

不動産テックの現在地および活用事例の紹介

June 15, 2023



metaprop.

Who We Are

本日のプレゼンター



Satoshi Murakami (he/him)

- Director, Head of APAC
- 住友商事にて不動産開発（9年間）およびCVC活動（4年間）
- 慶應義塾大学工学部システムデザイン工学科卒





Since 2015: Foundation & Focus

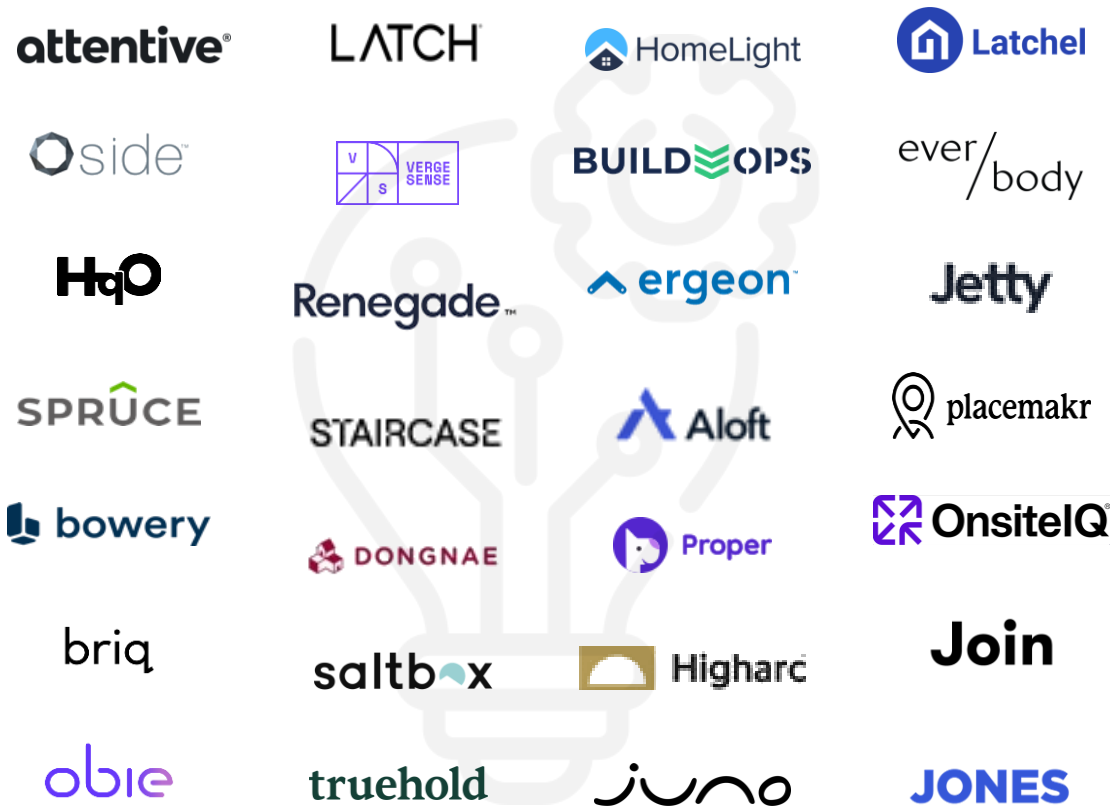
To ensure and improve the long-term survivability of the built world, leveraging technology to create a more affordable, sustainable, accessible, and resilient paradigm for the people who utilize space.



