AI in the Built World

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Contents

Foreword

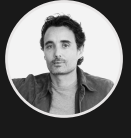
It can pass exams with (almost) flying colours and write lines of code from scratch. Open AI's ChatGPT and the potential of generative AI more broadly has been dominating the conversation in the tech and venture circles as of late. Its latest version, ChatGPT-4, which was released on March 14, is truly astonishing considering we are only in the very early innings of the AI disruption, with a new world of possibilities across all industries.

Artificial intelligence could and most likely will have many far reaching applications that will transform a number of industries, and in particular in these early days, those where rapid recall and manipulation of text and images sits at the core. However, there will be many other applications that will begin to emerge as AI finds its way into various aspects of our daily lives and eventually changes the way we all work, learn, and communicate with each other.

In our latest report, AI in the Built World, we examine how AI has the potential to change the Built World and where we are already seeing it being used within various applications across the design, construction and operations of buildings. A/O invests in companies that enable and accelerate the positive transformation of our Built World. As this report will show, there are many ways in which the application of AI technology in the Built World can be an enabler and accelerator of progress on our path towards a net zero economy to avoid a climate disaster.

Our team's research sheds light on the various AI applications that are attracting investors' attention, the levels of capital flowing into the various subsets of the sector and in particular into companies which leverage AI in some capacity to deliver their product/service. While big tech will be the first to deploy generative AI tools at scale, we anticipate Built World incumbents and a host of new market entrants will rely on using a combination of AI technologies in their new normal course of business.

However, in order for AI to truly play a significant role in shaping our Built World, it will need to rely on a greater availability of useful data alongside other enabling technologies. It is the combination of all of those which together have the power to transform the industry for the better. For this reason, continued broad based investment in innovation is key to unlocking this new world of possibilities. We hope you enjoy learning more about all of the various technologies and companies pioneering our new world of Built World AI.



Gregory Dewerpe
Founder, CIO

A/O Research
produced using AI

Cover Page + Contents Page:
Midjourney artworks by Hassan Ragab
Summary Text: ChatGPT (with A/O edits)
Data Analysis: A/O pre-trained models and natural language processing
Images: Midjourney

Key Takeways

By ChatGPT

- **An ecosystem of AI technologies are enabling the digitisation and decarbonisation of the Built World.** Startups are using a combination of AI technologies including robotics, IoT, natural language processing and generative models to solve for a diverse set of pain points across the built environment, from energy efficiency and climate risk to construction and real estate sales.

- **Venture investors are taking note.** Over the past ten years, AI-enabled Built World startups in Europe and North America have received a total of $18.6B in venture funding, of which close to half was in the last two years ($8.6B). And in both 2020 and 2022, venture deals in AI-enabled Built World startups overtook FinTech AI funding, reaching over 600 deals globally in 2021 alone.

- **London is the leading city for deal count**, while the Bay Area continues to attract the most capital. Over the past five years, London has consistently been the number one city by deal flow, ahead of San Francisco, New York and Paris, and the top European city for invested equity. In fact, more deals were done in London over the time period (2017-2022) than Paris, Berlin, Dublin and Tel Aviv combined. However, the Bay Area is the leader when it comes to invested capital, raising $4.6B over the five year time period.

- **Climate technology is the fastest growing application of AI in the Built World**. Our analysis identifies Climate Risk, ESG Reporting + Compliance and Energy Assets as the three fastest growing applications of AI in the Built World. Other clear growth verticals include Architectural, Engineering and Construction (AEC) Software, Smart Cities, Smart Buildings and Real Estate Asset Inspection – areas where the majority of startups have a strong climate focus. Meanwhile the largest deals are concentrated in the Built World's most mature segments: Real Estate Transactions, Retail, Property + Tenant Management, and Construction.

- **Generative AI applications are emerging in the Built World**, but there's a long way to go. Applications are primarily concentrated in AEC Software, with features including 3D model creation from a 2D image, custom material render generation, optimised floor plan layouts, and even the generation of a Building Information Model from simple descriptive text. However, the industry's highly heterogeneous and context-specific nature of building-level data, coupled with the lack of readily available data, poses a challenge to generative AI's deployment. Despite the potential of generative models, digitisation and automation will be crucial in the short term.

AI Ecosystem

The AI ecosystem comprises a host of technologies, from robotics and computer vision to natural language processing and generative models. With one in five venture-backed Built World companies leveraging some form of AI, the AI ecosystem serves as a powerful enabler for the digitisation and decarbonisation of the Built World.

AI is an Enabler of Built World Transformation

While smart building solutions, property + tenant management and climate risk startups commonly use AI to process data gathered by IoT sensors, real estate transaction startups often use AI to facilitate data analytics.

The greatest spread of different technologies can be seen in construction startups, where AI is employed across robotics, remote sensing, IoT, and computer vision.

