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HOW PROPTECH IS AIDING THE GLOBAL RECOVERY

BUILDINGS ARE GETTING HEALTHIER.

TECHNOLOGY CAN REGULATE THE FRESHNESS OF THE AIR INSIDE THEM...

IT CAN CLOSE OFF CERTAIN FLOORS THAT AREN'T IN USE TO CONSERVE ENERGY...



And it can even monitor and support the productivity of staff.

What's more, experts believe we're still only scratching at the surface of just how 'healthy' our buildings can become.

Indeed, property technology—or '*PropTech*'—is advancing at speed, and the market itself is becoming more and more valuable as buildings get healthier and more efficient.

In fact, the true value of the PropTech space is difficult to measure because it's so closely associated with real estate itself (which gives you an idea of the scope here).





\$7 billion.

Truth is, it could be much larger than that.

Bottom line is, there's no doubt money is flowing into making buildings more efficient in all sorts of ways.

But here's the thing...

What's perhaps most interesting about the PropTech space right now is how it can help to tackle Covid-19.

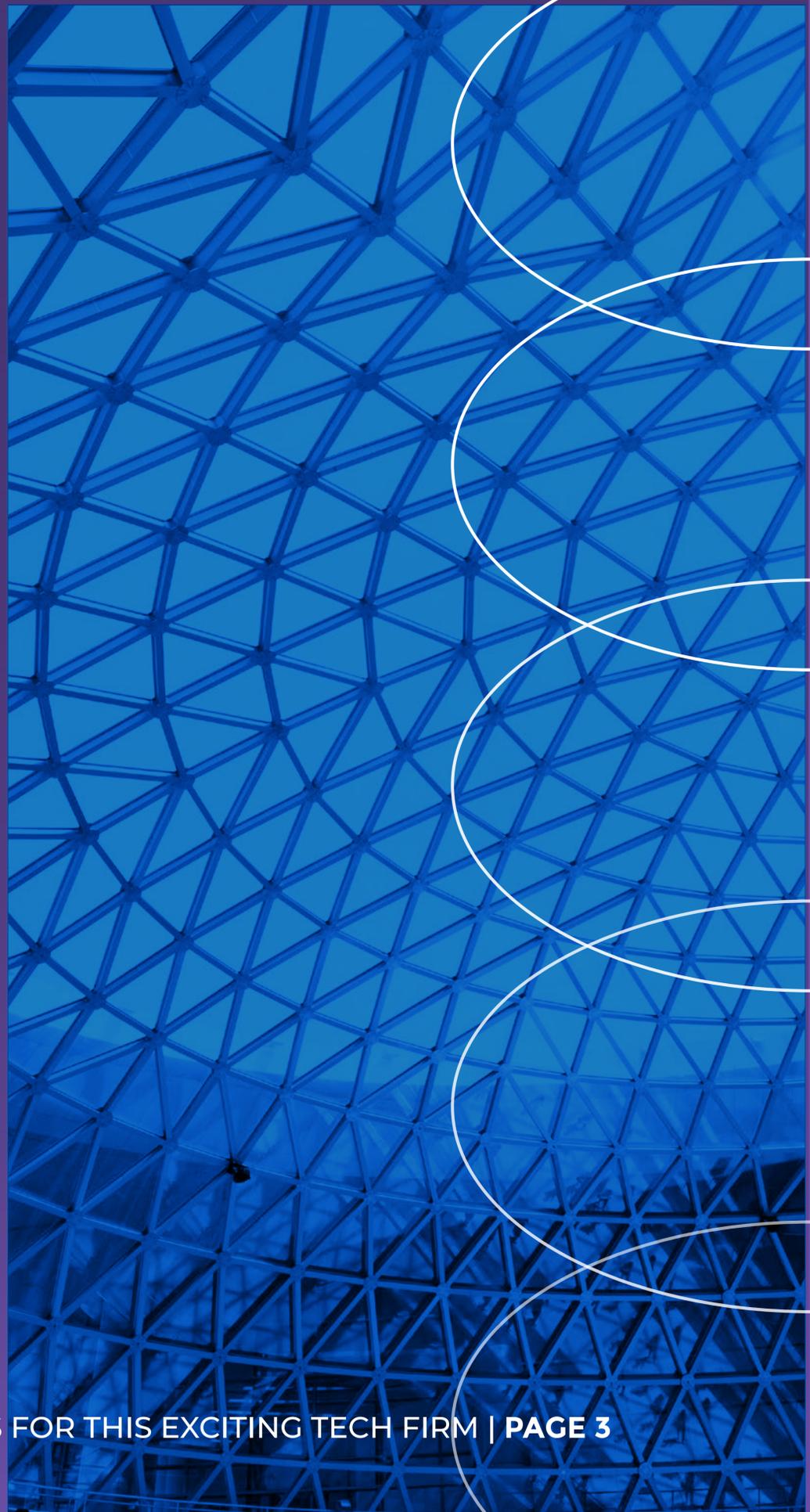
As vaccine rollouts continue around the world, and more and more countries begin to get a grip on the pandemic, the shift happening now is from fighting the virus to managing its presence. In turn, this is leading to a huge focus on the buildings we live and work in and how we interact with them.

