



INVESTOR PRESENTATION

Delivering Healthy Buildings

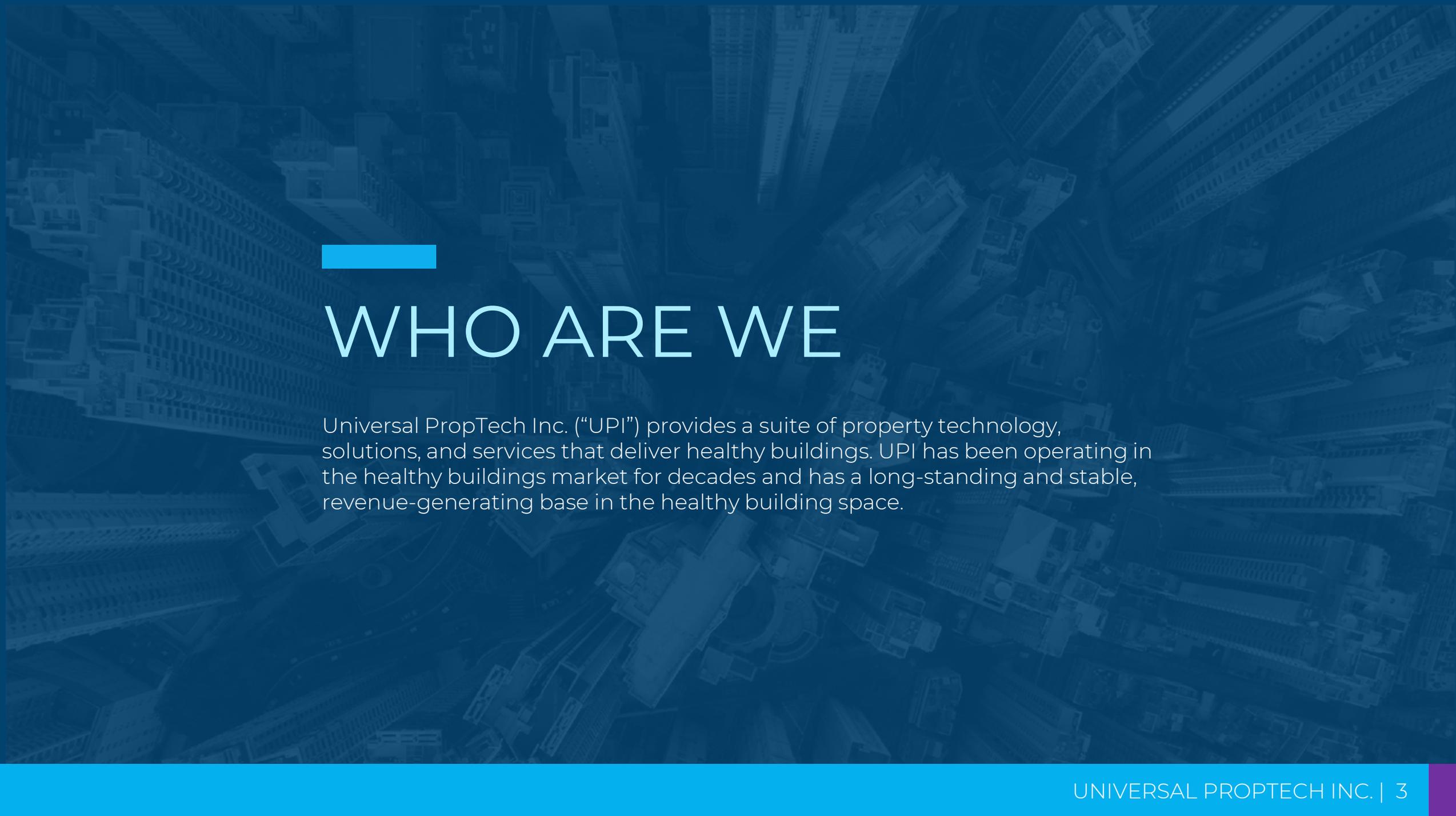
TSXV:UPI | OTCQB:UPIPF | FSE:8LH



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WHO ARE WE

Universal PropTech Inc. (“UPI”) provides a suite of property technology, solutions, and services that deliver healthy buildings. UPI has been operating in the healthy buildings market for decades and has a long-standing and stable, revenue-generating base in the healthy building space.

