



AUSTRIAN/EMIRATI TECHNOLOGY DAY ABU DHABI

Ibrahim Imam



Construction projects often start positive ...



... then problems and challenges appear ...

Lack of skilled workers



... then problems and challenges appear ...

Lack of communication



... then problems and challenges appear ...

Delays and overspending



... then problems and challenges appear ...

Change of scope



... then problems and challenges appear ...

Documents and forms



... then problems and challenges appear ...

Regulations



Dubai Building Code



... and the Blame Game starts.



Examples of failed projects only in Europe



1 Tottenham Hotspurs Stadium
©building.co.uk



2 Elbphilharmonie
©Tagesspiegel



3 Airport Berlin-Brandenburg
©Tagesspiegel



4 Olkiluoto 3 Nuclear Power Plant
©globalconstructionreview.com

Same problems are found in other industries, so what is different?

- Lack of skilled workers
- Lack of communication
- Delays and overspending
- Change of scope
- Documents and forms
- Regulations
- The Blame Game starts ...

Construction industry lacks in digitization

McKinsey Global Institute industry digitalization index; 2015 or latest available data

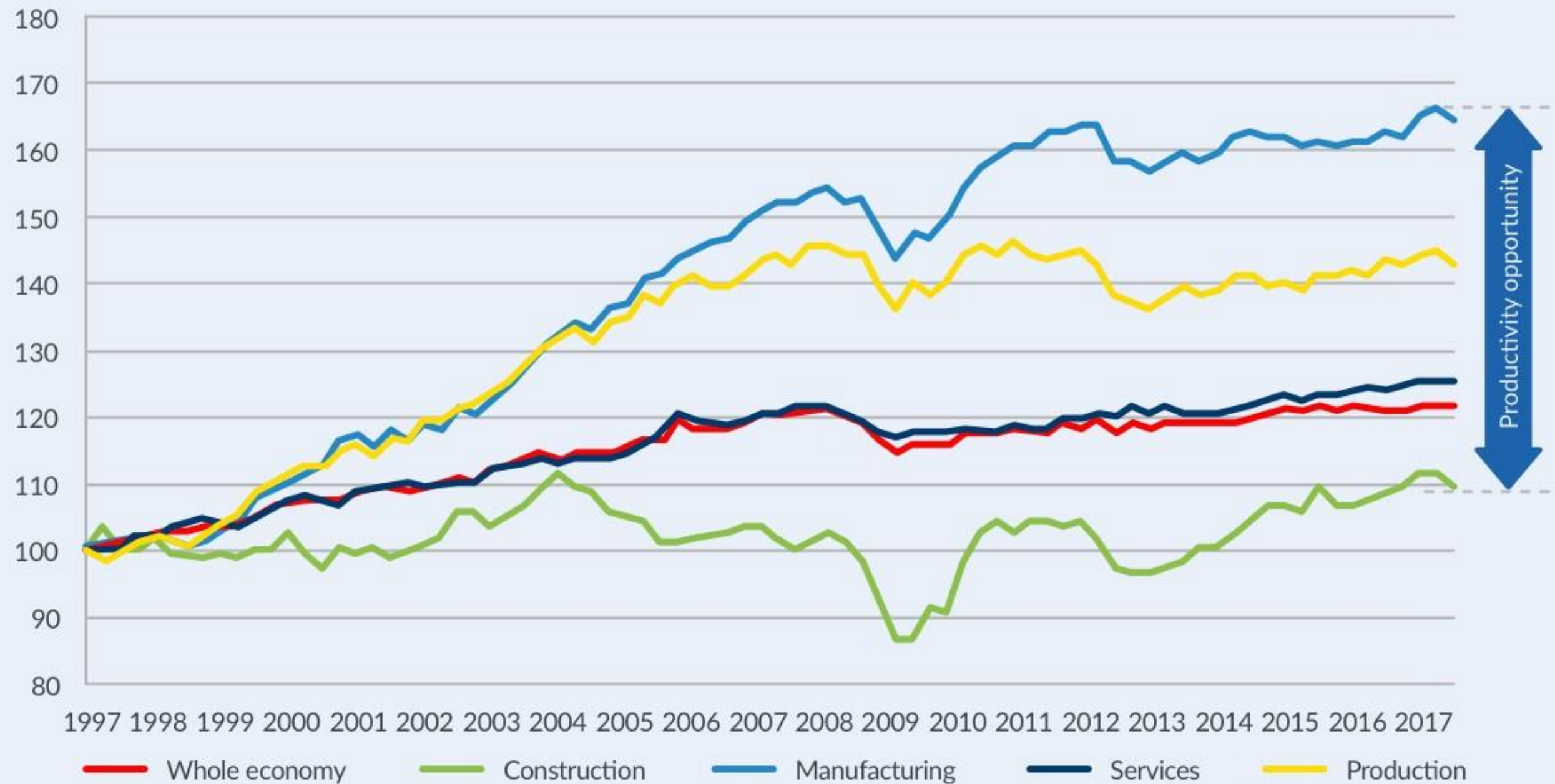
Relatively low digitization Relatively high digitization

