PROPTECH CONNECTIONS

An intensive, curated half-day of thought leadership, business development, and networking

ULI Toronto **Proptech Collective**

Summary of the Event

On a cool, early-autumn afternoon, more than a hundred people gathered in a welcoming room off King St. to explore the intersection of technology and real estate. When Richard Joy, executive director of ULI Toronto, hopped up on the low stage to kick off the formal presentation, he noted the context in which the 2022 ULI Toronto × PropTech Collective Connections event was taking place: The real estate and technology "ecosystems haven't always had the strongest interaction," he said.

> "Today's event is a science experiment to see if this intersection has gained some energy we can harness going forward."

Harnessing that energy is Proptech Collective's reason for being, as co-founder Courtney Cooper outlined in her welcome speech. The occasion itself—and, as she noted, the bustle in the room—suggested a positive outlook for its mission to bring real-estate professionals, technologies, entrepreneurs, and city builders together. Keynote speaker Duncan Stewart

underscored that optimism with a snappy half-hour survey of trends in technology. From 3-D printing and self-driving cars to Wi-Fi 6, the chip shortage, and the metaverse, he offered quick summaries of the current state of affairs and pointed toward the horizon—for both consumers and enterprise customers. While a quick audience poll revealed some felt a little swamped by the deluge, for most it was an exciting panorama.

Amy Erixon, of Avison Young, and Carlos Gutierrez, of IBI Group, had been tapped to ask follow-up questions, and both jumped to an important topic: the value of data and the importance of securing it. What opportunities and liabilities exist as real-estate firms collect more data, both pre- and post-construction, and as more aspects of the construction and management process become digitized? Stewart suggested that with data comes liability, but that the amounts gathered even by players as large as Brookfield and Cadillac Fairview pale in comparison to that held in trust by the larger tech platforms. For now, he suggested, it's sufficient to act responsibly and keep an eye on the regulatory conversation around artificial intelligence and other real-estate uses of big data.


A series of audience questions led naturally to the heart of the event: conversations among real-estate and development professionals and the leaders of nearly two-dozen PropTech startups. At intimate tables, founders spent time introducing their peers to innovative tools that help with electric-vehicle charging, soil measurement, rent-to-own financing, indoor pathogen risk management, robotics automation, and much else besides. It was quickly apparent that the groupings had been thoughtfully constructed, as each group naturally expanded its conversation to broader questions about real estate, development, and urban life.

ULI Toronto   Proptech Connections

How do we design cities to change habits around car use? How can we streamline regulatory frameworks in order to better achieve our goals? How does one manage to double fundraise, both for a company and for the capital needed to lend to customers? If buying technology products alone doesn't solve problems, how do we achieve buy-in to make the best use of its advantages? What price premium are developers and construction firms willing to pay for "green" solutions? And what is needed to lower those premiums?

Such questions were unanswerable in an hourlong session. But what they reveal is that the evolution of the real-estate industry, and the role of PropTech companies in that development, depends on people as well as tools.

