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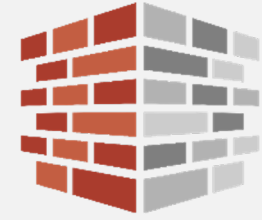
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The Current AEC Technology Venture Landscape

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Brick & Mortar Ventures Team



Darren Bechtel
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**Curtis
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Principal



**Austin
Yount**
Sr. Associate



**Alice
Leung**
Associate





We are backed by leading players across the asset lifecycle - from design and construction to facility management across many sectors



Leading Building
Material Supplier



*Bechtel is not an LP in Brick & Mortar Ventures Fund I. Darren Bechtel made a capital contribution to Brick & Mortar Ventures Fund I and allocated the LP partnership benefits to Bechtel.



We are thrilled to be investors in the following active portfolio companies who have led the charge for disruption in the way we design, build, and maintain the world around us



MANUFACTON



FIELDWIRE

serious:labs®

VEERUM



Branch
TECHNOLOGY

CANVAS



connect-homes



Cumulus

ILLUMAGEAR™

SAFEAI

 safesite

Y N M I A

curbio®
Renovate Now, Pay When You Sell

 wingtra



TRADE HOUNDS



ADVANCED
NAVIGATION

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Why are we here?



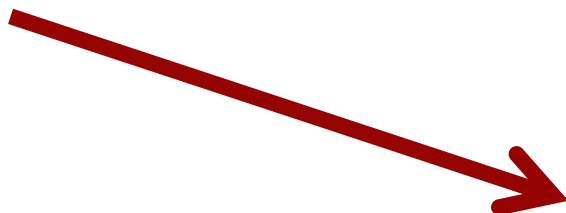
The MGI Industry Digitization Index

2015 or latest available data

Relatively low digitization  Relatively high digitization

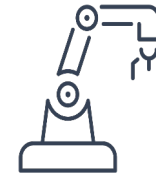
● Digital leaders within relatively undigitized sectors

Sector	Over-all digitization ¹	Assets		Usage			Labor			GDP share %	Em-ploy-ment share %	Produc-tivity growth, 2005–14 ² %
		Digital spending	Digital asset stock	Transactions	Interactions	Business processes	Market making	Digital spending on workers	Digital capital deepening			
ICT										5	3	4.6
Media		1								2	1	3.6
Professional services										9	6	0.3
Finance and insurance										8	4	1.6
Wholesale trade					4					5	4	0.2
Advanced manufacturing										3	2	2.6
Oil and gas		2								2	0.1	2.9
Utilities										2	0.4	1.3
Chemicals and pharmaceuticals										2	1	1.8
Basic goods manufacturing										5	5	1.2
Mining										1	0.4	0.5
Real estate	●									5	1	2.3
Transportation and warehousing	●								5	3	3	1.4
Education	●			3					5	2	2	-0.5
Retail trade	●									5	11	-1.1
Entertainment and recreation										1	1	0.9
Personal and local services										6	11	0.5
Government	●									16	15	0.2
Health care		6								10	13	-0.1
Hospitality	●									4	8	-0.9
Construction										3	5	-1.4
Agriculture and hunting										1	1	-0.9

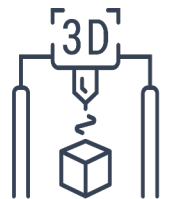
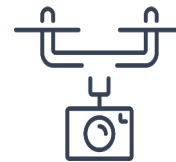




Investment Thesis | Past: we lived in a solution scarcity world for a long time in construction due to the unique challenges of a construction environment



