



AREF PropTech Event: How data can drive performance

Tuesday 7th February 2023



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Welcome from our Moderator
Sarah Moylan
Legal & General Investment Management



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Agenda

- **Moderator Welcome & Intro – Sarah Moylan**
- **PropTech 3 Minute Power Pitch from:**
 - **NavigatorCRE**
 - **Stonal**
 - **Proda**
- **Panel Discussion & Q&A:**
 - **Jonathan Avery**, Head of Technology & Data, LGIM Real Assets
 - **Tim Buchner**, Chief Operations Officer at Mercatus, a State Street Company
 - **Dan Hughes**, Founder Alpha Property Insight and The RED Foundation
 - **William Young**, NavigatorCRE
- **Finish 10am**



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Power Pitch
William Young
NavigatorCRE



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LEAP.

The Data Journey *Begins*
Commercial Real Estate Business Intelligence Platform

NAVIGATOR^{max}

THE #1 DATA ANALYTICS PLATFORM IN CRE

THE PROBLEM

Why it's hard to evolve in CRE



TIME

I have a job, I don't have time to deal with data...

But what if data made your more money and gave back more time?



TECHNOLOGY

Technology is hard to learn and I'm not sure I need it...

You do! Tech is built to streamline, innovate and give you a competitive advantage!



DATA

Data management is hard, where do I get data, how do I use it...

You have tons of data right in front of you at your company!

THE SOLUTION

A single platform unifying your data, team and point solutions in an easy to use interface



SAVE TIME

One stop shop for all CRE data, decisions and reporting that you can access from anywhere, anytime. Save time and make more money.



DRIVE REVENUE

Drive revenue, reduce expenses, make more deals, elevate your game & understand your data.



GREAT EXPERIENCE

Easy to use and adopt platform, highly configurable to your business and operations, purpose built for CRE.



Do more, with less complexity

Commercial real estate professionals are constantly having to use dozens of different softwares and point solutions and inefficient methods in order to effectively do your job and operate daily...



Excel/CSV



Sheets



Google Maps



Google Earth



Board & IC Presentations



Cloud Sharing



On Prem Databases



Ad-Hoc Dashboards



Data Warehouse



Team Collaboration



Powerpoint/Keynote



BI Software

NavigatorCRE collapses all of these programs functions and data into a single software platform. Do more, with less complexity.



LET'S GO

WE KNOW THE WAY™

NAVIGATOR^{CRE}

NAVIGATORCRE.COM

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Power Pitch
Bruno Fiastre
Stonal



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**DELIVERING
DATA QUALITY
AT SCALE**



