NORTHSPYRE

OUR INVESTMENT PLAN | **from our $25M investment raise**

PROBLEM no.1

More than 3/4 of **real estate projects finish over-budget**, failing to hit financial targets.

Yet, existing solutions continue to focus on **document and task management not critical financial drivers.**

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PROBLEM no.2

Real estate development is **extremely fragmented.**

Data to improve project delivery and procurement is **siloed across 15,000 companies** *(in the US alone).*

Fragmentation leads to **massive economic inefficiencies across the $2T of annual capital** deployed and directed by US real estate developers.

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PRODUCT

Northspyre is the *operating system* for **real estate development** and **capital deployment.**

Our customers each allocate
$5M to $2B in capital annually.

We have become the category leader because
Northspyre is the first tech platform that is:

- **PURPOSE-BUILT FOR REAL ESTATE DEVELOPERS**

- **LEVERAGES MODERN TECHNOLOGIES**
  LIKE *AUTOMATION, DATA-ANALYTICS,* AND *A.I.*

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SOLUTION

Smarter. Faster. Better Project Outcomes.
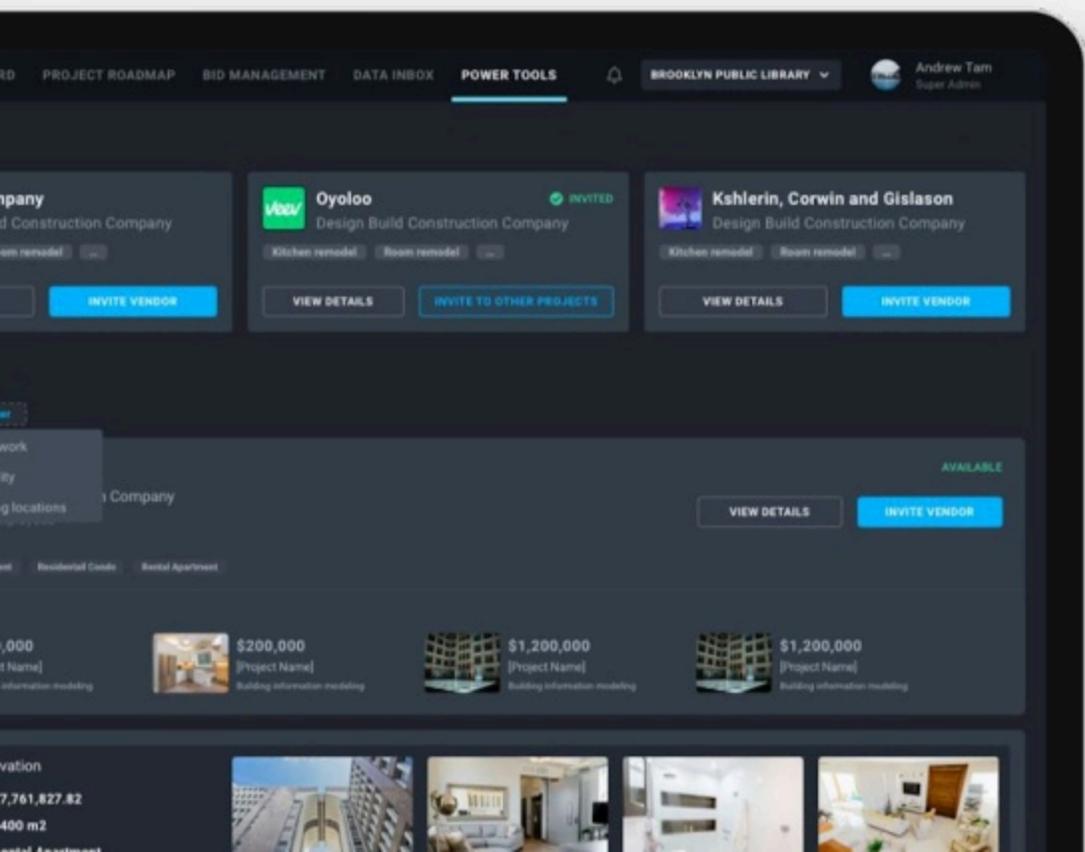
Productivity
Powered by Automation & A.I.

