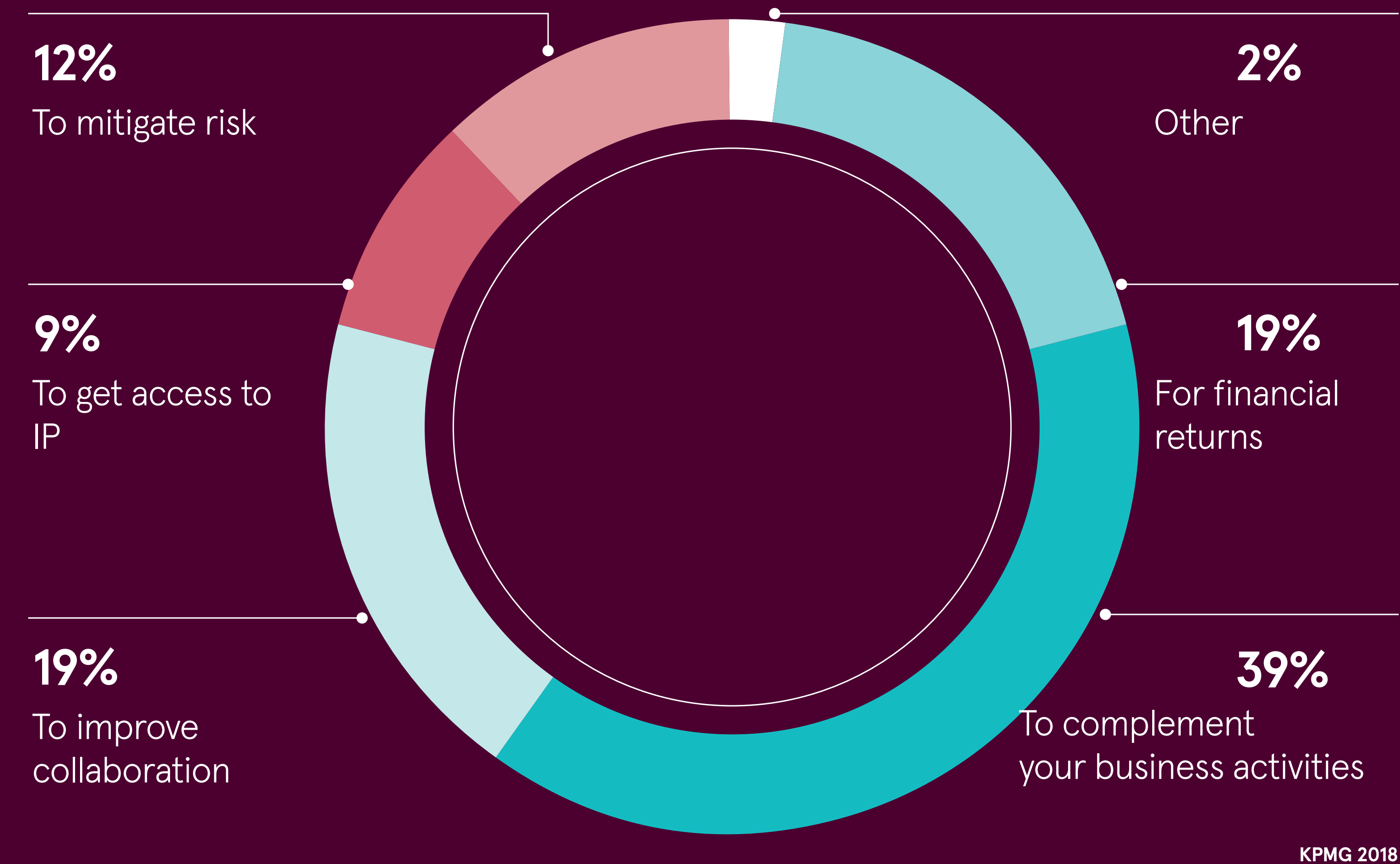


THE GROWING IMPORTANCE OF PROPTECH

90 per cent of traditional real estate organisations see proptech as an opportunity, as rising levels of investment show. Even as the number of new proptech startups fall, investment levels continue to climb. So what innovations are decision-makers most excited about?

