

Q&A from the Webinar

Innovating for Sustainability:

CapitaLand Sustainability X Challenge Information Session

Wednesday, 13 January 2021

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1. Our interest area is in Water Conservation and Resilience. On To facilitate both proposal submission and screening by CapitaLand, can we

- See the logistics of current rainwater collection
- Understand the layout of the building (greywater, blackwater, oil trap)
- Get the samples
- Get the quality of the influent for both rainwater and greywater

CapitaLand: CapitaLand has over 1,000 properties worldwide. Every property in our portfolio is different and the purpose of the CSXC is not to solve problems for a specific property. Therefore, we are unable to provide the detailed information requested.

2. Will the participants (including winners) keep the IP of their submissions?

CapitaLand: Yes. The participants (including winners) will keep the IP of their submissions. The information you provide on your submission will only be available to the following individuals for the purposes of the Challenge and subsequent commercial discussions:

- The CapitaLand Sustainability X Challenge organisers (to manage the submission platform)
- The shortlisting panel (to evaluate your submission)
- The advisory council (to assist finalist teams in their preparation for the Grand Finale)
- The judges (to score your project)
- CapitaLand's business unit representatives (to advance discussions should your solution be selected to pilot at CL's properties)

For more information on IP protection, please refer to the Terms and Conditions for Submissions that can be found on the Challenge website.

3. How is the overall project selection process? Please give an indication of timeline as well.

CapitaLand: 31 Mar: Announcement of the 6 finalists. April – May: Mentor and coaching by a strong team of CapitaLand business leaders, and non-CapitaLand industry leaders from venture capitalist firms and consultancy firms.

May: Grand finale.

4. Do you know how many buildings you have in those 220 cities?

CapitaLand: CapitaLand has over 1,000 properties worldwide.

5. What are key criteria for the project to move on to the next round?

CapitaLand:

Projects will be assessed according to the following criteria:

Impact

- What is the extent to which the solution helps us meet CapitaLand's 2030 Sustainability Master Plan targets?
- Does the solution solve an existing problem in a more cost-effective or efficient manner?
- How significant is the quantifiable reduction in, or avoidance of costs and /or manpower that will result from implementing the solution?
- Innovation
- What are the technologies/ideals underpinning the proposal? How original are they?
- Does the solution provide a new path to address the issues presented in the challenge statements?
- How significant is the quantifiable reduction in, or avoidance of costs and /or manpower that will result from implementing the solution?

Innovation

- What are the technologies/ideals underpinning the proposal? How original are they?
- Does the solution provide a new path to address the issues presented in the challenge statements?

Potential to Scale

- How close is the solution to commercialisation and how much funding is required until then?
- Can the solution be implemented in various countries for different property types in different asset class of properties?

6. Who is seated on the committee responsible for project evaluation and selection?

CapitaLand: The committee comprises of our partners from various government agencies, venture capitalists, professional organisations and CapitaLand business leaders.

7. What kind of investment/ projects have CapitaLand already made in the area of Water Management on their premises?

CapitaLand: CapitaLand has implemented water management initiatives in the areas of consumption reduction, control, metering and monitoring as well as recycling. Examples as follows:

a) Consumption reduction:

- Flow regulations; self-closing delayed action faucets/motion-activated faucets; dual flush/low flush toilets.
- Choice of local plant species and drought resistance plants; irrigate plants in the morning or late afternoon to minimize evaporation loss.

b) Control, Metering and Monitoring:

Water audit; sub-metering to track consumption and early leak detection

c) Recycling:

Rainwater harvesting; condensate recovery; grey water recycling.

8. Will a new product that is already developed into a commercialised stage be accepted for the Challenge?

CapitaLand: A solution is eligible for CSXC if it has not been implemented in CapitaLand before and addresses any of the challenge statements.

9. About circular economy: is the focus only on waste or on all material resources in general?

CapitaLand: The focus is on both - waste and material resources.

10. Is this a first edition? If not, what projects has been awarded in recent years and how the cooperation has been further developed?

CapitaLand: This is the first edition.

11. How many solutions can a company submit for this challenge?

CapitaLand: A company can submit multiple solutions for this challenge, but each solution can only be submitted for one challenge statement.

12. I have a patented technology called ipanelKlean which is for waterless solar panels self-cleaning system that has large impact in economic, environment and social. Will multiple impact solutions have any advantage for CapitaLand?

CapitaLand: All submissions will be assessed based on three criteria: Impact, Innovation and Potential to Scale (for more information please refer to question 5). Multi impact solutions will be considered favourably when the selection panel assess it under the Impact criteria. We strongly encourage you to submit your solution for the CSXC.

13. Among the available information, do we have the average energy consumption of your properties and the technologies you already integrate for heating and cooling, energy production?

CapitaLand: Please refer to CapitaLand's Global Sustainability Report 2019, page 26 for the average energy carbon emissions intensity. Examples of technologies adopted can be found on page 27 and a case study of Raffles City Chongqing, China on page 23 of the same report.

