Built-in
Tech Smart ConTech & PropTech Investments

# TECHNOLOGY IS REVOLUTIONIZING THE FUTURE OF CONSTRUCTION

Smart investments in Construction, Infrastructure and Property Technologies





Huge global market of \$T13\*



Trails behind in technology adoption\*\*



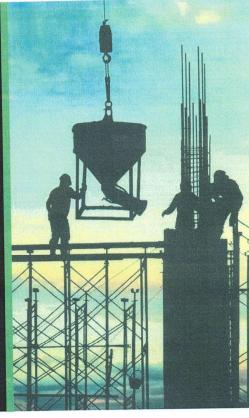
Poor record in terms of on-time and on-budget delivery\*\*



Low productivity levels\*\*



\* https://oundamental.com/perspectives/why-2021-is-the-best-time-to-build-a-tech-company-in-construction
\*\*http://www3.wefgrum.org/docs/WEF\_Shaping\_the\_Future\_of\_Construction\_full\_report\_\_.pdf



# THE POTENTIAL



1% increase in productivity will add \$T1.6 to global GDP and will provide 50% of global infrastructure demand\*



A small improvement may lead, in some countries, to a 30% reduction in CO2 emissions\*\*

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\*\*www3.weforum.org%2Fdocs%2FWEF\_Shaping\_the\_Future\_of\_Construction\_full\_report\_\_.pdf&clen=4464830&chunk=true

# THE OPPORTUNITY



Global construction companies realize the time for a digital revolution has come\*



Compared to technology investments in other industries, construction is severely trailing behind\*\*



Despite rising interest, the level of investments in construction technologies is still low\*\*

Built-in Tech Street Constitute

\* https://www.mckinsey.com/industries/private-equity-and-principal-investors/our-insights/rise of the-platforn ora-the-next-chapter-in-construction-technology

-Confidential-

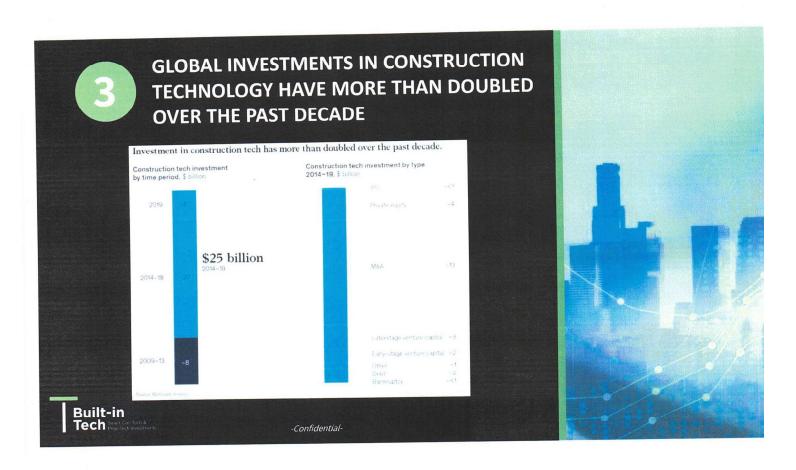
\*\* https://foundamental.com/perspectives/why-2021-is-the-best-time-to-build-a-tech-company-in-construction

THE ISRAELI STARTUP NATION CONTINUES TO ATTRACT INVESTMENTS



\*IVC-Meitar Tech Review H1/2021

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# ISRAELI CONSTRUCTION-TECH ECO-SYSTEM IS RIPE FOR **INVESTMENTS**



































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# Built-in THE TEAM THE TEAM confidential

# THE TEAM

#### **FOUNDERS AND MEMBERS OF THE BOARD**



# YEHUDA RAVEH Chairman of the Board

Mr. Raveh is the founder of Yehuda Raveh & Co. law offices, one of Israel's leading legal firms, with a specialty in real estate, infrastructure, finance, hospitality and banking.

Raveh is also the founder of Israel's largest infrastructure fund — Israel Infrastructure Fund, which owns and manages \$3B in assets, among which are some of the largest infrastructure projects in the country: Road 6, power plants, desalination plans, server farms, light train, and many more.



#### HAIM FEIGLIN

Mr. Feiglin is the CEO and co-founder of the public real estate company Zemach Hamerman Ltd., which focuses on real estate development and construction, mainly in Israel, with an annual volume of activity of hundreds of millions of NIS. Under Feiglin's leadership the company develops and constructs projects in a variety of markets: residential, commercial, offices, industry, hi-tech, public buildings, and infrastructure. In addition, Feiglin serves in several public roles in the National Builders Association: Vice President, Chairman of the Haifa region and Chairman of the Development and Construction

## **INVESTMENT COMMITTEE**

#### **ARIK PINTO**

Former CEO of Bank HaPoalim.

Holds a BA in Economics and a MA in Public Administration

#### **Dan Ziskind**

Former CFO of TEVA
Holds a BA in Economics and Pol Sci and a MBA

#### Dan Daniela Paz Erez

CEO of Paz Economy and Engineering
Holds a BA in Economics and a MBA

#### **David Baruch**

Chairman and Partner in Yesodot Fund Holds a BA in Economics and a MBA

#### **Adi Peery Harpaz**

VP Finance and Business Development, Zemach Hamerman Ltd.

Holds a BA in Economics and a MBA

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#### **SMART ROBOTICS FOR CONSTRUCTION SITES**

#### THE AUTONOMOUS WALL PLASTERING ROBOT

#### THE MARKET

\$15 billion
In labor (US only)
per year

Dry wall finishing \$100 billion In labor (US only) per year

#### FINISHING MARKET CHALLENGES



Poor quality Projects Delays

Low productivity

Un-Safe nvironment Rising labor costs

#### **OKIBO-EG5 MODEL**

- DESIGNED FOR CONSTRUCTION SITES
- ACCURATE 3D SCANNING
- AUTONOMOUS WORK
- INDUSTRIAL ROBOTIC ARM ACCURACY

#### MARKET TRACTION















SEE THE ROBOT IN ACTION

Built-in Tech Strict Con-loch &



### FAST, SMART, RELIABLE AUTONOMOUS ROBOT FOR MARKING

#### THE WORLD'S ULTIMATE AUTONOMOUS SURVEYOR:

#### **TOP CLIENTS / USE CASES**







SEE THE CIV ROBOT IN ACTION

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#### **REAL-TIME SAFETY MANAGEMENT TOOL**

#### **PROTECTING WORKERS LIVES**

#### CONSTRUCTION SAFETY MANAGEMENT SYSTEM BASED ON SENSORS, CLOUD TECHNOLOGY AND ARTIFICIAL INTELIGENCE



Around the world Every 10 minutes 1 Worker Dies

The average cost of 1 Worker Death \$5.34 Million



The total annual cost of all construction injuries \$11.5 Billion



#### Product

PaaS based Safety Management Open Platform for the construction sector



#### Customers

93

+750



#### ARR 2021

\$3 Million (+30%,2020)



#### Market share

Market leader 30% of the israeli market; 70% of High-rise buildings segment



#### Impact

Our customers reduced their ratio in total country-wide construction severe and fatal accidents

From 30% in 2017 to less than 7% in 2020

Active Job Sites

**Built-in**