



*Creating Markets, Creating Opportunities*

**Certify  
Green and  
Change Your  
World.**

[www.edgebuildings.com](http://www.edgebuildings.com)

# Outshine the competition with EDGE

Today, it's more important than ever for property developers to differentiate their projects. EDGE certification offers an opportunity for market leaders to meet the demand for green buildings through a metrics-driven approach.

An innovation of IFC, a member of the World Bank Group, EDGE empowers builders to optimize their designs to use less energy, water, and embodied energy in materials.

EDGE includes a web-based application to help identify the most cost-effective ways to reduce the resource intensity of a building. The streamlined certification process makes it fast and easy to certify a project green.

***“The EDGE program has been a game changer for the affordable housing market in South Africa and is now taking shape in the other markets that we operate in on the rest of the continent. IHS was able to display the ease of use and cost effectiveness to all of our stakeholders who now operate using EDGE on a ‘business as usual’ basis. The intervention of IFC with this program has been catalytic for the entire affordable housing market.”***

**Rob Wesselo**, Managing Director, International Housing Solutions

*The EDGE-certified the Residence in Cape Town was developed by International Housing Solutions with Dalmar Construction serving as the contractor.*



# Advantages of certification

Homebuilders, commercial owners, and those who are building to sell can capitalize on the advantages of certification at the design stage before projects have been built. EDGE-certified buildings typically cost between three and five percent extra, with the tangible benefits outweighing any initial costs.

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## Home Builders

- ▶ Attract better financing rates for you and your customers
- ▶ Label homes as green
- ▶ Promote resource-efficient savings
- ▶ Earn customer referrals
- ▶ Realize a greater share of the market



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## Commercial Owners

- ▶ Gain multinational tenants
- ▶ Drive profitability
- ▶ Increase occupancy rates
- ▶ Ensure cost control across properties
- ▶ Take a portfolio approach
- ▶ Build brand equity



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## Build To Sell

- ▶ Attract investors
- ▶ Distinguish the quality of properties
- ▶ Complement efficiencies in construction and labor
- ▶ Accelerate turnover
- ▶ Quantify a sustainable brand



# EDGE is a solution for South Africa

As South Africa continues its progress into the fourth industrial revolution, urbanization is rapidly increasing and is expected to reach 71 percent by 2030. The country's inconsistent electrical supply and increasing water scarcity issues are vital to overcome if the nation is to meet the opportunities and challenges of the future.

EDGE certification provides a solution: to capitalize on the value of green buildings by promoting the benefits while protecting the environment. With EDGE, it's possible to stay at the forefront of innovation.

## Here's why EDGE is especially important in South Africa

- ▶ Corporate positioning as a first-mover
- ▶ Rich data from more than 13 cities in the EDGE App
- ▶ Completely online certification process
- ▶ Integrity and technical rigor of certifiers
- ▶ Association with the IFC brand

CASE STUDY:

## Balwin Properties certifies its portfolio with EDGE

Balwin Properties, a leading residential developer in South Africa, has committed to certifying their portfolio with EDGE. By offering high-quality homes with lower operating costs, the company has set a new standard for the residential market in the country.



### De Zicht Residential Community

29% energy savings | 37% water savings | 70% less embodied energy in materials

Buildings have reduced window to wall ratio, LED fittings, solar photovoltaics, and low flow fittings, among other green solutions

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### Balwin Projects with EDGE

- ▶ Registered and certified over 26,000 housing units
  - ▶ Over 820,000 square meters certified
  - ▶ 17,500MWh/Yr in energy savings
  - ▶ 600,00 m<sup>3</sup>/yr in water savings
  - ▶ Savings of more than 15,100 tCO<sub>2</sub>/year
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# Discover the power of the free EDGE App

The EDGE App is a cloud-based platform that calculates the cost of going green, utility savings, and environmental impacts. The state-of-the-art engine has a sophisticated set of city-based climate and cost data, consumption patterns, and algorithms for predicting performance results.