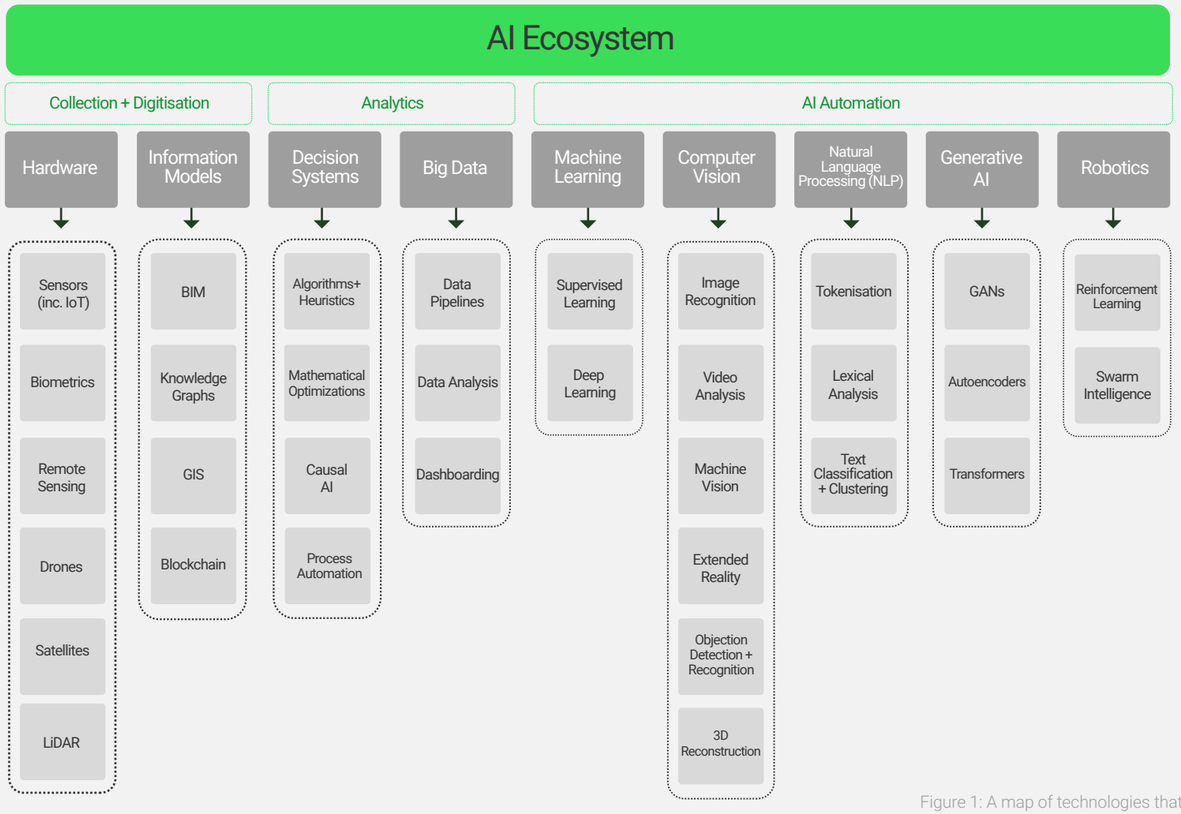


Figure 1: A map of technologies that sit within the AI ecosystem

Mapping AI Technologies to the Built World

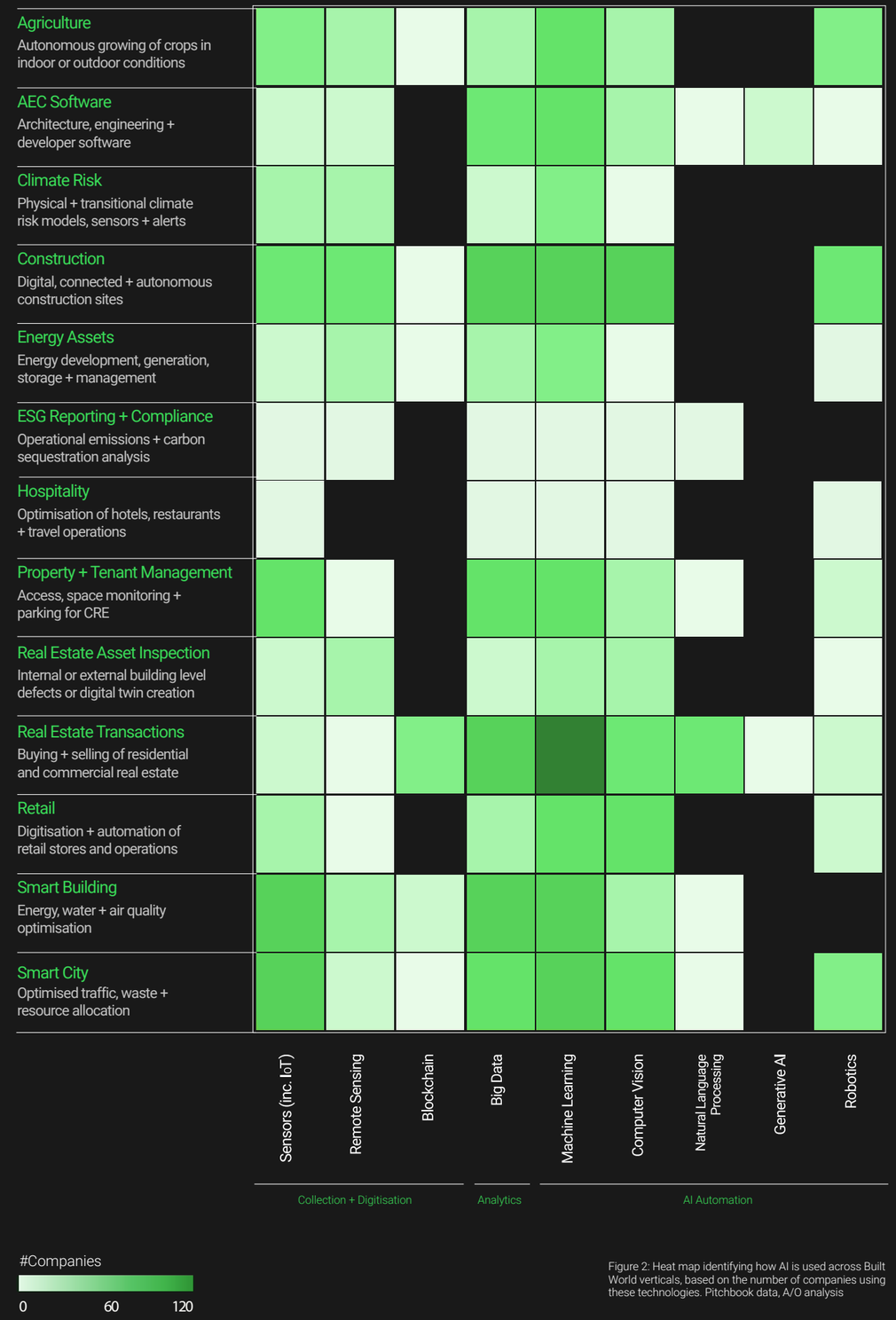


Figure 2: Heat map identifying how AI is used across Built World verticals, based on the number of companies using these technologies. Pitchbook data, A/O analysis

Applying AI to the Built World

Startups are leveraging a combination of AI technologies to solve for some of the Built World's greatest pain points.