To make sure people feel comfortable with the presence of the virus—and any variants that might still develop—the testing and monitoring technology in buildings will need to become a whole lot faster and more cost-effective.

Not just that, but issues like air quality and hygiene have become more important than ever.

In short, healthy buildings will need to become even healthier.

And this is what makes the work **Universal PropTech** is doing so exciting, especially from an investment point of view.



UNIVERSAL PROPTECH- MAKING HEALTHY BUILDINGS EVEN HEALTHIER



Not only has **Universal PropTech** effectively secured the exclusive sales rights to what could be a revolutionary Covid-19 testing technique (that is non-invasive and returns results in seconds)...

But it is also pushing the boundaries on property technology more generally.

In fact, as we'll explore in much greater detail in this report, **Universal PropTech** already has a long history of success in the space.

And now that management is aggressively diversifying the company's product offering, the scope for exponential growth on this strong foundation is huge.

Indeed, **Universal PropTech** has already secured a wide range of investments, partnerships, and acquisitions in the rapidly-growing indoor air quality monitoring and purification and renewable energy sectors for buildings.

What's more, as we write, it is preparing to unveil many more to extend its existing offering to new and existing customers even further.

When you dig further into **Universal PropTech**, you'll soon notice it presents smart investors with an opportunity that is quite rare in any market...

What you have here is a well-established company already generating millions each year that has long been under-the-radar when compared to its peers.





his alone would normally pique the interest of any sensible investor. But the opportunity here is actually even more attractive...

You see, at the same time as being able to tap into the already established PropTech market...

Universal PropTech is also perfectly positioned to claim a huge slice of the new Covid-19 diagnostics space.

And let us tell you, it's an area already on track to be worth more than \$80 billion by 2027.

It all comes together to make **Universal PropTech** an extremely exciting investment opportunity that could not only help boost your portfolio but also the confidence of all those living in a post-pandemic world.

COMBINING STARTUP EXCITEMENT WITH ESTABLISHED REVENUES

IF YOU ONLY READ ABOUT THE WORK UNIVERSAL PROPTech IS DOING AROUND COVID-19 TESTING, YOU'D BE FORGIVEN FOR THINKING IT'S A START-UP ONLY JUST NOW LOOKING TO EXPLOIT A NEW MARKET.

The truth, however, is very different.

You see, with Universal PropTech you get the best of both worlds.

Yes, there's the fact its strategic investment in a Toronto-based AI company (which we'll look at later in this report) will give it a cutting edge in making Covid-19 testing more efficient and cost-effective and potentially provide a catalyst for the company as if it were a brand-new firm...