Choose green building strategies and the EDGE App will calculate their financial and environmental impacts across energy, water, and embodied energy in materials. The EDGE App can be used for free to design a project, with certification available at a modest cost.

Upload compliance documentation directly into the EDGE App, with the entire certification workflow at your fingertips.





## Features include the following:

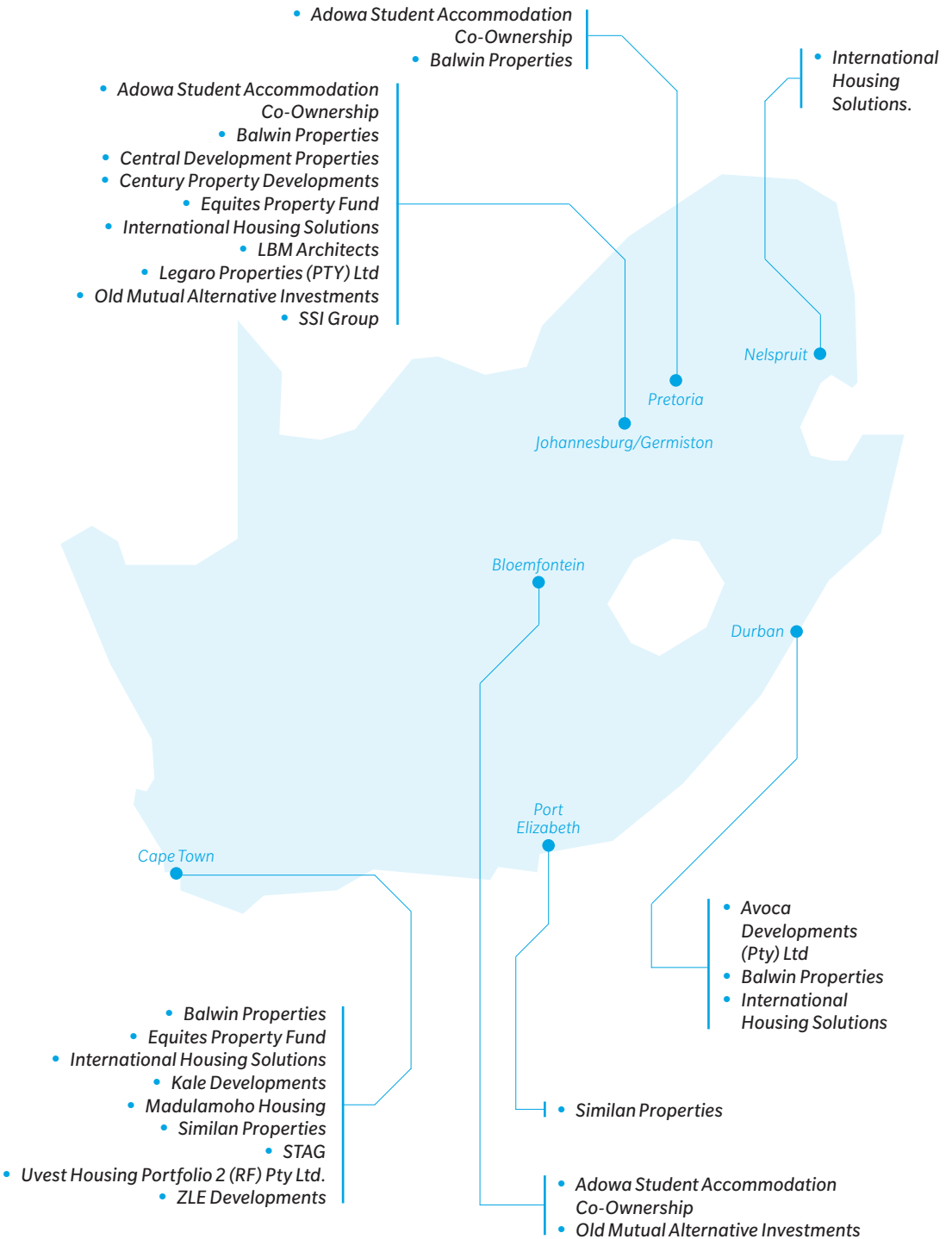
- ▶ **Bio-climatic modeling** – EDGE is location-specific, with climate and lifestyle data for thousands of cities.
- ▶ **Cost calculator** – EDGE helps you to decide the best green options and estimate the incremental cost.
- ▶ **Streamlined process** – A shorter certification workflow saves you time, with most required documentation already on hand.
- ▶ **Reporting** – EDGE can be used for environmental reporting on carbon emissions.