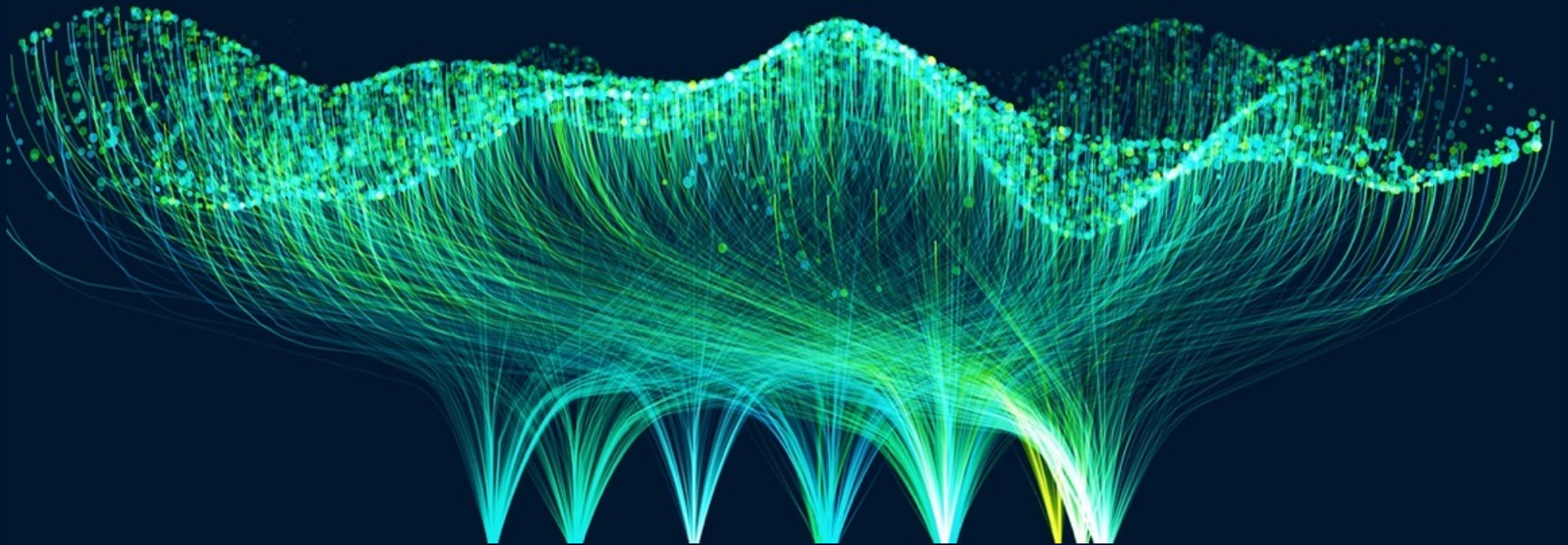


DATA IN CRE : A VOLUME PROBLEM.



QUALITY IS THE ONLY OPTION.

With an increasing volume of data being collected, only **innovative technologies can turn quantity into quality.**





OUR MISSION.

- Stonal's mission is to continuously **deliver data quality at scale**
- Through our **AI**-powered technology, driven by our **experts**, accessible from our **SaaS** platform
- Enabling the CRE industry to work and exchange **reliable** data.

BUSINESS BENEFIT.



Preserve the value of your assets by fostering your ecosystem on reliable data

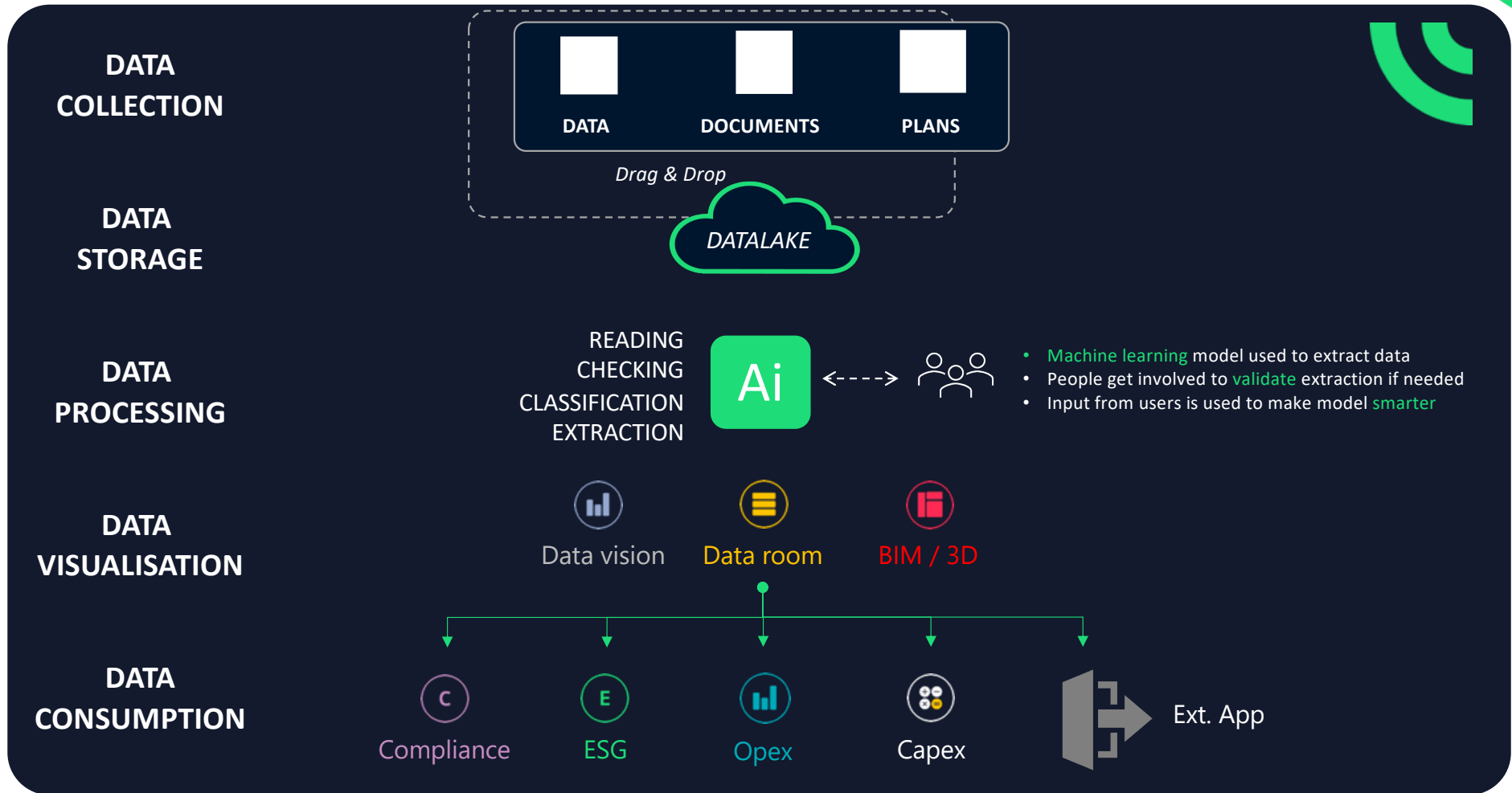


Nail down more sustainable action with an in-depth knowledge of your assets



Arbitrate faster with dynamic & updated dataroom.

