

Construction Tech Investors Tell All!

Moderator:

Scott Blair, *Editor-in-Chief*, ENR

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Guillaume Bazouin, *Head of Startup and Intrapreneurship Programs*, VINCI

Hiroto Sato, *CEO*, Oprizon Ltd.

**We are a global early-stage
venture capital firm focused
on the built world**

**Founded in 2015 by Darren
Bechtel**

**44 portfolio companies
across 5 continents with 12
exits to-date including:**



PlanGrid



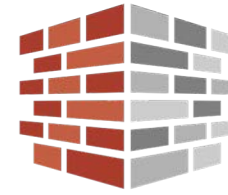
LEVELSET



FIELDWIRE



BUILDINGCONNECTED



**BRICK & MORTAR
VENTURES**

\$300M+ AUM

**\$300Bn+ in annual
revenue represented by
our 17 construction-
related corporate LPs**



LEONARD:PARIS IS THE VINCI GROUP'S FORESIGHT AND INNOVATION PLATFORM



The biggest lab in Europe dedicated to the transformation of cities and infrastructures

5000 m2 dedicated to innovation and foresight in the heart of Paris



Coworking and incubation of innovative projects

Open to startups, intrapreneurs, VINCI employees and other residents

250

public events
and conferences

120

innovative projects
supported

7

foresight
workstreams

4

acceleration
programs / Start-
ups

LEONARD, THE VINCI GROUP'S FORESIGHT AND INNOVATION PLATFORM

EXPLORATIONS



Watch

Develop a curation and analysis of weak signals and trends on the future of cities and infrastructures



Event production

Connecting those who think, who build the city, innovators and experts; Questioning the Group; Building and animating our ecosystem



Foresight

Develop scenarios for the evolution of our businesses in the context of major market transitions and initiate the transformation of the Group

ENTREPRENEURIAL INNOVATION



Design Lab

Supporting VINCI employees in unlocking, accelerating and implementing projects



Intrapreneurial program

Rely on the Group's employees to develop new and innovative activities



AI program

Engage the Group's appropriation of the potential of these new technologies to enrich our offers



Start-up programs

Structuring an ecosystem for the emergence of new players and initiating successful collaborations between start-ups and the Group

Company Profile – Oprizon, Obayashi & Hitachi Solutions



“Smart Building Service Provider”
(Founded in Feb. 2023)

=



General Contractor
(Building/Civil)

×



System Integrator

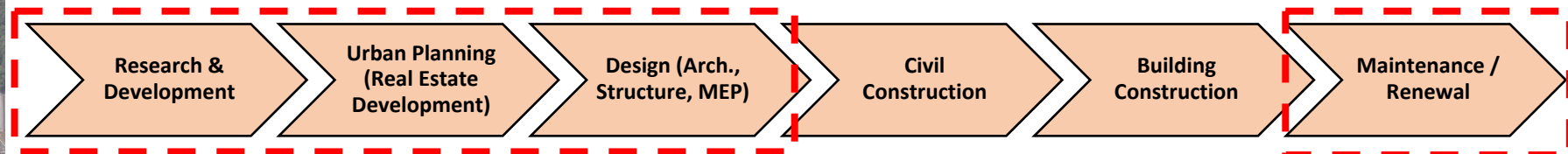


	Establishment	# of employees	Overseas offices	Net sales	Ordinary Profit
OBAYASHI	1892 (131 th years)	15,470 Consolidated	16 countries	\$14.7B Consolidated	\$747M Consolidated
Hitachi Solutions	1970 (53 th years)	13,860 / 4,874 Consolidated / Non-Consolidated	16 countries	\$1.3B Non-Consolidated	\$ — (Not open to the public)

\$=\135

<Uniqueness of Obayashi> : “Vertical Integration”

Obayashi’s Scope of business



“Deploying all construction process in one company”

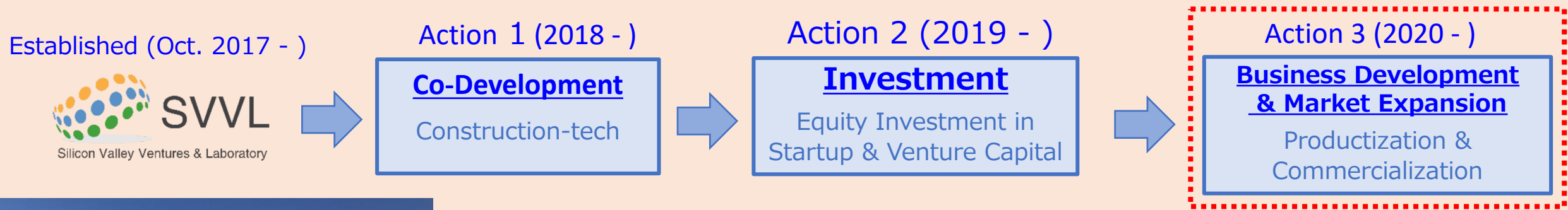


Technology Research Institute (Tokyo)
(260 Researchers & R&D budget)

Obayashi in the U.S.A. - SVVL



SVVL was established to incorporate Silicon Valley Technologies into Construction Industry.



@San Carlos, CA



R&D Garage @SVVL



R&D Garage @SVVL



Collaboration Office @SVVL

Obayashi in the U.S.A. – SVVL & Oprizon



OBUYASHI



1979 (44th years)

San Francisco office
(1st awarded in the U.S.)



2011.3

Hiroto Sato

2010

North American
Regional HQ (SF)
(6 subsidiaries)

2017



2023.3 (12 years)

2023



Oprizon was established to extend Silicon Valley services to Japan market.
(Oprizon collaborates with SVVL for Business Development & Market Expansion)

Oprizon & SVVL help startups develop business in Japan market.



- Smart Building tech.
- Construction tech.

Startups who are interested in Japan Market and collaborate with us.

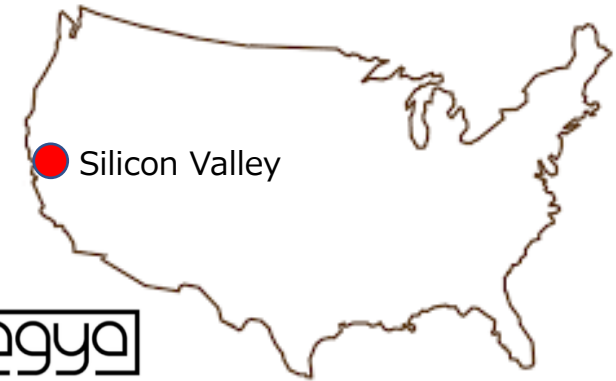


(under Obayashi's group company)



SVVL

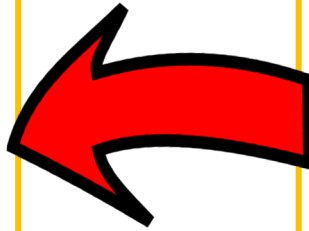
Silicon Valley Ventures & Laboratory



- VC advisors



- Portfolio Startups / Strategic Partners



ENR FutureTech

Engineering News-Record

CONSTRUCTION'S LEADING TECHNOLOGY FORUM

**HILTON UNION SQUARE
SAN FRANCISCO**

