



Cantor Tech ESG Conference

June 28<sup>th</sup>, 2022

Palo Alto, CA

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View installation at 1500 Mission | San Francisco, CA

## COMPANY HIGHLIGHTS

### **Huge addressable market**

\$1 trillion total available market, early innings of industry transformation and technology disruption<sup>1</sup>

### **Secular megatrends are driving industry transformation and adoption**

ESG/climate change, human experience, health and wellness, smart buildings

### **Proven Product and Technology**

Over 600 installations and 40M building square feet of installations

### **Delighted customers, strong market proof points**

Sustainability benefits, improved asset utilization, proven health benefits

### **Deep-tech, Full-stack Innovation**

15 years, >\$1 billion invested in R&D, 1,250 patents and applications

### **Operations ready for scale**

Over \$400 million capital equipment investment made in US-based manufacturing facility, significant learning cycles

### **Strong operating leverage**

Up front investments made, margin achieved with growth  
Execution and growth drive profitability at scale

1. IHS Markit global construction data, View internal analysis



## 4 MULTI-DECADE GROWTH TRENDS IN REAL ESTATE

### 01 Sustainability and a path to net zero

- Buildings consume 40% of all energy, 35% of carbon<sup>1</sup>
- Many sectors of society addressing sustainability

### 02 Superior occupant experience

- Humans spend 90%<sup>2</sup> of time inside buildings
- Occupants are now driving decisions around amenities

### 03 Improving human health in buildings

- COVID has accelerated awareness of health and space
- Improved wellness and human performance

### 04 Enabling the future of smart buildings

- Enterprise-grade infrastructure
- Next generation communication and applications