Captures incoming data and financial docs **from email-based workflow** *(like invoices and contracts)*

Eliminates data-entry and file uploads

1 → **FASTER SPEED** TO INFORMATION

Proactive Insights
Powered by Augmented Intelligence

Combs thru project data

Pattern matches to find **project challenges and opportunities**
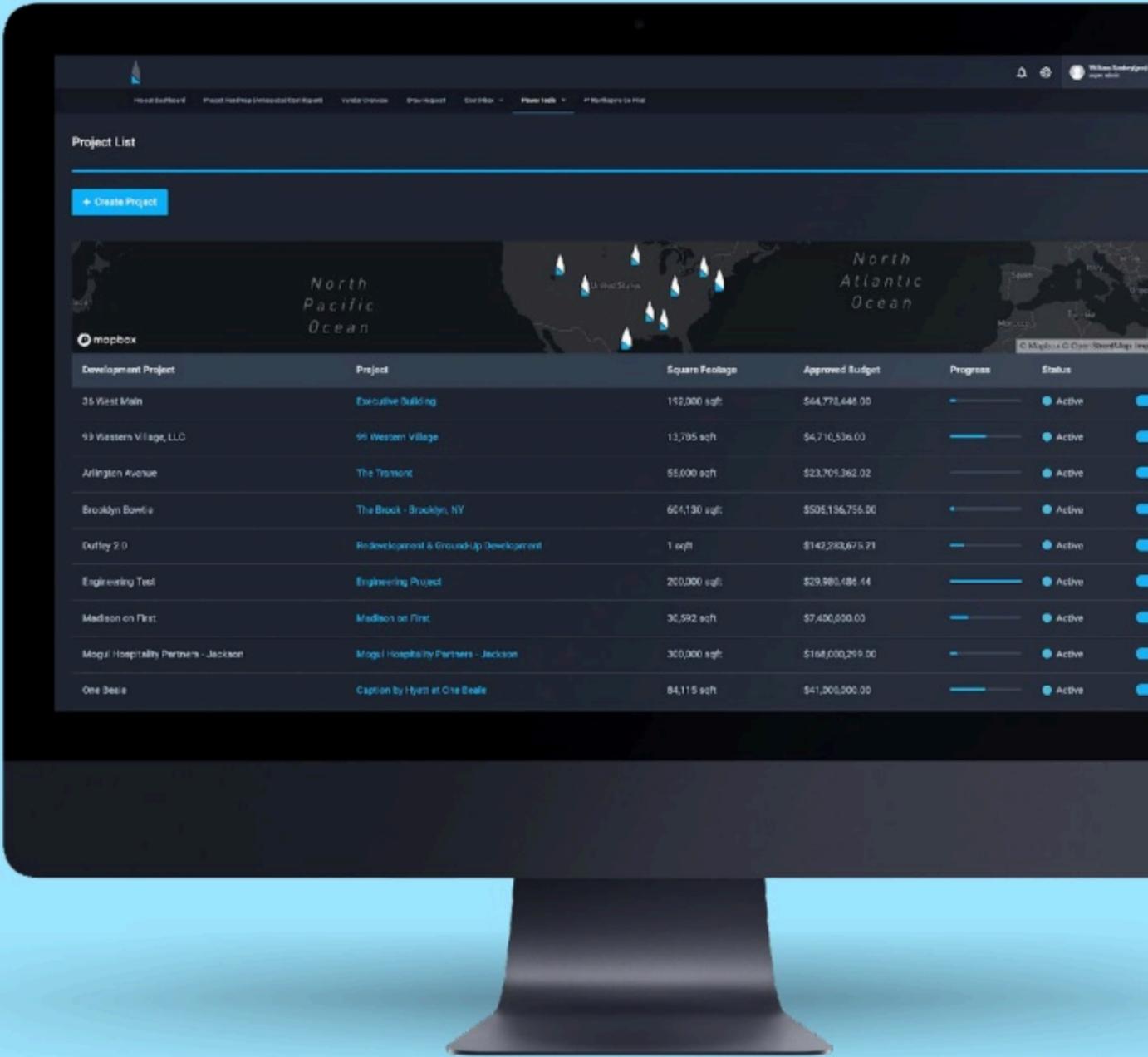
2 → PROACTIVE, **DATA-DRIVEN** DECISION MAKING

Critical Reporting + Data
Powered by Data Analytics

Automatically **benchmarks, search indexes, and reports** on data **across projects**

3 → LEVERAGE **INSTITUTIONAL KNOWLEDGE** AND REDUCE **ADMIN BURDEN**

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FINANCIALS

$1.61 in ARR for every $1 of investor capital deployed

(CASH CONVERSION SCORE)

6x growth
Since our 2020 Series A raise

91%
GROSS MARGINS
Excluding **one-time cost** such as *implementation* and **one-time fees** such as *implementation fees*

