— OWNERS & DEVELOPERS AUDIENCE KEYNOTE

Industry Transformation + The Future of Connected Data

Tiffany LaBruno

Head Of Product, Owners Procore

Steve Makredes

VP, Construction | Target

Tim Allsopp

Director Of Construction | Seasons Retirement Communities





Forward Looking Statements

This presentation and the accompanying commentary may contain forward-looking statements that are based on our management's current expectations and projections about future events and trends that we believe may affect our business, financial condition, operating results and growth prospects. Forward-looking statements include all statements other than statements of historical fact, including but not limited to information relating to future events, our future financial or operating performance, projections of product or service availability, and statements concerning new, planned or upgraded services or technology developments. Forward-looking statements are subject to substantial risks, uncertainties and other factors that could cause our actual results, events or circumstances to differ materially from our current expectations. You should not place undue reliance on forward-looking statements as predictions of future events.

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Our forward-looking statements relate only to events as of the date on which the statements are made. We undertake no obligation to update any forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect new information or the occurrence of unanticipated events, except as required by law.



Today's Groundbreakers



Steve MakredesVP, Construction

Target



Tiffany LaBruno

Head of Product, Owners

Procore



Tim Allsopp

Director of Construction

Seasons Retirement Communities

CURT highlights brain health as one of six critical global industry challenges



How well do we take care of our employees' mental well-being?



Mental Health Resources

Team Training + Support

- National Council for Mental Wellbeing
- + CIASP
- + theactionalliance.org

Groundbreak Sessions

- A Hardhat for the Body and Mind W 2:50p Rm 288
- Demolishing Toxic Culture
 W 2p Rm 298
- A Complete Safety Toolbox
 W 11a Rm 288