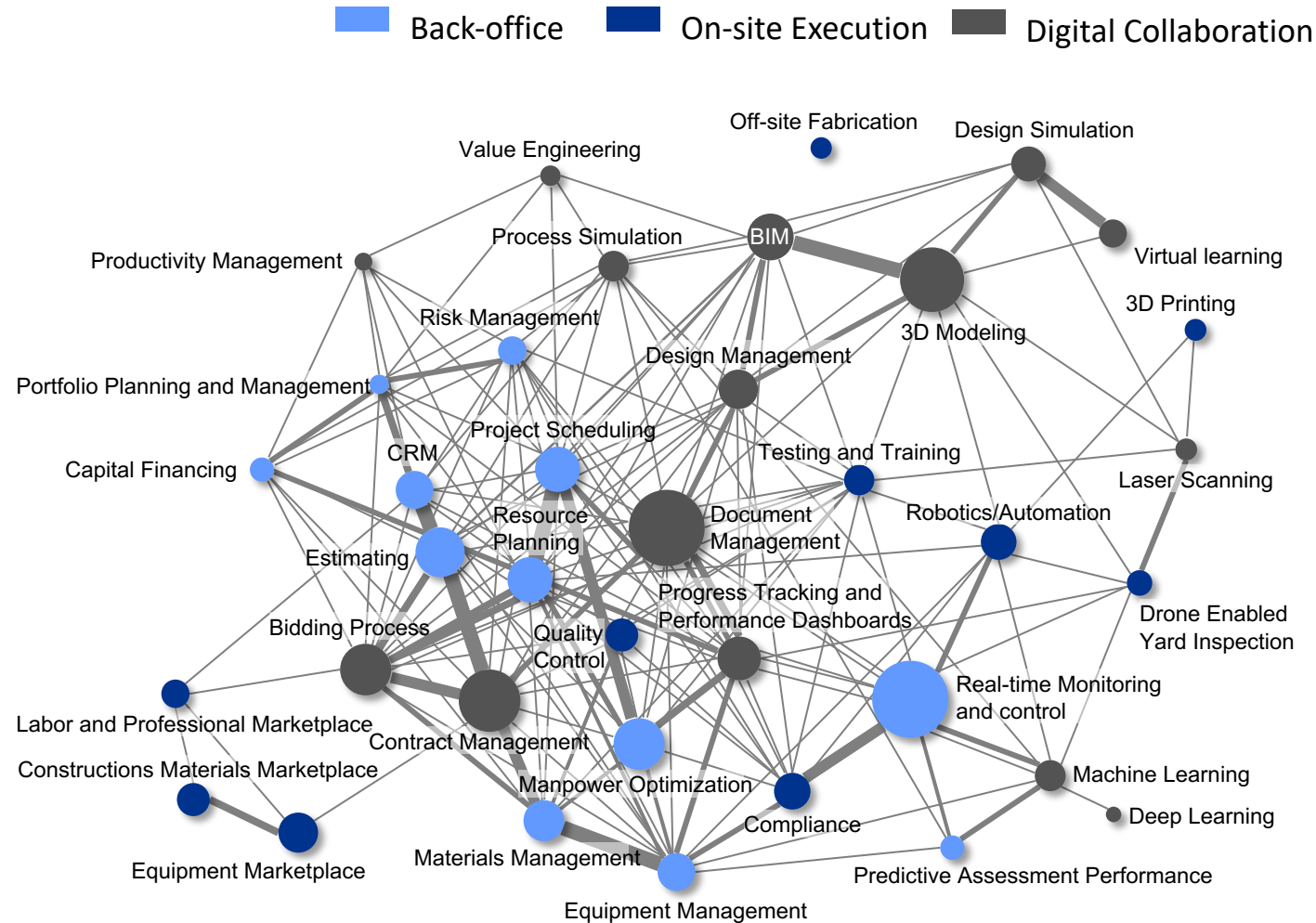
Only recently, we have seen the advent of underlying enabling technology for a GPS-denied, metallic, dynamic environment.





