

CASE STUDY

Breaking CRE's Growth Limits

How Ventas Increased Income by \$2.2M,
and slashed CO2 by 8,500 Tons

Ventas partnered with Carbon Lighthouse to identify new revenue strategies across their MOB portfolio. The partnership boosted income, cut tenant energy costs, and shielded portfolio returns from inflation.

Trusted by



Financial Returns that **Outperform Inflation**

Stronger Portfolio Financials, Measurable Impact, Better Buildings

Portfolio-Wide Impact: 2021 - 2022

\$2.2M+
Increased Income

15%
Average ROI

\$3M+
Anticipated Total Income

61
Completed Projects

73
Projects Underway

8,500
tons CO2 Reduction

About VENTAS and Carbon Lighthouse

As one of the world's largest healthcare REITs, Ventas manages \$39 billion in investments across 1,300 properties. Committed to sustainable growth and improving portfolio efficiency, Ventas confronted the challenges of increasing net operating income from their medical office buildings due to existing long-term leases and high occupancy rates. Partnering with Carbon Lighthouse enabled Ventas to uncover new value through energy efficiency upgrades tailored to each building.

Carbon Lighthouse's building expertise and robust SMARTincome platform identified ways to lower costs, increase NOI, and reduce carbon emissions. Carbon Lighthouse provided step-by-step guidance for implementation, ensuring that projected results were achieved. Ventas consequently gained \$2.2M in new income and yielded returns exceeding inflation. This partnership enabled Ventas to gain ROI from energy savings in Modified Gross Buildings while reducing energy expenses for tenants.

” A best-in-class data and energy insights organization.

We have invested in profitable energy efficiency retrofits across our MOB portfolio supported by our partnership with Carbon Lighthouse, a best-in-class data and energy insights organization.



Repeatable, Underwritable **Financial Impact**

Sutter Health Eden Medical Center in Castro Valley, California

Unique Buildings, Predictably Amazing Results

\$89,000

annual cost savings

Ongoing Monitoring

Continuous monitoring to boost and protect financial results

50%

less energy from lighting

LED Retrofit

Modernized buildings that improve tenant comfort

24%

total energy improvement

HVAC Optimization

HVAC optimizations that leads to longer equipment lifespans



Sutter Health Eden Medical Center

Delivering Results at Sutter Health

Ventas worked with Carbon Lighthouse to deliver profitable building improvements across their MOB portfolio. Using best-in-class data and energy insights, our software identified building improvement projects that both modernized their buildings while increasing income across their portfolio

Carbon Lighthouse provides ongoing performance verification and optimization to ensure savings remain in place over the long-term and enhance tenant comfort and satisfaction. Building enhancements include HVAC and BMS upgrades, LED retrofits and existing system optimizations.

Rapid Discovery, Fast Action, New Revenue

New income from repeatable, profitable and underwritable action

✉ sales@carbonlighthouse.com
🌐 www.carbonlighthouse.com