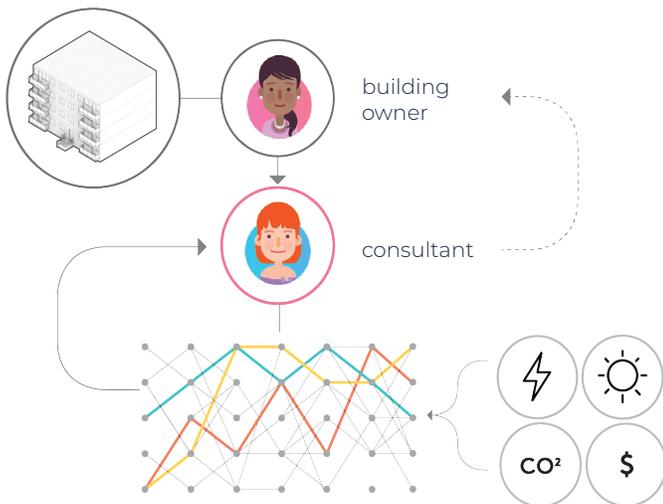




## Competition and Competitive Advantage

Other players in the market include consulting firms and software solutions providing fragmented services. FOS by cannon design is a software solution for building condition assessment management. Madaster is a tool for embodied carbon analysis, material salvage and deconstruction planning. CAALA and CBA are both research-based tools under development focusing on embodied carbon analysis, deconstruction planning and adaptation.

Adaptis's unique algorithm combines multiple building evaluation factors considering material salvage value and reuse, deconstruction planning, design, environmental and economic factors. We are accumulating curated data sets of existing building



Adaptis - Improved Condition Assessment and Feasibility Process: A building owner, developer or design approaches Adaptis, and with the use of computational tools, we can deliver more, optimized design options in a fraction of the time.

## Team

### Sheida Shahi, OAA, PhD

Sheida is an Architect and holds a PhD in Circular Engineering from the Department of Civil and Environmental Engineering from the University of Waterloo. She is an Adjunct Assistant Professor at the University of Waterloo, a passive-house certified designer and has over seven years of professional experience in architecture, development and construction firms, including KPMB and Diamond Schmitt Architects. She has received the Royal Architecture Institute of Canada Sustainable Design and Research Award and the Energy Council of Canada Fellowship for Sustainable Energy Innovation for her work.

adaptation projects, including design parameters, construction methods, simulation and performance data that enable our automation and optimization engines. Founders are experts in the field with years of professional experience.

## Market Size

The global building inspection services market is estimated at \$11.5B in 2022, and expected to grow to \$14.3B by 2025. This growth is partly due to a growth in demand for improved decision-making, increasing mandates on decarbonization, and improved environmental performance in the construction sector. The TAM for the adaptis solution is \$7.9B, with a SAM of \$231M and a SOM of \$2.3M.

## Features

- 1 Full existing condition assessment of all life cycle stages
- 2 Embodied carbon hotspot analysis
- 3 Automated existing material salvage value calculation
- 4 Deconstruction and material reuse planning
- 5 Optimized decarbonization, adaptation planning and feasibility analysis
- 6 Carbon offset credit evaluation and reporting for GRI, TCFD, ESG and SASB

### Aida Mollaei, MES, PhD Candidate

Aida holds a Bachelor of Science in Civil Engineering and a Master of Environmental Studies in Sustainability Management. She is currently a PhD Candidate in the Department of Civil and Environmental Engineering at the University of Waterloo. She is skilled in sustainability analysis, data analytics and circular engineering. Her work and research focus on developing automated frameworks to estimate the value of in-situ materials and contribute to building material recovery.