View installation at 400 N Aberdeen | Chicago, IL

People



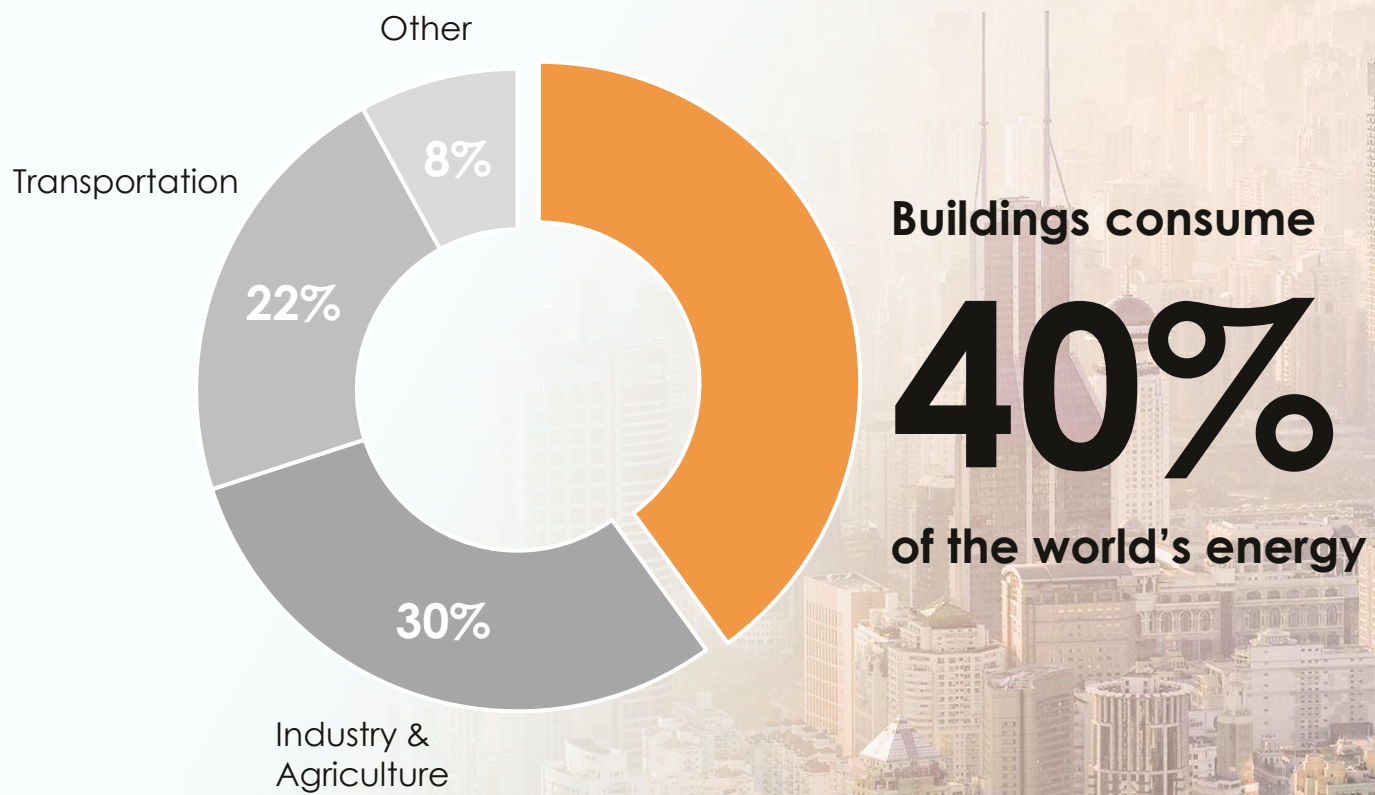
Planet



Profit



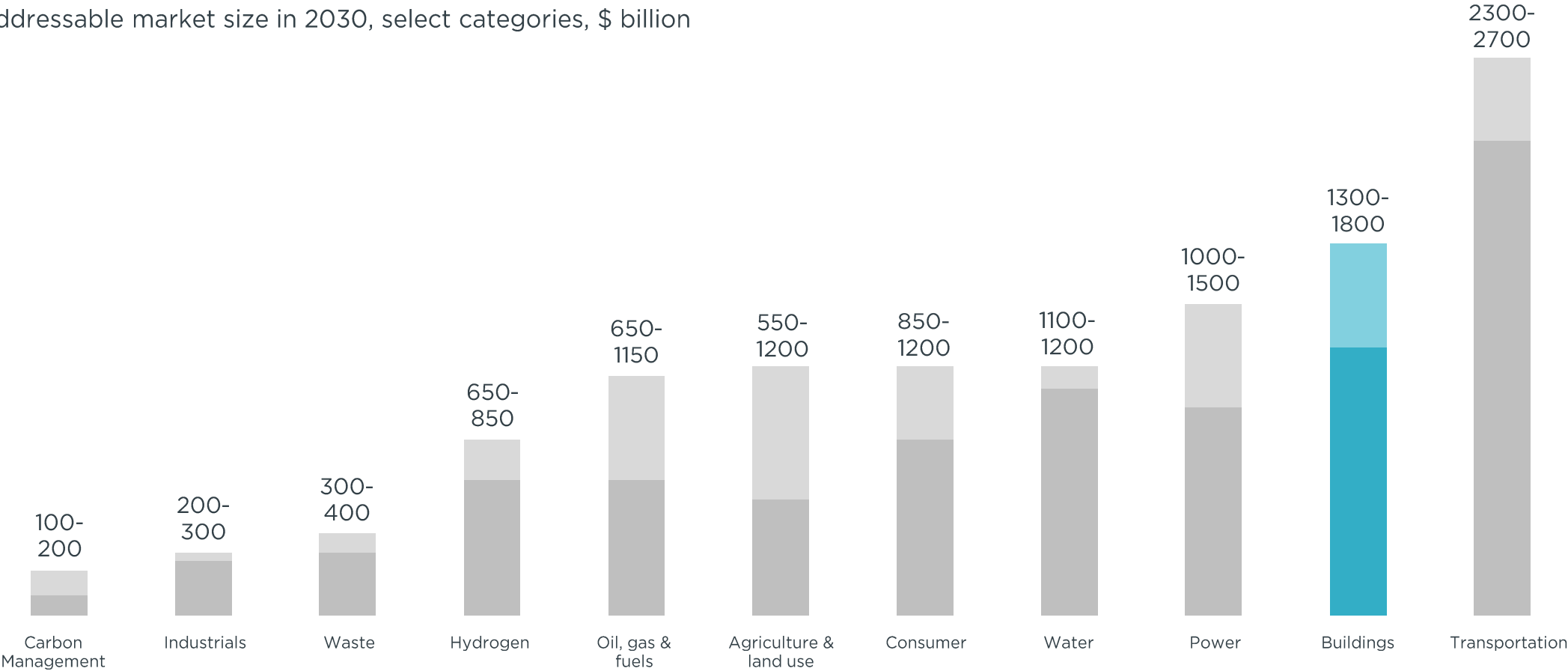




**Buildings consume**  
**40%**  
**of the world's energy**

# NET ZERO GOALS REQUIRE MASSIVE INVESTMENT IN BUILDING TECHNOLOGIES

Addressable market size in 2030, select categories, \$ billion







The building skin  
accounts for

**30%**

of a building's  
energy consumption



# 10%

Total Building  
Energy Savings<sup>1</sup>

# 25%

Peak Load  
Reduction<sup>1</sup>

# 10%

Space Savings<sup>2</sup>

# 20%

less energy per person

<sup>1</sup> Harris, Chioke, Pathway to Zero Energy Windows: Advancing Technologies and Market Adoption, 2022

<sup>2</sup> Based on View customer project base, typically 5-8 feet reclaimed near the building perimeter



# Basic Human Needs



Food