Investment Thesis | Present: today, we see solution abundance in the space

Investment stage-gate process:



2018

Firms



2400

Clusters



constellations

Investment



\$18B

Geo center
of gravity



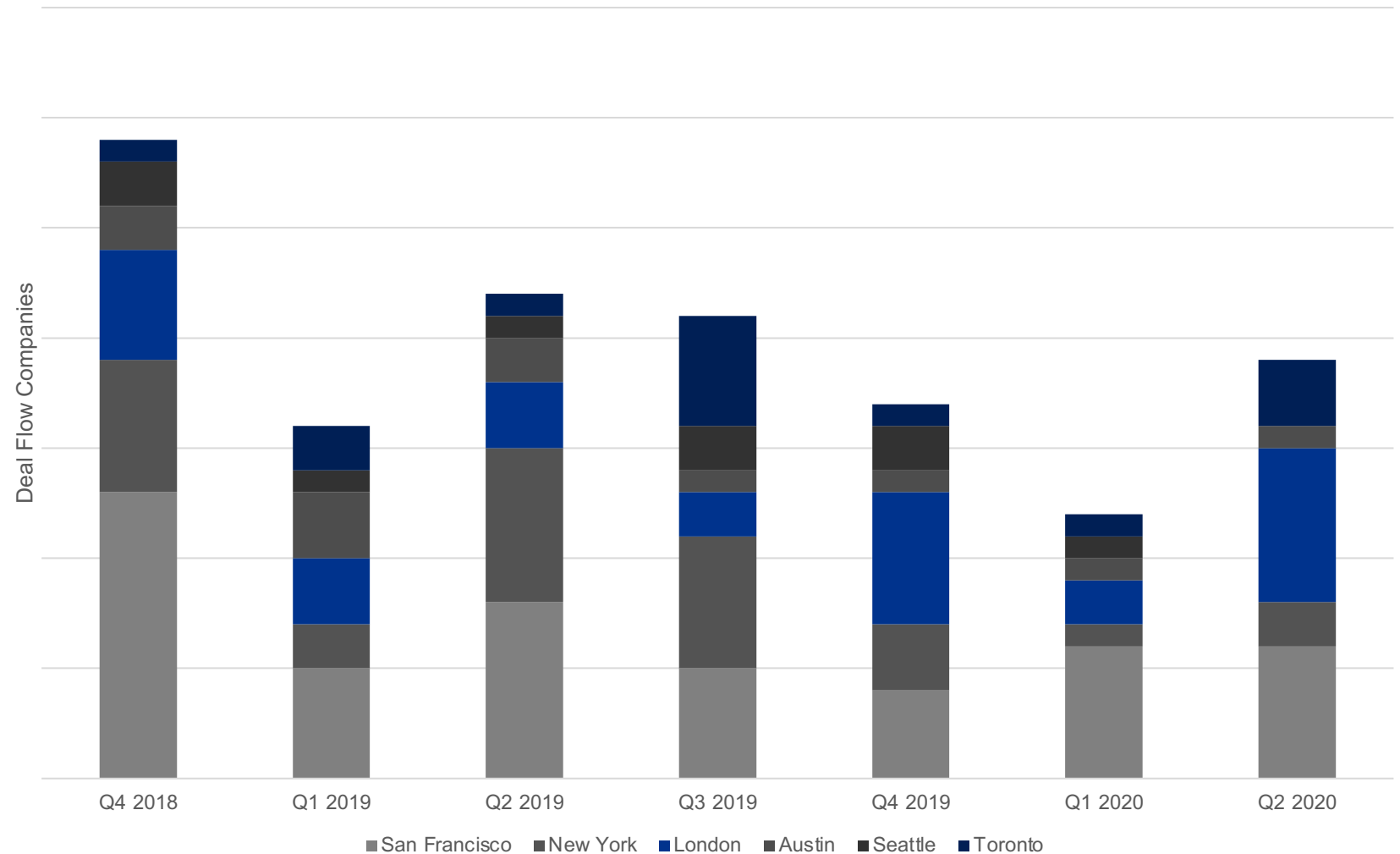
North
America **85%**



Trend of ConTech Startups by Location

- Decline of ConTech startups based in **San Francisco** (not including entire Bay Area) and **New York City**
- Increase of ConTech startups based in **London**
- Steady growth of ConTech startups in Austin, Toronto, Calgary, Tel-Aviv
- Growth of ConTech startups from **Tel-Aviv** have grown drastically since last year