But there's also the fact that **Universal PropTech** has in fact been operating in the healthy buildings market for decades and already generates millions in revenue each year.

In this sense, then, you get the extreme potential growth of a start-up backed by a well-established legacy and proven revenue.

At its simplest, **Universal PropTech** is a company concerned with making buildings healthy.

And, in Canada, for many major businesses and government organizations, its subsidiary VCI Controls is the go-to solution.



VCI CONTROLS
a Universal PropTech Company



For example, VCI's clients include Toronto City Airport, the University of Toronto, the Ottawa Catholic School Board, the National Gallery of Canada, Morguard, the Government of Canada, Brookfield Global Integrated Systems, Manulife, and Canada Post.

So, what exactly does VCI do to make buildings healthy?

Well, it primarily provides what are known as HVAC services, made up of:

Heating (H) | Ventilation (V) | Air Conditioning (AC)

However, it takes this to another level by using smart technology to monitor and make sense of automated data from these services and provide recommendations to fine-tune a building.

As a result, it can help commercial, institutional, and multi-residential real estate developers, owners, and operators reduce their energy consumption by as much as 30% with minimal capital expenditure.

It's this effectiveness that has seen **Universal PropTech** (through VCI) hold on to its marquee clients for more than 40 years and generate more than \$9 million in revenue annually for the last four years straight.

Universal PropTech's annual results

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

Yet, as you can see from the table below, despite its excellent performance and its roster of enviable clients, **Universal PropTech's** enterprise value and price/sales ratio is calculated much lower than many of its current competitors:

#	Company	Region	Ticker	Index	Market Cap	LTM Revenue	Cash	Debt	Enterprise Value	Price/Sales
1	Universal PropTech	Canada	UPI	TSXV	\$18.42M	\$7.41M	\$1.66M	-	\$16.76M	2.49x
2	ATI AirTest Technologies	Canada	AAT	TSXV	\$5.68M	\$2.38M	\$1.23M	\$3.71M	\$8.16M	2.38x
3	Kontrol Technologies	Canada	KNR	NEO	\$50.47M	\$12.91M	\$11.03M	\$8.43M	\$47.60M	3.91x
4	Tribe Property Technologies	Canada	TRBE	TSXV	\$67.53M	\$8.06M	\$6.66M	\$4.91M	\$65.78M	8.38x
5	Legend Power Systems	Canada	LPS	TSXV	\$72.51M	\$1.60M	\$1.71M	\$0.16M	\$70.96M	45.41x
6	Eguana Technologies	Canada	EGT	CVE	\$122.93M	\$6.18M	\$15.03M	\$0.75M	\$108.65M	19.89x

All values in CAD

This is perhaps the first clue that **Universal PropTech** might provide smart investors with a chance to pick up a great, under-the-radar company before its true value is reassessed by the market at large.

Indeed, as you'll see in the next section, with recent changes in strategy, an aggressive acquisition plan already being rolled out, and the tailwind the Covid diagnostics market could provide...

**Universal PropTech's
fortunes look
set to soar.**

A CLEAR RUNWAY FOR GROWTH

AS WE'VE SEEN, UNIVERSAL PROPTech CLEARLY HAS A LONG-STANDING AND STABLE REVENUE-GENERATING BASE IN THE HEALTHY BUILDING SPACE.

But, as we now know, this has long flown under the radar.

The exciting thing for potential investors right now is that this could soon change in a very big way.

Universal PropTech is now beginning to extend its footprint significantly by building on its existing offering

And, as you'll soon see, this could be set to generate rapidly-increasing revenues that catch the eyes of mainstream investors.

How?

Well, it all began last year, when **Universal PropTech's** management noticed two things.

First, they realised that the Covid pandemic was driving a huge spike in property owners seeking technology that would safeguard the sanitation of their buildings.

Second, this was helping to further accelerate years of rapid growth in the wider PropTech market, which was already being driven by technological advances such as AI, machine learning, and the Internet of Things.