WHO WE ARE

Through our solid operational history with our subsidiary VCI Controls and our team of industry veterans, UPI plans to expand its footprint by aggressively rolling out a range of additional products and services. Our reputation in the healthy building space has secured us with a strong deal flow of innovative companies who are looking for access to the market and the assistance to scale.



Technology: Opportunities 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 to build performance projects and programs



Healthy Building Services: VCI Controls continues to install and service HVAC and Building Automation and mechanical systems for healthy buildings



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



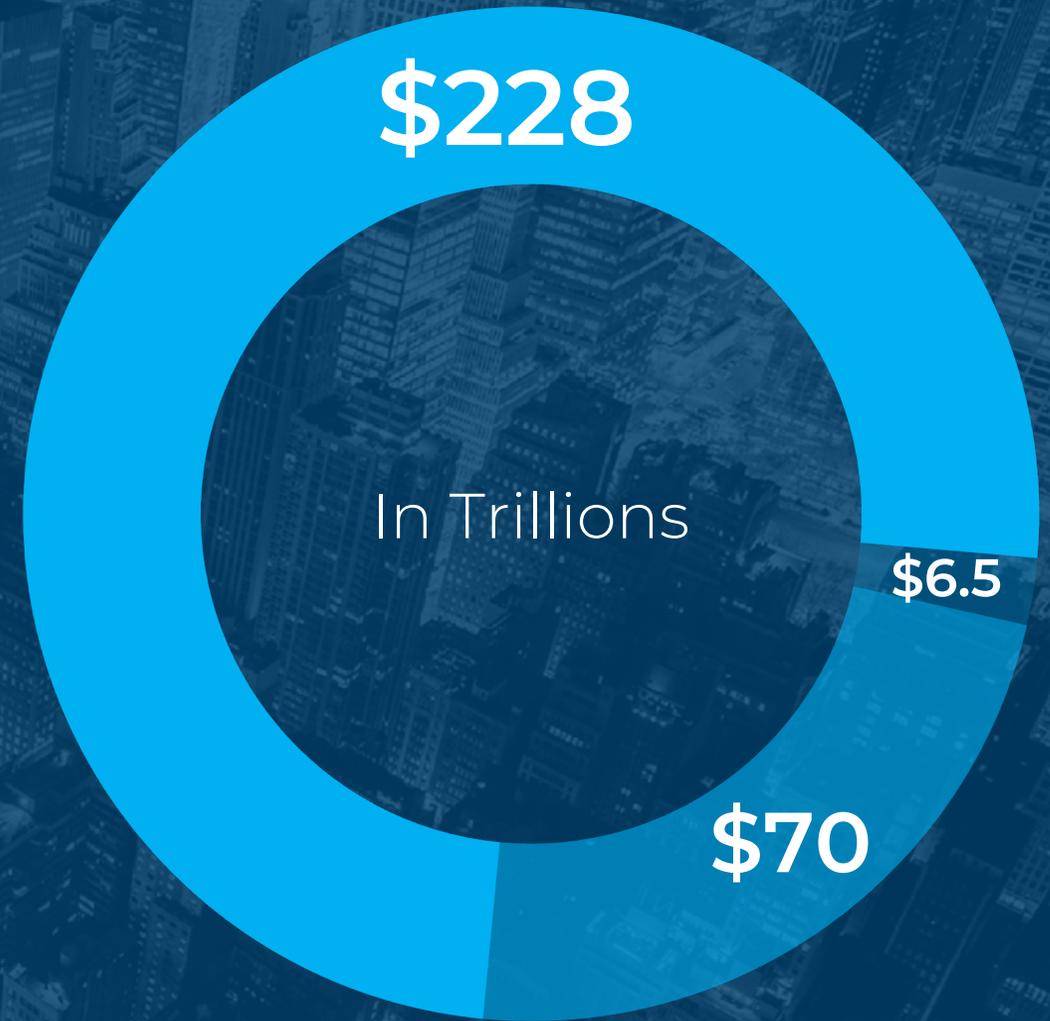
OUR MISSION

Universal PropTech is focused on providing developers, owners, and facility managers with sustainable healthy building solutions and services by strategically investing and partnering with innovative PropTech companies.

