ATT: ██████████

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16 October 2023

Dear ██████

RE: Australian Government National Housing & Homelessness Plan

I am writing to formally submit a proposal for the adoption of Val.Ai technology across multiple stages of the real estate life cycle in Australia.

As a pioneering technology company, we believe that Val.Ai has the potential to significantly impact and improve various aspects of the Australian real estate sector, thereby fostering sustainable growth and addressing pressing issues in the industry. Our technology specifically addresses the existing residential real estate in Australia and the need to retrofit and upgrade to meet energy and climate risks.

Val.Ai's cutting-edge technology offers a comprehensive solution that can inform relevant policy and facilitate on-ground cross-sector action across a specific subset of issues, as outlined below:

1. **Housing Costs, Home Ownership, and the Rental Market (3.5):** Val.Ai technology can provide invaluable insights into housing costs, affordability, and trends within the Australian housing market. By analysing our data, we can contribute to the development of policies aimed at improving housing affordability for all Australians.

2. **Planning, Zoning, and Development (3.6):** Our technology can assist in optimising urban planning, zoning regulations, and sustainable development practices. By leveraging data-driven insights, we can enhance the efficiency of home retrofit and futureproofing strategies promoting environmental sustainability.

3. **The Impact of Climate Change and Disasters on Housing Security, Sustainability, and Health (3.7):** Val.Ai's capabilities extend to assessing and mitigating climate-related risks in the real estate sector. By analysing climate data and vulnerabilities, we can assist in safeguarding housing security, sustainability, and public health in the face of climate change and natural disasters.

Our demonstrated benefits include:

A) **Housing Affordability:** Val.Ai's data-driven approach can shed light on factors affecting housing affordability, enabling policymakers to implement measures that make homeownership more attainable for Australians.

B) **Climate Risks:** By providing insights into climate risks and their potential impact on real estate assets, we empower stakeholders to make informed decisions that mitigate risks and enhance resilience.

The Val.Ai product suites are versatile and can inform stakeholders across various stages of the real estate life cycle:

1. **Design, Planning & Development – Asset Upgrades:** Our technology can guide sustainable asset upgrades and redevelopment projects, aligning them with environmental and economic objectives.

2. **Buying & Selling:** Val.Ai can provide valuable information to prospective buyers and sellers, helping them make informed decisions based on home efficiency and cost of living pressures including energy consumption. Our platform enables Real Estate Agents to undertake home assessments and present key data to the vendor or tenant that improve transparency on energy usage, sustainability, carbon footprint and home efficiency. In addition, our recommendation engine determines the top home upgrades to de-risk the home and prevent it from becoming a stranded asset. Focusing on behaviour change, our Home Efficiency Report details key home insights to assist transparent information for the financier, insurer and purchaser/renter.

3. **Owner-Occupier Experiences:** We can enhance the experience of homeowners by offering insights into property upgrades, energy efficiency, and potential cost-saving measures. Utilising our self-assessment platform the owner can access a dashboard featuring an energy efficiency rating and how they compare to others, a carbon footprint displayed as CO_2 equivalent per annum and recommendations on how they can improve the home, ranked on cost, payback period, savings and environmental impact.

4. **Landlord/Tenant Experiences:** Val.Ai can benefit both landlords and tenants by optimizing rental pricing based on energy usage, ensuring property maintenance to prevent heating and cooling pressures, and fostering positive landlord-tenant relationships through transparent and engaging reporting. In addition, the data that is collected from the Val.Ai platform can be provided to measure the baseline of insured emissions across the landlord's portfolio and track over time the improvement as the member base is incentivised to transition and upgrade their proeprty. Ensuring they have an accurate date to inform key reporting requirements including CHIA ESG framework for Community Housing Authorities, Taskforce for Climate-Related Financial Disclosures and ISSB Standards and APRA, ASIC reporting.

In comparison to current competitors in the market Val.Ai's offering has national coverage, ensuring that anywhere a property is located, given internet access, the service can is accessible.

Additionally, Val.Technology has been developed with the support of AWS Innovation Advisory team and utilises cloud storage, which means your data is securely stored online using AWS Australian servers so the data stays within Australia and highly secure given our ISO27001 certification.

Val.AI's models have been built for scale and modular. This allows us to customise and add features as needed, making it flexible and adaptable to specific needs, especially as regulations change in regard to adopted metrics.

Finally, Val.Ai's platform has been built utilising human-centred design in conjunction with trial participants across the Financial, Insurance, Technology, Property Valuation, Real estate and consumer sectors. Including AWS, National Australia Bank, RACV, Home Trades Hub, Knight Frank, JLL, Opteon, The Australian Institute of Machine Learning, the University of Adelaide and Real Estate Institute of South Australia members. As a result, Val.Ai delivers accurate data with superior customer experience and design. The overall user interface is intuitive and user-friendly.

We firmly believe that the adoption of Val.Ai technology will not only improve the efficiency and sustainability of the Australian real estate sector but also contribute to addressing critical challenges faced by our nation. We are eager to collaborate with the Australian Government and relevant stakeholders to explore the full potential of our technology.

We kindly request an opportunity to discuss this proposal in more detail and explore the ways in which Val.Ai can support the government's objectives in the real estate sector. We are open to providing demonstrations, case studies, and additional information as needed.

Thank you for considering our proposal, and we look forward to the possibility of working together to advance the Australian real estate industry.

Sincerely,

Val.Ai