Universal PropTech saw a clear opportunity.

By leveraging its existing brand, legacy, and customer base in the healthy building space...

The firm could provide other innovative companies in the space with a route to market for their own products that, in turn, would provide extra income to its own bottom line.

By October 2020, **Universal PropTech** had announced that it was taking VCI Controls and using it to aggressively roll out a range of additional products and services.

Its focus lies on two key markets in particular.



The first is renewable energy solutions, which have been growing in the PropTech space for years thanks to increasing environmental consciousness the world over.



The second is indoor air quality monitoring and air purification equipment, which—as you’d expect—has seen a boom in the wake of the arrival of Covid-19.

Indeed, with the \$10.7 billion global air purifier market on track to grow at a CAGR of 10% for at least the next seven years, taking a lead here stands to be an enormous revenue opportunity for **Universal PropTech**.

So, what exactly is the company’s approach to aggressive expansion?

Well, it begins by investing in, partnering with, or acquiring firms developing new technologies.

Then, it allows them to use its VCI platform to test their products.



Finally, once the most successful products possible have been created, they can be launched at scale to both new and existing VCI clients.

Fast forward to today, and it's clear the company has already very much delivered on its word.

Indeed, **Universal PropTech** has already announced a wide range of agreements and partnerships with state-of-the-art PropTech firms like...



Delta-XTM Global, whose “Trust” system monitors the flow of people in buildings and identifies when someone has a heightened temperature to contain illness. **Universal PropTech** plans to introduce Trust to thousands of VCI customers.

Fresh-Aire UV which uses light and carbon air treatment and disinfectant products to reduce the transmission of pathogens in buildings. **Universal PropTech** has a distribution agreement with the firm.



Air Sniper, whose advanced technology and components use ultraviolet sanitization to kill germs in buildings. Alongside **Universal PropTech**, the firm is expanding its distribution to all of Canada and the United States through VCI.



AtmosAir Solution, which uses “*bi-polar ionization technology*” to continuously disinfect buildings by continuously suppressing airborne and surface microbials, with high effectiveness in fighting Covid-19. **Universal PropTech** will promote, market, and sell this technology in Ontario and Quebec.



SensorSuite, which uses AI to seamlessly monitor, control, and optimize electricity, gas, and water assets to eliminate wastage and increase operational efficiency. **Universal PropTech** will deliver this technology to VCI clients across Canada.

LuminUltra Technologies, whose tests can confirm the absence of the SARS-CoV-2 virus in building identify early warning signs for swift responses. **Universal PropTech** will seek to deploy these tests into more than 2,000 buildings owned by current and past customers.

Clearly, the new partnerships and deals listed could all increase the value of **Universal PropTech's** service to its existing customers.

They also stand to entice many new clients looking to ensure their buildings are both safe and efficient in a post-Covid-19 world.

But with plenty more investments, partnerships, and acquisitions right now being finalized in both the air quality and renewable energy spaces, the value that VCI's expanded offering stands to add for **Universal PropTech** is huge.

Yet, still, it doesn't stop there...

Indeed, there's one more trick up this group's sleeve that could be an even bigger game-changer...

HELPING TO REVOLUTIONIZE COVID-19 TESTING

**THANKFULLY,
WHERE COVID-19 IS
CONCERNED, THINGS
ARE NOW LOOKING
MUCH BRIGHTER THAN
THEY WERE A YEAR AGO.**

Vaccinations are in full swing, cases are falling, and, finally, the return to “*normality*” is ongoing for many of us.

However, as good as this is, the fact remains that coronavirus will remain with us long after we are officially out of the “*pandemic*”.

Indeed, there’s always the risk of new strains emerging and ongoing circulation among the unvaccinated...

But there is also a general sense of urgency when it comes to avoiding a repeat of the chaotic events of the last 18 months.

As already mentioned, this has seen real estate developers, owners, and operators increasingly seek out technology that can help suppress coronavirus.

