



# Capitalizing on our Strengths: **Invest, Integrate, Scale and Repeat**

**TSXV:UPI**

Advanced technologies and control systems for healthy buildings in a COVID-19 and Post-COVID-19 affected environment

[universalproptech.com](https://universalproptech.com)

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# About Universal PropTech Inc.

Universal PropTech Inc. (“UPI” or the “Company”) is a publicly traded (TSXV:UPI) **PropTech company that provides innovative building solutions and services.**

The Company has a **strong operational track record with an active network of credit-worthy government and marquee customers.** UPI’s wholly-owned subsidiary, VCI Controls Inc. (“VCI”) has developed building control solutions and have been deployed in federal government and marquee facilities for over 40 years.

UPI is **embracing new technologies through strategic acquisitions and licensing.** In this way, UPI is establishing itself as a leading PropTech company in this new COVID-19 affected environment and beyond.

UPI uses building and air control systems to implement PropTech solutions to sanitize air and surfaces for commercial and multi-residential buildings and to manage building environments. For example, UPI integrates into building control systems, temperature monitoring for individuals accessing these buildings.

Headquartered in Toronto, UPI has offices across Canada including Montreal, Halifax, and Ottawa.



# Why Universal PropTech Inc.?

UPI is backed by an experienced group of leading industry professionals that form its **new management team and board of directors**.

Through the **streamlining of operations**, UPI has seen a reduction in operating costs which will continue to provide greater value to its investors.

The Company is repositioning itself as a leading building innovation company focused on PropTech for healthy buildings. UPI has started successfully executing on its **renewed strategy** through its agreement with Delta-X Global Corp. to bring to market their proprietary face and temperature recognition software technology, Delta-X™ Trust.

The combination of UPI's new management team, streamlined operations, and renewed strategy with a focus on growth by offering unique products to building owners through acquisitions and licensing, provides considerable upside potential to investors of the company.



# Deploying the Best Real Estate Tech

**Artificial Intelligence, Machine Learning, Big Data, Internet of Things and the Cloud** have enabled significant value accretion through real estate technologies (PropTech), whether they be the elimination of existing costs in the sector or the improvement of design and operations in new build, operations and maintenance of real estate assets.

## \$6 Billion Growth<sup>1</sup>

PropTech has seen significant growth in the last several years with \$6.3 billion(US) in investments globally.

## \$7 Billion Market<sup>2</sup>

PropTech has a \$7.3 billion(US) market opportunity size in the US and Canada.

<sup>1</sup>Source: CB Insights

<sup>2</sup>Source: PWC Real Estate Report

# Market Opportunities

**89%**

CRE\* execs said significant consolidation in PropTech needed to effectively deliver