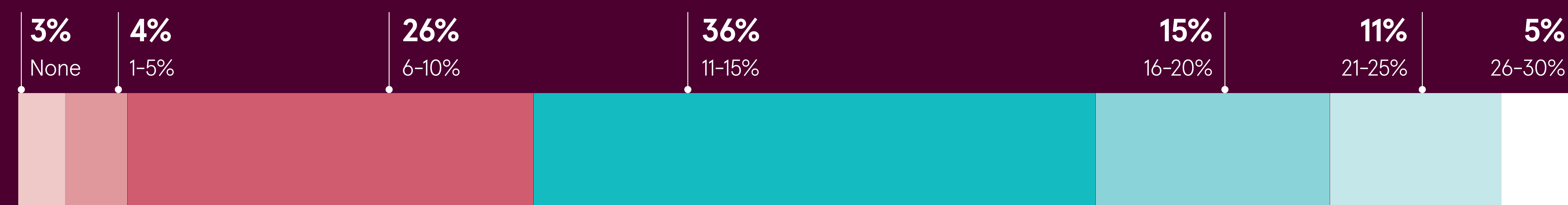
REASONS REAL ESTATE DECISION-MAKERS ARE INVESTING IN PROPTECH

What is the primary reason for your investment, or planned investment, in proptech startups?