Big Data Analytics

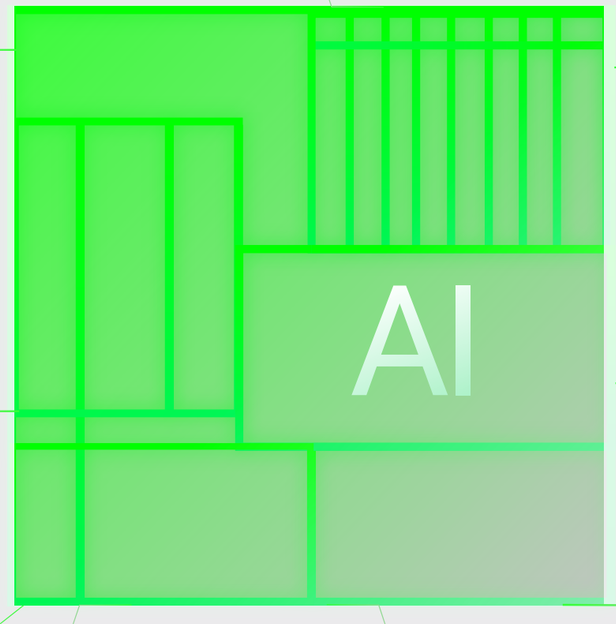
- Real Estate ESG Performance — deepki
- Real Time Monitoring of Solar Panels — Skyfri
- Automated Alerts for Grid Maintenance — Gridmatics
- Energy Asset Intelligence — GRIDPOINT

AI-Enabled Mathematical Optimisations

- Automated Construction Documents — SWAPP
- Automated MEP, Electrical + Structural Design — Augmenta
- Real Estate Floor Plan Layouts — qbiq

Machine Learning

- Home Energy Consumption Tracker — SPAN sense
- Smart Glass Tinting for Solar Shading — HALIO
- Eviction Risk Insights — URBAN FOOTPRINT
- Automated Property Listings — minerva
- Building Digital Twins — PassiveLogic
- Construction Schedule Optimisation — ALICE NODES & LINKS
- Occupancy Monitoring + Space Analytics — Density
- Carbon Offsets Discovery — Sylvera
- Real Time Monitoring of Solar Panels — Skyfri
- Carbon Sequestration Measurement, Monitoring + Management — Arbo



Generative AI

- Custom Renders for Architectural Concept Design Models — Poly
- Text to 3D Model or Building Information Model (BIM) — 3DFY.ai, HYPAR
- Architectural Floor Plan Generation + Optimisation — maket, SPACE
- 3D Urban Reconstruction — blackshark.ai
- Offsite Construction Takeoff + Cost Estimation — MODULIZE

Computer Vision

- Construction Project Progress Tracking — CONXAI, OPENSPACE
- Construction Site BIM Deviation Detection — CONXAI, imerso
- Construction Worker Safety Tracking — CONXAI
- Autonomous Retail Checkouts — STANDARD AI, trigo
- Autonomous Sorting of Recyclable Materials — AMP ROBOTICS
- City + Infrastructure Scale Digital Twin — sensat, NOMOKO
- Real Time On-Shelf Availability — trigo
- Sub-Surface Mapping — 4M Analytics, Strayos
- Real Time Monitoring of Solar Panels — RAPTOR MAPS
- Retail Store Theft Detection — veesion

Robotics

- Robotic Underfloor Insulation — q-bot
- Automated Forklifts for Warehouses — FOX robotics
- Commercial Cleaning Robot — TAILOS
- Warehouse Navigation + Spatial Mapping — DEXORY

Causal AI

- Last-mile Delivery Optimisation — causaLens

AI -Enabled Blockchain

- Home Equity Release — FIGURE
- Green Construction Material Traceability — Circulor
- Fractional Real Estate Investing — Lofty

Natural Language Processing

- AI-Discovery for Retail — adeptmind
- Real Estate Investment Data — CASAFARI
- Document Processing Automation, including Lease Abstraction — cognitiv+, ORBITAL WITNESS
- Real Estate Agent Chatbot — Structurely, Luke

Figure 3: Matching AI technologies to Built World use cases

The Rise of Generative AI

In recent months, generative AI tools such as OpenAI's ChatGPT have exploded in use across a number of industries, including law, education and advertising + marketing.

Generative AI is also beginning to make its presence known in the Built World. Applications range from leveraging generalist solutions – such as chatbots to optimise property management, image generators (such as DALL-E and Midjourney) and enhancers (such as LetsEnhance and Oda Studio) to augment real estate sales and synthetic data generators (such as Mostly.AI, MindTech and LatticeFlow) to train AI models – through to specialist products tailored to Built World use cases.

When it comes to the latter, there are a growing number of pre-seed startups leveraging generative models to optimise building design. Though the technology is still in its infancy, the potential for future market development is notable.

Functions include instant 3D model creation from a 2D image, custom material render generation (such as Poly), optimised floor plan layouts (such as Maket), and even the generation of a Building Information Model (BIM) from simple descriptive text (such as Hypar).

Applications to building design are promising, yet there remains a long way to go before solutions can offer efficiency gains similar to that of which ChatGPT is currently enabling across other industries. This is because, unlike readily available image or text data, there is a shortage of building design and construction data.

Data shortages are only exacerbated by the highly heterogenous and context-specific nature of building-level data, which makes it much more difficult to collect a similar set of data.

For data types gathered at much larger scales - such as satellite imagery and GPS data – training datasets are large enough to harness the full power of generative models. This can be seen in solutions such as Blackshark.ai, which leverages generative models to create a digital twin of the earth.

While generative AI presents significant potential, in the short term digitisation and automation will be key – especially for the industry's most analogue aspects, such as construction materials procurement and in-person energy audits.