Big players living off old energy paradigm

**\$20.5b**

Size of North American HVAC market annually



Number expected to grow

**>\$75b**

Canada and US BAS market and growing by >10% annually



BAS will be part of the shift

**60%**

Builders expect to build 50% green projects



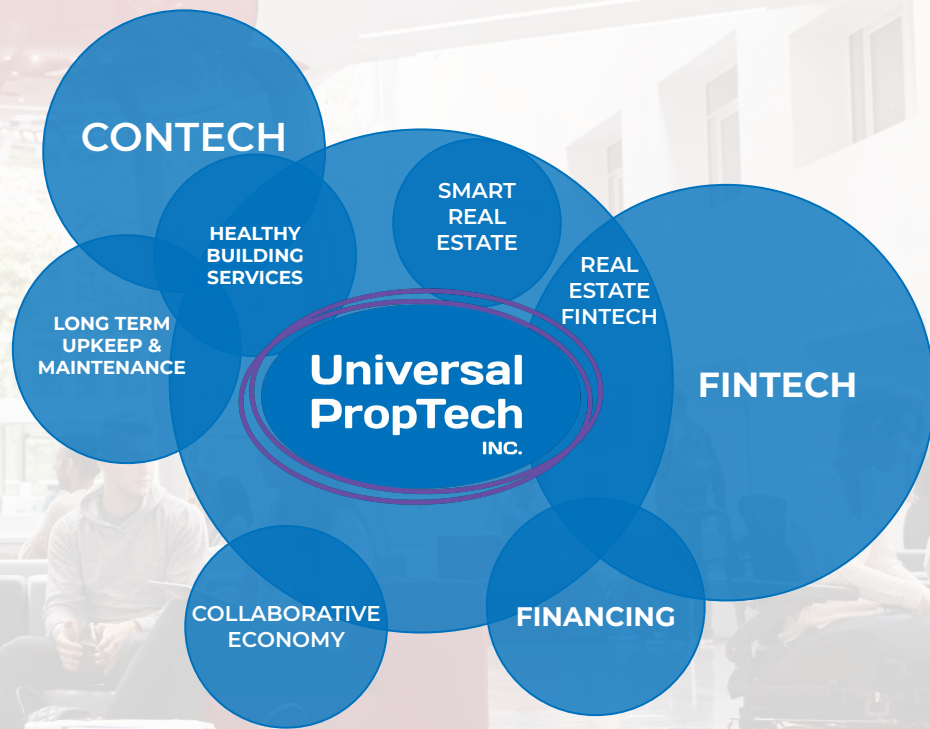
Moving quicker to adopt green projects

\*According to 2020 Altus Group CRE Innovation Report

# De-risking and Deploying Innovative PropTech

As an operating building control systems company, UPI de-risks the testing and deployment of innovative PropTech solutions. We beta test tech with our existing clients and ensure that the PropTech being developed by our technology partners is what customers need and want.

- Utilizes its **own proprietary** healthy building controls systems and invests in additional PropTech to expand its footprint.
- Provides technology developers with **enabling investment capital, pathway to market.**
- Offers **processes and resources to scale and repeat** for multiple property technologies.
- Takes advantage of its position in the Canadian market to **de-risk tech investment and deployment**, and enables the launch of products at scale.



## Strategic Acquisitions

## De-risking PropTech

UPI invests in people, ideas and innovation to deliver customer-centric healthy building solutions and services.

UPI will have several unique operating and marketing entities under it, and focus on de-risking technology investments such as:

**Technology** - where an opportunity to globally license commercial PropTech (equipment/software), generate licensing and/or distribution agreements to leverage additional values from R&D

**Covid-19/IEQ** – Stop the spread of Covid-19, assess and enhance indoor air and environmental quality for healthy buildings, design and project manage building performance projects and programs

**Healthy Building Services** - VCI continues to project manage, install and service healthy building solutions and services.

**Energy Resources** – Integrate and optimize renewables and conventional energy, storage and controls to maximize transactive energy

**Financing** - self-finance credit-worthy or de-risked solutions for customers.

# Capitalizing on our Strengths

## Invest, Integrate, Scale and Repeat

A better go-to-market strategy that allows UPI to secure greater share of installed and operational PropTech.



One-stop shop for Covid-19/Indoor Air Quality, Building Performance, HVAC, BAS, Energy Resources solutions and services for ICI and Multi-residential customers.



UPI is Canadian Distributor. Germicidal UV light & carbon ceramic products.



UPI to provide audit of HVAC and high occupancy area surfaces with under 2-hour, on-site test for Covid-19.



UPI Exclusive Canadian Distributor in Eastern Canada. Germicidal UVC and NASA- originated Photocatalytic Oxidation technology.



UPI is Canadian Distributor. Bipolar ionization products.



UPI Exclusive Canadian License. Facial and temperature recognition software tech.

# Underpinning UPI with a Solid Foundation:

VCI provides real estate owners/managers turnkey HVAC/Building Controls design, equipment, installation and ongoing operations and maintenance services for commercial, institutional and multi-residential customers from east coast to Ontario.

Key strategic partnerships afford the ability to monitor real-time utility meters, key BAS and systems data in a building. The team has the capability to make sense of this data and apply advanced web tools to make recommendations to fine tune a building, saving from **5% to 15% of a facilities energy spend without capital expenditure.**

**Proven Quality - VCI controls have been used in Federal Government and marquee facilities for over 40 years.**



# Customers with their own legacy

With over 40 years of experience our clients number among the most well known companies and organizations in Canada.