Digital leaders within relatively undigitized sectors



Productivity Opportunity

Productivity Growth – Output per worker (1997 = 100)



Source: ONS



We are still in the basic course of digitization



HOW THE MIDDLE EAST RESPONDS

Mechanical Electrical & Plumbing Business People Projects Power Lists

BUSINESS

Data-led construction transforms a traditional industry

MEED Middle East business intelligence

COLIN FORBMAN UAE corpora

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Cloud drives the digitalisation of Middle East construction

middleeast Business Tuesday, 1 February, 2022

Construction Economy Transport COVID-19 Energy Lifestyle Politics Healthcare Countries

How digital transformation is taking root within the construction industry

ARAB NEWS SAUDI ARABIA MIDDLE EAST WORLD BUSINESS MEDIA LIFE

RESEARCH & STUDIES PODCAST

LEAP set to underline Saudi Arabia's commitment to digital economy

From Deloitte.com

Bridging the manufacturing and construction skills gap

Supporting worker success in the age of automation

GIM INTERNATIONAL News Articles Case Studies Magazines

The BIM Skills Shortage in the Middle East

Khaleej Times

2022 | Jumada Al-Aakhirah 29, 1443 01:19:48 Dhuhur 12:35

Saif Zone boosts digital services with 36 new features in 2021



OUR SOLUTION - A SCALABLE SAAS PLATFORM THAT ENABLES COLLABORATION ACROSS ALL PROJECT STAKEHOLDERS



Key features include any kind of documentation, communication and reporting in self-service



Native apps on all platforms reduce friction and entry barriers for stakeholders involved



BIM and data analytics support digitization of the industry



Easy-to-use product doesn't require customization or training



Lean process enables **self-onboarding in less than 10 minutes**

Companies have a quantifiable ROI of more than 900% per year

*Users save more than 7 hours per week

Entire lifecycle and value chain

- Cross industry (construction, real estate, manufacturing, infrastructure, industrial, retail, etc.)
- Each company and project size
- Outstanding reporting features covering needs of different industry verticals



Plan

Architects,
Engineers



Build

Construction Companies,
Project Developers



Operate

Owners, Investors,
Asset, Property & Facility
Managers

Strong lock-in effects & high referral rate between all stakeholders and phases



Ease-of-Use

- Onboarding is lean (less than 10min)



