



# Real Estate Innovation Network & EXPO REAL

FUTURE:PropTech London, May 2nd 2018

## ***The European Open Innovation Platform for the Built Environment***

The Real Estate Innovation Network is the leading European platform for connecting innovative real estate startups, established enterprises, and investors. We are focused on the digitalisation of the real estate industry and offer innovative technology startups and established enterprises an interactive and informative platform for exchange.

Last year, we celebrated our debut at the EXPO REAL 2017 and after a successful reception, we are continuing our journey into 2018 and we hope you will join us along the way.

This year, we are planning the Innovation Forum on an even bigger scale – we have identified over 1600 innovative startups across Europe and selected the best 25 Startups to join EXPO REAL in Munich – October 8<sup>th</sup> – 10<sup>th</sup> 2018

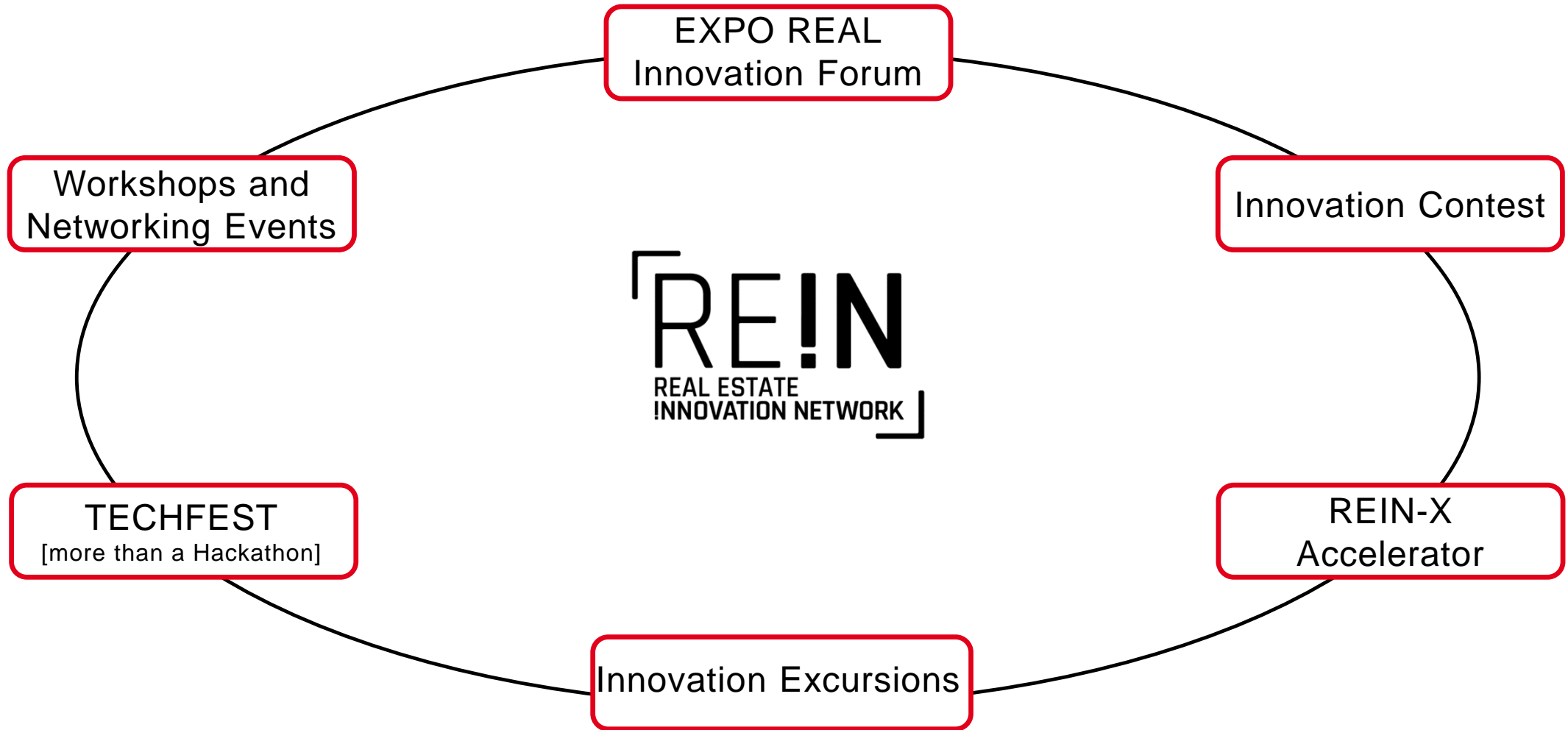
***Fundamental changes  
– the people are interested in this movement!***