The Intersection of Innovation & Industry

PropTech's leading investor

175+ company PropTech portfolio



Global strategic investor base

Representing 20 billion sqft of real estate



Investors & Operators With Tech & Real Estate DNA

PARTNERS



ZACH AARONS

Deal Flow & Vision Operator & Executor



AARON BLOCK



ZAK SCHWARZMAN

Institutional VC



MAUREEN WATERS

Strategy & Growth



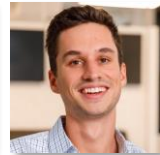
BRYAN LYANDVERT

Investor



VYSHAKH KODOTH

Investor

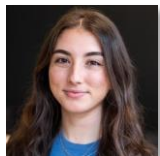


JACKSON FEDER

Investor



PLATFORM TEAM



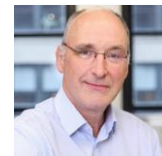
SAGE SHAMSAI
Innovation Services



SATOSHI MURAKAMI
Head of APAC



ZANDER GERONIMOS
Strategic Partnerships & Business Development



TOM CASHEL
CFO



WES MIZELL
Marketing

INVESTMENT TEAM

SHARED SERVICES TEAM

ADVISORY BOARD AND VENTURE ADVISORS



MARIA SEREDINA
Venture Advisor



JERRY COLEMAN
Venture Advisor



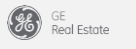
JULIE SAMUELS
Advisory Board



DAVE BLOCK
Advisory Board



JOE PARSONS
Advisory Board



ROSE XU
Advisory Board



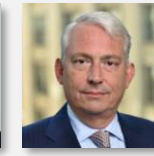
JEFF CITRIN
Advisory Board



STU ELLMAN
Advisory Board



AL GOLDSTEIN
Advisory Board



BOB WHITE
Advisory Board



DAVE CONGDON
Senior Advisor



The Real Estate Industry's Opportunity Engine

A repeatable playbook to scale new ideas into PropTech market leaders



See it all. Early.

200+ investment opportunities reviewed per month

~90% of the investible PropTech market covered

10,000+ PropTech startups tracked



Select the best

Industry proximity drives smarter, faster decisions

<1% of funnel deals transacted

>90% deal win rate



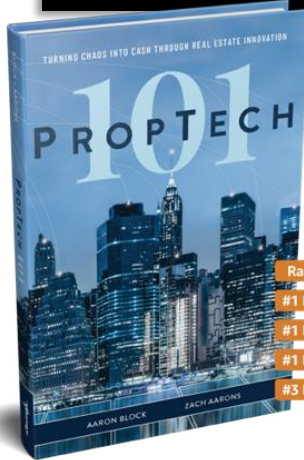
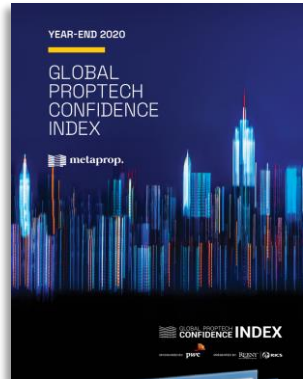
Accelerate adoption

Industry connectivity moves the needle for our portfolio

1,500 portfolio value add opportunities / year

>75% of seed investments raise follow-on financing

At The Center Of The Global PropTech Ecosystem



- Ranked #1 on Amazon!
- #1 New Release in Finance
- #1 New Release in Real Estate
- #1 New Release in Venture Capital
- #3 Best Seller in Real Estate Investment



Top Industry Partners








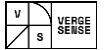




Strong Presence in Asia



Partners in Asia



Focused First-Check Approach Drives Returns

Company	Entry			Multiple		Co-Investors
	MetaProp	Generalist	Current	MetaProp	Generalist	
 attentive	Pre-Seed	Series A	Series E	97x	17x	SEQUOIA ivp
 side	Seed	Series A	Series D	65x	31x	COATUE SAPPHIRE VENTURES
 SPRUCE	Seed	Series A	Series C	38x	19x	SCALE Bessemer Venture Partners
 bowery	Pre-Seed	Series A	Series B	23x	9x	Goldman Sachs
 Renegade	Seed	Series A	Series B	11x	3x	INSIGHT VENTURE PARTNERS LEFT LANE
 VERGE SENSE	Seed	Series A	Series C	11x	6x	SCALE
 HqO	Series A	Series B	Series C	9x	3x	INSIGHT VENTURE PARTNERS
 morty	Seed	Series A	Series B	8x	4x	THRIVE CAPITAL
 briq	Seed	Series B	Series B	7x	2x	TIGERGLOBAL
 obie	Pre-Seed	Series A	Series B	6x	2x	Battery