Scalability

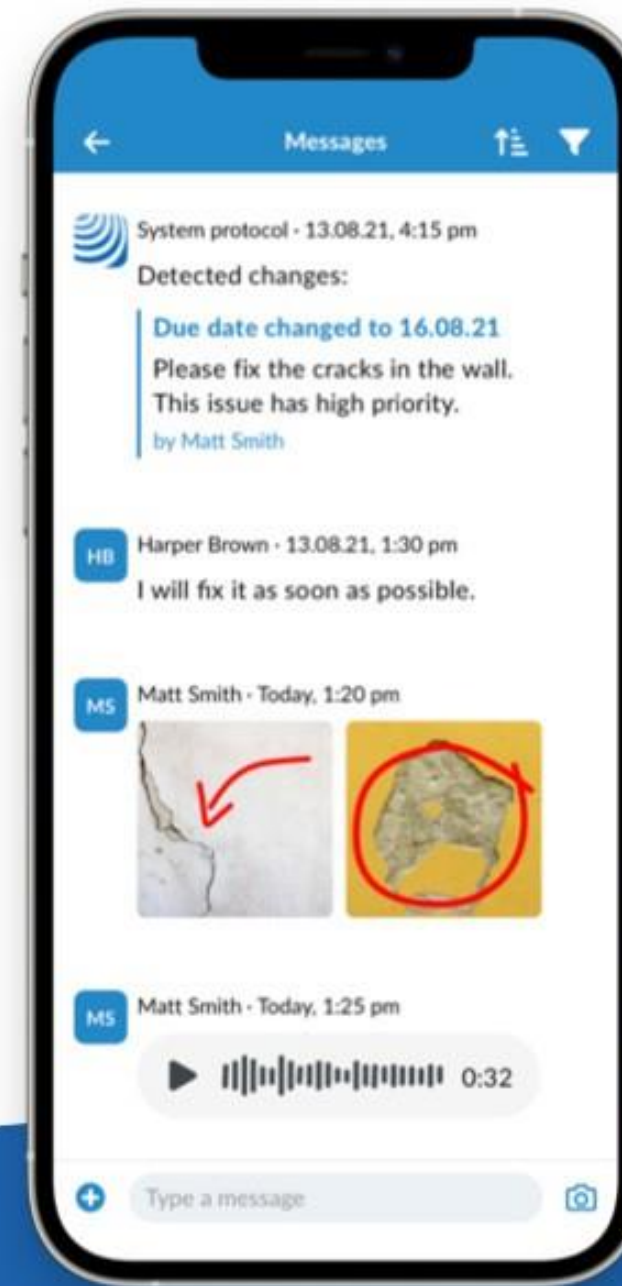
- Model allows unlimited subcontractors & watchers with no costs -> no entry barrier
- All-in licence fees, no costs for rollout, consulting, training, support or updates -> also usable by SMBs

Planning, construction and operation in one place

Planning



Construction



Operation



“We make construction and operation of buildings easier.”

Our Mission

“We want every building in the world to be built and operated with a digital solution.”

Our Vision

> 15,000

Paying customers

from 60

Countries

> 18,000

New registrations every month

SIEMENS Roche CBRE

VINCI FACILITIES HPA Hamburg Port Authority BOSCH

CUSHMAN & WAKEFIELD ENGIE

BILFINGER ATP F/LIST OBG

DORR ARCADIS PROJECT Immobilien A1

STRABAG ubn development Union Investment

CORPUS SIREO REAL ESTATE BASF We create chemistry REWE GROUP



AUS, AT, BA, CAN, CH, CHN, CYP, CZE
CRO, DK, ESP, FIN, FRA, GER, HU,
IDN, IRL, ISR, IT, KG, LBN, LUX, LVA,
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SWE, THA, UAE, UK, USA, ZA