<b>4000</b>	people visited the Innovation Forum at EXPO REAL 2017
<b>1900</b>	people attended the Innovation Forum
<b>1622</b>	startups had been scouted
<b>55</b>	startups were invited to a prepitch in Berlin
<b>25</b>	top startups joined the “Startup-Alley” and the “Startup-Battlefields”

# Real Estate Innovation Network – Impressions Expo Real 2017



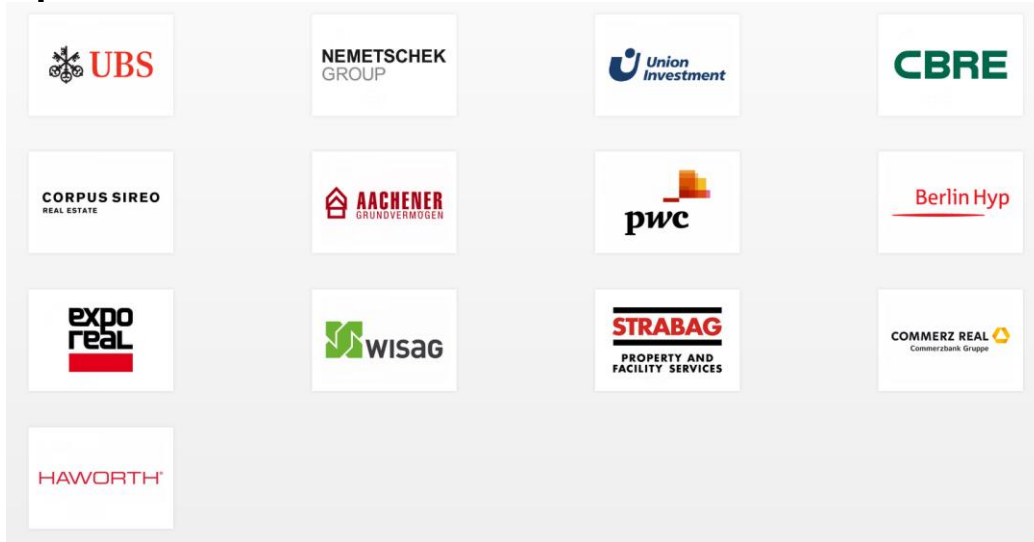
# Real Estate Innovation Network – Formats



⇒ **Exclusive REIN products ensure excellent results for innovation and corporate development**

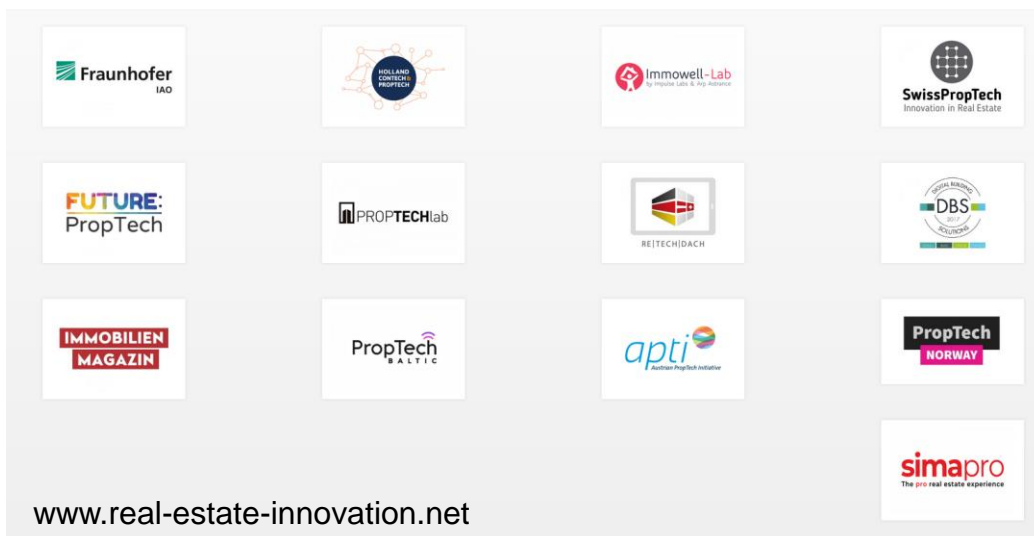
# Sponsors and Partners of the Open Innovation Platform for Real Estate

## Sponsors:



Our Sponsors and Partners of the Real Estate Innovation Network support our initiative in a variety of ways. They all come from the industry, know the real estate industry and the real estate markets exactly. All sponsors unite the great interest in innovative topics and developments for the digital transformation of the real estate industry.