Visioning: The Future of Our Industry

- + Predictability & Mitigating Risk
- + Clarity
- + Interconnected Data



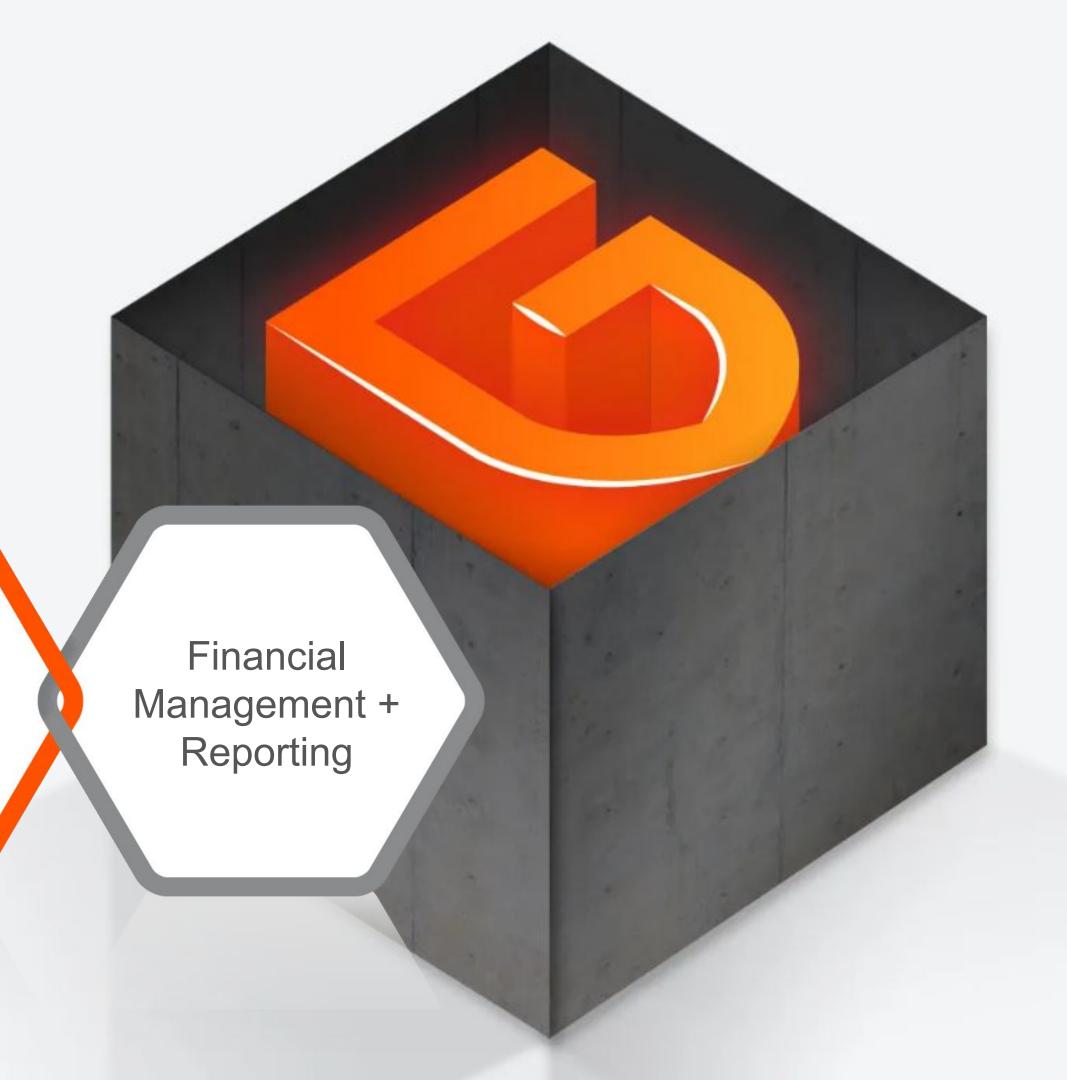
Visioning: The Future of Our Industry

Using Al/ML to focus on exceptions
 and get ahead of risk





Portfolio Planning + Development Project
Governance +
Execution





Procore for Owners

Procore acquires Honest Buildings

2019

Procore continues development of Owners solutions

2021

Procore releases Procore Connect: Drawings in closed beta

2023

2020

Procore begins building solutions for Owners

2022

Procore releases
Enhanced Reporting,
Change Events,
Advanced Workflows,
and Configurability

2024 & beyond

Procore connects
everyone in
construction on a
global platform





Report On Your Full Portfolio

Mitigate Exposure with Analytics

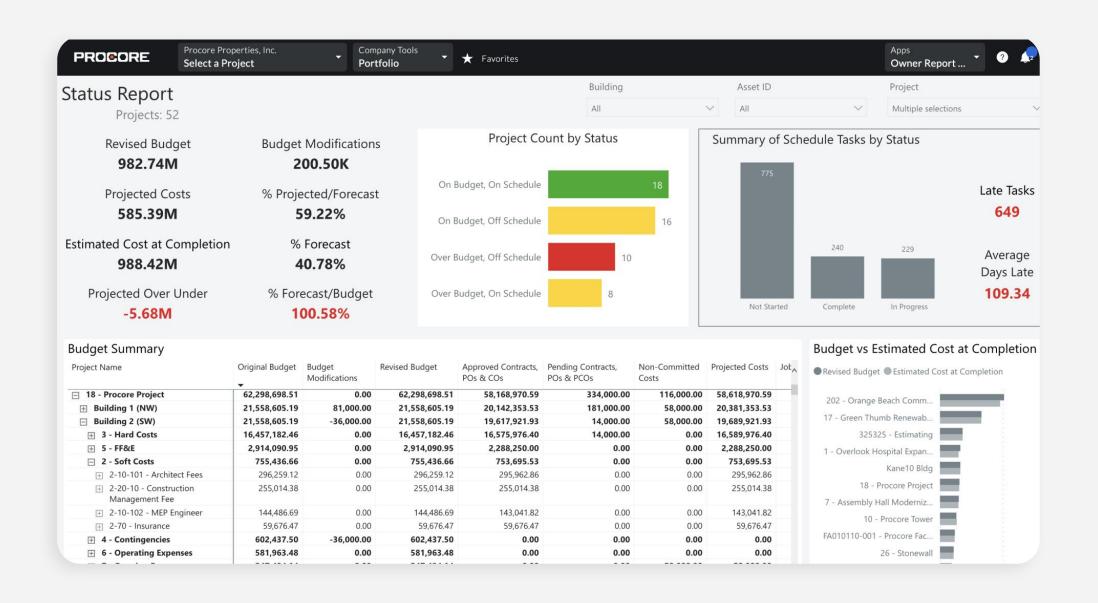
Get real-time status on your financial performance.