We are an entry point into the growing PropTech market. Our growing portfolio of technology partners enables us to provide customers with state-of-the-art technology which best suit their needs of today and tomorrow.

MARKET OPPORTUNITY

New technologies such as Artificial Intelligence, Machine Learning, Big Data and Digitization, Sustainable technology, and the Cloud have created significant value accretion opportunities in the real estate industry, and these innovations can be seen through the elimination of existing costs or the improvement of design and operations in new build, operations and maintenance of real estate assets.

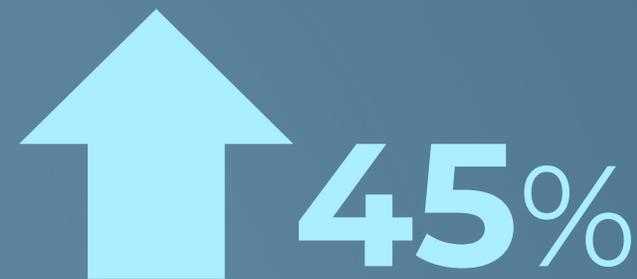


Real Estate Equities Gold

Source: <https://proptech1.ventures/english>

Artificial Intelligence, Machine Learning, Big Data and Digitization, Sustainable technology, 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.

MARKET OPPORTUNITY



45%

The investment attractiveness of the **PropTech sector is growing at a 45% CAGR** from 2014 until today¹.

\$217 Trillion

UPI strives to continuously adopt PropTech innovations to remain competitive in the growing **\$217 trillion Real Estate market**².

1. <https://www.byteant.com/blog/what-is-proptech-industry-startups-and-market-trends-2021>

2. <https://medium.com/@valustrat/real-estate-an-asset-class-worth-usd-217-trillion-globally-is-one-of-the-last-industries-to-adopt-e32cbf134f52>



DEPLOYING INNOVATIVE PROPTech SOLUTIONS

COVID-19 has altered the ability to utilize real estate and sped up the process of digitization. The pandemic has impacted every Institutional and Commercial Real Estate (CRE) segment (office, hospitality, retail, etc.) and every phase of the asset ownership lifecycle (leasing, financing, utilization, etc.). The pandemic will likely continue to influence occupiers and end users of real estate, the importance of new PropTech solutions and the benefits it offers for years to come.

We're envisioning the needs from schools and office environments in anticipation of what the "new normal" will look like.





SAFE SPACES

During and Beyond A Global Pandemic

Real estate owners and property managers, workplaces, and retailers are looking for solutions that will improve the well-being of employees, customers, and visitors.

As employers look to improve the spaces around them, redesigned HVAC and clean air will be top of mind.

UPI is prepared to meet the growing demands to customers across North America, by delivering healthy building solutions that improve building value and user satisfaction.



VCI CONTROLS

UPI conducts its operations through one main operating company, VCI Controls Inc. By leveraging its existing VCI platform, Universal PropTech can effectively screen the most exciting and innovative companies in the PropTech space, build accretive partnerships, giving them access to buildings where they can implement their technology.

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 coast to coast.

Proven Quality

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





Airport



Government Buildings



Schools and Campuses



Border Crossings



Entertainment Complexes, Arenas, etc.



SpotLight-19

STRATEGIC INVESTMENTS

De-risking PropTech

UPI is a minority investor and exclusive sales agent of ISBRG Corp. the innovators of SpotLight-19© technology, and includes other future platform offerings for the government and education sectors in Canada.

SpotLight-19© is currently undergoing Investigational Clinical Trial at a Canadian border location. Specificity levels soon to be determined..



INVESTMENT STRATEGY

UPI is seeking investments/partnerships in PropTech solutions such as:



IAQ monitoring solutions



Energy Efficiency
AI/Machine Learning



Energy Management of supply
and demand loads with
AI/Machine Learning



Heat recovery systems



Thermal optimization systems



FinTech

OUR MISSION

UPI's business model is centred around forward-thinking strategies that drive the direction of the company's growth.