Watch “How to Meet the EDGE Standard.”



# EDGE is gaining popularity across South Africa

The following entities in South Africa are among those who are certifying their projects with EDGE, bringing value to the lives of their customers while enhancing their sustainable brands.





Projects that are either registered or certified are growing in cities throughout the country. Here are a few examples:



*Belhar Gardens - Madulammoho Housing*



*Candlewood Crescent - RPP Developments*



*Celebration Retirement Village - Central Developments Property Group*



*Clubview - Kale Developments*



*Equites Park Lords View*



*Fourleaf - Simlan Properties*



*The Blyde - Balwin Properties*



*Tygerberg - STAG African*



*Waterfall Park - International Housing Solutions*



*Eden - International Housing Solutions*



*Zevenwacht Lifestyle Estate - Multi Spectrum Property (MSP)*



*Equites Park Meadowview, Digistics' Warehouse*

# Determine which level of EDGE is right for your project

EDGE focuses purely on resource efficiency, with three choices for certification. Use the EDGE App to reach at least 20% savings in water and materials, then choose your target for energy savings to match your level of aspiration.



20%

## Level 1 - EDGE Certified

Enter your project in the EDGE App and earn a minimum of 20% savings across the three resource categories, and your project can be certified.

**Requirements** 20% or more savings in energy, water, and embodied energy in materials.

**Timing** At preliminary and final certification stages.

**Renewal** Not required.

**Cost** Registration, auditing, and certification fees.



40%

## Level 2 - EDGE Advanced

Set your project apart even further by earning EDGE Advanced, with recognition reflected on project studies, certificates, award submissions, and more.

**Requirements** EDGE certified with 40% or more on-site energy savings.

**Timing** At preliminary and final certification stages.

**Renewal** Not required.

**Cost** Registration, auditing, and certification fees.



100%

## Level 3 - Zero Carbon

Join the global initiative for new buildings to be zero carbon by 2030 and all buildings to be zero carbon by 2050.

**Requirements** EDGE Advanced with 100% renewable energy on-site or off-site, or purchased carbon offsets to reach 100%. All energy must be accounted for, including diesel and LPG.

**Timing** At least one year after final EDGE certification with 75% occupancy, when operational data must be submitted.

**Renewal** Every four years with 100% renewables and every two years with purchased offsets.

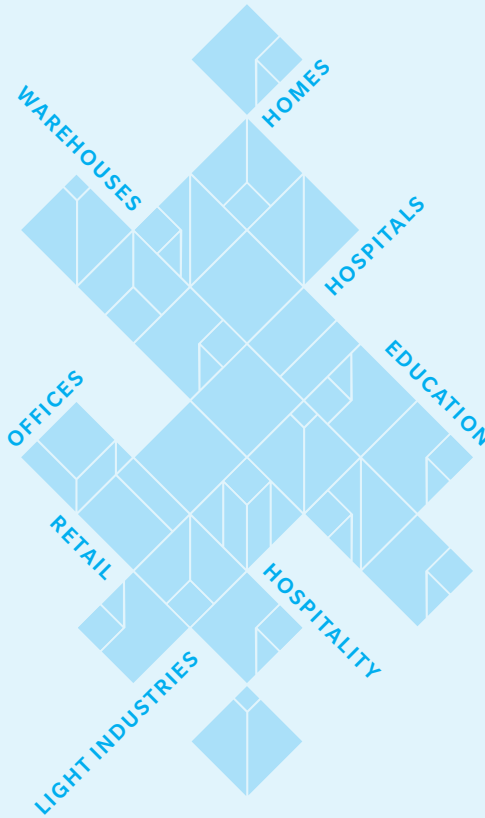
**Cost** ZAR 8,000 or less at the project level and ZAR 800 or less per housing unit for each renewal period (in addition to registration and certification fees).