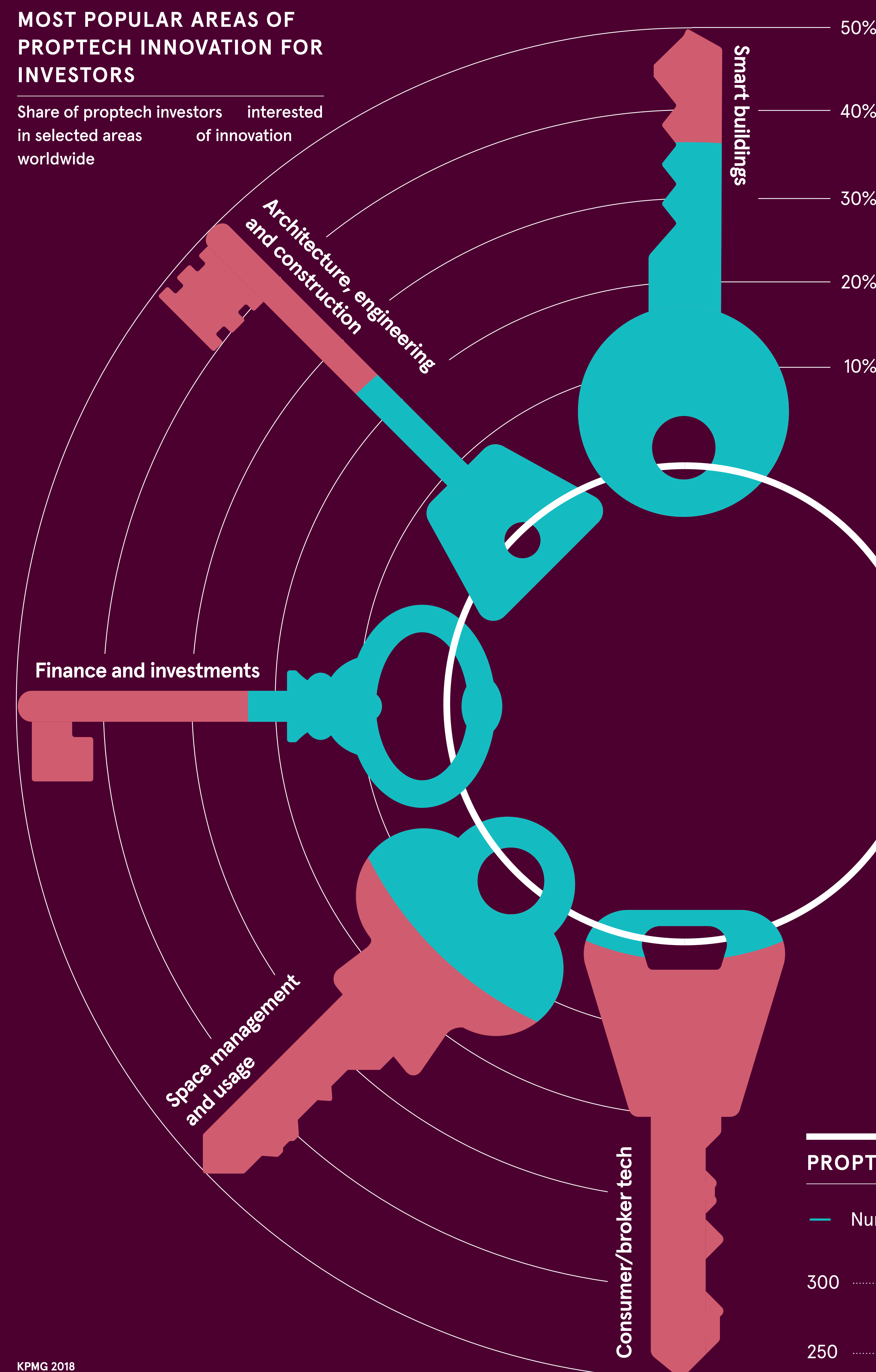
SHARE OF COMMERCIAL INVESTMENT IN PROPTECH

Percentage of commercial real estate capital investors plan to commit to proptech by percentage of respondents



MOST POPULAR AREAS OF PROPTECH INNOVATION FOR INVESTORS

Share of proptech investors interested in selected areas worldwide



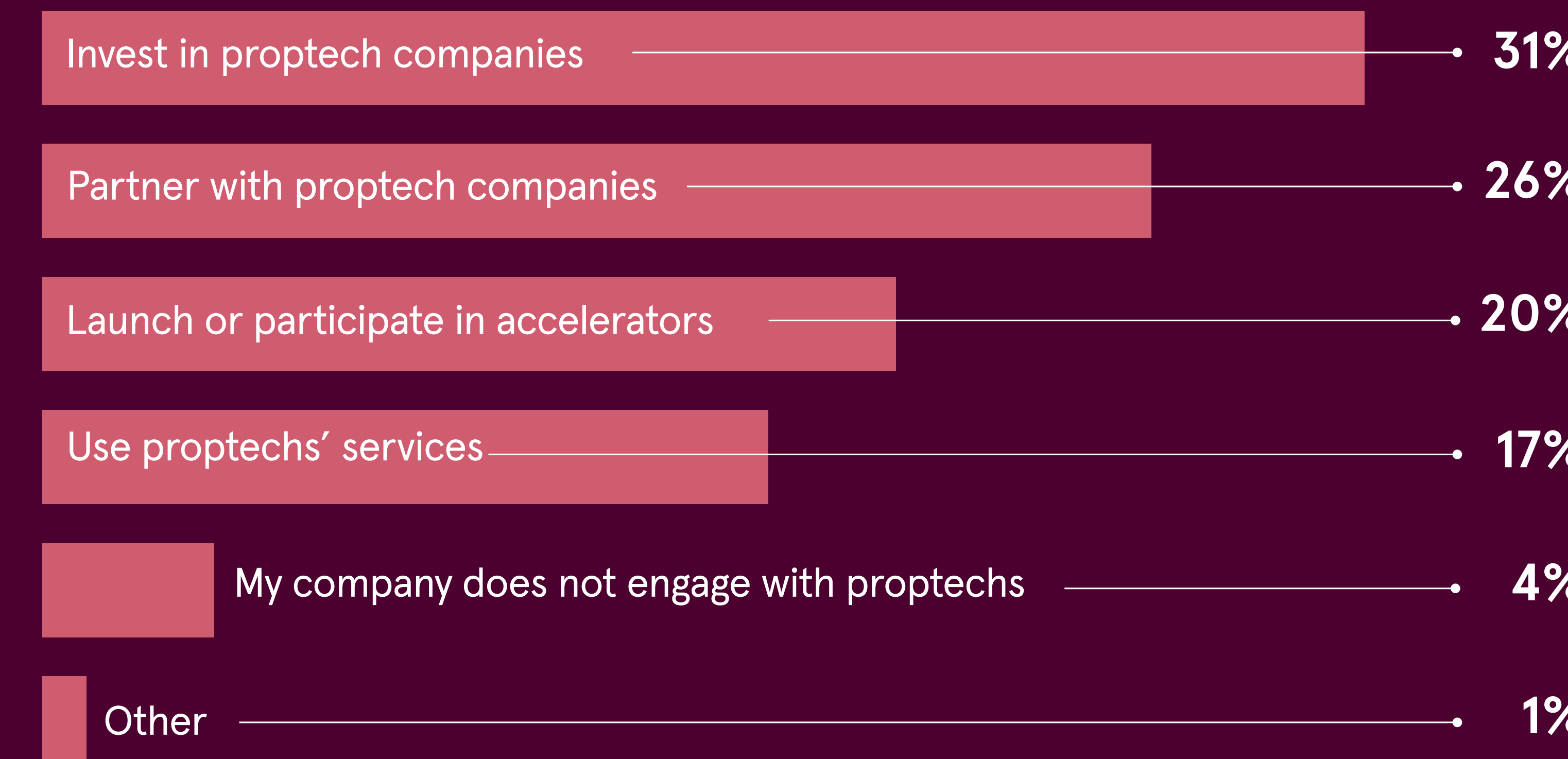
NUMBER OF PROPTech INVESTMENTS PER INVESTOR