PC: <https://english.almayadeen.net/news/economics/russia-raises-tax-on-grain-export>



Shelter

PC: Julia Kivela



We are an outdoor species







**90%**

Time spent **inside buildings**



**10%**

Time spent **outside**



Take a  
**20**  
second break

Every  
**20**  
minutes

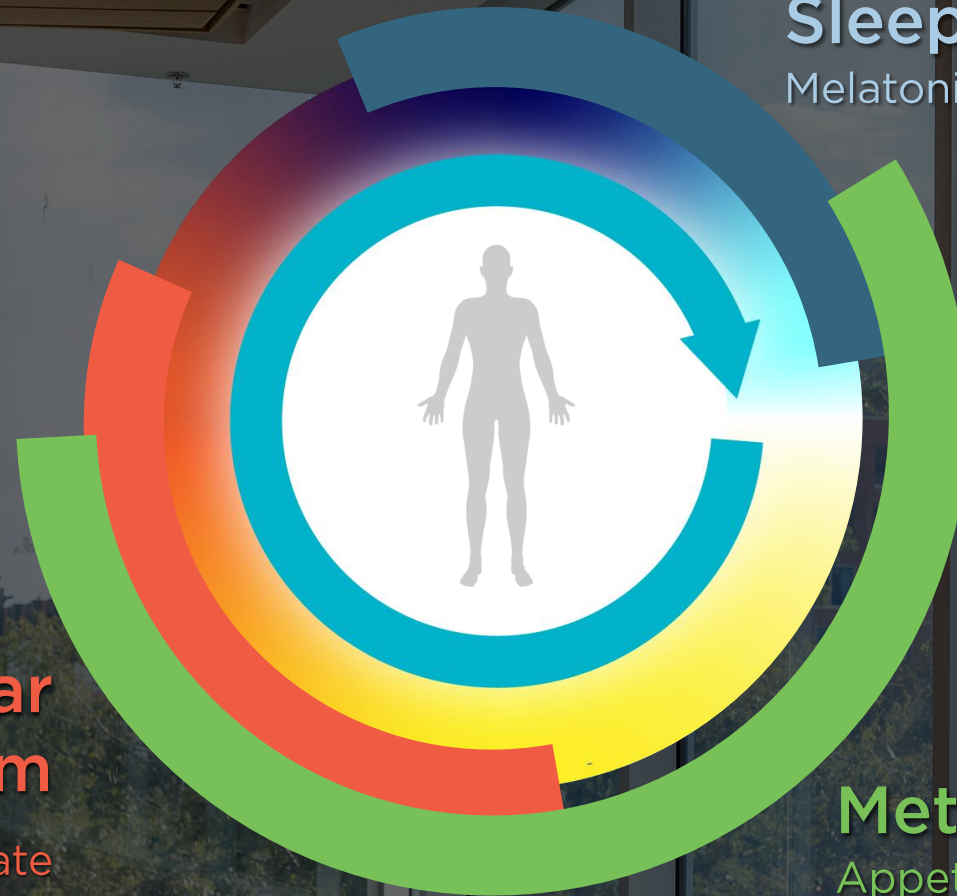
Look at something  
**20**  
feet away

infinity

Reduce eyestrain and headaches by 50%



**Sleep**  
Melatonin



**Cardiovascular  
System**

Heart rate  
Blood pressure

**Metabolism**  
Appetite  
Bowel movements

**Sleep 30 minutes longer**



# 42%

higher cognitive  
function

# 14%

higher  
productivity







**102%**  
increased  
concession  
revenue

Source: Cornell University. Hedge A, Nou D, and Horton R. (2018). Electrochromic Glass Enhances the Passenger Experience in Airports. *Ergonomics International Journal*. 2(6);000162. DOI: 10.23880/eoij-16000162