Deal Flow By Location Per Quarter (Top 6 Cities)

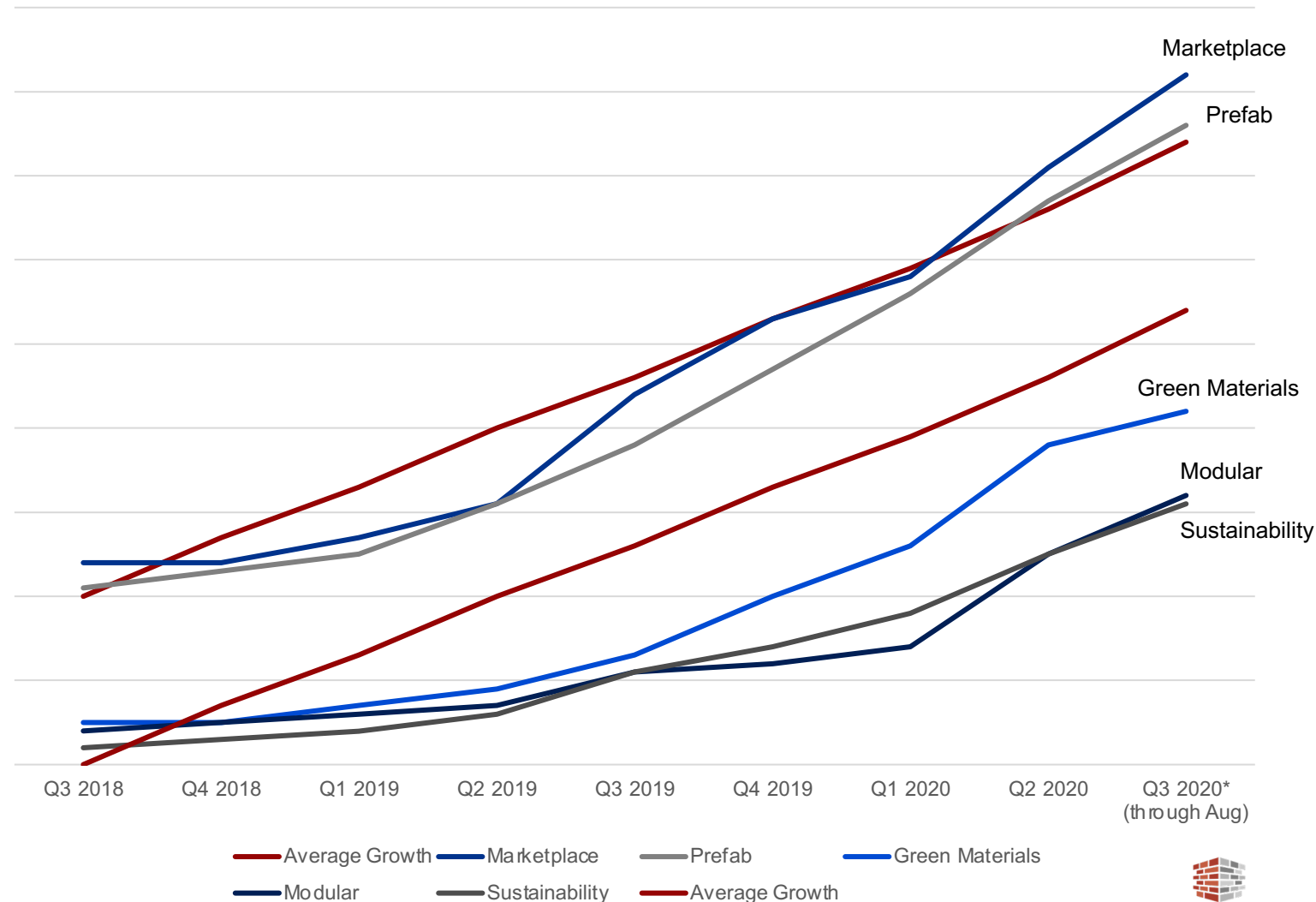




Trend of ConTech Startups by Category

- The highest number of ConTech startups are identified as a **marketplace**
- The second highest number of ConTech startups are in the **prefabrication** space (hardware, software, fabrication, etc.)
- The number of **green material** and **sustainability** ConTech startups grew by over 700% since 2018
- **Modular Construction** ConTech startups had the most growth in Q2 and Q3 of 2020