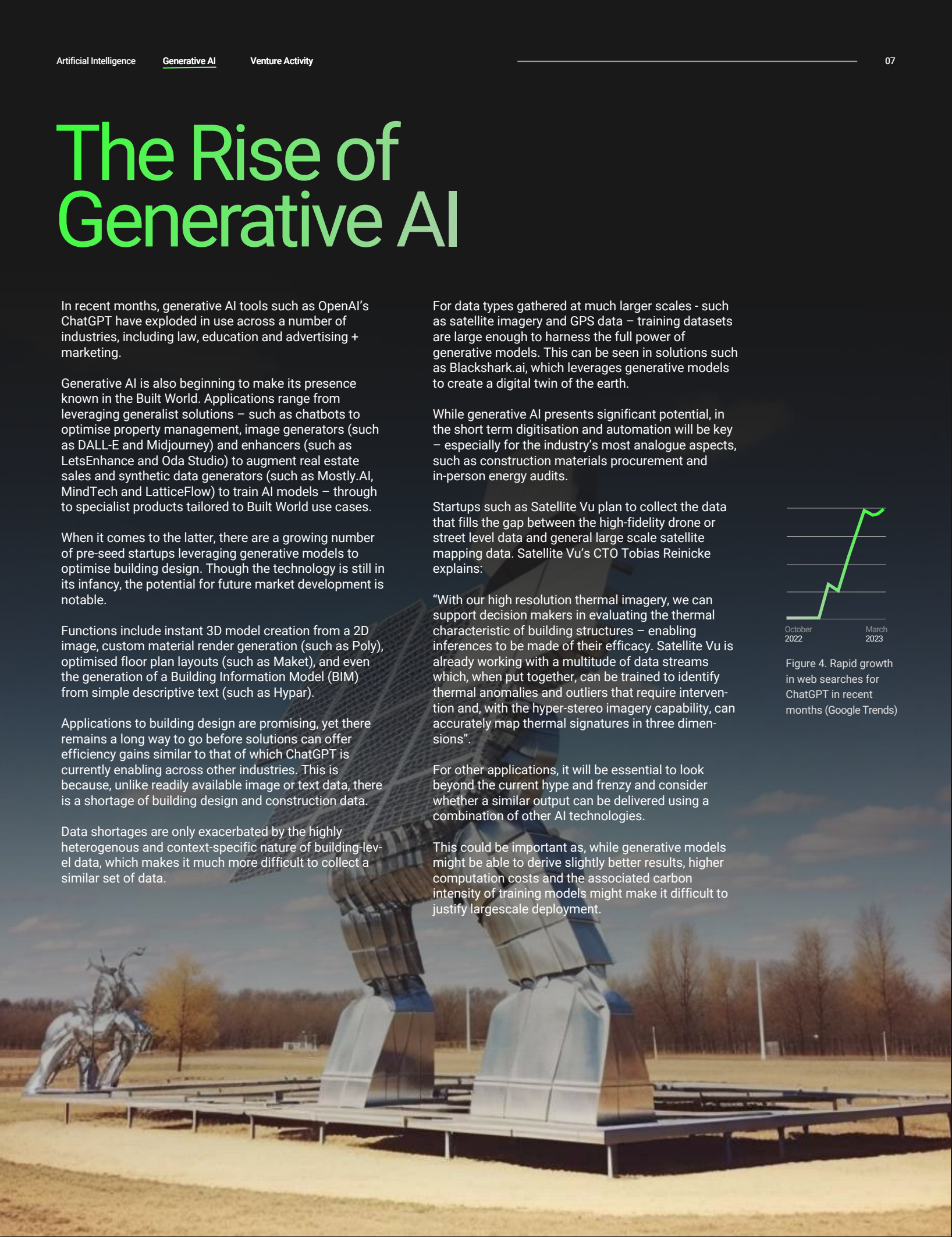
Startups such as Satellite Vu plan to collect the data that fills the gap between the high-fidelity drone or street level data and general large scale satellite mapping data. Satellite Vu's CTO Tobias Reinicke explains:

"With our high resolution thermal imagery, we can support decision makers in evaluating the thermal characteristic of building structures – enabling inferences to be made of their efficacy. Satellite Vu is already working with a multitude of data streams which, when put together, can be trained to identify thermal anomalies and outliers that require intervention and, with the hyper-stereo imagery capability, can accurately map thermal signatures in three dimensions".

For other applications, it will be essential to look beyond the current hype and frenzy and consider whether a similar output can be delivered using a combination of other AI technologies.

This could be important as, while generative models might be able to derive slightly better results, higher computation costs and the associated carbon intensity of training models might make it difficult to justify largescale deployment.

Figure 4. Rapid growth in web searches for ChatGPT in recent months (Google Trends)



Generative AI in the Built World

Part of the wider AI ecosystem, generative training models learn from large datasets to create new, similar data. Core applications of generative models in the Built World focus on generative adversarial networks (GANs), dense pre-trained networks (DPT) and auto encoders, which can be used to synthesise and augment data, as well as automate core aspects of design workflows. There are currently a handful of commercialised applications in the Built World, and we expect to see a number of new applications come to market in the coming years.

Data Synthesis

Generative model outputs data in a different format to the input, with the results able to be used either qualitatively or quantitively for Built World workflows.

- Map conversion + creation (GIS)
- Climate data estimation + simulation*
- 3D reconstruction*
- Environmental performance simulation
- Cross view image generation

Data Augmentation

Generative model outputs data in a similar format to the input data, but with improvements in resolution or completion.

- Digital surface model (DSM) enhancement
- Satellite image + street view enhancement
- Data upsampling
- Image enhancement + restoration
- Discovery of low carbon concrete formulations

Design Automation

Generative model outputs data in a different format to the input, with results able to be used qualitatively to inspire or automate certain workflow processes.

- 3D model generation
- Design analysis, assistance + generation
- Floor plan generation + optimisation*
- Custom + high-definition 3D renders*
- Text to Building Information Model (BIM)*

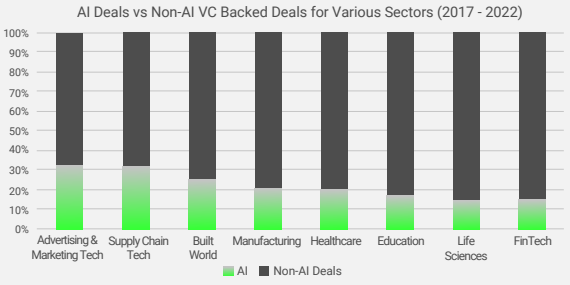
Figure 5: Built World Applications of Generative AI, A/O Analysis

*Commercialised Built World applications

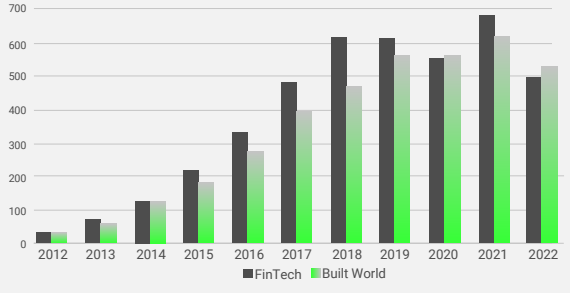
Benchmarking Built World AI

Applications of various AI technologies in the Built World ecosystem have been catching up with more mature sectors such as FinTech. Notably, the funding gap between AI deals in the Built World compared to those in the FinTech sector has been closing over recent years. Over the past decade, Built World AI startups received a total of $24.0B in venture capital funding globally, of which $18.6B was concentrated in European and North American businesses. In 2021, combined annual investment in the two regions reached $5B in annual investment for the first time.