Turn Project Data Into Insights

Perform root cause analysis with cost and schedule data.

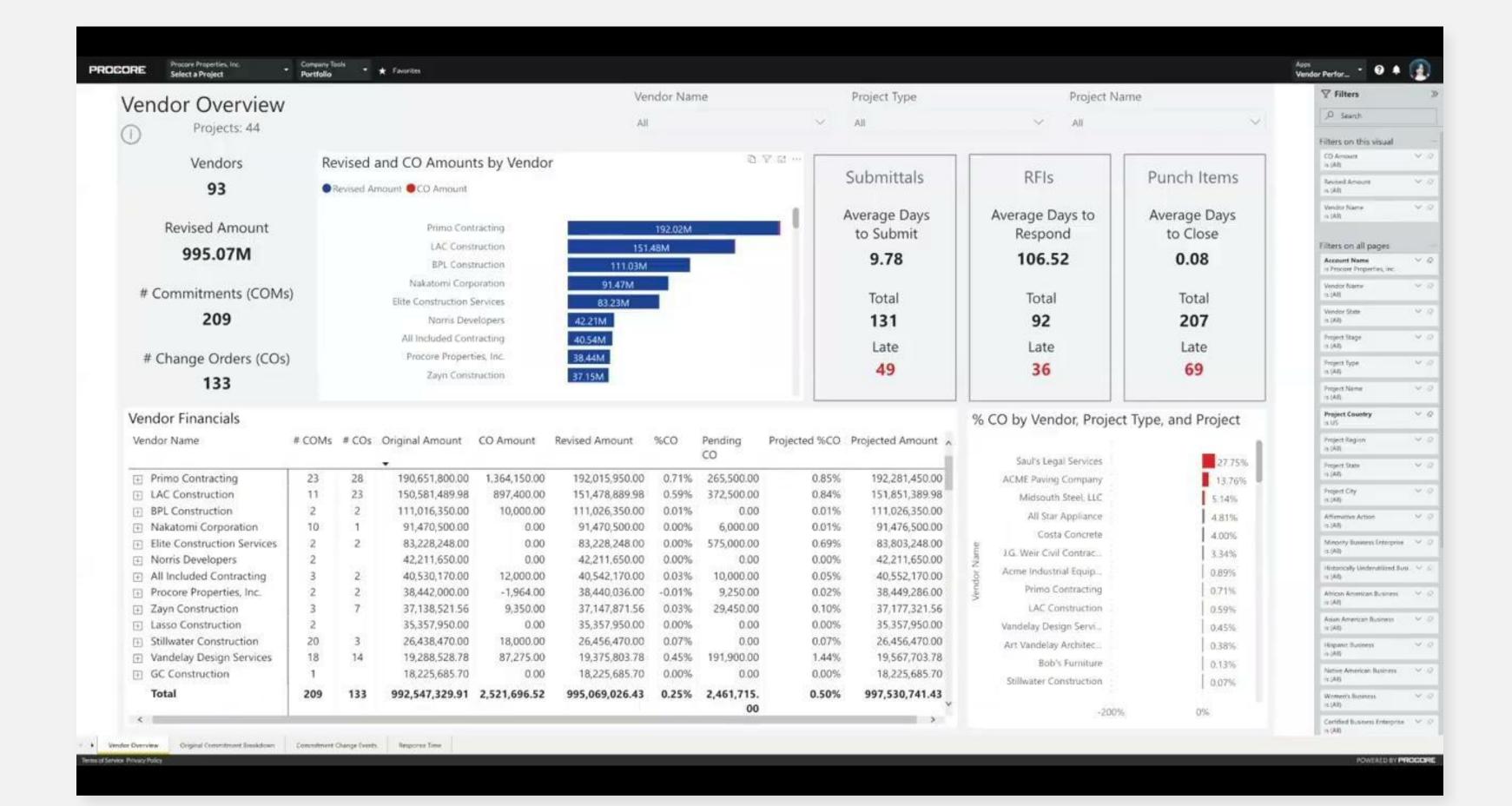
Improve Future Performance

Understand trends and benchmark against past data.