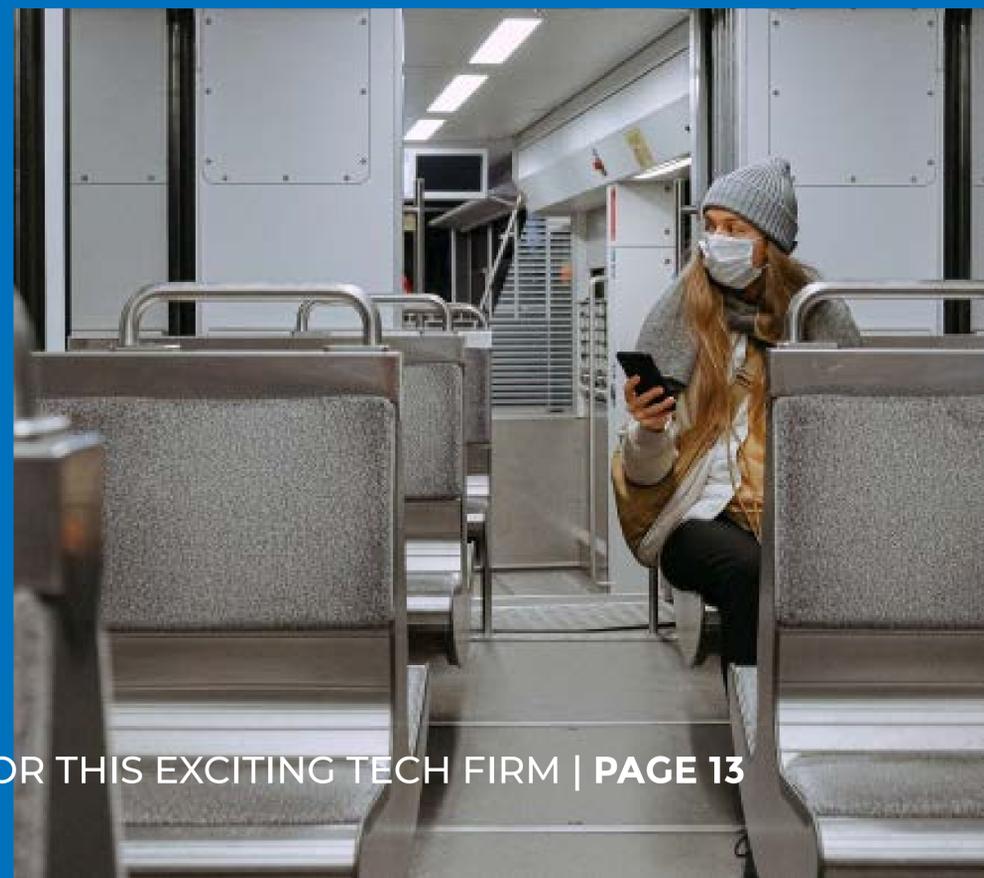
And, as we just noted, this is an area where **Universal PropTech** is staking an increasing large claim by offering a widening range of innovative technology to new and existing clients through its VCI platform.

But another market that has arisen in the wake of the pandemic specifically is Covid-19 testing.

Forecasts suggest that strong demand will see this area continue to grow for many years ahead.

As such, gaining exposure through any means stands to be valuable for smart firms.

However, the way in which **Universal PropTech** has entered the market in particular is very interesting.





As you see, as we mentioned earlier, the company has taken a stake in an artificial intelligence business and, in doing so, has joined a growing list of high-profile backers.

So, why the interest?

Well, this Toronto-based AI company has developed technology that takes an entirely novel approach to Covid-19 testing.

To put it simply, most Covid-19 tests on the market are “*invasive*”, meaning they require some form of bodily fluid for analysis. While these tests are accurate, they take around 15 minutes to deliver a result, cost somewhere between \$15-20 each, and, eventually, must be disposed of.

In large venues like airports, government buildings, schools and campuses, and entertainment complexes, these invasive tests currently work as a quick fix.