14. Who will pay for the pilot projects? Will it be a paid pilot?

CapitaLand: The \$50K project funding will be used to offset the total cost of the pilot at CapitaLand Group properties, subject to eligible costs and limits. The funding of any gaps that are not covered by the Prize would be subject to commercial discussions between the winners and CapitaLand.

15. Will experts from the academia be allowed? Say from different cities and universities?

CapitaLand: This challenge is open to all organisations in various stages of maturity. From start-ups to established companies as well as Institutes of Higher Learning.

16. Do you have any opportunities for social distance monitoring solutions?

CapitaLand: We are not seeking social distance monitoring solutions in this edition of the CSXC.

17. Can you elaborate on the Technology Readiness Level 6 Criteria?

CapitaLand: Solutions must have formulated its technology concept and application, undergone analytical and characteristic proof of concept. Components must be validated in a laboratory and relevant environment.

18. Does the solution need to be totally new or can it be a solution already available in the market?

CapitaLand: A solution is eligible for CSXC if it has not been implemented in CapitaLand before and addresses any of the challenge statements.

19. Between now and the deadline of submission (1 Feb21) is roughly 2 weeks. Would that be correct?

CapitaLand: The submission window for the CapitaLand Sustainability X Challenge is opened from 10 November 2020 1300hrs Singapore Time (GMT +8) to 1 February 2021 2359hrs Singapore Time (GMT +8).

20. Can our application be a strategic approach to building design?

CapitaLand: A solution is eligible for CSXC if it has not been implemented in CapitaLand before and addresses any of the challenge statements.

21. Do we need to cover all 4 categories in order to qualify?

CapitaLand: Each solution can only be submitted to one challenge statement. We advise that you submit your solution for the challenge statement where it has a competitive advantage. In the event the shortlisting panel assesses that your solution is a better fit for another challenge statement, you will be informed and given the option for your solution to be evaluated for the alternative challenge statement.

22. Must these solutions be in the evolution /coming-to-market stage to be piloted or will matured, proven solutions (but not implemented in CapitaLand properties) be accepted?

CapitaLand: Solutions must have formulated its technology concept and application, undergone analytical and characteristic proof of concept. Components must be validated in a laboratory and relevant environment. A solution is eligible for CSXC if it has not been implemented in CapitaLand before and addresses any of the challenge statements.

23. What if the solution is already being implemented and available in market, can it still qualify for challenge and scalable to all properties?

CapitaLand: A solution is eligible for CSXC if it has not been implemented in CapitaLand before and addresses any of the challenge statements.

24. Can we submit our design in video form for the Challenge? If not, what file type should we use to submit?

CapitaLand: Participants are required to complete online forms to register and submit for CSXC. You will have the opportunity to attach supplementary information such as product brochures, video files etc.

25. Will the final pitch happen in-person or virtually?

CapitaLand: Given the challenging travel conditions due to COVID19, we are unable to confirm if the pitch will happen in-person or virtually at this stage.

26. Will CapitaLand cover the cost of the rollout of the technology across the 220 cities in 30 countries?

CapitaLand: Full scale deployment of any solutions will be subject to commercial discussions between the parties.

27. You mentioned that there's a fast track to your partners' accelerator program. Could you share more about the programs and is this only applicable for finalists?

CapitaLand: We will be announcing more details of the accelerator program shortly. This is only offered to the six finalists of CSXC.

28. Can distributors apply, even though they do not have the property of the solution?

CapitaLand: All submissions must: (a) be original work owned by the Participant(s), or duly licensed by the owner of such work to the Participants, providing the Participants the rights to distribute and modify the contents for the purpose of this Challenge for all the rounds – Registration Round, Full Submission Round and Finale Round; and (b) not violate or infringe upon any Intellectual Property Rights or proprietary right or other rights including but not limited to contract, copyright, patent, trademark, open-source license permissions, and/or privacy rights, of any other person or entity.

29. What is your role in data centre type properties: only the building and management or also the cooling infrastructure?

CapitaLand: Data centre is a rapidly growing asset class in our portfolio. Our current investments include core and shell, building management including cooling infrastructure.

30. Do you prefer companies that have ready Proof of Concept?

CapitaLand: Solutions must have formulated its technology concept and application, undergone analytical and characteristic proof of concept. Components must be validated in a laboratory and relevant environment.

31. Can we partner with another company? I.e., two companies for one proposal?

CapitaLand: Yes, you will need to be registered as one team.

32. We know CapitaLand has buildings/projects in different countries. Different country has their different geographical/financial situation. Will the challenge be a universal solution?

CapitaLand: All submissions will be assessed based on three criteria: Impact, Innovation and Potential to Scale (for more information please refer to question 5).

Solutions that benefit multiple geographies, asset types and other operating conditions will be considered favourably when the selection panel assess it under the Potential to Scale criteria. We strongly encourage you to submit your solution for the CSXC.