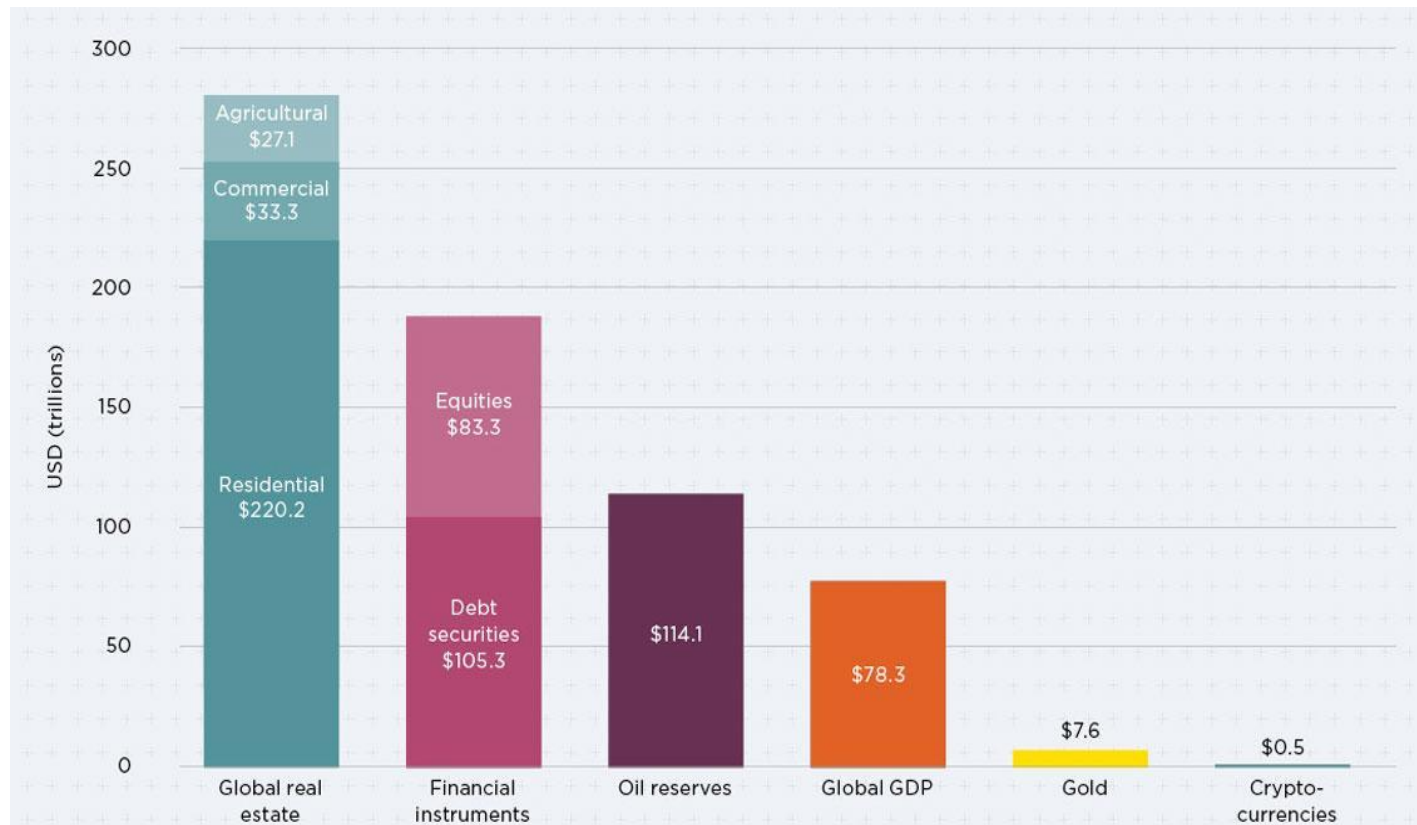
Broad PropTech exposure ahead of brand name generalists