## Partners:



Our global network of Partners ensures excellent research, early identification of successful business models and technologies in other countries and markets.

### Further Partnerships agreed or planned:

- Finland
- Sweden
- Russia
- Portugal



# Europe`s biggest Real Estate Innovation Contest 2018



## Overview and Final Results

FUTURE:PropTech, May 2nd 2018, London

# European Proptech Landscape

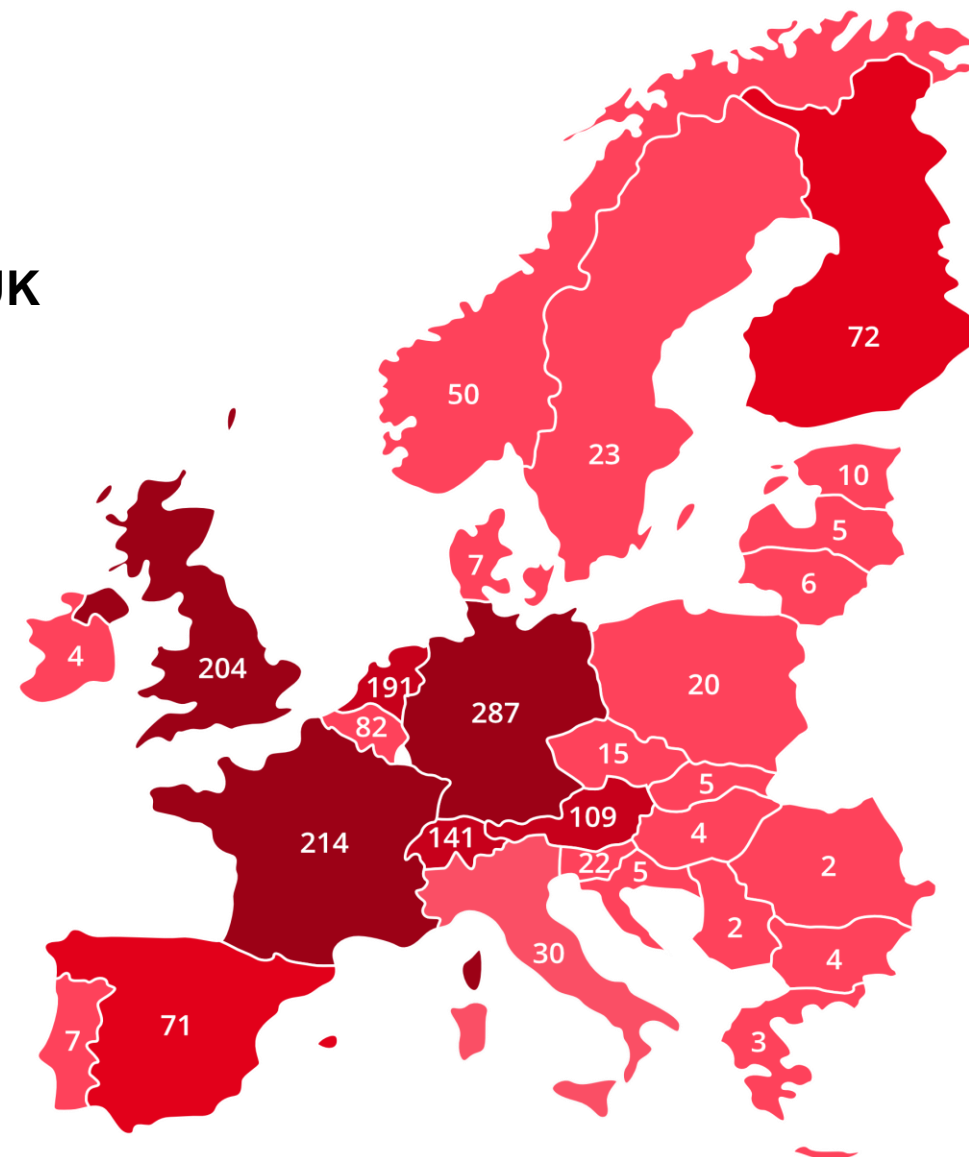
In Europe **1.622 Startups** identified

**43%** of European startups from **Germany, France** and **UK**

**Switzerland** is the most innovative Proptech country with **17,6 Proptechs** per million inhabitants,

followed by **Austria** (12,1) **Finland** (12,0), **Netherlands** (11,2) and **Slovenia** (11,0) Proptechs per million inhabitants.

