

# Real Estate's Moment Of Reckoning

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# Who is Fifth Wall?

Fifth Wall is the largest and most active venture capital investor at the intersection of real estate and technology. We work with some of the most significant global real estate companies to help them understand and leverage technology and its impact on real estate.

## 4 AREAS OF FOCUS:

NORTH AMERICAN REAL ESTATE TECH
RETAIL
EUROPEAN REAL ESTATE TECH
CLIMATE TECH

## 44 PORTFOLIO COMPANIES

appear [here]	aquicore	aurora	B	blend	BLUE PRINT POWER	BUILT ROBOTICS	built
CLASSPASS	Clutter	COBALT	COBLI	convene	cotopaxi	eden	enertiv
FOXTROT	HARBOR	HEYDAY	Hippo	HOMEBOUND	Honest	HYDRA studios	INDUSTRIOUS
INTERIOR DEFINE	Lime	loft	Loggi	LYRiC	MADISON REED	Notarize	OPENDOOR
POLLYEX	SHIPWELL	states title	TAFT	UNTUCKit	urb}int	VTS	WIRED SCORE

As used in this presentation, Fifth Wall's "venture investor at the intersection of real estate and technology" refers to venture capital firms that have a primary focus on pursuing real estate technology (i.e., "Proptech", "Real Estate Tech" and "Built World") investment strategies. Statements of opinion as to Fifth Wall's standing within this sector are based on its internal diligence and analysis, and its research of available industry data and rankings. See "Important Information" at the end of this presentation for additional details regarding the limitations of statements of opinion, estimates, forward looking statements and similar assertions that appear in this presentation. Portfolio company investments are for illustrative purposes and may not represent a complete list of portfolio company investments. Portfolio composition will vary over time, and the inclusion of a portfolio company's name or logo in this list should not be considered a recommendation or endorsement of Fifth Wall by that company. The inclusion and identification of investors, strategic partners, corporate partners and/or target companies above or elsewhere in this presentation do not represent a complete list of them in Fifth Wall funds and should not be considered a recommendation or endorsement by any of them of Fifth Wall's current or future funds or other investment offerings.

# A GLOBAL CONSORTIUM OF REAL ESTATE PARTNERS

**60+ CORPORATE REAL ESTATE INVESTORS SPANNING 14 COUNTRIES**

-  **~130,000** US Single-Family Homes built annually (22%+ of all US SFH starts)
-  **~1.7 million** total Multi-Family units owned, operated, and developed globally
-  **~7.3 billion** sqft of Office + Retail space owned, operated, and developed globally
-  **~1.6 billion** sqft of Industrial space owned, operated, and developed globally
-  **~1.4 million** total Hospitality units owned, operated, and developed globally



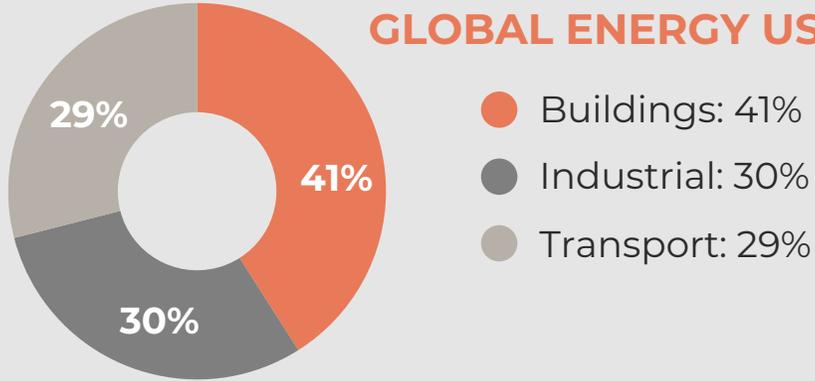
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REAL ESTATE OWNERS, OPERATORS, AND DEVELOPERS  
ARE FACING AN **IMPENDING EXISTENTIAL CRISIS:**

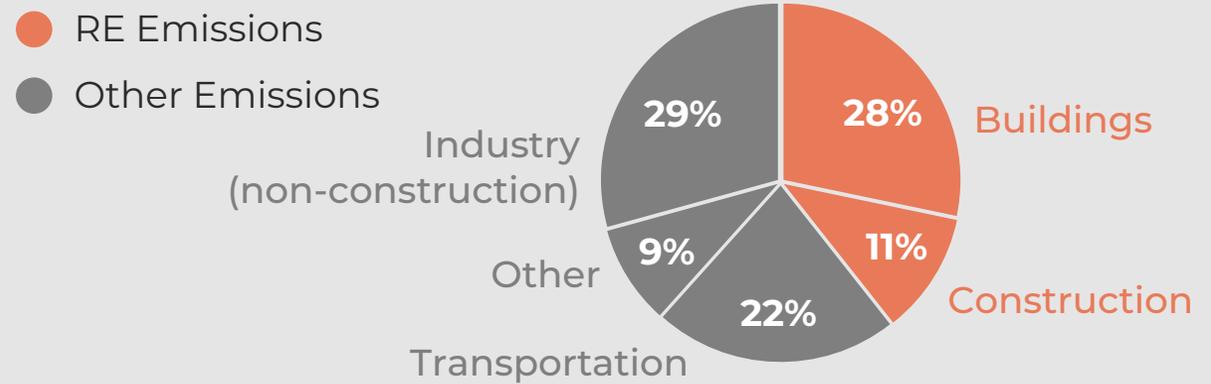
OUR MOST IMPORTANT STAKEHOLDERS ARE GOING  
TO ABANDON US IF WE DON'T DO SOMETHING  
ABOUT CLIMATE.