3-5x cost basis advantage in successful positions

Today's PropTech Opportunity

A Massive Market In Transition

Relative Global Real Estate Value



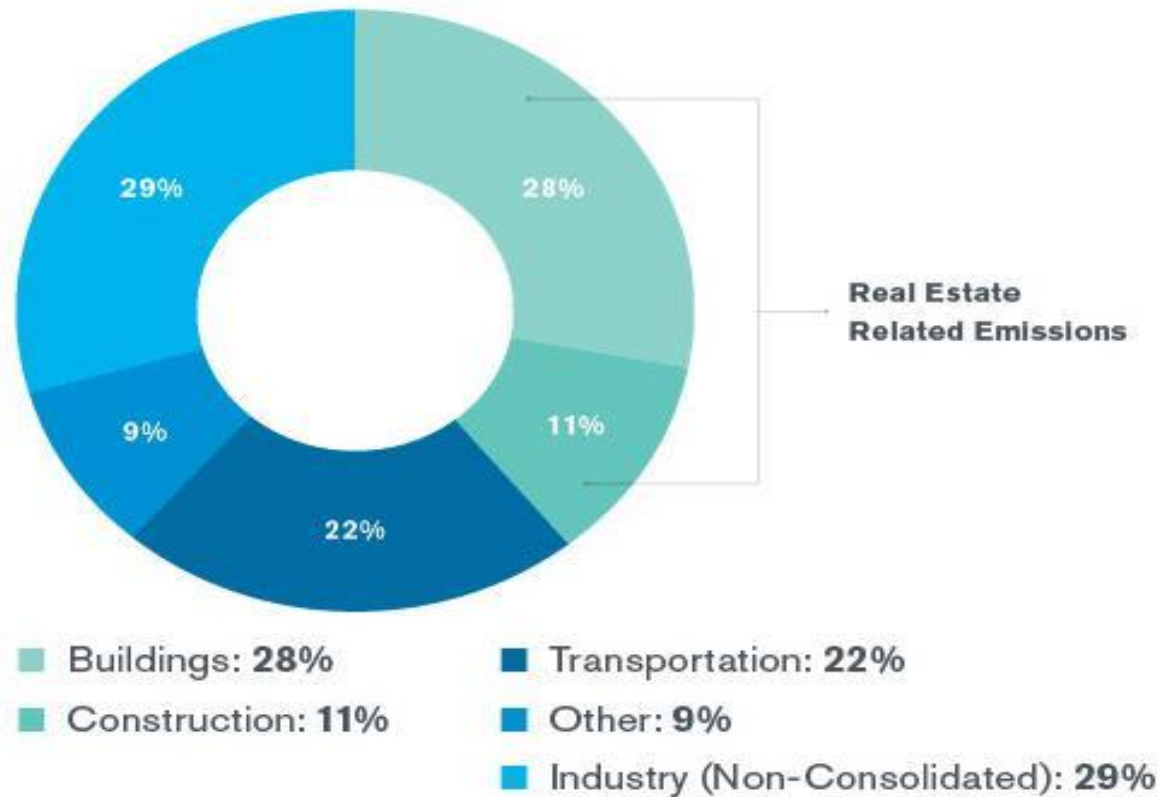
Source: Savills

The largest asset class in the global economy is under intense pressure to innovate