Clear focus areas of countries are e.g. Switzerland **Finance & Blockchain** and Norway with **Planning & BIM**



INVEST

MARKET

PLAN & BUILD

MANAGE & OPERATE

SMART CITY

WORK

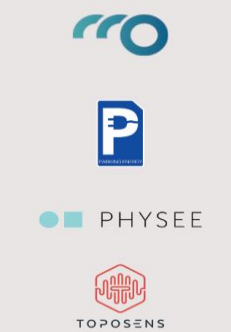
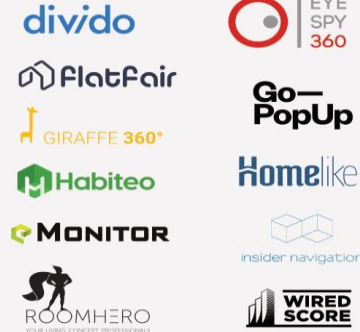
MATURITY STAGE

EXPANSION STAGE

GROWTH STAGE

STARTUP STAGE

SEED STAGE





# What have we recognized at our contest?

There is too much Quantity instead of Quality in the market

Supply of Startups is bigger than the demand of the property companies

Property companies unable to cope with the flood of startups - filtering and guidance is needed

No overview across borders - neither startups, property companies nor VCs are watching the market across Europe

Top dogs with similar products in different European countries – they don't know each other

Very regional focus of investors: Decisions by financial investors / VCs are difficult to understand - because more interesting startups in other countries

Smart Cities category with fastest growth – Manage & Operate the largest category

Best rated Startups: Disruptive Technologies (Norway), 21st Real Estate (Germany) and Physee (Netherlands) ... Best Startup in the PrePitch: Placense (Israel)



PriceHubble provides banks, insurance companies and intermediaries with a smart basis in the decision-making process. With the help of artificial intelligence, large data volumes are evaluated and consequently valuable insights are generated for real estate sellers. With the help of the clear visualisation in the dashboard, real estate buyers get a better impression of the environment of the property and its general financial conditions.



With the help of the predictive data analysis from SkenarioLabs, owners, real estate managers, asset managers and financial consultants obtain a transparent overview of investment opportunities. Different data sources are used and evaluated with the aid of artificial intelligence. For example, monetary recommendations using intelligent market analyses provide investors with recommendations that maximise return on their investment.



It is not always easy to find the right place and time for a service. Geospin visualises the rental prices for office real estate on a map and helps to predict their further development. The geographic data analysis in conjunction with a self-learning software enables targeted locating of hidden properties in a fast and simple way.



The environmental fintech startup Carbon Delta processes various big data sources to identify and estimate climate-related risks. With the specially designed "Climate Value-at-Risk" metric (Climate VaR), investors receive a reliable assessment of the state of the buildings with regard to current climate protection targets.



Because the process of conventional real estate transactions is outdated, expensive, time-consuming and difficult to liquidate, the startup Tokenstate uses the blockchain for modern real estate investments. With low transaction costs and without minimum investment, shares are sold that offer investors a share of revenue from a real estate portfolio. This provides investors with increased transparency and improved control over their investments.



With Placense, retailers receive detailed real-time data about customer flows at the desired location. Without the additional installation of sensors, the startup is still able to provide accurate information about customer behaviour. The data of various apps are aggregated to the smartphones of the visitors to create a meaningful picture for a potential analysis.



Visualisation of real estate is becoming increasingly important. However, since many virtual reality solutions do not work, are too complicated or simply too expensive, Giraffe360 provides a camera that creates a realistic photographic image of the property at the push of a button. Within six minutes, a qualitatively convincing 3D tour of the property is generated, which real estate agents can use for their marketing.



The platform Popertee helps brands to book a popup store in the appropriate location for special marketing campaigns. For this purpose, the desired customer structure is compared with behavioral data and social media information collected for the locations. The services range from the presentation of the locations to the booking and all the way to the evaluation of the advertising effect and matching with the objectives of the campaign.



Insider navigation uses augmented reality to provide a hardware-independent system for indoor navigation. With the self-developed Software Developer Kit (SDK), any information and objects can be quickly and easily converted into 3D and placed in an enriched reality. The representation is realised via markers and image recognition and is used for maintenance, 3D factory planning, inventory and dynamic route planning.



Silo data retention of asset managers and landlords is eliminated with the web and mobile application Tower360. While rental of commercial real estate was previously managed primarily via Excel sheets, all data can now be combined in one application. This increases efficiency and increases profit thanks to faster completion of rental agreements, the management of risks, and an increase in ROI of the investment made.