PHASE

1

- License and/or invest in existing technologies (like AirSniper, etc.), securing their rights and adding to the product mix that supports the business strategy.
- Expand the number of services that VCI can provide.

PHASE

2

- Acquisitions and investments in new platforms to broaden the One-Stop-Shop offering
- Acquisitions to grow regional presence across key markets, talent and revenues.

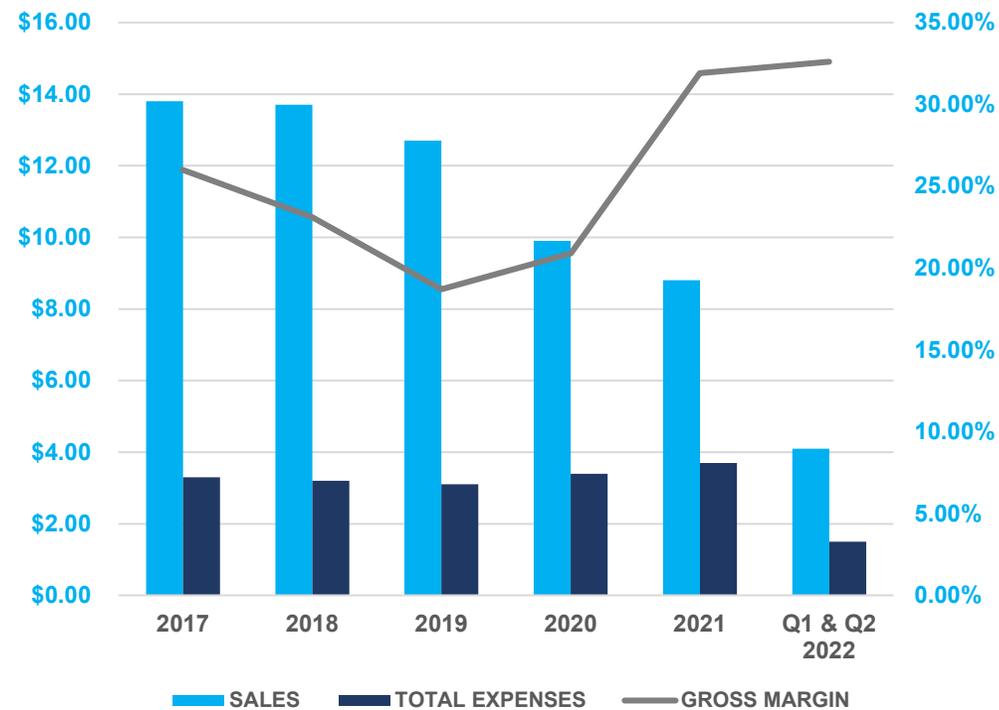
OUR CLIENTS

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



FINANCIALS

With no debt on the books, UPI is uniquely positioned now to grow through increased sales backlog and additional acquisitions, which is set to benefit from the billions of dollars being spent for upgrading HVAC and BAS in response to COVID-19.



	2017	2018	2019	2020	2021	Q1 & Q2 2022
SALE	\$13.8	\$13.7	\$12.7	\$9.9	\$8.8	\$4.1
COST OF SALES	\$10.2	\$10.5	\$10.4	\$7.9	\$6.0	\$2.8
GROSS MARGIN	26.0%	23.1%	18.7%	20.9%	31.9%	32.6%
GROSS PROFIT	\$3.6	\$3.2	\$2.4	\$2.1	\$2.8	\$1.3
TOTAL EXPENSES	\$3.3	\$3.2	\$3.1	\$3.4	\$3.7	\$1.5
NET (LOSS) INCOME AND COMPREHENSIVE (LOSS) INCOME	\$0.1	(\$0.1)	\$0.0	(\$1.2)	(\$1.1)	(\$0.1)