不動産業は世界最大の
アセットクラス
でありながら変革が
最も遅れている

Real Estate Accounts For 40% Of CO₂ Emissions

FIGURE 2: SHARE OF GLOBAL EMISSIONS BY SECTOR

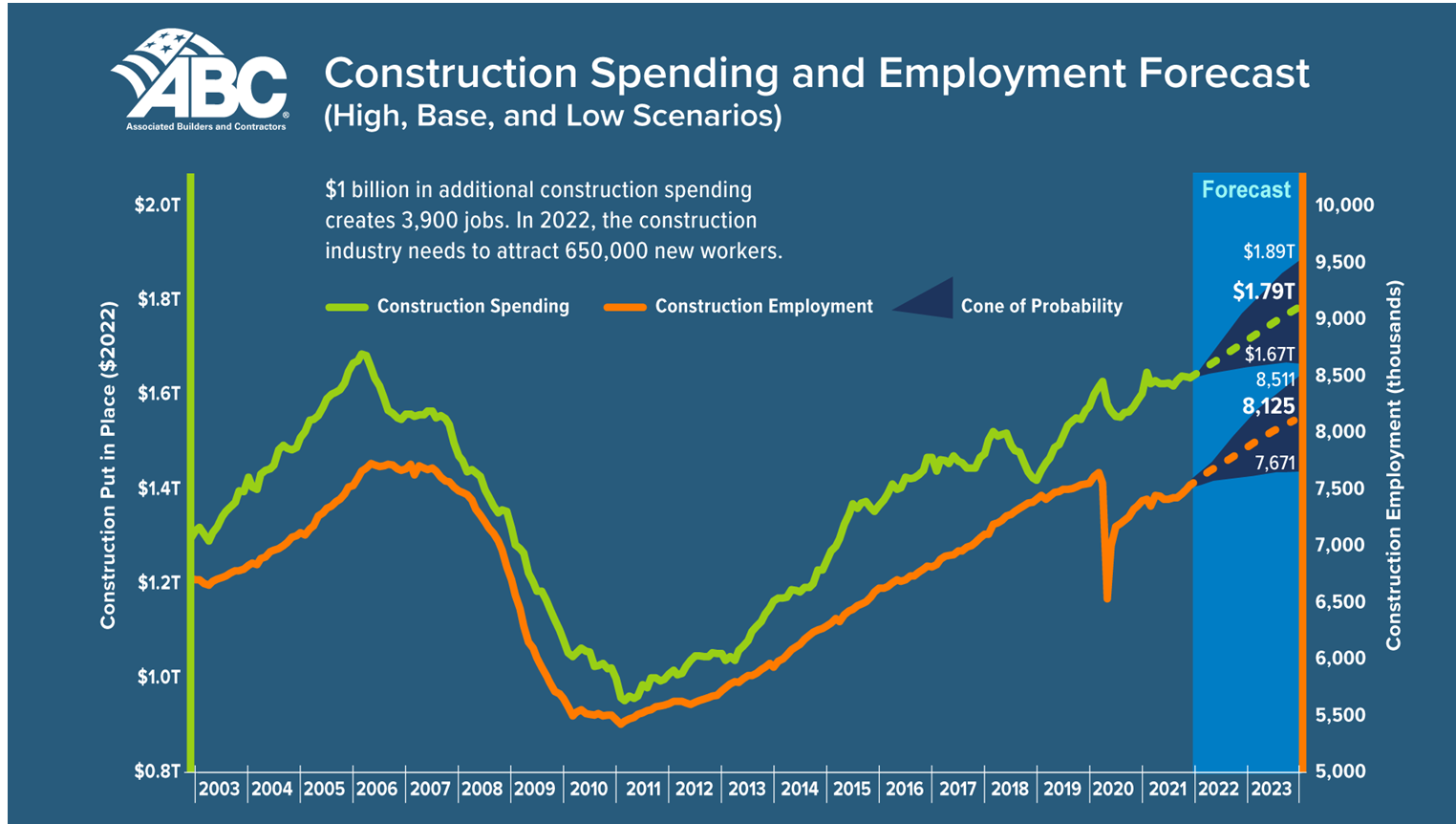


< 10% of climate innovation funding targets the real estate industry

気候変動分野への投資における不動産セクターの割合は**10%**を下回る

Source: University of Pennsylvania Kleinman Center for Energy Policy, McKinsey & Company, Energy Star