Average number of proptech investments made worldwide from 2017 to the first half of 2019



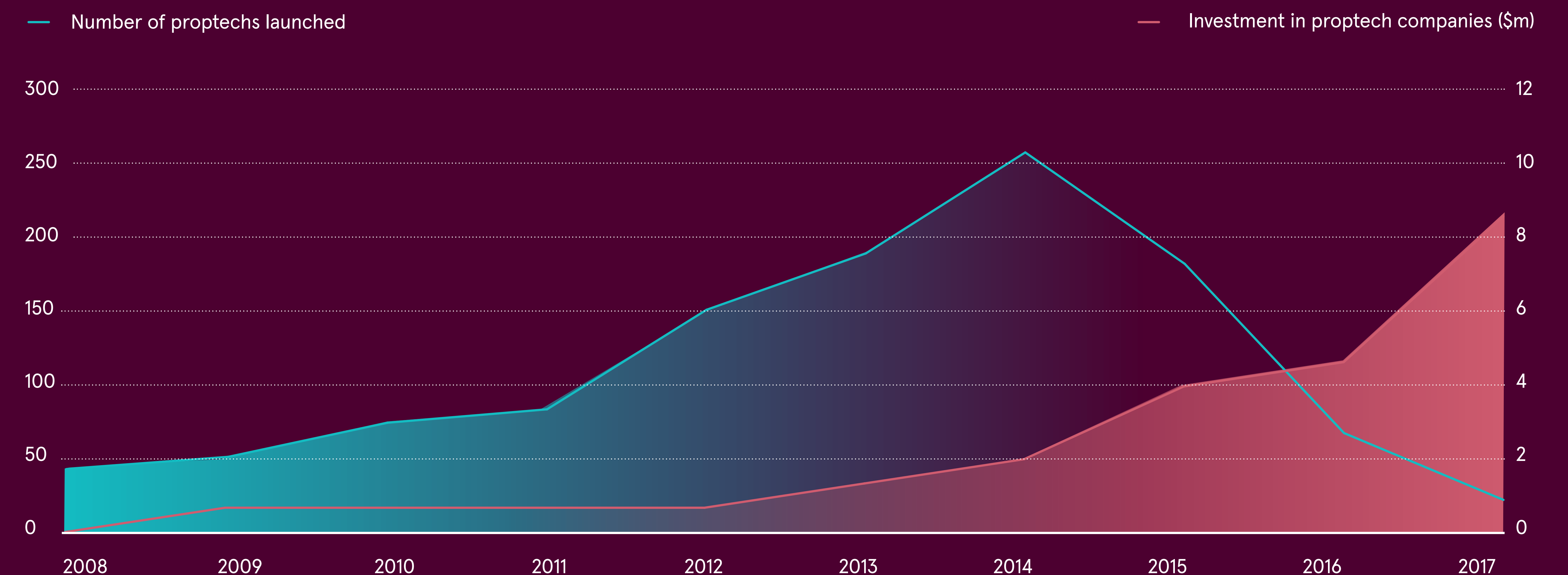
REBNY/Royal Institution of Chartered Surveyors 2019

TOP WAYS INVESTORS ARE ENGAGING WITH PROPTechs



Deloitte 2019

PROPTech FUNDING AND STARTUP NUMBERS



Deloitte 2019

90%

of traditional real estate organisations think that the industry views proptech as an opportunity/enabler

93%

believe traditional real estate organisations need to engage with proptech companies in order to adapt to the changing global environment

30%

say they currently invest or plan to invest in proptech startups