130%
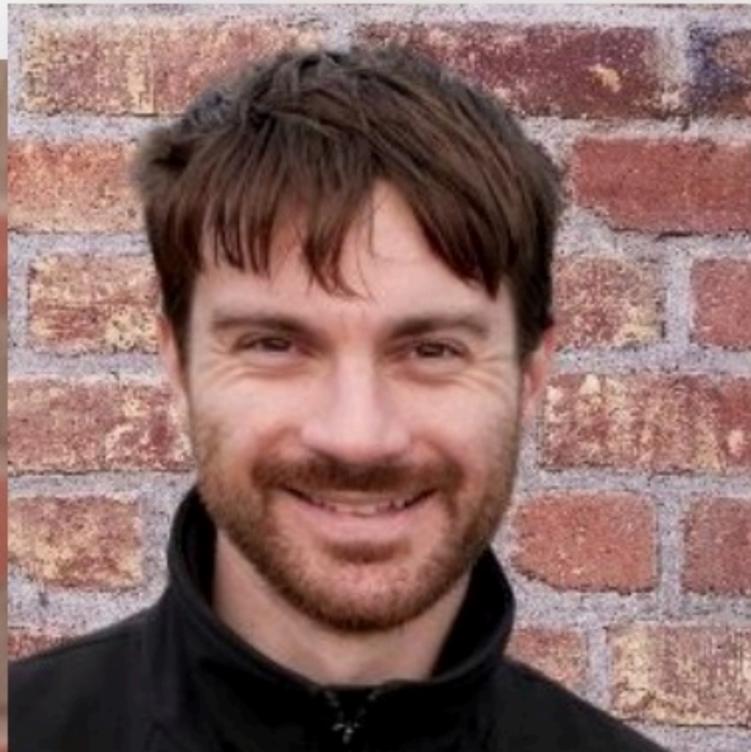NET REVENUE RETENTION

130+ customers
ACROSS THE UNITED STATES

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northspyre.com

THE ASK

We plan to launch **new products**, **scale our GTM** in the US and internationally, and advance our core **product roadmap.**

$25M

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LEADERSHIP TEAM

William Sankey
CEO + Head of Product

B.A. Yale
Masters Harvard

Fullstack engineering coding bootcamp

Worked at top real estate development firms in NYC including Jones Lang LaSalle

Andrew Tam
CTO

B.S. University of Pennsylvania
Masters University of Pennsylvania

Previous Sr. Software Engineer
at Sailthru

Matthew Phinney
Chief Architect

B.A. Trinity (Hartford)
Masters at Univ. of Cambridge (UK)
Masters Univ. of Oxford (UK)

Previous Staff Software Engineer
at Ripple

Neil Griffin
Head of Sales

B.S. University of Texas

Worked at leading construction management firm and as former bank construction finance consultant

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MoMA

Jean Savitsky

MOMA, *Director of Real Estate*

"Prior to Northspyre, I was wondering if I should add staff - how do I get myself out from underwater? I had to do a lot of legwork in Excel and gather files before sitting down with my architect or contractor to negotiate. Someone in my role has to come with data."

DENHAM WOLF

Ron Innocent

Denham Wolf Real Estate Services, *Director of Project Management*

"So Pre-Northspyre, we were all [in] Excel. All of the accounting through Excel and all of the documenting through emails…
I'll speak briefly to a profitability concern, which is really rooted in efficiency….those extra hours every week really made a huge difference, financially speaking."

ASH

Jen Webber

ASH Development *Director of Development*

"I have not seen anything else out there that has the user interface and the curvability that is specifically built for real estate project delivery needs. Not to mention, the simplicity in tracking of budget adjustments is beautiful. I would absolutely recommend Northspyre to other teams looking to eliminate redundant data entry, break down information silos between departments, and have real-time access to project data for better decision-making. I think that you are filling a niche that is really needed and is frankly a little shocking that no one has thought of this before."

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FINANCING HISTORY

$34.3M funding
raised to-date

$275K

Tamarisc Ventures
Angel investors

$7.5M

Craft Ventures
David Sacks [*Paypal*]
Jeff Fluhr [*Stubhub*]
Tamarisc Ventures

$25 M

CRV
Craft Ventures
Tamarisc Ventures
Des Traynor [*Intercom*]

PRE-SEED ROUND

SERIES A

1

3

2

4

F&F + FOUNDER SAVINGS

SEED ROUND

SERIES B

$57K

$1.45M

Tamarisc Ventures

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Thank you!

William Sankey

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