> 500K Trade Labor Shortage



> 40% of construction workforce expected to retire in the next 10 years

今後10年で建設産業の労働者の40%超がリタイアすると予測

Source: Associated Builders and Contractors, McKinsey & Company

3-5 Million (Affordable) Home Deficit

Figure 1: Housing supply and prices



Housing costs make up record share of household income

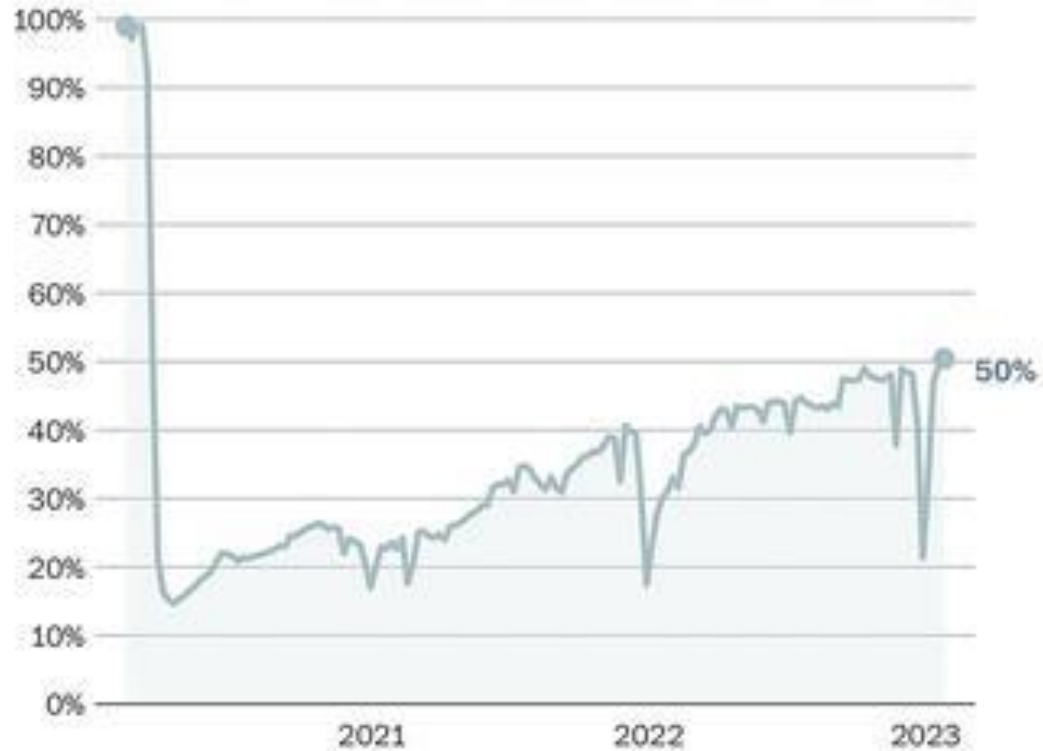
世帯収入に対する住宅価格は上がり続けている

Source: Federal Reserve, National Association of Realtors, Fannie Mae, Morningstar, Pew