Many adhesives of the wood materials industry are toxic and carcinogenic. Materialize.X wants to create a healthy environment and has developed sustainable adhesives without substances harmful to health. A state-of-the-art, self-learning, optimisation algorithm also ensures efficient and cost-effective design of the manufacturing process.



Smart Crusher has developed a machine that can be used to recover gravel, sand and cement from concrete waste for reuse. Since significant quantities of CO<sup>2</sup> are emitted in the production of Portland cement, CO<sup>2</sup> emissions can be considerably decreased with use of recycled cement. Another method processes recycled cement with electrical energy to form an operational binder.



Archilyse is a service for comprehensive analysis and evaluation of urban and architectural conditions. Users are provided relevant peripheral analyses regarding the view, the acoustic situation or financial assessments via uploading of a planning file. The multidimensional display in spatial scenarios helps to optimise processes in architecture and construction.



The process of planning and construction of concrete structures is newly defined by automation and digitalization with CyBe Construction. Complex construction processes are simplified by combining design, engineering and production both in construction processes and project development. This saves time and costs, counters the shortage of skilled workers, and ensures more efficient use of materials.



Because the complexity in building projects can be displayed better via virtual reality, AllVR enables the automatic creation of virtual models based on existing planning data. As a result, all people involved in construction can quickly and easily work in real time on a data model. This also includes collaboration with interaction and communication.

# Top 5 – Manage & Operate



GREENBIRD

Cleanbird digitalizes commercial building cleaning thanks to the integration of modern smart building technologies for efficient and resource-efficient planning of the cleaning forces. For this purpose, the degree of soiling due to use and movement patterns within a property is detected via measurement sensors to clean according to requirements. At the same time, the actually necessary cleaning intensity is determined mathematically.



The Nuki smart access solution makes existing door locks intelligent and replaces physical keys. Even without the replacement of the door cylinder, the product can be installed quickly and easily and controlled via a smartphone. Multi-family houses can also be retrofitted with a special product and consequently also allow remote access to door opening for property managers.



Because the sale of real estate is characterised by costly, complex and time-consuming legal processes, LegalThings One develops useful workflow tools for optimised collaboration between lawyers and clients. The use of innovative building blocks and tools for contract design helps to increase efficiency and reduce the error rate. The procedures can be digitalized and automated with the help of the blockchain.



Property management is a complex and inefficient process for many private property owners. Vermietet.de provides direct access to a personal bank account with maximum transparency about revenues and expenditures in a portfolio. By automating time-consuming, recurring work steps, efficiency is increased and staff costs for administration are reduced significantly.



Enerbrain helps with special sensors to measure and automatically improve energy efficiency of any HVAC systems in non-residential construction. In addition to energy saving, the air quality can also be improved, which significantly reduces the error rate in offices and sales losses in shopping centres. At the same time, CO<sup>2</sup> reduction also results in increased sustainability and a reduction in pollution.

# Top 5 – Work, Smart Cities & Urbanization



Thing-IT is an operating system for intelligent buildings based on business process management, big data, and machine learning. The software ecosystem links existing building technologies via the Internet of Things to facilitate service processes for users. As a result, special services for vertical industry solutions can also be offered and a deeper insight into the actual use can be provided to the building operator at the same time.



The startup Physee has developed a patented glass coating to make windows energy efficient and intelligent. The SmartSkin technology generates electricity through solar energy and simultaneously serves to control the climate in the building automatically. Thanks to enriching with independent climate data, forecasts for efficient building control can be created and consequently sustainable and healthy buildings can be constructed.



With the help of the smart building software bGrid, buildings can be made smarter and more sustainable for controlling and remote monitoring processes as well as for IoT solutions. As a result, building utilisation can be optimised, buildings cleaned and serviced more efficiently as well as the comfort of users improved. Various devices can be connected and software applications linked via the open interface.



Loriot operates a decentralised, robust and secure wireless network based on low-power, long-range technology to network buildings. Special middleware is required to send the data of the building sensors via this global network to the IoT applications. The platform developed for this purpose enables customers to reduce the cost and expense of their IoT solutions controlled via it.



Because physical keys are expensive and difficult to manage, access management to multi-family homes is a major challenge in terms of logistics in e-commerce. Consequently, CiDO provides an electronic access tool that uses existing barcodes on packages for access control. As a result, parcel delivery staff as well as other facility management services can be provided with selective access to buildings.

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