At one end of the room, an interactive station allowed attendees to mark themselves along a bunch of spectrums: from "flying solo" to "teamwork"; from "innovative" to "tried and true"; from "336 notifications" to "do not disturb." Using colorful stickers, people had
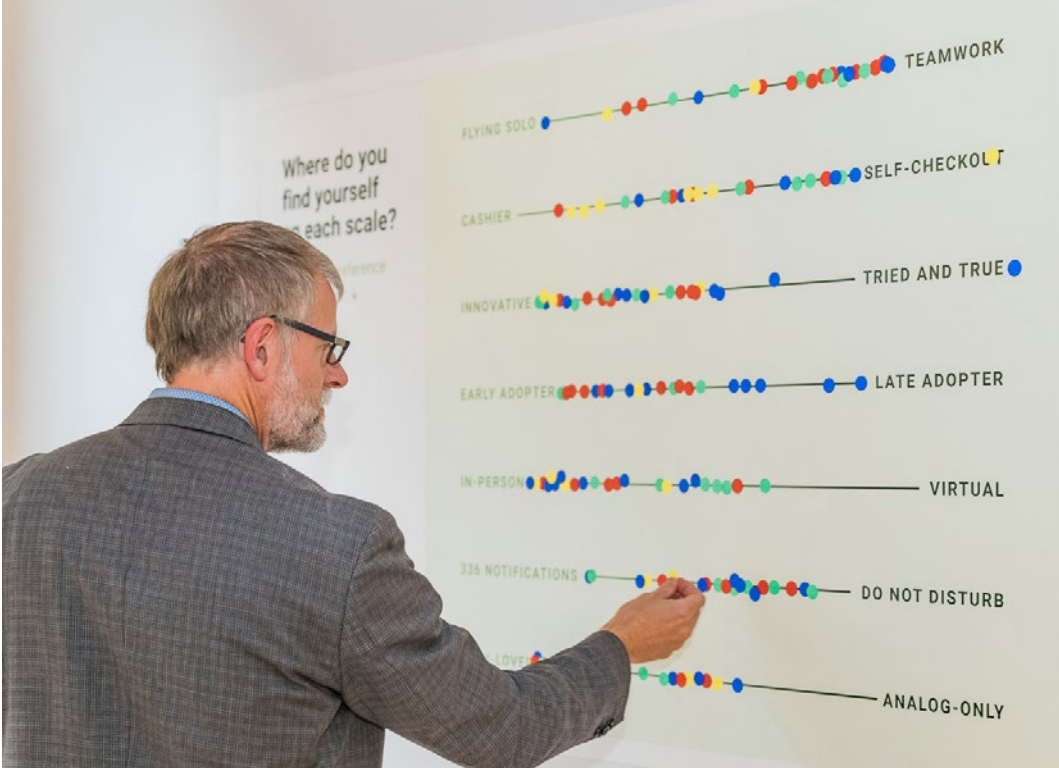
placed themselves at all points along these lines, but where they clumped together suggested an overall openness to new technologies and ideas. This, along with how the conversations carried over into happy hour and often ended with promises to stay in touch, suggested that this event—this "science experiment"—had been a rousing success. It was surely, as Joy often likes to note, the start of many more conversations to come.

THIS IS
THE FUTURE
OF CITIES

Welcome to the New Space Age

In partnership with the Proptech Collective, ULI Toronto is pleased to host its inaugural Proptech Connections symposium. The half-day session will connect established and start-up proptech companies with leading real estate industry executives to address today's needs along with our collective long-term challenges.

This invite-only event is for residential and commercial developers, asset managers, leasing companies, and large general contractors who are looking for proven and emerging technology solutions to pressing financial, environmental, and social issues.

Highlights include a state-of-the-sector industry panel, curated issue-specific roundtables led by North American proptech innovators, and a cocktail reception to kick-start your post-event collaborations.

ULI Toronto

We are the home of the industry. ULI Toronto brings individuals and organizations together from across the sector to convene, converse and transform the future of city-building across the Golden Horseshoe and the world.

Our mission is to shape the future of the built environment for transformative impact in communities worldwide. We provide our members with independent forums for discussion and debate about city building issues and best practices. ULI Toronto carries forth that mission, while helping to shape a sustainable and thriving future for the Toronto Region. We are supported by over 2600 public and private sector members.

ABOUT ULI GLOBAL

The Urban Land Institute is a global nonprofit education and research institute dedicated to shaping the future of the built environment for transformative impact in communities worldwide. Since 1936 ULI has been a source for best practices and impartial information, and a forum in which real estate industry leaders can share ideas, experiences, and best practices.

WEBSITE
toronto.uli.org

Proptech Collective

Proptech Collective is a group of dedicated real estate professionals, technologists, entrepreneurs, and community builders that believe technological innovation can change the built world for better.

As a not-for-profit organization, Proptech Collective provides an authentic forum to connect, learn, and work with each other to advance the industry.

Our mission is to create a space for real estate professionals, technologists, entrepreneurs, and city builders to learn from one another and craft a better future, together. We believe in meaningful connections and understand how important trust is in fostering collaboration. We have honest and candid conversations, and we aren't afraid to ask the difficult questions.

Proptech Collective publishes the preeminent report on Proptech in Canada. Our events, educational contents, and community initiatives focus on identifying tangible steps to advance technology and innovation in the real estate industry.
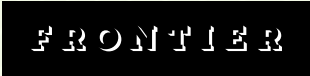
WEBSITE
proptechcollective.com

Agenda

2:00 PM	....	Registration and Welcome
2:30 PM	....	Keynote Speaker
3:00 PM	....	Reverse Panel
3:30 PM	....	Proptech Roundtables
5:00 PM	....	Networking Reception

Event Sponsor

Frontier is a design office dedicated to big stories. We believe the best businesses stand out because they stand up for something. We work with these brave organizations to design the strategic story that guides their purpose, brand, business, and culture. Then we tell their story through branding, digital, spatial, and experiential design.