Office Use (And Value) Remains Uncertain

Pandemic office occupancy

— Average of top 10 cities tracked by Kastle Systems



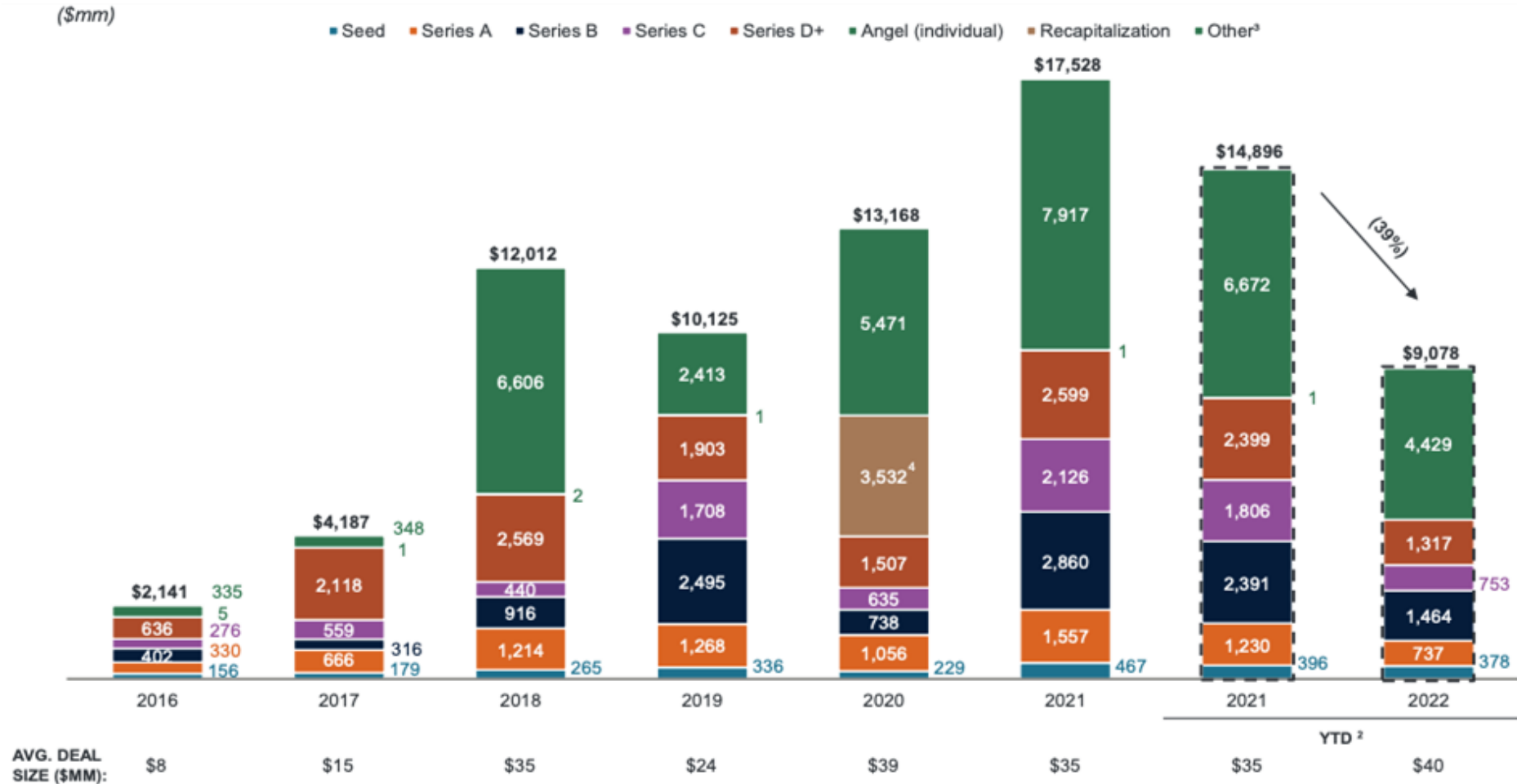
Source: Kastle Systems, The Wall Street Journal