Get Immediate Insight With Real-Time Data

See At-Risk Projects with Enhanced Reporting

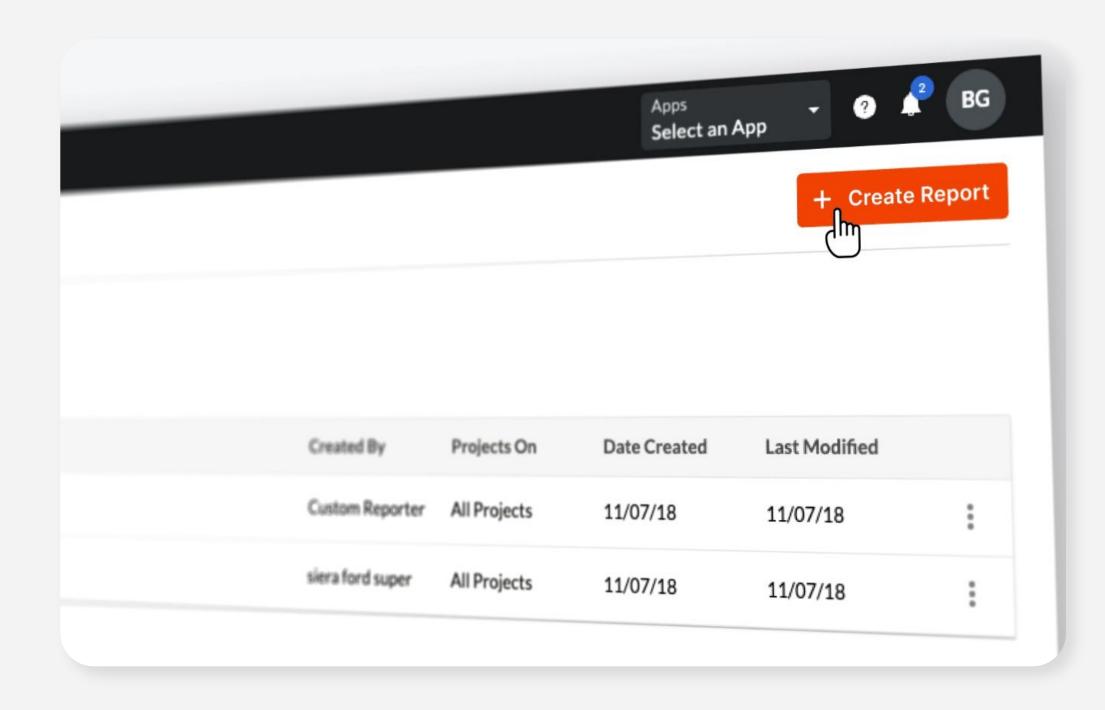
Use pre-built views to highlight project performance.

Report on Data Across Tools

Pull data from commitments, budgets, change orders, and invoices into one report.

Create Ad Hoc Reports

Leverage archived project data to create more accurate estimates and budgets.