We also work with the architecture and development community to create powerful stories and communications to win projects and then bring them to life.

What's your big story? Reach out at **hello@frontier.is**

FRONTIER

WEBSITE:	frontier.is
CONTACT:	hello@frontier.is
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Keynote Speaker

Duncan is the Director of TMT Research for Deloitte Canada, a member of Deloitte's US Center for Technology, Media & Telecommunications (TMT Center) and is a globally recognized expert on predicting the future of consumer and enterprise technology, media and entertainment & telecommunications. He has been co-author of Deloitte Global's annual Predictions report on trends in TMT since 2008. He meets with hundreds of the top tech, media, and telecom companies globally each year, and incorporates their insights into his work.

He presents regularly to companies and at conferences, has a high-profile media presence, and is frequently interviewed on the future of everything.

Duncan has 32 years of experience in the TMT industry. As a portfolio manager, he made investments in the tech and telecom sector, and won the Canadian Technology Fund Manager of the Year award in its inaugural year. In his time as an investor he deployed a cumulative $2 billion of capital into global TMT markets, in public and private companies.

He is a CFA® charterholder and holds a B.A. in Political Science from the University of British Columbia.

Duncan Stewart
Director of Research, TMT
Deloitte Canada

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🐦 @dunstewart

tpl:
toronto public library

The Toronto Public Library Foundation's vision is to build a city of life-long readers, learners and creators for a successful Toronto. A donation will be made on behalf of the event speakers.

Panelists

Amy Erixon
Global President
Avison Young

Amy Erixon founded and heads Avison Young's Global Investment Management practice, which is active across all major and select specialty property types in North America and Europe on behalf of major institutional investors.

Prior to joining Avison, she was CEO of IGRI, a full-service development and investment firm that built the first LEED-certified projects in Canada. With more than thirty years of industry experience, she has acquired, developed, and repositioned portfolios valued in excess of $9 billion and completed large scale rezoning and development projects in numerous North American cities.

Amy is a founding member of both the Sustainability and Fund Governance committees of REALpac and participates in its CEO council. She serves on the Ontario Board of the Nature Conservancy of Canada, is an active member of the ULI Responsible Property Investing Council, the Carbon Impact Initiative, and MIT's Educational Council. With a B.S. and M.C.P. in City Planning and Real Estate Development from the Massachusetts Institute of Technology, she is an active speaker, blogger and publisher of topical reports.

Carlos Gutierrez De Quevedo
Associate Director | Practice Lead, Intelligent Systems
IBI Group

Carlos is a technology expert with more than fourteen years of experience working at the intersection of intelligent transportation systems and urban spaces.

He has experience designing and implementing technology for new development, public infrastructure, and transportation systems across the areas of planning, policy, operations, and analytics. He is used to working across other disciplines increase the value chain of the project delivery.

Carlos holds a M.Sc. in Transportation from the Massachusetts Institute of Technology (MIT) and a bachelor's in engineering physics.

Meet the Startups

There are over 450 proptech companies across Canada, according to Proptech Collective's 2022 Report on Proptech in Canada. The companies showcased here are some of the leading proptech teams that are transforming the real estate and construction industries.

As the willingness and motivation to adopt technology grows, solutions that enable greater efficiency, accuracy, and insights are being built to meet this demand. From robotics automation to software for deal management to alternative options for financing home ownership, there is no shortage of innovation in technology and business models that is taking place across every sector of real estate.

In Canada, there is an incredible opportunity for proptech startups to collaborate and create meaningful solutions in partnership with the many active real estate and construction companies.

ALTRIO

Altrio

altrio.com

HQ Toronto, Ontario

Altrio is a leading provider of software and data solutions to the global real estate investment and lending industries. The company's data-driven deal management platform, Origin, helps investors and lenders of all sizes harness proprietary and market data, along with process automation, to build winning portfolios.