Government  
of Canada



UNIVERSITY OF  
TORONTO



National Gallery  
of Canada



Ottawa Catholic  
School Board

# Air & Surface Disinfection Technology

## SURFACE TESTING SERVICES

UPI is using the LuminUltra's GeneCount Rapid SARS-CoV-2 surface testing solution to audit effectiveness of disinfection protocols and air quality equipment. UPI is rolling out to support its own effectiveness of designing and deploying its air quality equipment, and audit the effectiveness of other conditions and systems within government facilities and select service aviation operators.

**LUMINULTRA®**  
microbial monitoring



# Air & Surface Disinfection Technology

## UPI BRINGS PRODUCTS TO MARKET

Air Sniper's advantage lies in the power of its' technology. By combining elements of intensity, proximity, dwell time, and CFM, Air Sniper has developed a solution that properly applies Ultra Violet Germicidal Irradiation to its' UVC technology, and is suitable for industrial-scale applications.



# Air & Surface Disinfection Technology

## UPI BRINGS PRODUCTS TO MARKET

Fresh-Aire UV is a leading North American manufacturer and developer of germicidal UV light & carbon ceramic systems designed for residential, commercial, industrial, agriculture, healthcare, and other specialized markets. Fresh-Aire UV systems are designed to improve Indoor Air Quality by addressing biological contaminants such as viruses, bacteria and mold as well as odors and volatile organic compounds (VOCs). Systems are designed for airstream and surface disinfection as well as specialized products for ice-machines and other unique applications.



# Air & Surface Disinfection Technology

## UPI BRINGS PRODUCTS TO MARKET

AtmosAir's proven indoor air quality technologies act as a continuous disinfectant, actively reducing a wide range of airborne and surface contaminants such as VOCs (volatile organic compounds), viruses, bacteria, and germs. It reduces odors while impacting dust (particulate), mold, mildew, and allergens.



# Technology that Protects People

UPI is introducing touchless facial recognition, temperature detection and multi-factor authentication (MFA) technology to improve hygiene and security standards in any public, high-risk or restricted-access environment.

Delta-X™ Trust solutions can be applied to communities, office buildings, bus stations, airports, hotels, schools, hospitals and other public places with heavy traffic, helping to achieve intelligent security management and disease prevention.

Utilizing our approach to integration, VCI is in the process of rolling out the Delta-X technology to certain key clients.



# Strategic Imperatives



1

**Strengthen Trusted Advisor Status** – Position UPI as the industry leader in healthy building needs.

2

**Expand Acquisitions** – Acquire and license synergistic PropTech solutions that focus on innovation, integration and ongoing services for building developers, owners and operators.

3

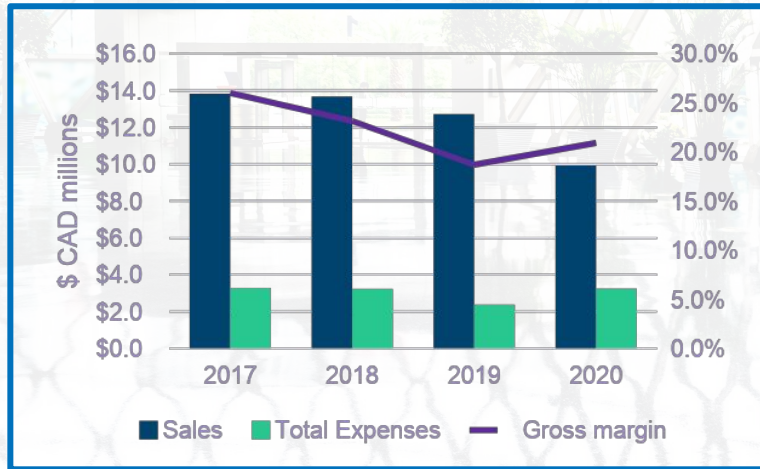
**Facilitate Aggressive Organic Growth & Share of Wallet Campaigns** – Growth will be supported through a consultative holistic sales approach.