But the problem is, with so many people to test at once, they are too slow, expensive, and environmentally unsustainable to be a truly effective long-term solution.

The AI company that Universal PropTech is backing has designed a “*non-invasive*” Covid-19 test designed to address this very problem.



How does it work?

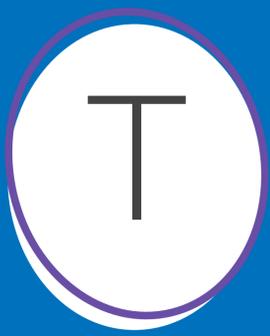
It simply involves scanning an individual’s finger with a harmless ray of light before using machine learning to determine whether the blood scanned is a match for a positive state of Covid-19.

It’s thought to be just as accurate as invasive tests and is certainly more comfortable. But the key point is that each test only costs around \$1, delivers a result in under 20 seconds, and produces absolutely no waste.

That’s a huge step forward.

From a time, cost, and sustainability perspective, this solution is entirely superior to invasive tests in each of the large venues mentioned before.

This means that, if this AI company can get its product into the market, massive demand from the governments and corporations desperately seeking to keep the global economy as open as possible is very likely.



The good news, then, is that when it comes to reaching these clients, the AI company is already making excellent progress.

Indeed, it already has proof of concept thanks to several published studies that have examined the application of light to detect viruses in the past.

But on top of this, thanks to the support of governments and regulators and funding from grants and high-profile investors, a clinical trial at a Canadian border location is already underway.

Once all of these milestones are crossed and regulatory approval is granted, **Universal PropTech** stands to be one of the biggest beneficiaries.

Of course, it has equity exposure to the AI company, meaning it enjoys a direct share of the product's success.

But, perhaps even more importantly, it has also secured the right to be its exclusive sales agent for Canada's governments and education sectors, receiving a commission on each license sold.

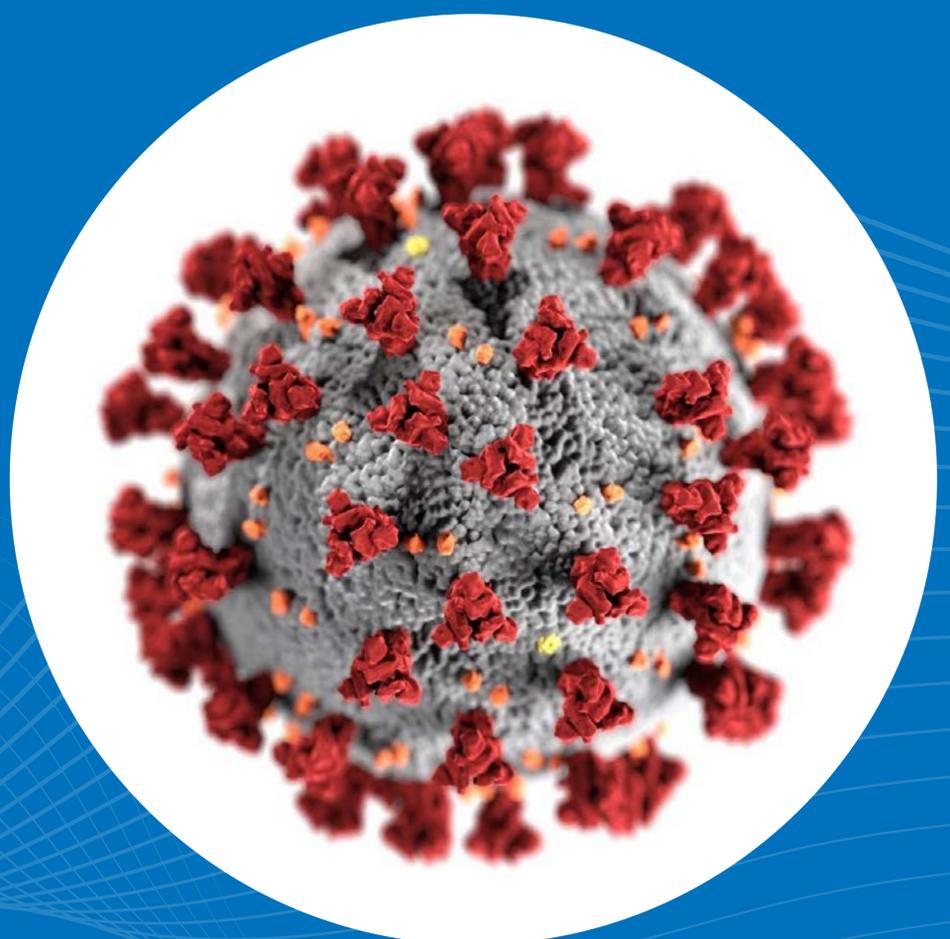
Given this remit covers everything from federal, provincial, territorial, and municipal facilities to primary, secondary, and post-secondary education facilities...