Watch "How to Meet the EDGE Standard."

## Building typologies of EDGE

EDGE is available for new and existing buildings in nearly every international market. There's a variety of typologies, which include commercial, residential, and mixed-use projects:



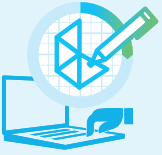
## EDGE Experts provide valuable support

Hire an EDGE Expert to provide additional expertise for a project. EDGE Experts are proficient in compliance requirements and working within the EDGE App environment. While not required to achieve certification for a project, EDGE Experts provide significant value to clients through their skills, insights, and technical know-how. Accredited by IFC, EDGE Experts provide their services internationally.

To develop in-house expertise, it's possible to provide employees with training, which is available online and through livestream.

For more information, visit  
[www.edgebuildings.com/edge-experts](http://www.edgebuildings.com/edge-experts).

# Start certifying your project with EDGE



## STEP 1: Register

Design your project in the EDGE App and click apply for certification. Your certifier will follow up to confirm certification pricing.



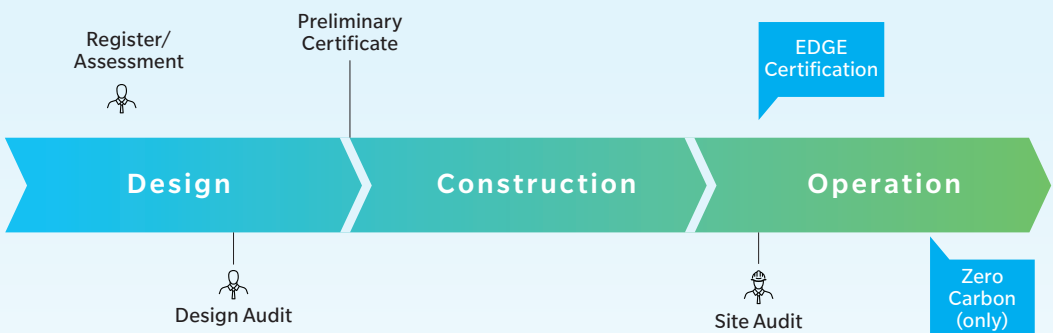
## STEP 2: Certify

Once your project is registered, upload your documentation into the EDGE App. When you're ready, go to your dashboard and initiate the certification workflow.



## STEP 3: Validate

After you've received a preliminary certificate, repeat Step 2 at the post-construction stage, uploading any fresh design changes and documentation to the EDGE App. Each certified project receives a project study on the EDGE website with social media promotion. For tips on how to maximize the value of EDGE, visit [www.edgebuildings.com/marketing-toolkit](http://www.edgebuildings.com/marketing-toolkit).



Watch "How to Certify a Project."

# Projects can be promoted with an EDGE plaque

Demonstrate your commitment to resource efficiency and promote your certified green building with an EDGE Plaque.

EDGE Plaques are available for projects that have achieved final EDGE certification. Plaques can be ordered through a plaque manufacturer of your choosing but must comply with the quality standards as defined in the guidelines.

## Plaques reflect the project's level of certification



*Certified Green*



*EDGE Advanced*



*Zero Carbon*

For more information, visit [edgebuildings.com/marketing/edge-plaque](https://edgebuildings.com/marketing/edge-plaque)



# GBCSA is your go-to source for residential projects.

Residential EDGE projects in South Africa are certified by GBCSA, a third-party organization that provides independent oversight of professional credentialing and project certification programs related to green building. By working together with IFC, GBCSA is responding to the need for tomorrow's buildings to be resource-efficient and future-proof.

More information is available at [gbcsa.org.za/certify/edge/edge](http://gbcsa.org.za/certify/edge/edge). To contact GBCSA directly, email [info@gbcsa.org](mailto:info@gbcsa.org).