# WHY?

Because our industry is the single-largest contributor to climate change...



**SHARE OF GLOBAL CO2 EMISSIONS BY SECTOR<sup>2</sup>**



...and we, as an industry, have systemically underfunded the technology required to fix it.

# \$94.6M

Invested by Real Estate Corporations into Climate Tech Over the Past Ten Years<sup>3</sup>

AND OUR **MOST IMPORTANT**  
**STAKEHOLDERS** ARE NOW  
HOLDING REAL ESTATE  
ACCOUNTABLE IN  
**UNPRECEDENTED WAYS.**

Stakeholders we care about, like...



## REGULATORS (Your rule-makers)

are going to tax you for your greenhouse gas footprint...



**City of Los Angeles:**  
New Buildings Net-Zero Carbon by 2030<sup>1</sup>



**New York City:**  
Buildings must cut emissions 30% by 2030<sup>2</sup>



**407 mayors** in the US will uphold the Paris Climate Change Agreement<sup>3</sup>



**Denver** implemented a dedicated sales tax to raise \$40M per year to Climate Change<sup>4</sup>

**+42 additional major cities** across the US have made climate change pledges.

Changes to buildings need to happen now to meet these regulations...

1. LA's Green New Deal 2. Crain's New York Business 3. Business Green 4. Brookings

See "Important Information" at the end of this presentation for additional details regarding the limitations of statements of opinion, estimates, forward looking statements and similar assertions that appear in this presentation.

## TENANTS (Your rent payers)

are refusing to inhabit buildings that pollute...



**\$1B:**

Climate & Nature  
Fund



**\$2B:**

Climate Pledge  
Fund



**2030:**

Carbon  
Neutrality Goal



**\$1B:**

Climate Pledge  
Fund



**2040:**

Net Carbon  
Zero Goal



**2020:**

25% reduction in  
Carbon Emissions



**2030:**

Carbon  
Neutrality Goal

  
Save money. Live better.

**2040:**

Zero Global  
Emissions



**2030:**

30% reduction in  
Carbon Emissions



**2030:**

Climate  
Positive Goal

## INVESTORS (Your sources of capital)

won't give you money...



**500** Investors representing **\$47T** of investments<sup>1</sup>

have joined the Net-Zero Asset Owner Alliance, committing to transition their portfolios to net-zero GHG by 2050



**48** Global banks representing **\$10T** of investments<sup>2</sup>

have joined Climate Action to commit, manage, promote, improve, and account for climate change today

**BlackRock**

Announced climate change will be central across its \$7T portfolio (Jan 2020)<sup>3</sup>

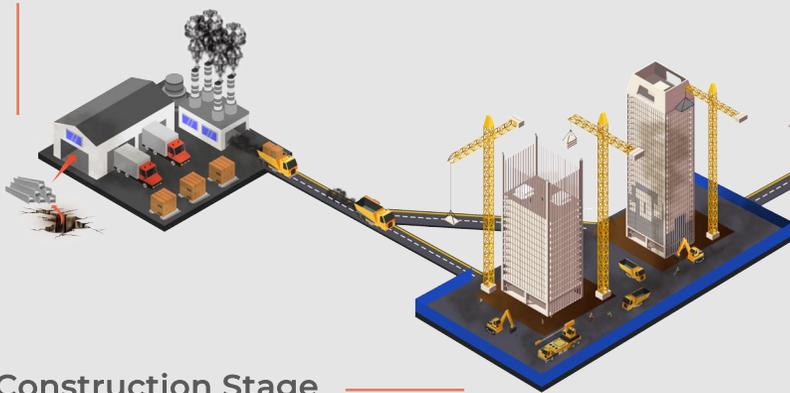
1. Climate Action 100+  
2. Climate Action in Financial institutions and Fifth Wall analysis.  
3. BlackRock Press Release  
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Decarbonizing our homes, offices, and cities is a problem that can only be solved through innovation, technology, engineering, and entrepreneurship.

## Materials Stage

Raw Materials, Manufacturing, Transportation

E.g.  
Novel materials (CLT)  
Novel manufacturing tech  
(3D Printing)



## Construction Stage

Logistics & Supply Chain, Construction, Installation

E.g.  
Rapid construction & assembly processes  
Improved design-for-construction software



## Operating Stage

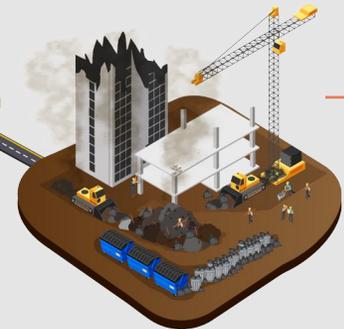
Maintenance, Efficiency, Heating / Cooling, Refrigeration, Clean Energy, Water, Waste

E.g.  
Energy Efficient HVAC Motors  
Improved Batteries

## End Of Life Stage

Deconstruction, Demolition, Waste Processing, Recycling / Upcycling

E.g.  
Recyclable materials  
2nd-life upcycling processes



## REAL ESTATE'S MOMENT OF RECKONING

Real estate companies and leaders that invest in decarbonization technology will flourish.

Those that do not will face a global community that will hold them accountable.



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