The position stands to be enormously valuable.

Remember, we're talking about a market on track to be worth more than \$80 billion globally.

And that's not even to mention the fact that the AI company plans to apply its testing platform to many other areas in the future, such as drug impairment and nutritional health.

The fact is, even when you take away everything **Universal PropTech** already has to offer, there's an argument to be made that its Covid testing activities could be a game-changer on their own.



A HEALTHY FUTURE FOR BUILDINGS AND UNIVERSAL PROPTech

As we saw in the first part of this report, on a very basic level, it's obvious that **Universal PropTech** is currently under-the-radar compared to its peers.

When you look at the consistent revenue being generated year on year thanks to a range of well-established marquee clients, coupled with management's aggressive expansion into the post-Covid PropTech market for air quality and renewable energy solutions in particular...

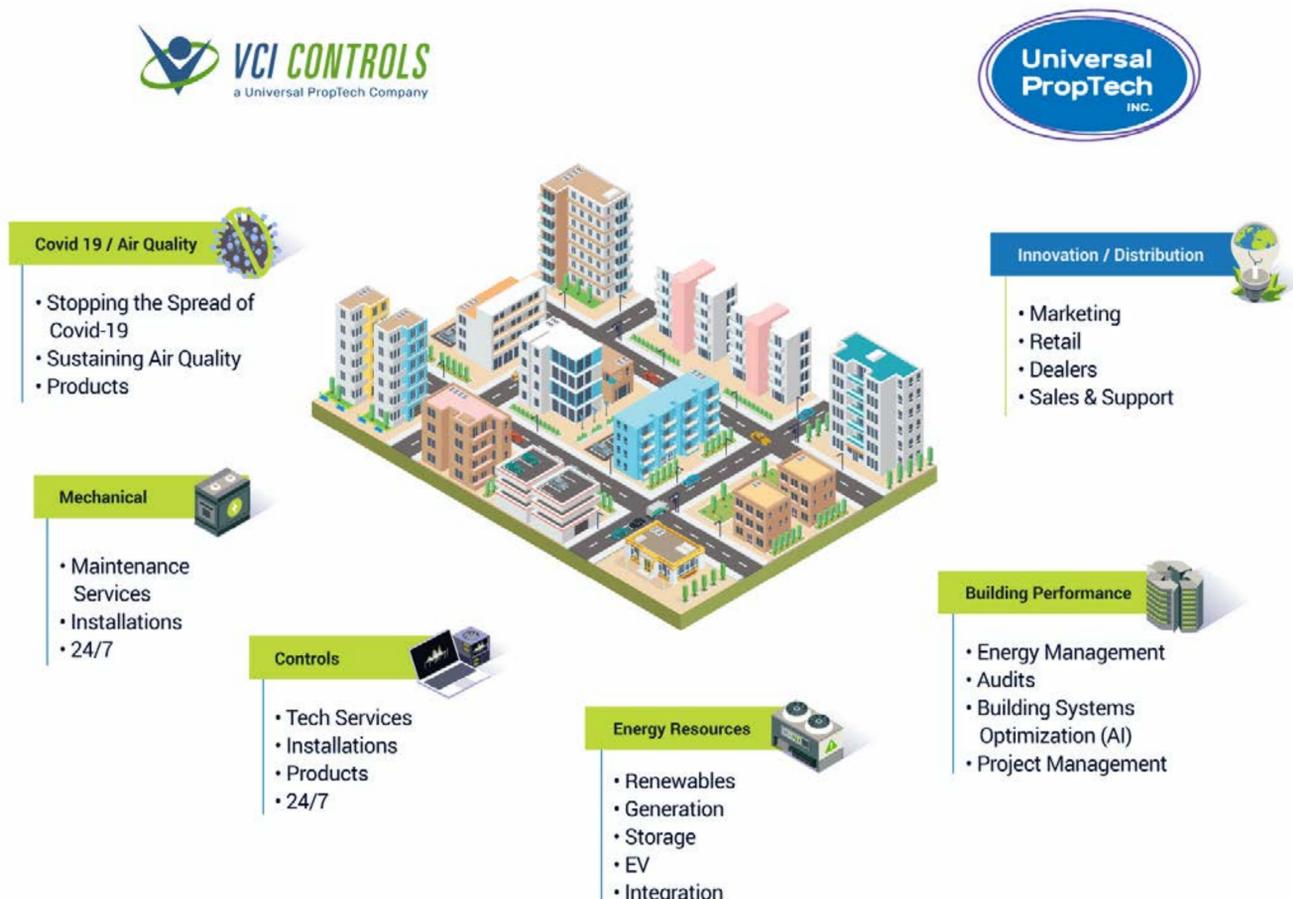
The company looks set to expand its reach significantly.