4

**Scale Proven Products to Global Markets** – Acquisition and development of the distribution/dealer platform for PropTech to reach global market places.

# Financials: Building a Sustainable Customer Base

UPI is uniquely positioned now and through additional acquisitions to benefit from the billions of dollars that will be spent in 2021 upgrading HVAC and BAS systems in response to COVID-19.



	2017	2018	2019	2020
Sales	\$13.8	\$13.7	\$12.7	\$9.9 <sup>1</sup>
Cost of Sales	\$10.2	\$10.5	\$10.4	\$7.9
Gross margin	26.0%	23.1%	18.7%	20.9%
<b>Gross Profit</b>	<b>\$3.6</b>	<b>\$3.2</b>	<b>\$2.4</b>	<b>\$2.1</b>
<b>Total Expenses</b>	<b>\$3.3</b>	<b>\$3.2</b>	<b>\$3.1</b>	<b>\$3.4</b>
<b>Net (loss) income and comprehensive (loss) income</b>	<b>\$0.1</b>	<b>(\$0.1)</b>	<b>\$0.0</b>	<b>(\$1.2)</b>

<sup>1</sup> Drop in revenue from 2019 in part due to the sale of a business unit in the beginning of FY2020

# Near-Term Outlook

- Stimulus funds expected to be geared to air systems infrastructure at schools and long-term care facilities.
- Deploying Delta-X technology to current client base, past client and new client acquisitions.
- Technology acquisition expected to accelerate sales with existing and new clients.
- Completed significant cost cutting efforts which is starting to reflect in gross and net margin.



# Current Share Structure

Common Shares <sup>4</sup>	30,904,963
Warrants <sup>1</sup>	15,944,302
Options <sup>2</sup>	2,105,000
Convertible Debentures <sup>3</sup>	10,258,431
<b>Fully Diluted Shares Outstanding</b>	<b>59,212,696</b>

<sup>1</sup> - 12,195,329 exercisable at \$0.10 until July 14, 2023; 1,251,750 exercisable at \$0.65 until Aug 8, 2021; 2,013,890 exercisable \$0.30 until Jan 11, 2023; 322,222 exercisable into 1 share and 1 warrant at \$0.21 until Jan 11, 2023;

<sup>2</sup> - weighted average exercise price of \$0.22

<sup>3</sup> - Conversion price of \$0.05 per Common Share until the first anniversary and at \$0.10 per Common Share thereafter. Fully diluted calculation assumes \$0.05 conversion price with a currently outstanding balance of \$512,922.

<sup>4</sup> - balance as at the close of January 11, 2021.

# Attractive Valuation Relative to Peer Group

#	Company	Region	Ticker	Index	Market Cap <sup>2</sup>	2020E Revenue	Cash	Debt <sup>3</sup>	Enterprise Value	Price/Sales
1	Universal PropTech	Canada	UPI	TSXV	\$13.96M	\$9.94M <sup>1</sup>	\$0.80M	\$0.78M	\$13.94M	1.40x
2	ATI AirTest Technologies	Canada	AAT	TSXV	\$7.52M	\$2.89M	\$0.58M	\$3.60M	\$10.54M	2.60x
3	Building IQ	Australia	BIQ	ASX	\$10.01M	\$5.57M	\$0.04M	\$2.06M	\$12.03M	1.80x
4	EnerDynamic Hybrid Technologies	Canada	EHT	TSXV	\$13.13M	\$0.31M	\$0.33M	\$21.87M	\$34.67M	42.67x
5	Legend Power Systems	Canada	LPS	TSXV	\$34.63M	\$2.24M	\$3.49M	\$0.20M	\$31.34M	15.45x
6	Eguana Technologies	Canada	EGT	CVE	\$56.08M	\$3.43M	\$0.44M	\$13.30M	\$68.93M	16.36x
7	Kontrol Energy	Canada	KNR	CSE	\$110.12M	\$10.07M	\$3.57M	\$13.41M	\$119.97M	10.94x

All values in CAD

<sup>1</sup> Drop in revenue from 2019 in part due to the sale of a business unit in the beginning of FY2020

<sup>2</sup> As of Dec 4, 2020. UPI's market capitalization is shown on a fully diluted basis.