## GBCSA Pricing

*Residential Certification Pricing for South Africa:\**

Number of Units	Preliminary Certificate Stage	Final Certification Stage	Total
1	R21 200	R21 200	R42 400
2-50	R27 850	R49 050	R76 900
51-100	R49 050	R49 050	R98 100
101-200	R91 450	R49 050	R140 500
201-300	R132 500	R49 050	R181 550
301-500	R196 100	R49 050	R245 150
501-1,000	R259 700	R49 050	R308 750
1,000 and more	R386 900	R49 050	R435 950

*\*Discounts are available for members of Green Building Council South Africa and can be found on their website. Hiring an auditor is required and is in addition to the cost of registration and certification.*

*\*\*Valid until January 2022, subject to annual increases.*



Find out how affordable it is to also certify your non-residential projects.

GBCI

Sintali path to a sustainable future | SGS

With our premier service providers, the certification process is easy. Green Business Certification Inc. (GBCI) and Sintali-SGS are the premier providers of EDGE certification services for non-residential buildings in South Africa.

GBCI is the premier organization independently recognizing excellence in green business industry performance and practice globally through rating systems such as LEED, WELL, GRESB, SITES, PEER and EDGE. More information is available at [edge.gbci.org](http://edge.gbci.org). To contact GBCI directly, email [edge@gbci.org](mailto:edge@gbci.org).

Sintali and SGS collaborate to deliver the highest quality service for clients around the world by offering a one-stop shop approach for EDGE certification and audit services. More information is available at [sintali.com/edge-certification](http://sintali.com/edge-certification). To contact Sintali-SGS directly, email [edge@sintali.com](mailto:edge@sintali.com).

## GBCI

Registration Per Project Site: \$300

Hiring an auditor is required and in addition to the cost of certification.

Certification by floor area (SQM)	Price by floor area (SQM), Excluding Parking	Minimum
0-25,000	\$0.27	\$2,250
25,000-50,000	\$0.22	\$6,750
> 50,000	—	\$11,000 Flat Fee

\*Certification pricing includes both design and construction stages. Note that hiring a local auditor is required and is in addition to the cost of certification. View the contact list of GBCI-trained EDGE Auditors and reach out for a competitive quote. GBCI can also assign an Auditor for your project if you wish. Contact GBCI for custom pricing if you have multiple buildings or any single building that is over 75,000 square meters

## Sintali-SGS

Registration Per Project Site: \$300

Hiring an auditor is required and in addition to the cost of certification.

Project Type	Certification
Commercial - buildings with a single-end use, including hotels, retail, offices and hospitals.	\$2,400
Portfolio of buildings or pipeline of buildings (min. 5)	We work with you to find efficiencies of scale and reduce the cost per building. Contact us for more information
All other projects	Contact us for pricing

\*Certification pricing includes both design and construction stages. Note that hiring an auditor is required and is in addition to the cost of certification. SGS is exclusively the auditor on our projects, with auditors available in every country around the world. You can find our comprehensive price list with the full audit fees and contact us for more information here.

## EDGE

An innovation of IFC, EDGE creates intersections among developers, building owners, banks, governments, and homeowners to deepen the understanding that everyone wins financially by building green. EDGE was created to respond to the need for a measurable and credible solution to prove the business case for building green and unlock financial investment. EDGE is supported by a global network of certification providers and EDGE Experts with the collective ambition to mainstream green buildings and help tackle climate change.

[www.edgebuildings.com](http://www.edgebuildings.com)

## IFC

IFC is a member of the World Bank Group that focuses on private sector development. Working with partners in more than 100 emerging markets, IFC invests, advises, and mobilizes resources from others, creating opportunity for clients in a broad range of industries. Standing between the public and private sectors, IFC brings market-based solutions to respond to the challenge of creating low-carbon economic growth.

## PARTNER SUPPORT

EDGE is funded by the UK Government.



*Additional support has been provided by Austria, Canada, Denmark, ESMAP, EU, GEF, Hungary, Japan, and SECO.*



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