Early Risk Detection

Manage Project Risk with Change Events

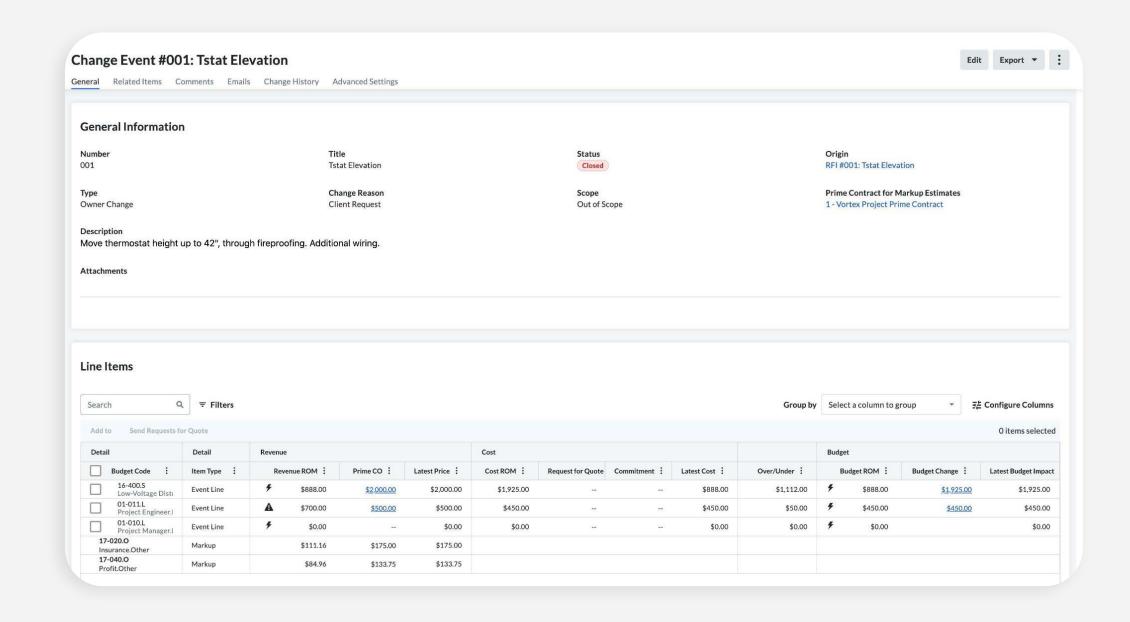
An eye into change that might occur on your project.

Have a Risk Radar

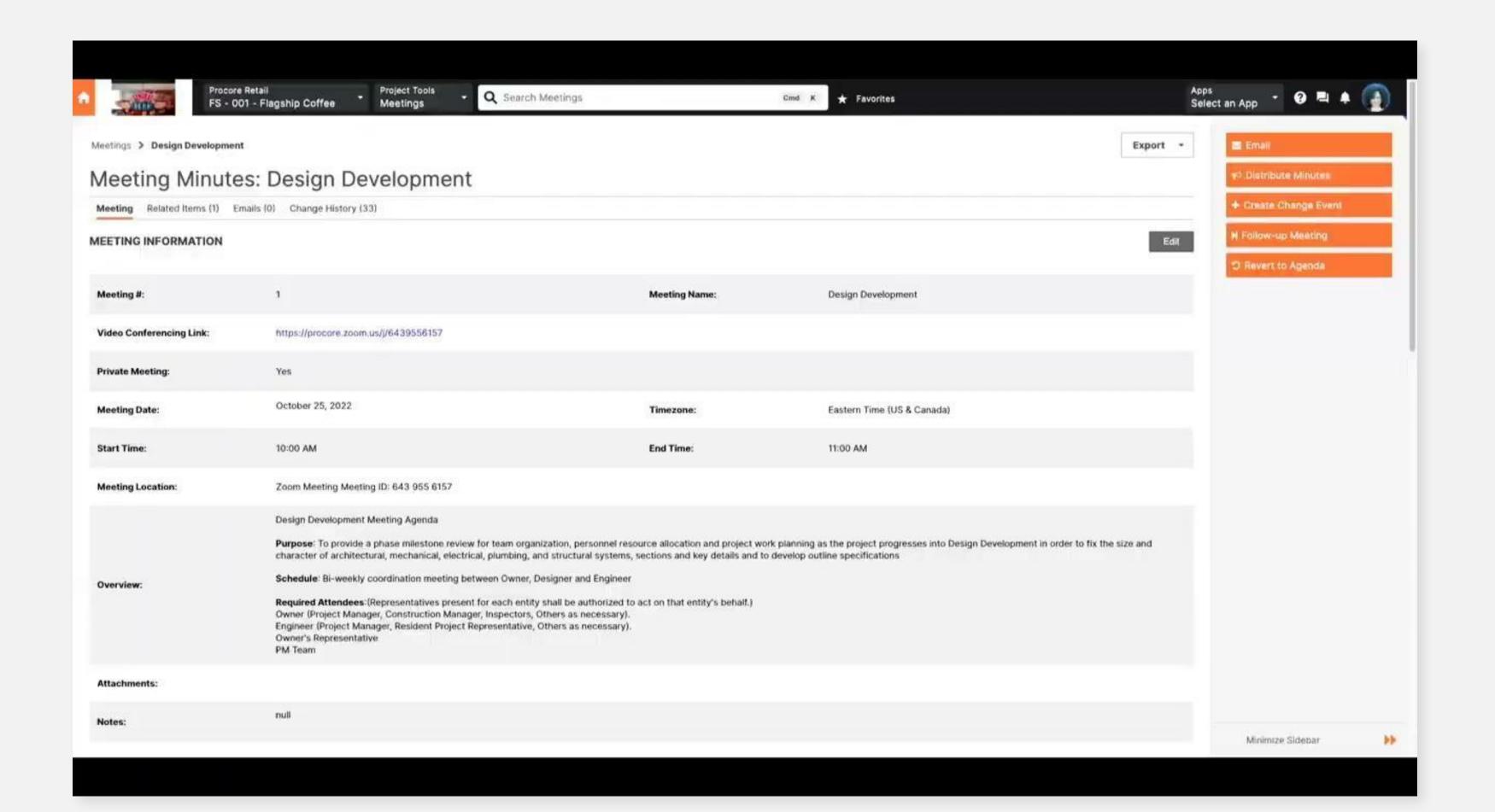
Visibility into potential changes helps proactively manage risk.