PRIMARY CUSTOMERS

Investment Professionals

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Hospitality, Development

Autocase

Autocase

autocase.com

HQ Toronto and New York

Autocase is a Cloud-based Software as a Service (SaaS) company that is pioneering Economic & Carbon Analysis software for buildings with it's Autocase tool & its new Carbonsight beta tool. At the intersection of PropTech and ClimateTech, our platform provides predictive analytics for carbon, life-cycle costs, and stakeholder benefits in order to cost-justify greener, healthier buildings.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Developers, Sustainability Consultants, Engineering Firms

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Hospitality, Development

AVESDO

Avesdo

avesdo.com

HQ Toronto, Ontario

Avesdo is a single, integrated Transaction Management Software (TMS) solution for new home sales—built to manage the unique processes and data associated with new home transactions and their evolution through the entire lifecycle of development. Reduce the cost of human error, control profitability and streamline the process of selling new home real estate with Avesdo.

PRIMARY CUSTOMERS

Developers

ASSET CLASSES SERVED

Residential, Development

brickeye

Brickeye

aoms-tech.com

HQ Toronto, Ontario

Brickeye empowers industrial users with advanced decision-making tools and actionable insights anywhere and anytime to build a safer, more resilient, and more sustainable future. The company is leading the global digital transformation by developing the world's best interconnected solutions for generating actionable data from assets and processes, to enhance efficiency and productivity, reduce operational costs and risks, increase safety, and improve environmental performance.

PRIMARY CUSTOMERS

Investment Professionals, Property Managers, Developers

ASSET CLASSES SERVED

Industrial & Logistics, Development

THE CITY
OF TOMORROW
IS ALREADY HERE

ULI Toronto

e-Magic

e-Magic

e-magic.ca

HQ Toronto, Ontario

e-Magic is leading the industry in delivering scalable, secure industrial IoT solutions globally. Our TwinWorX® Software is built on Microsoft Azure IoT and Azure Digital Twins for Monitoring, Visualizing, Controlling and Optimizing Buildings, Manufacturing Facilities and Infrastructure.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Property Managers, Developers, General Contractors, Occupiers

ASSET CLASSES SERVED

Office, Retail, Industrial & Logistics, Development

EAIGLE

Eaigle AI

eaigle.ai

HQ Toronto, Ontario

EAIGLE is a human-centric AI company developing enterprise computer vision solutions for the workplace and public spaces to optimize processes, reduce costs and grow revenue. We are changing the way people think about Artificial Intelligence by creating a wide variety of human-centric AI solutions to enhance the performance of humans and enterprises globally. Our vision is to become the world's most trusted AI enterprise solution provider in the next 10 years.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Property Managers, Leasing, Occupiers, Big Box Retailers, Logistics & Supply Chain

ASSET CLASSES SERVED

Office, Retail, Industrial & Logistics

Flash

flashparking.com

HQ Austin, Texas

FLASH is an innovator in the urban mobility space, helping businesses rethink one of their most valuable assets: the parking garage. Our award-winning cloud-born platform is custom configurable, secure, reliable, and grows alongside you as business or consumer demands evolve.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Property Managers, Developers, General Contractors

ASSET CLASSES SERVED

Residential, Office, Retail, Hospitality, Development

Key

lifeatkey.com

HQ Toronto, Ontario

Key has developed the world's first all-digital, on-demand homeownership platform. Key's patent-pending Homeownership-as-a-Service platform connects Aspiring Owners with homes offered by Property Owners. Aspiring Owners become co-owner partners who build home equity years sooner and without needing to qualify for a mortgage, while Property Owners benefit from improved returns and residents who act like owners.

PRIMARY CUSTOMERS

Investment Professionals, Developers, Residential Property Owners, Asset/Portfolio Managers

ASSET CLASSES SERVED

Residential

Kinetic Commerce

kineticcommerce.com

HQ Toronto, Ontario

Kinetic Commerce is a leading retail technology and services firm that is on a mission to help retailers create the most seamless and compelling experiences possible for their customers and store associates. The Kinetic Commerce Platform seamlessly integrates with a retailer's existing systems and equips them with flexible building blocks to create new solutions with blistering speed and limitless scale. Leading retailers like L'Oréal, Lowe's/RONA, Telus and The Source use Kinetic to support their associates, increase sales and deliver outstanding customer experience.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Property Managers, Occupiers

ASSET CLASSES SERVED

Retail, Hospitality

Kite Mobility

kitemobility.io

HQ Toronto, Ontario

Kite provides immediate access to electric mobility options from the convenience of your building. Unlocking mobility as a highly sought after amenity for residents, accelerating your sustainability vision and solving for city mandates.