<sup>3</sup> Debt includes all financial liabilities except any capital lease obligations

# Leadership

## Management



**Chris Hazelton**

**President, CEO and Director**

Mr. Hazelton is an experienced finance professional with more than 20 years of operational and advisory experience in various capacities and industries:

- Previously, Chief Financial Officer, UPI.
- Vice President for Cavalry Corporate Solutions Ltd.,
- Chief Executive Officer and Director at Canada Pacific Capital Corp.,
- Chief Financial Officer for Lineage Grow Co. Ltd. (now Harborside Inc.),
- Chief Financial Officer & Director at Sagittarius Capital Corp.



**Frank Carnevale**

**Chief Growth Officer**

Mr. Carnevale is an award-winning CXO, industry thought leader, and has originated over \$2.5 billion in energy transactions in regulated and unregulated energy service companies. He leads investments, acquisitions and organic growth for Universal PropTech Inc. and its investments:

- He served as an Executive Board Member of the Energy Council of Canada,
- Board Member of the Council for Clean & Reliable Electricity, and the Ontario Energy Association.



**Jeff Morneau**

**VP Mechanical, VCI Controls Inc.**

Mr. Morneau is a seasoned leader with over 20 years of mechanical solutions and services experience. He is responsible for all mechanical P&L for VCI Controls. Mr. Morneau is well versed and experienced in the full range of HVAC/R and rooftop unit equipment and services in the Industrial, Commercial, Institutional, and multi-residential markets.



**Pierre Craig**

**VP BAS, VCI Controls Inc.**

Mr. Craig leads the Building Automation Systems ("BAS") division for VCI Controls Inc. He is an industry leader in BAS in Canada. As a long serving employee of VCI Controls, Mr. Craig has positioned and sustained VCI's in-house controller-technology as the control solution for the Federal Government and additional institutional facilities.

# Leadership

## Board of Directors



**Daniel Cohen**  
**Director**

Mr. Cohen is Chief Executive Officer and Chairman of Pharmadrug Inc., a CSE listed company focused on the medical cannabis market in Europe.

His past experience includes:

- 20 years of Canadian capital markets experience.
- Head of Equity Sales for six years at Beacon Securities
- Director of Institutional Sales, Wellington West for 7 years until its sale to National Bank Financial in 2011.



**Al Quong**  
**Director**

Mr. Quong is an experienced finance professional, with more than 25 years of operational and advisory experience:

- Chief Financial Officer for the Fovere Group of Companies, a boutique private equity firm which specializes in investments and financing.
- Chief Financial Officer for early stage public cannabis companies Nutritional High International Inc., and The Tinley Beverage Company Inc., and Assurance Senior Manager at KPMG Calgary.

## Advisory Board



**Adam Szwera**  
**Advisor**

Mr. Szwera practices securities law with Fogler, Rubinoff LLP in Toronto and is Chairman of the Foundation Markets, a Toronto Merchant Bank and Exempt Market Dealer. His law and banking practices focus on financings and going public transactions. Mr. Szwera represents several mid-market public companies and assists in listing on the Toronto Stock Exchange, TSX Venture Exchange and the Canadian Stock Exchange. He has also represented brokerage firms as legal counsel..



**Robert Daniels**  
**Advisor**

Mr. Daniels is a creator and developer of new business ventures and initiatives in the real estate and sustainability fields. With a career spanning over 30 years, Mr. Daniels has been involved in substantial multi-million -dollar ventures in real estate and development, commercial property investment and renewable power totalling over \$1.4 B. He became one of the first large-scale builders of super energy efficient homes in Canada.

# Contact

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