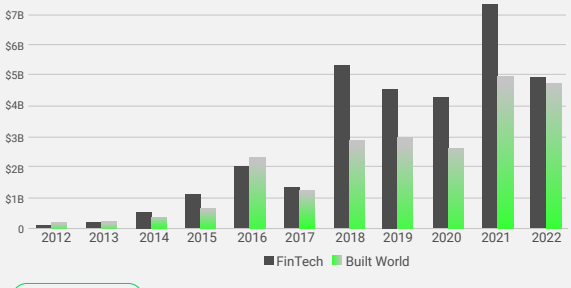
% of AI deals by sector



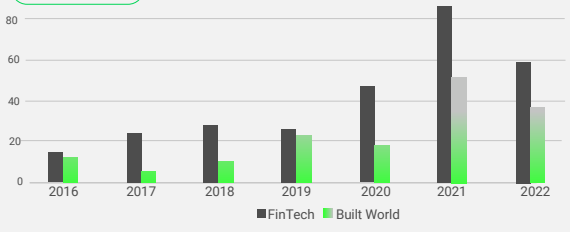
AI Deals



$ Investment in AI Startups



AI Exits



In line with the broader macro environment, 2022 saw a dip in deal count and invested capital for AI startups in both the Built World and FinTech.

Figure 6: Comparing AI Venture Activity in the Built World to FinTech, Pitchbook Data, A/O Analysis'

Built World AI Investment

Overtook FinTech in 2022

AI is core to the Built World technology ecosystem. Over the past five years, 25% of Built World venture deals were in businesses leveraging AI. Comparatively, just 15% of venture-backed FinTech startups across the same time period leveraged any form of artificial intelligence.

While total venture activity in FinTech startups still outpaces that of the Built World, this is not true when it comes to AI. In both 2020 and 2022, AI venture deal count for AI-enabled Built World technologies overtook that of FinTech, reaching a peak of +600 deals in 2021. At the same time, 2022 also saw Built World AI deal volume overtake applications in Advertising + Marketing technology. And, despite a turbulent macro environment, 2022 saw invested equity in AI startups across the Built World and FinTech close to equal for the first time, at just under $5B globally.

There are a growing number of exits in Built World AI. Recent IPOs for AI-enabled Built World companies are distributed across a variety of themes, including construction products, 3D space capture, energy storage, insurance and real estate transaction solutions. The growing maturity and diversity of the Built World ecosystem suggests further exits in the coming years.

Built World AI IPOs

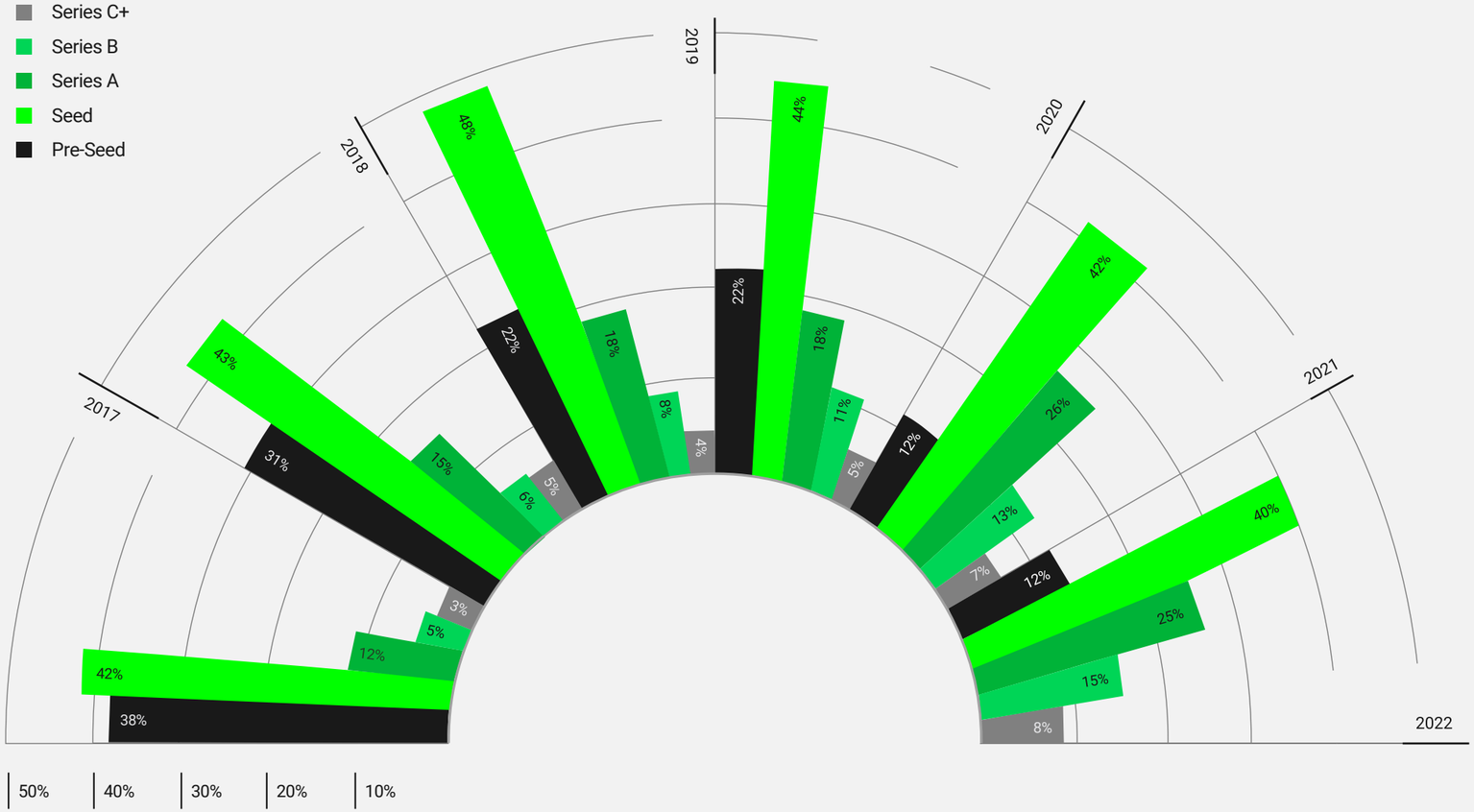
Matterport	view	blend	stem	doma	Lemonade
2022	2021	2021	2021	2021	2020
Matterport leverages computer vision, machine learning and big data analytics to create robust 3D spatial data from a wide variety of capture devices including LiDAR cameras, 360° cameras, and smartphones.	View's smart glass uses ambient data from IoT sensors that feeds into their machine learning models for automatically adjusting shading in response to the sun, helping to control heat and glare in commercial buildings while maximising daylight.	Blend leverages document processing automation powered by machine learning across the mortgage lifecycle to extract data from documents and trigger workflows based on the document content.	Stem's Athena solution uses IoT sensors, big data analytics and decision systems to optimise energy demand, costs and grid resiliency by automatically switching between battery power, on-site generation and grid power.	Doma uses document processing automation powered by machine learning and natural language processing across title search, underwriting and closing processes to speed up home closing processes by 15%.	Lemonade uses chatbots and anti-fraud algorithms powered by machine learning, decision systems and big data analytics for customer onboarding and insurance claims processes, with half of claims handled end-to-end without any human involvement.