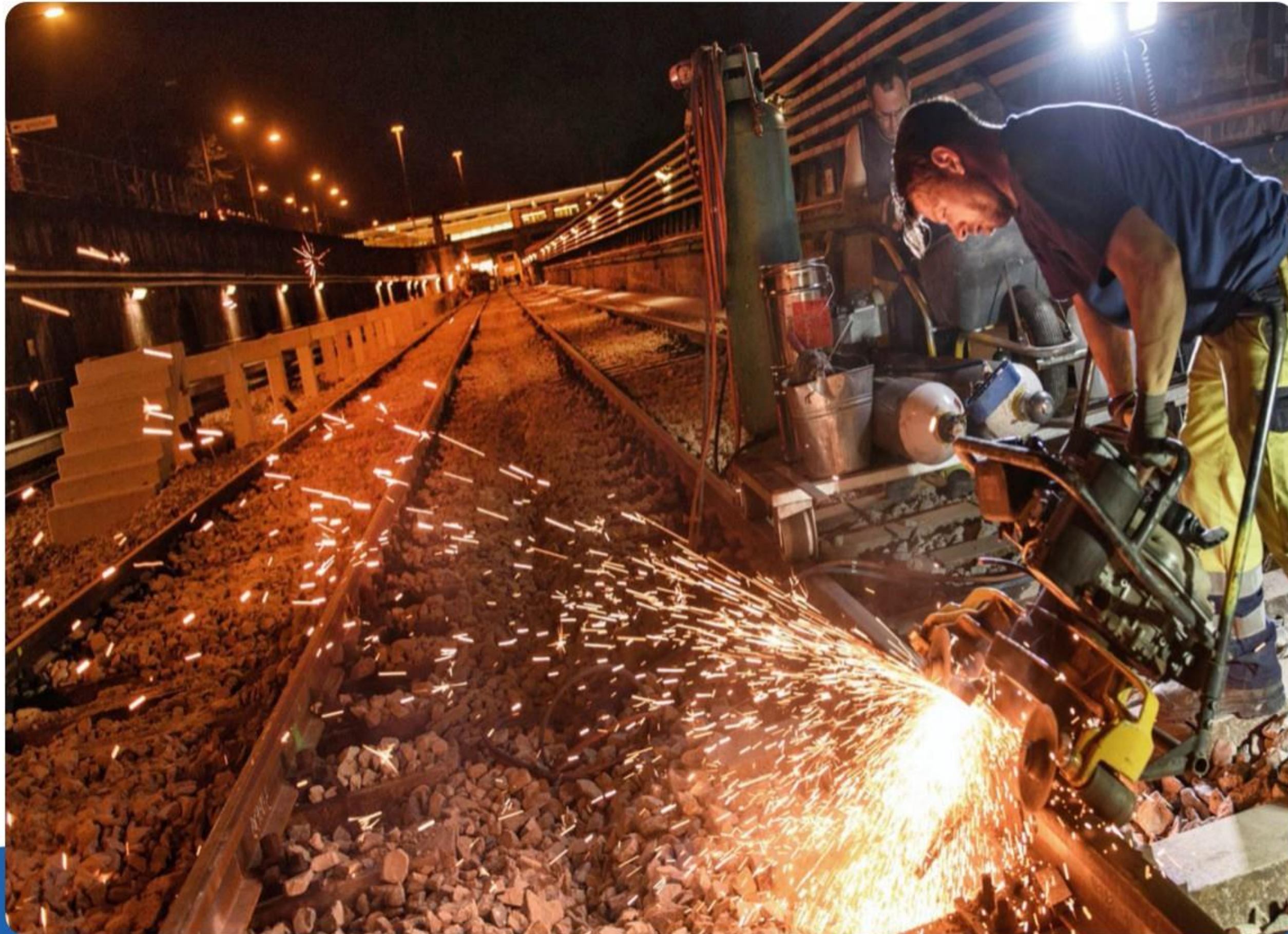


Monthly or Yearly license
starts at \$ 32,- per month



OFFICE BLOCK – BRENNABOR

Cost	€ 35 m+
Area	19,000 km ²
Completion	2016
Place	Brandenburg a.d. Havel, Germany