> 30% of
outstanding
commercial property
debt is floating rate

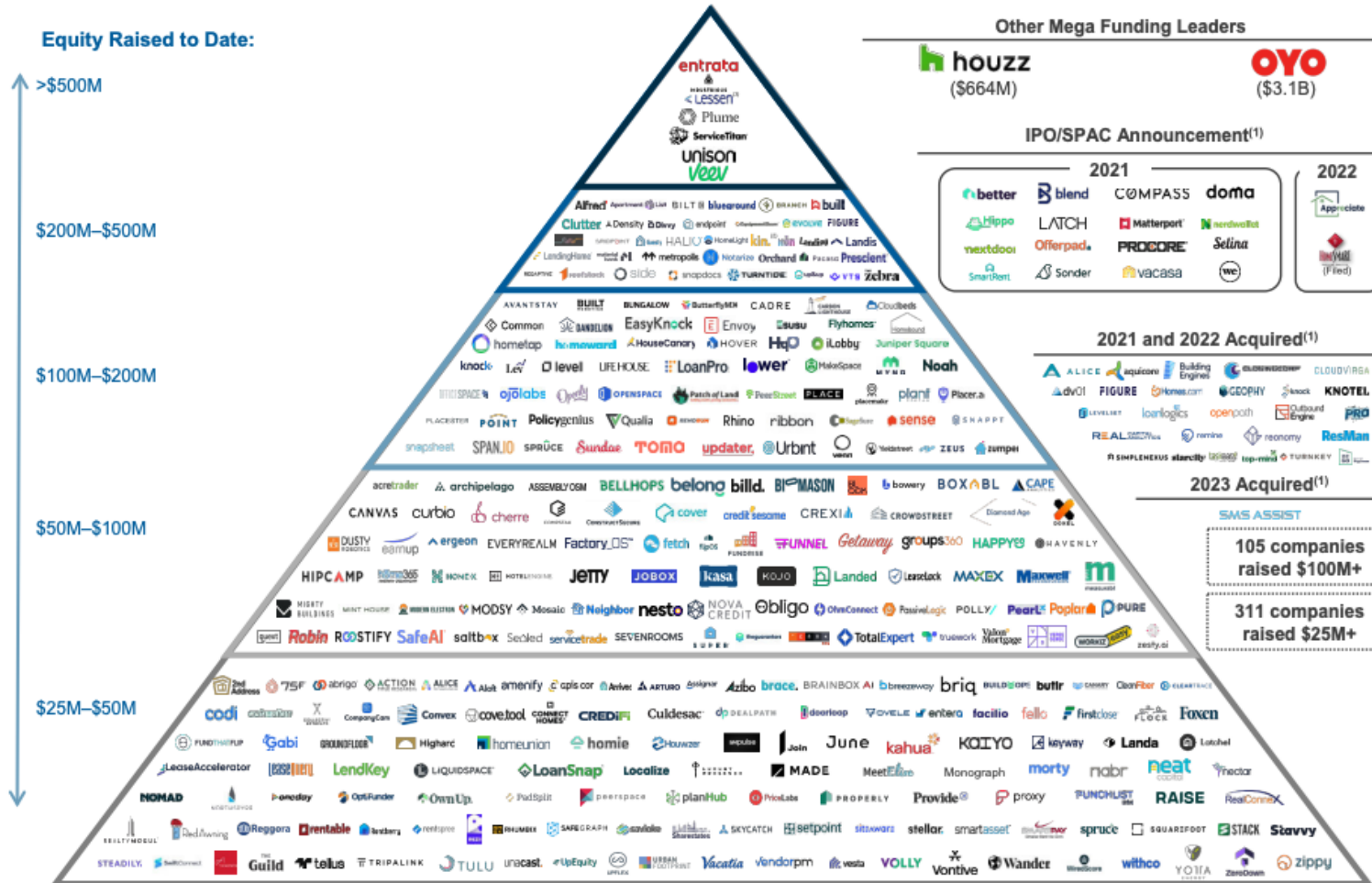
オフィス利用率は
COVID以前の50%に留
まり、商業不動産ロー
ンの3割超は変動金利
を適用

6x Increase In Innovation Funding in 5 Years

US PropTech venture investment (2016-2022 YTD)¹



An Explosion Of Entrepreneurial Activity



Entering a period of intense value creation, destruction and transfer

創造・破壊・移転の激しい時代を迎える

Huge Potential for Growth by Comparing Market Size

Size of Real Estate Market

PropTech Funding Size (2022)



\$4,117B

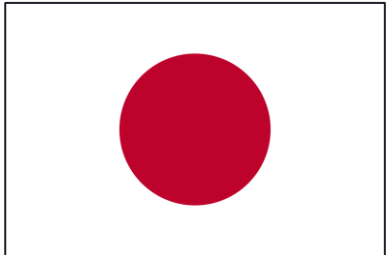
\$9,078M

4.25x

20.08x

\$967B

\$436M

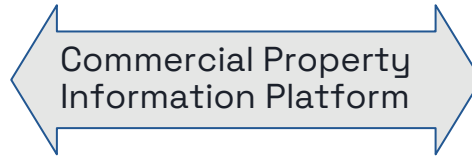


Source: MSCI, INITIAL "Japan Startup Financial 2022"

Chasing US Frontrunners



\$31.4B
4.2兆円



\$61M
82億円



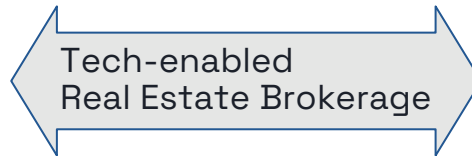
\$7.5B
1.0兆円



\$633M
854億円



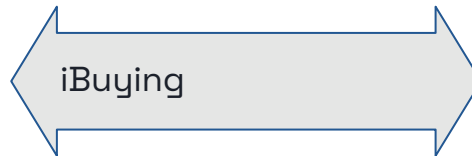
\$1.6B
2,160億円



\$44M
60億円



\$0.8B
1,080億円



\$283M
382億円

Source: Based on stock price at the end of April 2023

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