Growth of Deal Flow by Category Over Time



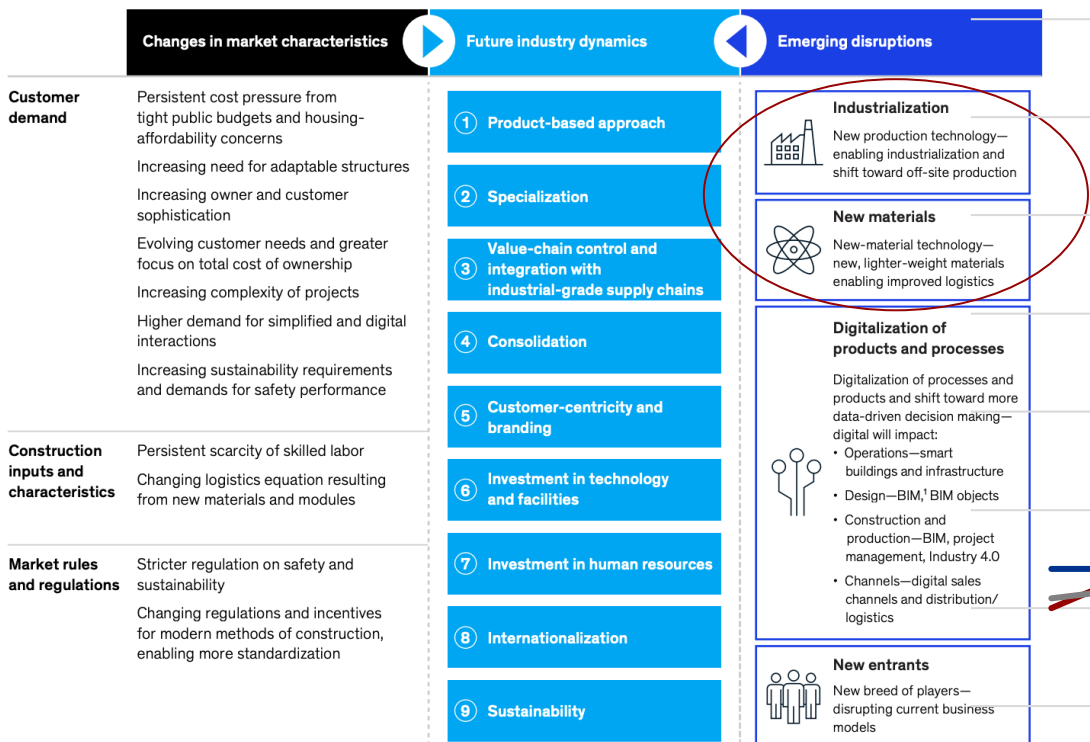
This data is from Brick & Mortar Ventures' deal flow tracking software.