PRIMARY CUSTOMERS

Real Estate Developers, Global Hospitality Companies

ASSET CLASSES SERVED

Residential, Office, Hospitality, Development

LOCAL LOGIC™

Local Logic

locallogic.co

HQ Montréal, Québec

Local Logic is a location intelligence platform that digitizes the built world for consumers, investors, developers, and governments—delivering unrivaled clarity and actionable insights capable of creating more sustainable, equitable cities. With more than 75 billion unique data points—the largest unique location data set in the U.S. and Canada—the platform creates a digital twin of cities, quantifying the built world and offering predictive, precise analytics to inform the present and future of over 250 million individual addresses.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Investment Professionals, Developers, Brokers

ASSET CLASSES SERVED

Residential, Office, Retail, Development

MIGHTY BUILDINGS®

Mighty Buildings

mightybuildings.com

HQ Oakland, California

Mighty Buildings is a construction technology company that is dedicated to reimagining the building industry. By applying automation, 3D printing, advanced material science, and other innovative technologies to offsite prefabrication, Mighty Buildings can build houses with fewer labor hours, less residual waste, and reduced environmental impact than conventional construction. Mighty Buildings works with compliance and regulatory agencies to develop future-forward materials that are tested to the most rigorous standards with nearly zero-waste production methods. Having initially proven its business model with ADUs, Mighty Buildings has now shifted to a partnership approach, collaborating with developers to build large quantities of single-family homes, in various configurations, based on its unique panelized Mighty Kit System.

PRIMARY CUSTOMERS

Developers

ASSET CLASSES SERVED

Residential, Hospitality

OrbitalStack

Orbital Stack

orbitalstack.com

HQ Guelph, Ontario

Orbital Stack is transforming how the AEC sector designs climate-friendly buildings and outdoor spaces. Developed and used by RWDI, the global experts in wind and microclimate engineering, this first-of-its-kind web-based software, provides rapid climate analysis on early designs to quickly identify issues and allow for modifications before it is too late. By confirming wind-loading impacts on structures and cladding, and how microclimate (including wind, sun, and thermal comfort conditions) may impact outdoor spaces, this cost-effective digital tool keeps projects on track to ensure they become livable and commercially successful spaces in the future.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Property Managers, Developers, Occupiers

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Hospitality, Development

PARTICLEONE

ParticleOne

particleone.com

HQ Guelph, Ontario

ParticleOne creates virus-resilient buildings. Recognizing that healthy indoor air includes infectious disease controls, the building-performance engineers at RWDI developed the predictive software, ParticleOne, to swiftly model specific viral risks within different spaces. Easy to implement and use, ParticleOne confirms the specific engineering controls required to reduce the transmission risks of multiple viruses, including SARS-CoV-2, influenza, rhinovirus, and RSV. Validated by Delos, the creators of WELL, the world's leading healthy building certification, ParticleOne is used by commercial real estate property managers across North America as a key proptech platform to make data-driven operational decisions that protect people and assets.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Investment Professionals, Property Managers, Leasing, Developers, General Contractors, Brokers, Occupiers

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Hospitality, Development

PREMIER CONSTRUCTION SOFTWARE

Premier

jonaspremier.com

HQ Toronto, Ontario

Premier is an all-in-one project management and accounting cloud construction software. Built for the construction industry, Premier has been helping hundreds of project managers get accurate and reliable job costing to make faster and smarter decisions.

PRIMARY CUSTOMERS

Developers, General Contractors

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Development

Promise Robotics

Promise Robotics

promiserobotics.com

HQ Toronto, Ontario

Promise Robotics is a venture-backed construction technology startup with a mission to help build industry to harness automation toward producing more affordable and sustainable buildings. The company offers turnkey Robots-as-a-Service in the form of autonomous assembly lines for producing NetZero-ready homes. Promise Robotics' technology consists of ready-to-deploy industrial robotic systems powered by Promise's proprietary cloud-based AI software platform that manages the entire production lifecycle from robotic planning to factory floor operations. Using its proprietary cloud-based software system, Promise Robotics manages automation, and manufacturability as-a-service, to free customer focus on business and operations.