MODERNIZATION UNDERGROUND U4

Cost	€ 29 M.
Area	3.8 km ²
Completion	2016
Place	Vienna, Austria



VALAMAR COLLECTION MAREA SUITES 5*

Cost	€ 19 M.
Area	10,220 m ²
Completion	2019
Place	Poreč, Croatia



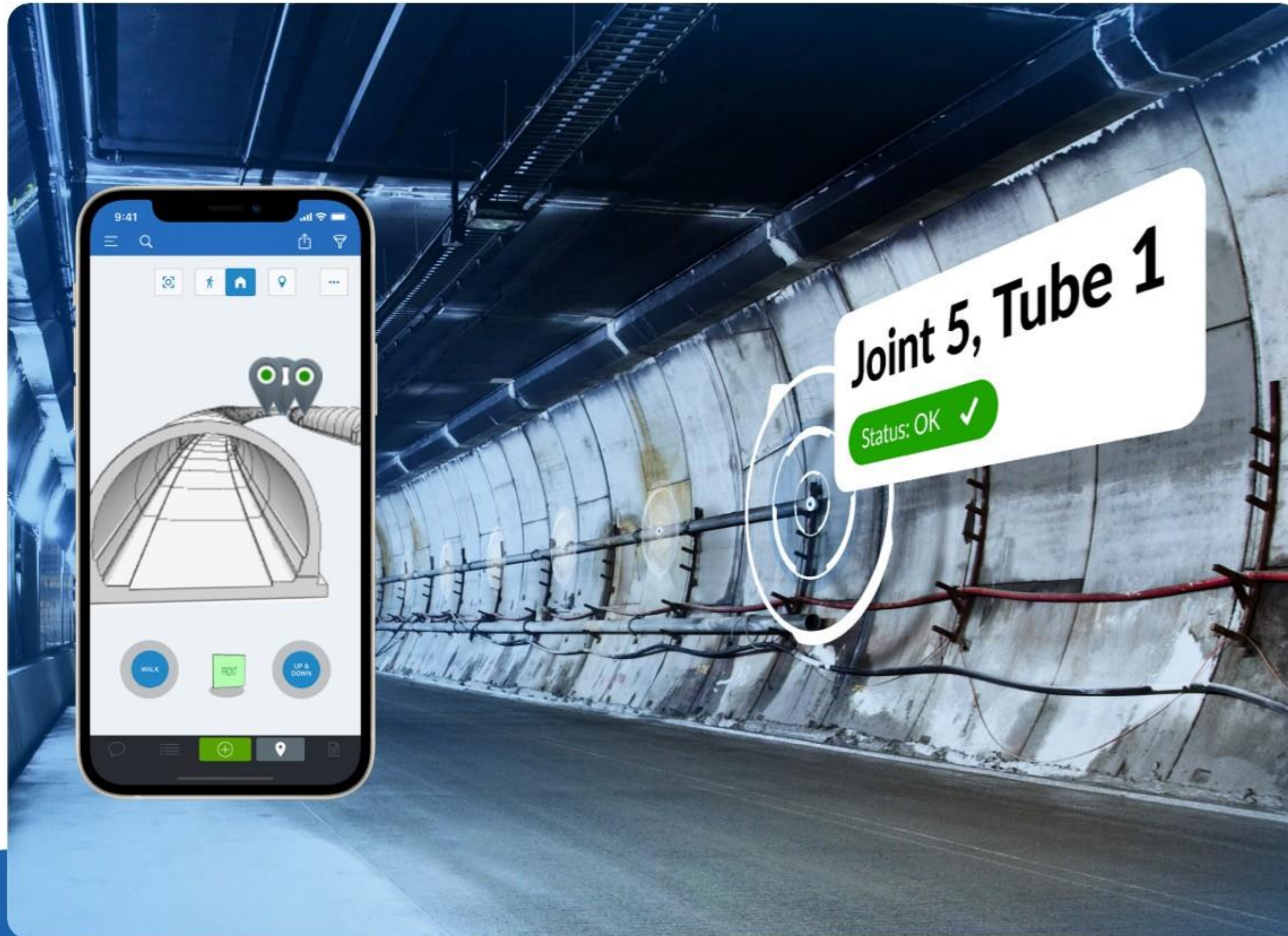
VARSO TOWER – WARSAW

Cost	€ 500 m+
Area	145,000 km ²
Completion	2022
Place	Warsaw, Poland



PELJEŠAC BRIDGE – CROATIA

Cost	€ 420.3 m+
Area	2.4 km ²
Completion	2022
Place	Dubrovnik, Croatia



SALZBURG AIRPORT – AUSTRIA

Area	10 km
Completion	2021
Place	Salzburg, Austria

Ibrahim Imam

- CEO MENA & APAC
- Group-Co-CEO & Co-Founder
- Married and three kids
- Just moved to Dubai

Let's connect

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Our investors

PlanRadar has raised over \$ 100M so far



Headline

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