Trend of ConTech Startups by Category

Exhibit A

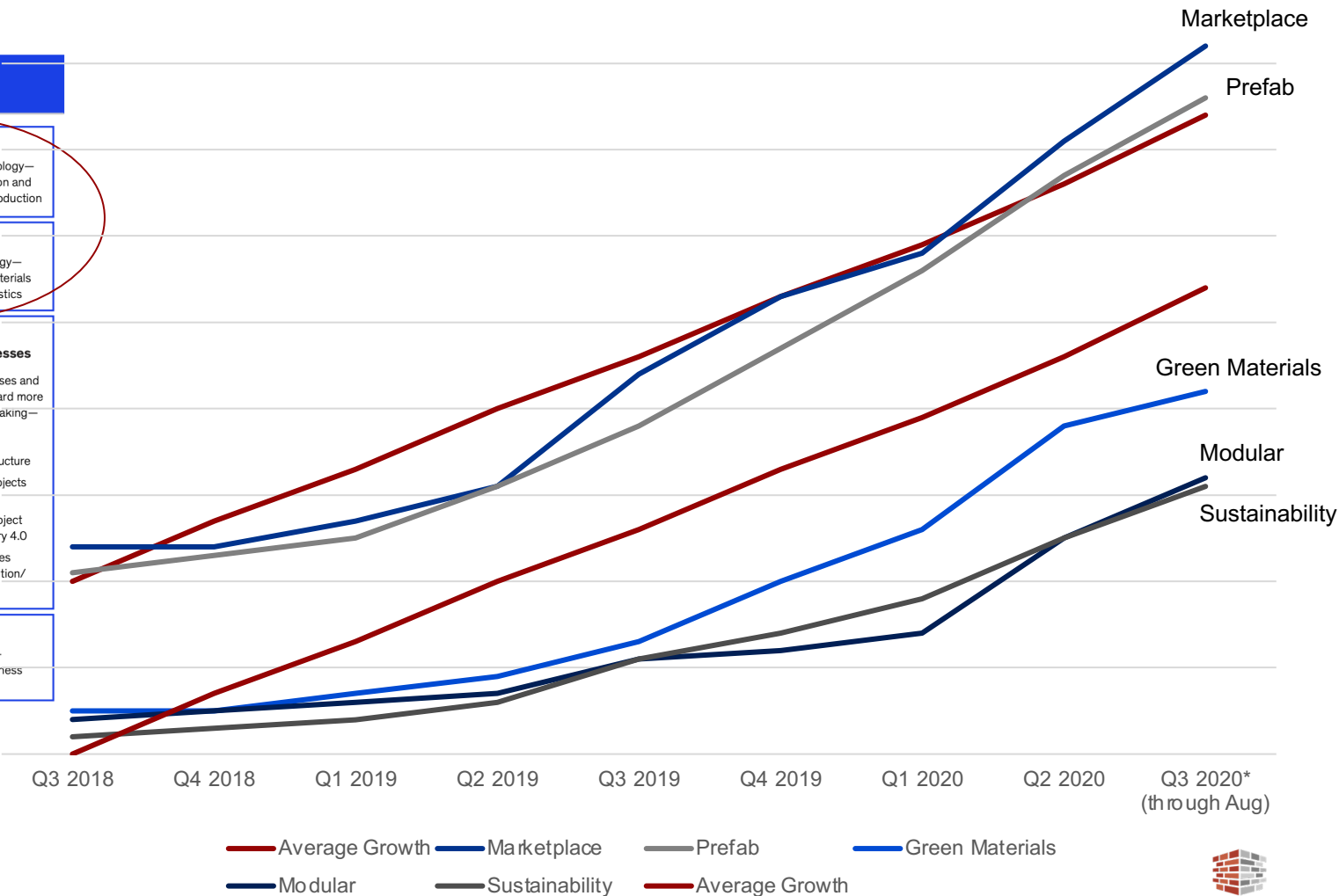
Changing characteristics and emerging disruptions will drive change in the industry and transform ways of working.



¹ Building-information modeling.