Indeed, by leveraging its own reach in the industry, and using it to partner with the most effective and innovative firms, **Universal PropTech** is quickly carving itself a significant slice of the PropTech pie.

But consider...

This is all before we've even thought about the work being done with the Toronto-based AI company and its Covid-19 testing technology.

VCI Controls – Revolutionizing healthy buildings





It's a given that any technology helping to reduce the anxiety around Covid-19 and enabling greater steps to be taken back towards normality in the workplace is extremely valuable.

Indeed, this Covid-19 testing technology could not only impact buildings in the US and Canada, but it could also represent a significant breakthrough all over the world.

Just how big an impact this technology could have is yet to be seen, but **Universal PropTech** has already invested in it significantly, and—if approved for use—that investment could pay for itself many times over.

What we do know is that if the Covid-19 testing technology achieves what it's setting out to do, the interest in Universal PropTech will be enormous.

Right now, though, early investors have the opportunity to claim a stake in an under-the-radar company that could soon be a key player in helping to get the global economy back on its feet.



FIVE SIMPLE REASONS TO ADD UNIVERSAL PROPTech TO YOUR PORTFOLIO TODAY

1

The Covid-19 diagnostics industry is set to be worth over \$80 billion, growing at pace until at least 2027. **Universal PropTech** offers a stake in ground-breaking technology that could revolutionize the way testing is carried out in buildings worldwide.

2

Universal PropTech is not a high-risk start-up company. It is a proven revenue generator with a long-standing and loyal client list established over decades.

3

By leveraging its existing VCI platform, **Universal PropTech** is screening the most exciting and innovative companies in the PropTech space and striking deals and partnerships with the best ones often before any other companies or investors are aware of the technology.

4

Universal PropTech is an already successful company led by a management team that brings a huge amount of experience in the space as well as the drive and expertise that's needed to originate deals, expand, and grow.

5

Even before you consider the huge boost that could come from the approval of the Covid-19 testing technology, it's clear that **Universal PropTech** is significantly under-the-radar compared to its peers in the market, and with expansion already underway, it seems only a matter of time before the wider market notices the work it's doing.

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