PRIMARY CUSTOMERS

Investment Professionals, Developers, General Contractors, Home Builders

ASSET CLASSES SERVED

Residential

EXPERIENCE AUGMENTED REALTY

⊓ RATIO.CITY

Ratio.City
ratio.city
HQ Toronto, Ontario

RATIO.CITY is an Urban Analytics platform for building great cities. It brings together a broad spectrum of real estate data sources and provide analysis tools for Real Estate Industry professionals. The platform's online mapping and analysis tools strategically unlock potential urban development locations. Instantly available site analysis and 3D scenario modelling tools help Real Estate Industry Professionals access information, evaluate options and make better decisions; while simultaneously optimizing staff and consultant time, reducing investment risk and saving on land carrying costs through the development process.

PRIMARY CUSTOMERS
Asset/Portfolio Managers, Investment Professionals, Developers, Urban Planners, Municipalities

ASSET CLASSES SERVED
Residential, Industrial & Logistics, Development

⌂ Requity

Requity Homes
requityhomes.com
HQ Toronto, Ontario

Requity Homes Inc. is on a mission to create a fair and flexible alternative path to home ownership in Canada by offering a modernized rent-to-own program that enables aspiring home buyers to live in their dream home today with the option to buy it back later while saving for their down payment one month at a time. The program is currently available throughout Northern Ontario (Sudbury, North Bay, Sault Ste. Marie and Thunder Bay) and Saskatchewan.

PRIMARY CUSTOMERS
Asset/Portfolio Managers, Investment Professionals, Developers, Consumers

ASSET CLASSES SERVED
Residential

SoilFLO

soilflo.com

HQ Guelph, Ontario

Soilflo is the leading provider of soil management software. SoilFLO helps construction and environmental teams save time and reduce costs on tracking, record-keeping, and compliance.

PRIMARY CUSTOMERS

Developers, Contractors, Consultants, Fill Sites

ASSET CLASSES SERVED

Residential, Development

Structure Plus

structure.plus

HQ Toronto, Ontario

Structure Plus is a team of structural and software engineers developing a wide range of structural software solutions using optimization algorithms, web services, cloud computing and parallel processing. Our team aims to bring cutting edge technologies and solutions to the construction world. With our optimization engine, we are on a mission to help the construction industry save billions of dollars and lower carbon emissions by helping the industry save materials.

PRIMARY CUSTOMERS

Developers, General Contractors, Engineers, Architects

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Development

SWTCH Energy

swtchenergy.com

HQ Guelph, Ontario

SWTCH is pioneering EV charging solutions for real estate properties across North America. We help building owners and operators deploy EV charging that optimizes energy usage and revenue at scale using existing grid infrastructure.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Investment Professionals, Property Managers, Developers, General Contractors

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics, Hospitality, Development

Vendor PM

vendorpm.com

HQ Toronto, Ontario

VendorPM is on a mission to modernize the way property managers and vendors work together. Our platform starts with vendor sourcing, procurement, management & compliance. The marketplace allows property managers to connect with vendors to fulfill building services and contracts of all sizes and scopes while enabling vendors to effortlessly market their services.

Today, VendorPM serves 30,000+ vendors, 100+ property management groups, and 5000+ buildings across the US and Canada. Our team is set on revolutionizing the real estate industry and changing the workflows of all its members for the better.

PRIMARY CUSTOMERS

Asset/Portfolio Managers, Property Managers, Developers, General Contractors

ASSET CLASSES SERVED

Residential, Office, Retail, Industrial & Logistics

WiredScore

WiredScore
wiredscore.com
HQ New York, New York

WiredScore is the organization behind
the WiredScore and SmartScore certifications:
the internationally recognized digital
connectivity and smart building rating systems
for real estate, helping landlords design
as well as promote buildings with powerful
digital connectivity and smart capabilities.
WiredScore was founded in New York City
in 2013 by leaders within real estate, tech
and telecommunications, with endorsement
from Mayor Bloomberg, to improve NYC's tech
infrastructure, and support entrepreneurs
who are driving technological advances
and creating jobs. Following success in the
US, WiredScore expanded internationally from
2015, initially in the UK and then to France,
Ireland, Germany, and Canada. Since then,
over 800M square feet of commercial and
residential space has been certified, impacting
8M people across 27 countries.

PRIMARY CUSTOMERS
Asset/Portfolio Managers, Developers

ASSET CLASSES SERVED
Residential, Office

PROPTECH CONNECTIONS

Sept 28, 2022
2:00–6:00PM

Second Floor Events
461 King Street W
Toronto, ON. M5V 1K4

ULI Toronto

Proptech
Collective