Source: McKinsey, The Next Normal in Construction

Growth of Deal Flow by Category Over Time

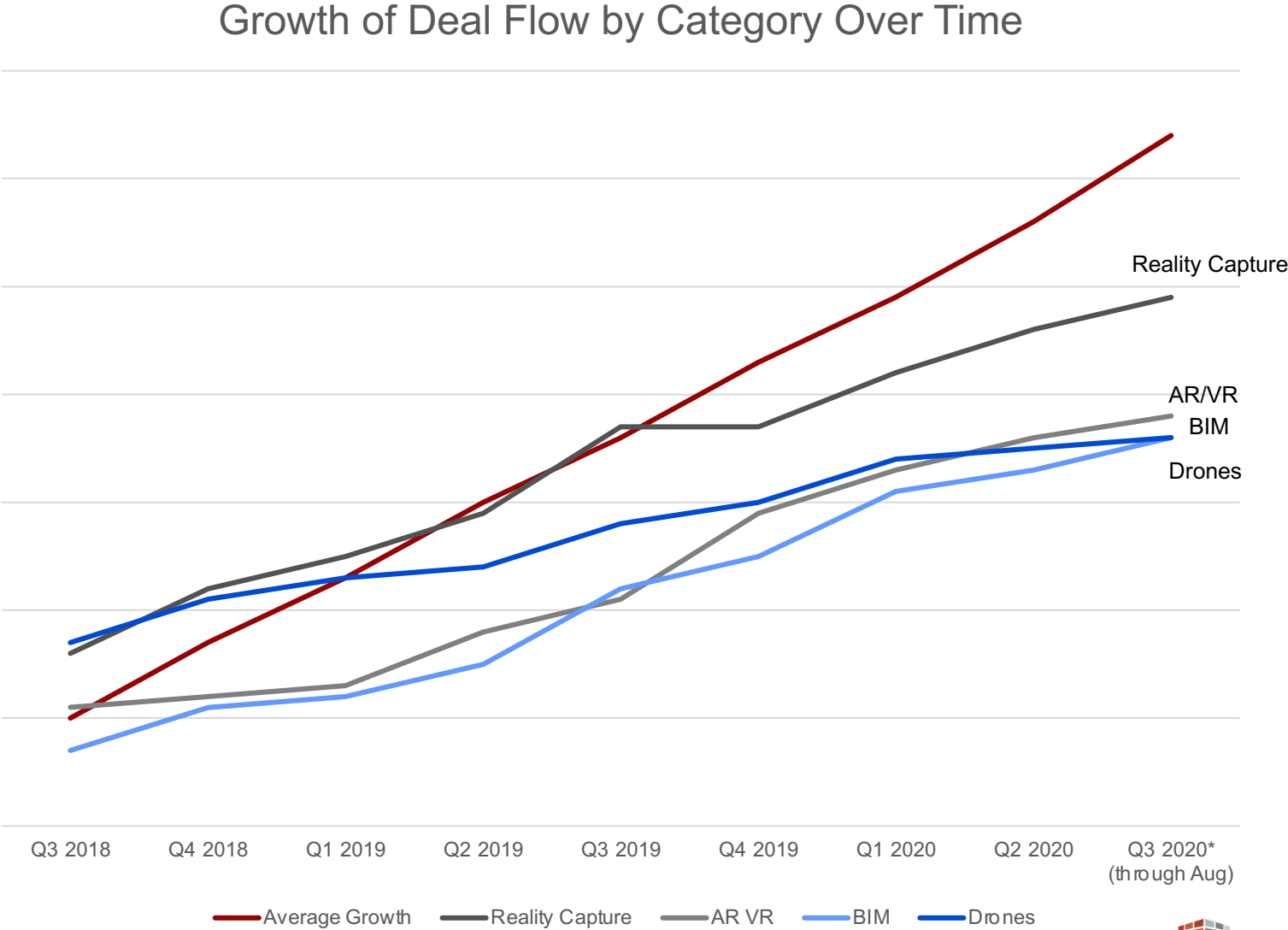


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Trend of ConTech Startups by Category

- Reality Capture, AR/VR, Drone and BIM related startups had slowed growth from 2018 to 2020