**\$100-\$150**  
per month  
higher rent

Leasing agents at SVEN in New York City reported a \$100-\$150 premium for units with View Smart Windows as compared to units with traditional windows

## SELECT CUSTOMERS IN KEY VERTICALS

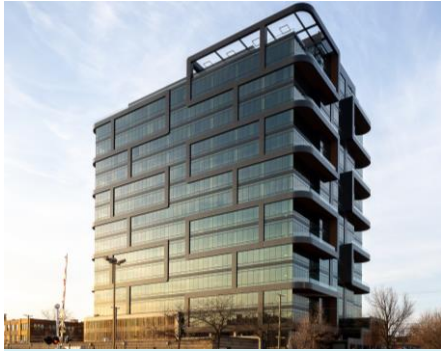
 <p>CORPORATE</p>	 <p>DEVELOPERS</p>	 <p>REAL ESTATE EQUITY</p>	 <p>MULTIFAMILY</p>	 <p>AIRPORTS</p>	 <p>HEALTHCARE</p>
         	          	       	      	       	       



# SELECT PROJECTS COMPLETED IN 2021



The Epic Phase II (Uber Regional HQ)  
Dallas, TX



400 N Aberdeen  
Chicago, IL



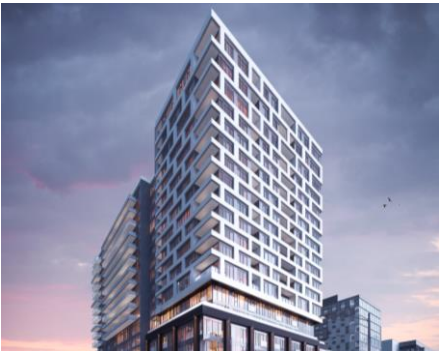
1500 Mission  
San Francisco, CA



111 Wall Street  
New York, NY



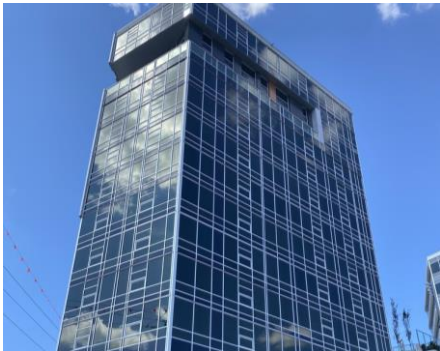
Independent Financial - Phase 2  
Allen, TX



80 Bond  
Oshawa, ON



Tavistock Lake Nona Wave Hotel  
Orlando, FL



International Trade Center  
Richmond, BC



St John's Terminal (Google HQ)  
New York, NY



825 Third Ave (Durst)  
New York, NY



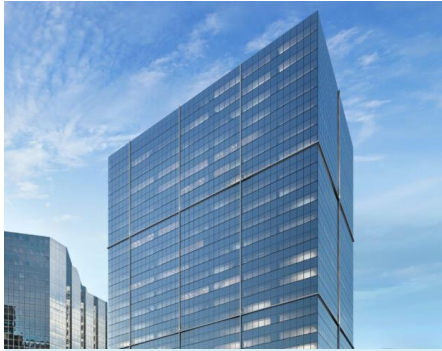
SELECT PROJECTS WON IN 2021



Walmart HQ  
Bentonville, AK



NABR  
San Jose, CA



The Artise  
Bellevue, WA



Sorrento Gateway  
San Diego, CA



Bernard Block  
Kelowna, BC



The Interlock - Phase 2  
Atlanta, GA



Callan Ridge  
San Diego, CA



Mabel (Amazon)  
Redmond, WA



Sacred Heart University Hockey Arena  
Fairfield, CT



Fremont Bank HQ  
Fremont, CA





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