Built World AI Reaches New Heights

Over the past five years, more than $18.6B of venture capital has been allocated to European and North American AI startups for the Built World. With $12.3B raised in the last three years, annual investment more than doubled between 2020-2021 and reached $4.2B in 2022.

Early Stage Venture Deals Dominate

The past five years has seen the gradual maturation of AI startups in the Built World. Pre-Seed deals, which accounted for ~40% of deal flow in 2017 now account for little over 10% of deals. At the same time, Series A+ deals have grown from around 20% of deal flow to represent 50%. Meanwhile, Seed stage activity has remained broadly consistent, indicating further growth ahead.



+$18.6B

Venture capital allocated to European and North American AI startups for the Built World since 2012

33% CAGR

Compounded annual growth rate (CAGR) in investment volumes from 2017-2022

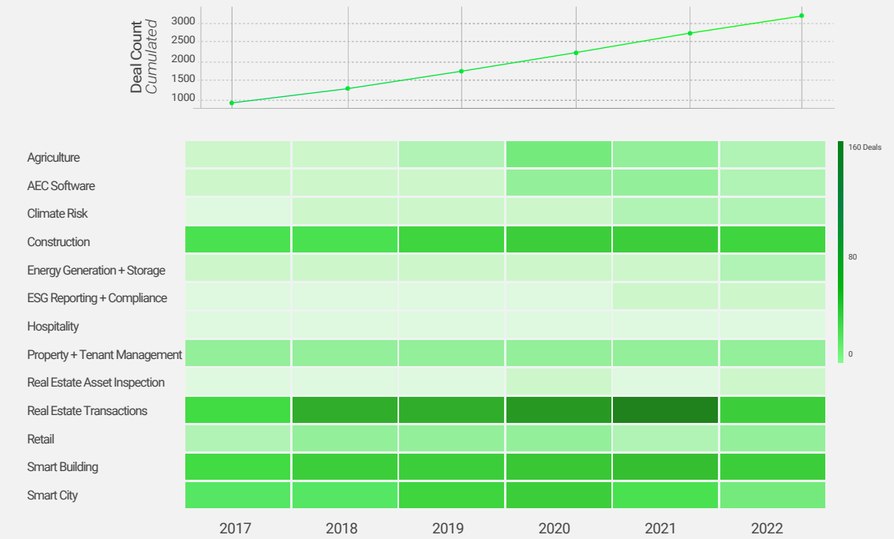
+$4.0B

2022 equity investment for Built World AI startups in Europe and North America

+440

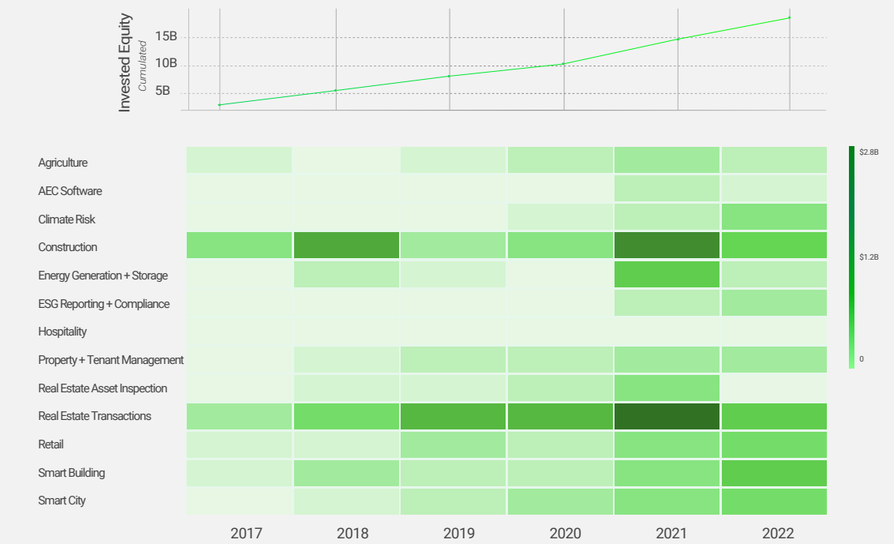
2022 venture deal count for Built World AI startups in Europe and North America

Deal Volume Continues to Rise



Venture deal volume in 2022 was concentrated in real estate transactions, smart building and construction startups.

Invested Capital Accelerated in Recent Years



Venture capital dollars in 2022 was concentrated in real estate transactions, smart building, construction and smart city startups.

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Investment Trends

Top 10 Venture Deals in Built World AI

01 Real Estate Transactions

FIGURE

Home equity refinancing platform founded in 2018 in San Francisco, CA. Figure utilises blockchain + AI within its decision-making and verification portal, enabling customers to receive a decision within minutes.

Latest round: $200M Series D, 2021
Total equity raised: $450M

02 ESG Reporting + Compliance

deepki

Real estate decarbonisation ESG platform founded in 2014 in Paris, France. Deepki leverages AI to analyse real estate portfolio data + suggest decarbonisation pathways.

Latest round: $165M Series C, 2022
Total equity raised: $176M

03 Retail

STANDARD AI

Autonomous retail for brick & mortar stores founded in 2017 in San Francisco, CA. Standard AI leverages computer vision powered cameras, enabling autonomous stores with zero operational downtime.