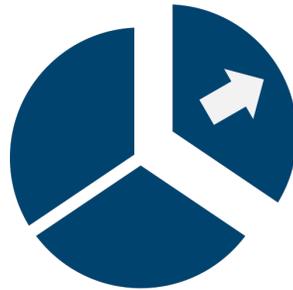
1. Drop in revenue from 2019 in part due to the sale of a business unit in the beginning of FY2020

CURRENT SHARE STRUCTURE

Common Shares¹
49,217,408



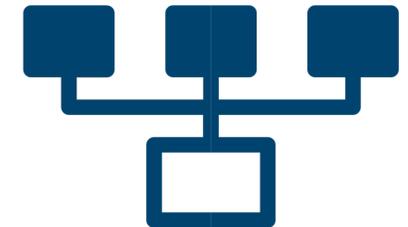
Warrants²
5,649,457



Options³
3,719,900



Fully Diluted Shares
Outstanding
58,586,765



1. Shares outstanding as of May 31, 2022 | 2. Weighted average exercise price of \$0.18 | 3. Weighted average exercise price of \$0.32

LEADERSHIP TEAM



Chris Hazelton

President, CEO and Director

Mr. Hazelton is an experienced finance professional with more than 20 years of operational and advisory experience

- Previously, Chief Financial Officer UPI.
- Vice President for Cavalry Corporate Solutions Ltd.
- Chief Executive Officer and Director at Canada Pacific Capital Corp.



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.

- Experienced in the full range of HVAC/R and rooftop unit equipment and services in the Industrial, Commercial Institutional, and multi-residential markets.



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.

- 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.

- Currently 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.



Pierre Craig

VP BAS, VCI Controls Inc.

Mr. Craig leads the Building Automation Systems ("BAS") division for VCI Controls Inc.

- An industry leader in BAS.
- Responsible for positioning VCI's in-house controller-technology as the control solution for the Federal Government and additional institutional facilities.

ADVISORY BOARD

Adam Szweras Advisor

- Mr. Szweras is a securities law partner with Fogler, Rubinoff LLP in Toronto and 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.
- Adam represents several mid-market public companies and assists companies in listing on the Toronto Stock Exchange and the Toronto Venture Exchange.
- He also represents brokerage firms as legal counsel and has helped numerous clients with their M&A and cross border transactions.

David Berry Advisor

- David Berry (BSc, MBA, CFA) is widely regarded as the most successful trader in Canadian History. Throughout his ten-year career at Scotiabank from 1995-2005, trading its largest proprietary book, Mr. Berry cemented his reputation while setting unprecedented records commanding over 65% of the market while accounting for over 40 percent of the P&L of the entire institutional equity department.
- Since leaving ScotiaBank, Mr. Berry founded Winterberry investments, where he actively manages his investment portfolio investing in a broad number of fields including real estate, natural resources, technology and medical technologies focusing particularly on identifying opportunities where Mr. Berry can generate substantial risk adjusted returns through taking an active investor role.

Dwayne Matthews Advisor

- Mr. Matthews is an innovation evangelist and “future of education” strategist and converges and shares knowledge on the future of education, disruptive technology, and the evolution of work.
- Mr. Matthews advises governments, boards, educators and parents on the 4th industrial revolution, the future of education, future of work and its impact on national security and prosperity.
- He is also an advisory board member for XPRIZE Connect, Future of Learning Lab, and also sits on the board of Hackergal and the Ontario Virtual School.

UPI IS FUTURE-READY, TODAY



Early investors have the opportunity to invest in an undervalued company that could soon become a key driver in helping to get the global economy back on its feet



Serves as an entry point to the global USD\$217 trillion PropTech market



UPI is a proven revenue generator with a long-standing and loyal client list established over decades



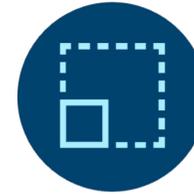
Flexible to stay competitive in crisis times (and beyond)



Integrating leading-edge technology, delivering improved building values



Ability to assess and integrate new technologies into live environments, immediately



Successful at originating deal flow of innovative companies seeking partners to scale



Led by a team of industry-leading veterans who are dedicated to taking UPI into the next phase of growth

Thank-you

Contact:

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Universalproptech.com