HOW STONAL DELIVERS QUALITY



STONAL, A FAST-GROWING PROPTECH.



200M

SQM managed
Since 2017



130

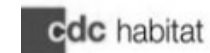
Clients

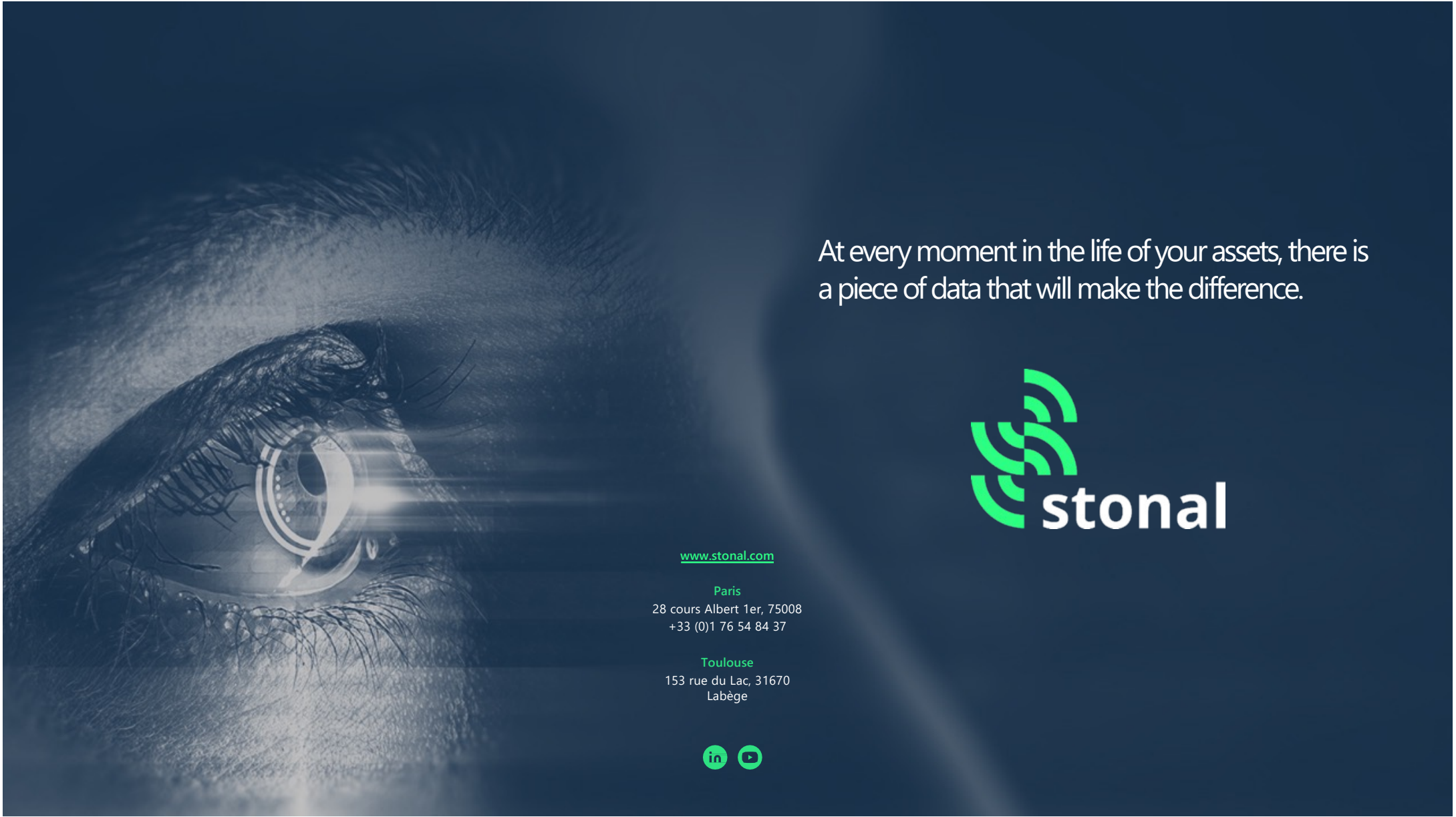


120

Team Members

AMONG OUR CLIENTS.