Latest round: $150M Series C, 2021
Total equity raised: $266M

04 Property + Tenant Management

Density

Workplace analytics platform for large office portfolios founded in San Francisco, CA. Density uses AI-powered sensors to track building occupancy.

Latest round: $125M Series D, 2021
Total equity raised: $200M

05 Property + Tenant Management

metropolis

Smart car parking solution founded in 2018 in Los Angeles, CA. Metropolis applies computer vision + AI to enable customers to use car parks without the need for manual payments.

Latest round: $123M Series B, 2022
Total equity raised: +$228M

06 Climate Risk

DESCARTES

Parametric insurance to protect against climate risk founded in 2018 in Paris, France. Descartes Underwriting leverages new climate data sources + fuses them with a host of AI algorithms.

Latest round: $121M Series B, 2022
Total equity raised: $142M

07 Real Estate Transactions

CASAFARI

Real estate data platform founded in 2017 in Lisbon, Portugal. Casafari leverages NLP to extract property type + location, alongside computer vision for labelling/feature extraction + matching of similar images.

Latest round: $120M Series B, 2021
Total equity raised: $141M

08 Smart Building

sense

Home automation platform founded in 2013 in Cambridge, MA. Sense leverages supervised + deep learning to track home energy demand.

Latest round: $116M Series C, 2021
Total equity raised: $162M

09 Construction

OPENSPACE

Digital construction site solution founded in 2017 in San Francisco, CA. OpenSpace uses computer vision, data visualiation + AI to capture and analyse site progress.

Latest round: $110M Series D, 2022
Total equity raised: +$200M

10 Retail

trigo

Retail store automation + management solution founded in 2018 in Tel Aviv, Israel. Trigo uses computer vision + AI to enable autonomous grocery stores.

Latest round: $100M Series D, 2022
Total equity raised: +$199M

The largest Built World AI deals from 2017-2022 took place across 2022 and 2021. These deals were predominantly concentrated in the Built World's most mature segments: real estate transactions, retail, property + tenant management, and construction.

This trend was also reflected in the broader dataset. While the distribution of deal stage across all verticals was relatively even, real estate transaction and climate risk startups saw a greater proportion of Series B+ deals.

At the same time, both property + tenant management and retail segments saw a strong concentration of Series B deals. Interestingly, 2022 also saw two large climate technology deals: Deepki raised a $165M Series C for their real estate ESG decarbonisation platform, while Descartes Underwriting raised a $121M Series B to scale up their parametric insurance offering.

Also notable was the close to even split between North American and European companies across the top 10 deals.

Fast Movers in Built World AI

Over the past five years, Climate Risk, ESG Reporting + Compliance and Energy Assets have emerged as the top three fastest growing verticals for AI application in the Built World.

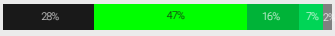
01 Climate Risk

The fastest growing segment, in 2022 invested equity grew 1.7x and at a 213% 5 year CAGR. The deal profile was relatively evenly distributed and included A/O portco Climate X's £7M Seed round.

CLIMATE X safehub kettle FLOODBASE

02 ESG Reporting + Compliance

Another high growth segment, in 2022, invested equity grew 1.7x in 2022 and at a 259% 5 year CAGR. In 2022, deals were predominantly Seed stage.



Emitwise SINAI DECKARD TECHNOLOGIES codio impact

03 Energy Assets

In 2022, deal count grew 1.3x, while invested equity grew at a 62% 5 year CAGR. We expect significant growth in this segment in light of the incentives provided by both the US Inflation Reduction Act and EU funding.

Skyfri PACES RAPTOR MAPS Glint Solar

Pre-Seed Seed Series A Series B Series C+

Other Growth Verticals

Last year also saw a high proportion of Pre-Seed deals in AEC Software and Smart Cities. Other segments are starting to mature, with a growing number of Series B+ deals in both Smart Building and Real Estate Asset Inspection.

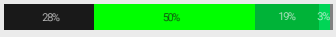
Smart Cities

Invested capital grew 1.2x in 2022 and at a 73% 5-year CAGR. Last year saw a relatively large proportion of Pre-Seed deals, while the later stage deals included A/O portco UrbanFootprint's $25M Series B.

URBAN FOOTPRINT vialytics HaydenAI REPLICA

AEC Software

An emerging vertical within the Built World, invested capital grew at a 60% 5-year CAGR. Given the sector's nascency, last year saw a majority of Pre-Seed and Seed deals, with very few Series B+ deals.



Augmenta Higharc bimmatch StageGlass

Real Estate Asset Inspection

Last year saw deal count grow 1.5x and at a 13% 5-year CAGR. Deal type is relatively evenly distributed across earlier and later stage deals, with Pre-Seed and Seed stage startups focused on inspection at the portfolio or regional scale.

SPOTR PERCEPTO pointivo AURIVUS

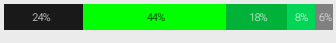
Smart Building

Last year, invested capital grew 1.7x, with the deal profile relatively evenly distributed across Pre-Seed to Series B+. Included among the later stage deals was A/O portco Passive Logic's $34M Series B.

PassiveLogic wint phylagen INFOGRID

Construction

Despite being one of the Built World's most mature verticals for AI application, last year saw a large number of Pre-Seed and Seed stage deals. This included A/O portco Conxai's €3M Pre-Seed round.



CONXAI imerso sensat BUILT ROBOTICS

Pre-Seed Seed Series A Series B Series C+

United States vs Europe

London is the top city for Built World AI deal count globally, and the top European city for invested capital. Overall, US cities continue to take the lead on invested capital.

