approve acquisitions and disposals and must judge the sustainability case behind them.
- Development leaders who set design briefs, rating targets and delivery budgets.
- Asset and portfolio managers who own energy, carbon and tenant performance across a holding.
- Finance and treasury leads who arrange property debt and report on its green conditions.

The programme serves institutional investors, developers, public estates bodies and corporate real estate teams.

Learning Outcomes

1. Participants will be able to evaluate the green rating and operating performance of a building against BREEAM and LEED criteria.
2. Participants will be able to construct a portfolio performance baseline using GRESB-style measures.
3. Participants will be able to justify the inclusion of energy, carbon and climate risk in acquisition and valuation decisions.
4. Participants will be able to compare green finance structures and prioritise those that fit a portfolio.
5. Participants will be able to design green lease clauses that align owner and occupier incentives.
6. Participants will be able to defend a sustainable investment case to an investment committee.

Programme Structure

Day 1: Sustainable Property Rating and Performance Evidence

How is the sustainability of a building or development measured and compared?

- BREEAM Assessment Categories
- LEED Rating Credit Structure
- Whole-Life Energy and Carbon Profile
- Embodied Carbon Review
- Rating Gap and Upgrade Scoping Sheet

Day 2: Portfolio Diagnosis and Climate Exposure

Where does a portfolio carry sustainability and climate risk that valuation does not yet show?

- GRESB Real Estate Benchmark Reading
- Portfolio Energy and Carbon Baseline
- Physical Climate Risk Screening
- Transition Risk and Stranded Asset Test
- Occupier Demand Evidence Review



Day 3: Valuation and Investment Appraisal

How do rating, performance and risk change the price an investor should pay?

- Discounted Cash Flow Adjustments for Efficiency
- Carbon Cost Sensitivity Cases
- Retrofit Capital Plan and Payback
- Acquisition Screening Scorecard
- Yield and Exit Value Scenarios

Day 4: Green Finance and Lease Design

Which financing and lease terms reward sustainable performance without creating hidden obligations?

- Green Loan and Green Bond Structures
- Sustainability-Linked Loan Targets
- Green Lease Clause Library
- Data Sharing and Metering Provisions
- Reporting Covenant Review

Day 5: Applying Sustainable Property Investment to One Decision

Is the investment case ready for an investment committee to approve?

- Applying the Session 1 Rating Gap Sheet to the Chosen Asset
- Testing the Session 2 Baseline Against Climate Exposure
- Running the Session 3 Appraisal and Scorecard
- Matching the Session 4 Finance and Lease Terms
- Completing the Sustainable Investment Case

Methodology

The programme is built around case analysis. Participants work in small teams on anonymised assets from office, residential, logistics and mixed-use portfolios, and test each decision as an investment committee would, with the numbers and the evidence in front of them.

- Suggested activity: Scoring two buildings against rating criteria and listing the upgrades that change their value.
- Suggested activity: Adjusting a cash flow model for retrofit cost and carbon cost and comparing the results.
- Suggested activity: Redrafting a lease clause so that tenant and owner share energy data.



Capstone Output

Each participant completes a sustainable investment case for one asset or development. It holds a rating gap summary, a performance and climate baseline, an adjusted appraisal, a finance and lease proposal and a risk statement. It is used to seek approval from an investment committee or board.

Frequently Asked Questions

Is sustainable property investment suitable for leaders without a technical building background?

Yes. Sustainable property investment is set at director level and assumes familiarity with investment appraisal and portfolio reports, not building engineering.

Which standards does sustainable property investment rest on in this training?

Sustainable property investment rests on the BREEAM and LEED rating systems, GRESB benchmarking and discounted cash flow appraisal, applied to acquisition, development and financing decisions.

How is the investment case from sustainable property investment used at work?

You use the investment case to seek committee approval, brief valuers and lenders, and set rating, energy and carbon targets before capital is committed.

How does sustainable property investment differ from a facilities operations programme?

Sustainable property investment centres on acquisition, valuation, finance and development choices across a portfolio, while a facilities operations programme centres on running buildings day to day.