A close-up, high-contrast image of a human eye. The eye is looking slightly to the right. Overlaid on the eye is a semi-transparent digital interface element, possibly a camera viewfinder or a data visualization, with a bright light source on the left side creating a lens flare effect across the eye.

At every moment in the life of your assets, there is
a piece of data that will make the difference.



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Toulouse

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Labège





Power Pitch

Peter Bredthauer
Proda



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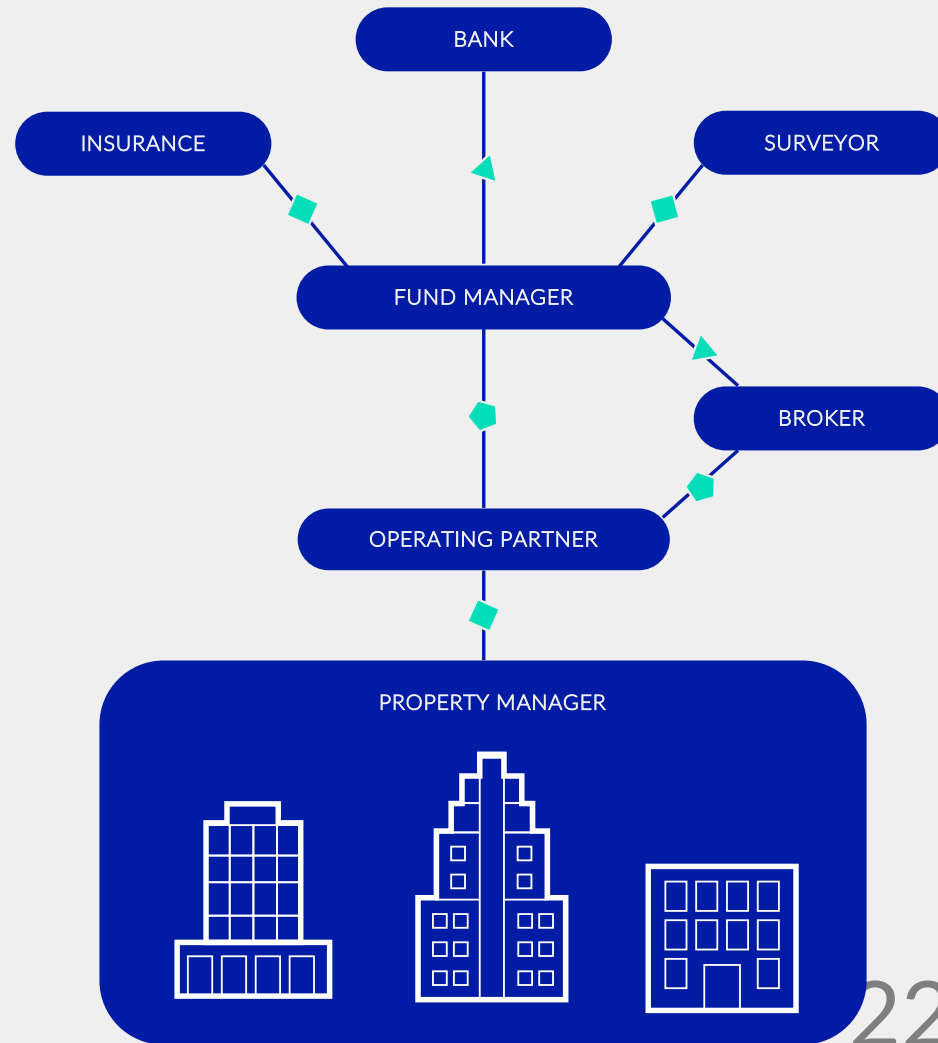


Turning Data from a
Headache into an **Asset**

PRODA

There is **no data standard** in the real estate industry.

Technology relies upon easy data processing. As a result, the lack of a data standard is a **key barrier to technological advancement**.



Solving this core issue

PRODA automatically converts any rent roll data into the format you need it.

Less time working on data and more time making use of it.



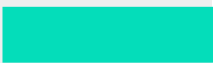
MANUAL

VS

PRODA

33:24 minutes

2:07 minutes





Trusted by some of the leading names in real estate.



Turning Data from a
Headache into an **Asset**

PRODA



info@proda.ai



0203 740 3766



PRODA.ai

Panel Discussion - followed by Q&A



Jonathan Avery
Head of Technology
and Data, LGIM Real
Assets



Tim Buchner
Chief Operations
Officer, Mercatus,
a State Street
Company



Dan Hughes
Founder, Alpha Property
Insight and The RED
Foundation



William Young
Vice President, EMEA
& Corporate
Development,
NavigatorCRE



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Thank you for joining us.