Improve EAC

Understanding potential risks and costs improves forecasting accuracy.







Automate Financial Control

Gain Efficiency with Approval Workflows

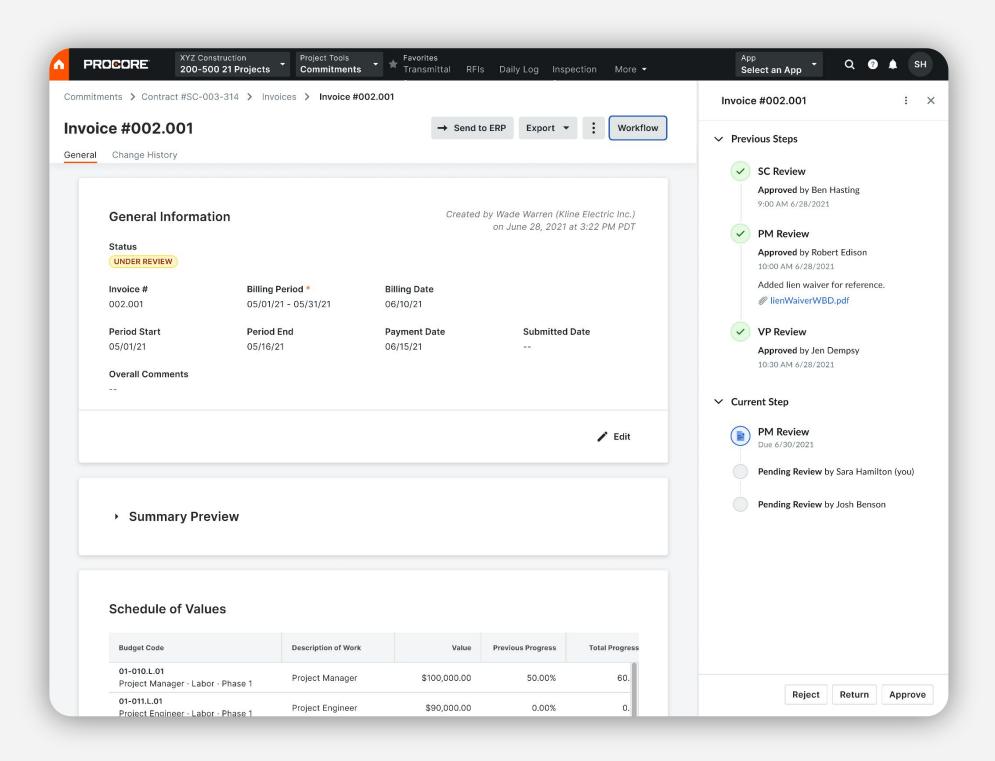
Automate approvals for an invoice or a change order by dollar threshold.

