



GLOBAL PROPTech

ANNUAL REPORT 2022



GPT CORE VALUES

CONNECT

CORPORATIONS AND INNOVATIVE
CONTECH & PROPTech COMPANIES

SHARE KNOWLEDGE

WITHIN CONSTRUCTION AND REAL
ESTATE

INSPIRE

THE CONSTRUCTION AND REAL ESTATE
PROFESSIONALS

FUTUREPROOF

CONSTRUCTION AND REAL ESTATE

CREATING THE TOOLS

NECESSARY FOR ACTION AFTER THE
EVENTS

GPT EXISTS TO CREATE A BETTER BUILD
ENVIRONMENT TOGETHER

TIME FOR CONNECTION

The coming year will be all about connection for GPT. I am proud of the construction and real estate industry, of the conversations being held to change and do better together. It is now often about sustainable solutions and there are really good innovative ideas that can bring the built environment to a healthier, more social and more valuable level. Together we face major challenges that require connection with new solutions.

How are we going to do that? We learn a lot from innovation challenges, where we see the trends and we would like to share them. So...

LET'S GO!



WOUTER TRUFFINO

Events 2023

Global PropTech Online

During this quarterly event your company can present for 20 minutes on a specified topic and have a 10 minute Q&A afterwards. This way you can pitch your company, new products, developments, trends, learnings and more to the real estate global network. Afterwards you will receive the video of your pitch which you can use for own use.

Global PropTech Network Unleashed

Can't network online? We prove you wrong with this virtual, innovative and fun way of online networking. After one hour you will leave with at least 8 new and warm contacts from the construction and real estate sector.

International Fairs

Global PropTech is present at all major real estate exhibitions to facilitate connections and organise knowledge sessions. For example, our team is present at MIPIM Cannes, MIPIM NYC, EXPO REAL Munich, RecoTech Finland, Blueprint Las Vegas, Smart Buildings London, Cityscape Bahrain, CityScape Rihad, PropTech Summit Mexico and CreTech London. If you want to meet up or have Wouter interview you, let us know.

Challenges

Do you have a problem that needs to be solved by an innovating solution, but you do not know where to find these solutions, what the best solution would be and how to select these? Then you are at the right place at Global PropTech. We are very experienced in connecting the right innovative solutions and do so by challenges. We set out a problem, innovative solutions within our network will respond and together through a pitch event we will find the best solution.

CHALLENGES

Find the very best solutions in the world! We did already 20+ international challenges with 4.500+ applications from all over the world. One of our success stories is the challenge we did for Emaar in 2022 and 2023, the largest developer in the world from Dubai.



Are you looking for new solutions for your organization or new project? We provide a long list of inspiring solutions. And if needed we organize a Demo Day in your city all over the world.

Members (with a discount): sign up via lotte@contechproptech.nl

KEYNOTES

Keynote Unleash the Innovative Power

Wouter his keynote will be about how the real estate is changing. How fast it is changing, how other industries like Google, Amazon, Apple are entering our market, how to create way more value and what corporate organizations need to do to become future proof. And he will share some amazing information about international challenges. His keynote is very energetic, interactive and attendees will feel the energy. The energy that is needed to Unleash the Innovative Power (title of the keynote) and get real estate to start using PropTech.



Wouter did speak before in: Lagos - Nigeria, Bogota - Colombia, Moscow - Russia, London - UK, Helsinki - Finland, Munich - Germany, Paris - France, Zug - Switzerland, Barcelona - Spain, Dubai - UAE, New York - USA, Riga - Latvia, Bahrain and many more places all over the world.

More information contact: wouter@contechproptech.nl

Januari 2023: Dubai for PropTech MENA

Juli 2023: Mexico for PropTech Latam

September 2023: Riyadh for Cityscape



REBF FESTIVAL

This year the first edition of the REBF Festival took place. Gain knowledge about the future of the construction and real estate sector for two days. We thought it was a resounding success, with more than 960 participants and the Zuidas in Amsterdam that turned blue.

Our intention for next year is to set up the festival even bigger and gather 1.500 construction and real estate professionals to share knowledge together.

In 2023 we try to have 20% of the content in English, the rest will be in Dutch.





TREND EVENT

The Trend Event took place on November 15 and together with 40 attendees we discussed the upcoming trends for 2023.

Jonathan Wisler - what will 2023 bring us?

Energy is a hot topic for 2023. Its reporting and consumption. To optimize operation it is important to look at the occupancy of a building and data helps us to gain insight. The real estate industry needs to adapt and be flexible and Smart Building technology helps us do that.

We are still in the post-covid learning phase and 2023 will be all about finding balance in flexible working. We call this the "nightclub concept", if you come to a nightclub and it is empty then you go back home. But another important group of people like to come into an empty office and "dance alone". Again, data helps us understand and guide people in planning their week and creating a productive work environment.

Panel 1

The first panel that took place during the Trend Event consists of Sophie Kraaijeveld from ING, Erik Feleüs from Schiphol and Robert Rosier from TPEX International. As already mentioned by Jonathan, energy saving is a subject that will keep us very busy in 2023. Erik mentions the challenge of getting tenants on the same page as well. There are still many cases where a building is designed for a certain use and a certain temperature is associated with it, but the tenant absolutely does not adhere to this. There are still many opportunities to ensure that the interests go hand in hand. To become energy efficient, it is important to control all operations in a building

to keep track of data. "Every building has the potential to become energy neutral, but because there is a fixed contract structure, this does not always work out," says Robert. There is a lot of opportunity for sustainability, but sometimes this does not trickle down. The trend that Sophie brings to the table is about adaptive real estate and that this is actually really sustainable. We need to look more at buildings that are intended for multiple purposes and that can be reused. In addition, it will be necessary for a building to be climate adaptive and thus able to cope with heat stress, flooding and drought.

All in all, the challenge lies mainly in getting interests together. Whether it concerns permanent maintenance contracts that are already running for old buildings, tenants who do not want to move along, or adaptive real estate where it is difficult to determine financing, an alliance must be created. We need to focus on that in 2023.

Panel 2

This panel with Bernd Stahli (NSI), Sander Grunewald (KPMG) and Roel van de Bilt (Rabobank) discussed the developments in label C, flexible working and industrialization in construction. According to Bernd, we have to go much further than label C and this rule has far too little impact, because it is already clear that there is no enforcement. Everywhere it is stated that the label C obligation will cause problems, but Roel says that it seems that the size of the problem in the banks' property portfolios is not too bad. "What we have to realize is that the corporate owner-occupied portfolio still has a lot of steps to take and the challenge is not just with commercial real estate"- Roel.

In addition, the subject of 'flexible working' is raised and we see that it is getting busier on the roads and people are increasingly returning to the office. A period of 1 to 2 years (corona period) is not enough to completely change

the mindset of people and the expectation is that the office occupancy will only increase. What is a good development from the corona era is that digitization has really continued and people have also learned to use tools. The conclusion here is that every company is different and every situation is different. Above all, we cannot determine what the employee or tenant wants, but we can ensure that we respond to these wishes. Finally, it is about industrialization in construction and here too you can see that people's way of thinking has a lot of influence. The construction industry is at the forefront of innovation, but we have to move with it. Why does everyone drive cars that come from factories, but we still don't think that's 'normal' at homes. "If we have been doing something for 100 years, it is not because we have to, but because we like it and because it feels natural" - Sander.





SEE YOU NEXT YEAR!