Top 10 Cities by $ Invested Capital

2017 - 2022

01 San Francisco, CA	06 Tel Aviv, Israel
02 New York, NY	07 Reno, NV
03 Milpitas, CA	08 Hayward, CA
04 London, UK	09 Cambridge, MA
05 Paris, France	10 Montreal, Canada

Top 10 Cities by #Deals

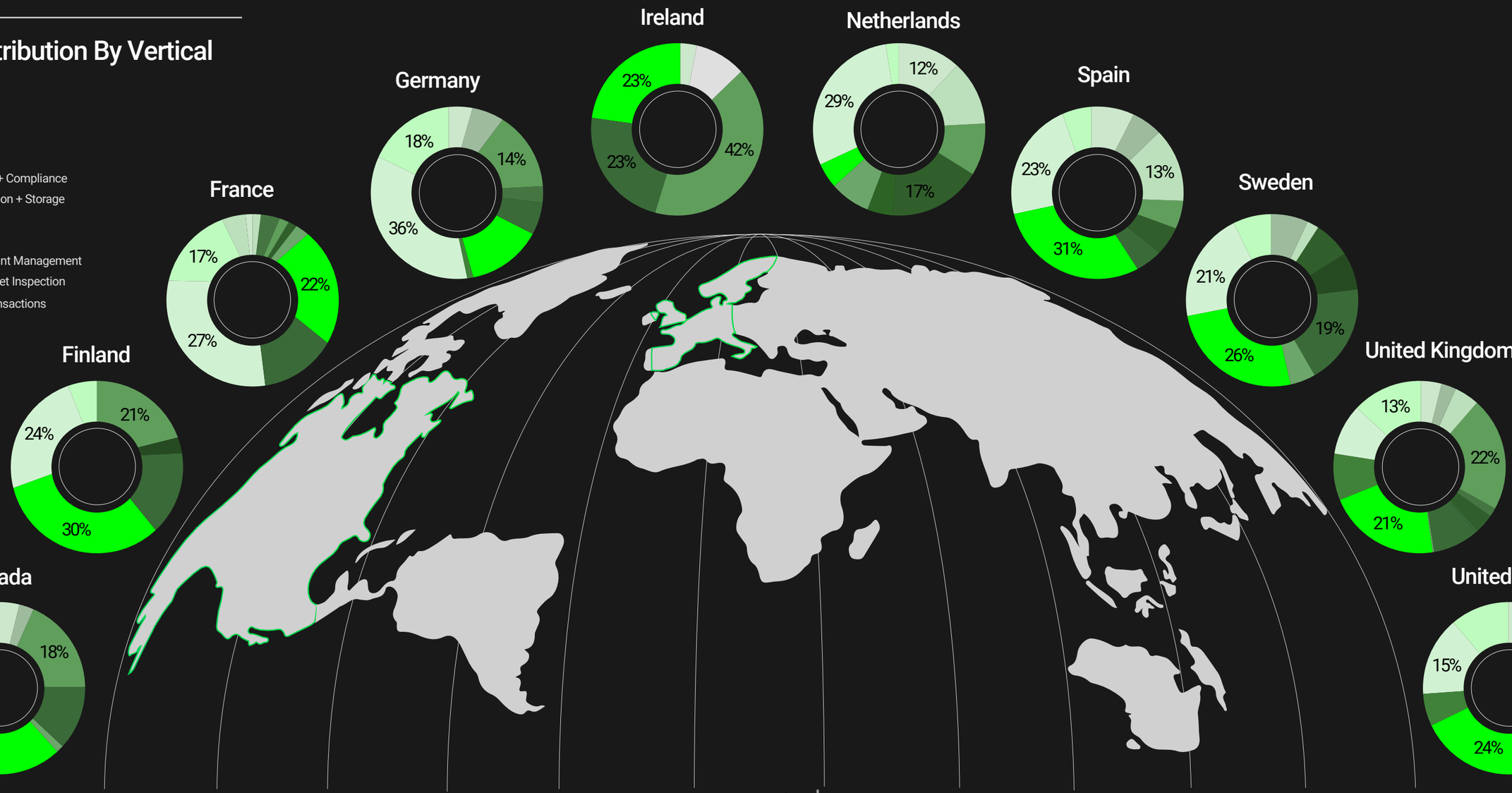
2017 - 2022

01 London, UK	06 Toronto, Canada
02 San Francisco, CA	07 Seattle, WA
03 New York, NY	08 Berlin, Germany
04 Paris, France	09 Dublin, Ireland
05 Tel Aviv, Israel	10 Chicago, IL

North America · Europe

Deal Distribution By Vertical

- Agriculture
- AEC Software
- Climate Risk
- Construction
- ESG Reporting + Compliance
- Energy Generation + Storage
- Hospitality
- Other
- Property + Tenant Management
- Real Estate Asset Inspection
- Real Estate Transactions
- Retail
- Smart Building
- Smart City



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Methodology

The solutions outlined on this report focus on 2012 to 2022 (inclusive) early stage deal data gathered from Pitchbook. We have identified +1300 companies globally and +1050 with headquarters in North America and Europe. Of these companies we have analysed those that raised disclosed investment rounds from 2012 to 2022, and importantly which identify as using AI as part of their technology stack.

Notably, this report has been produced using A/O's vertical classification which leverages pre-trained models, while the technology verticals were analysed using NLP from the company descriptions from Pitchbook and LinkedIn.

For the capital allocation analysis, we have chosen to focus on early stage equity deals, including: all venture capital deals, angel investments and crowdfunding rounds.

We have excluded: debt financing, private equity, secondary transactions, public offerings and SPACs.

Where an investment's deal size has not been disclosed on Pitchbook, we have used Crunchbase data. Where the deal size is not disclosed on either Pitchbook or Crunchbase, we have chosen not to include the deal in our deal count analysis.

Given the rapidly evolving startup landscape, our segmentation of the market relates only to how we at A/O perceive the current state of the built world market.

Acknowledgements

At A/O we pride ourselves on our data-driven approach to venture capital investing. This report is the result of interdisciplinary collaboration across investment, data science and design. If you are a founder or real estate leader tackling building decarbonisation or interested to learn more, reach out to one of our team below. This report forms part of an ongoing A/O series covering emerging built world technologies.

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Catriona focuses on research-driven sector analysis, including the identification of core trends, assessment of market dynamics and evaluation of investment targets.

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Data Science Investment Analyst

Jayasmita focuses on extracting and analysing company data to automate key tasks as well as conducting technical due diligence to support investment activities while using the latest advancements in data science and software engineering.

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Mounia Essaadani
Creative Director

Mounia is an experienced designer and marketer. She drives branding, content creation, marketing, and social media at A/O PropTech, to enhance the firm's presence and business development objectives.

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Gregory Dewerpe
Founder - Chief Investment Officer

Gregory is one of Europe's leading proptech venture capitalists and a long standing, prominent voice promoting the acceleration of positive transformation in the built world. He founded A/O on the back of a deep understanding of the industry's shortcomings.

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