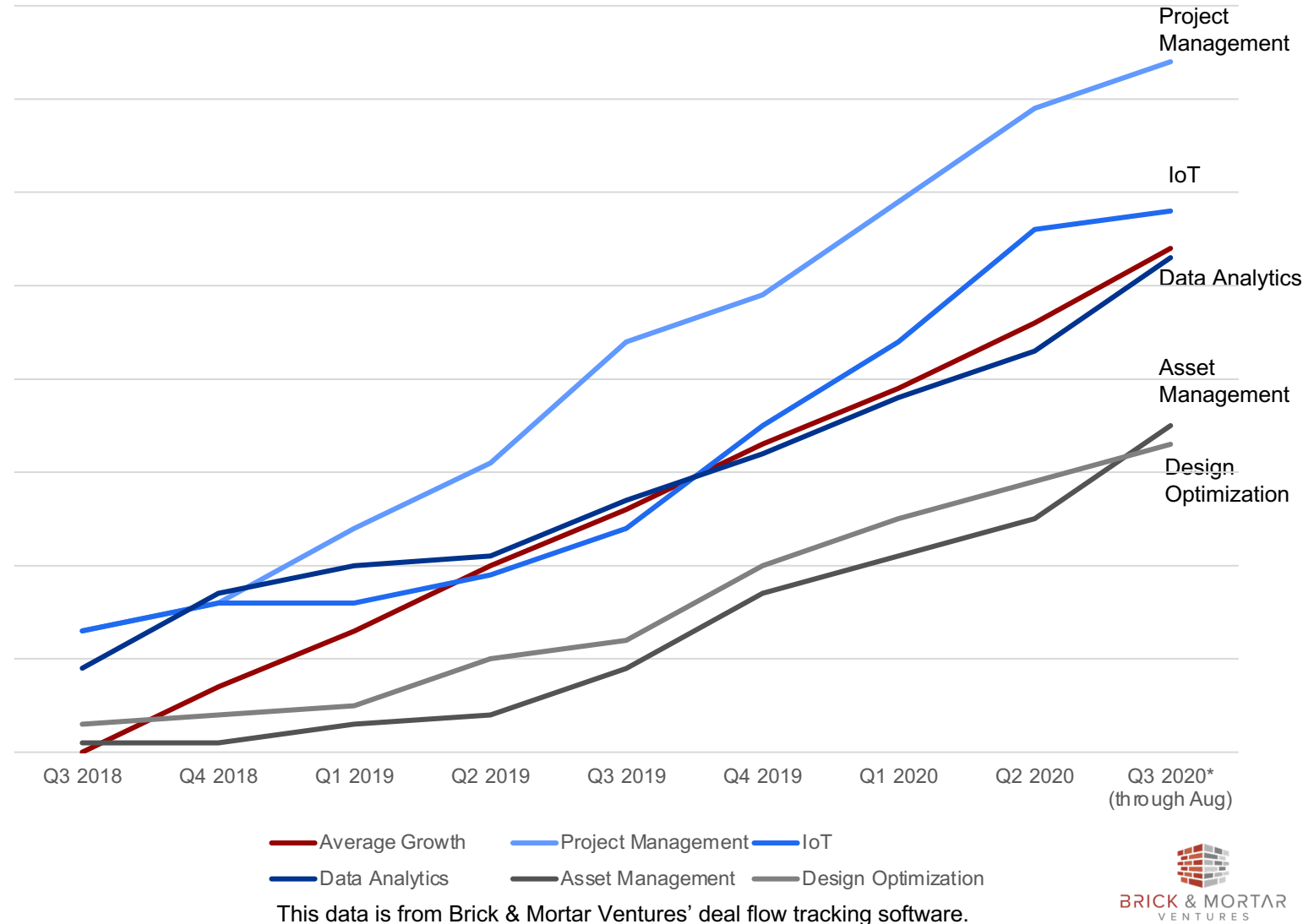
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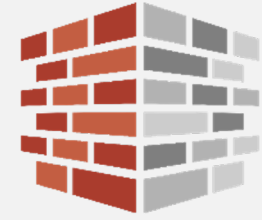


Trend of ConTech Startups by Category

- The types of ConTech startups with consistent growth from 2018 to 2020 are: Marketplace, Project Management Tools, IoT/Sensors
- The highest rate of growth were ConTech startups in the **asset management** space (CRE, construction, tools, etc.)
- **Design optimization** tools grew over 1000% since 2018

Growth of Deal Flow by Category Over Time





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Thank you!
Questions?

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