Set Guard Rails

Help mitigate financial risk and improve capital project governance.

Improve Process

Keep approvals flowing with ball-in-court visibility.





Workflows > Procore Retail Invoice WF **Project Coordinator Review** Revise and Re.. Revise and Resu... Return Return Reject Project Coord.. Draft Details Assignee Role Director Appr... Under Review Project Coordinator Days to Complete 0 Calendar days Approve Item Status Draft Then Send Emails to Assignee and Workflow Manager, Item Creator Return Responses Over 100K? Approve If response is Reject Go to Step Otherwise Revise and Resubmit Φ If response is + Approve PM Approval Under Review Go to Step Over 100K? Approve Invoice Appro... Approved **Decision Logic** Any

Automate Invoice Routing and Approvals

Gain Visibility with Invoice Management

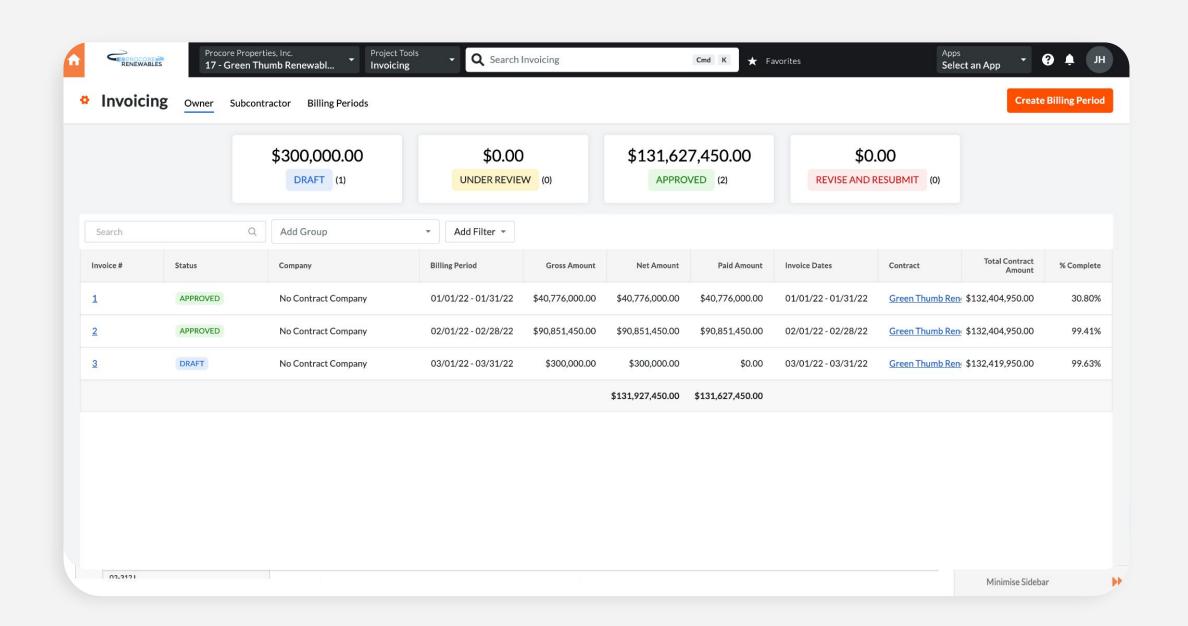
Drive accountability and improve turnaround time.

Verify Billing Against Contract

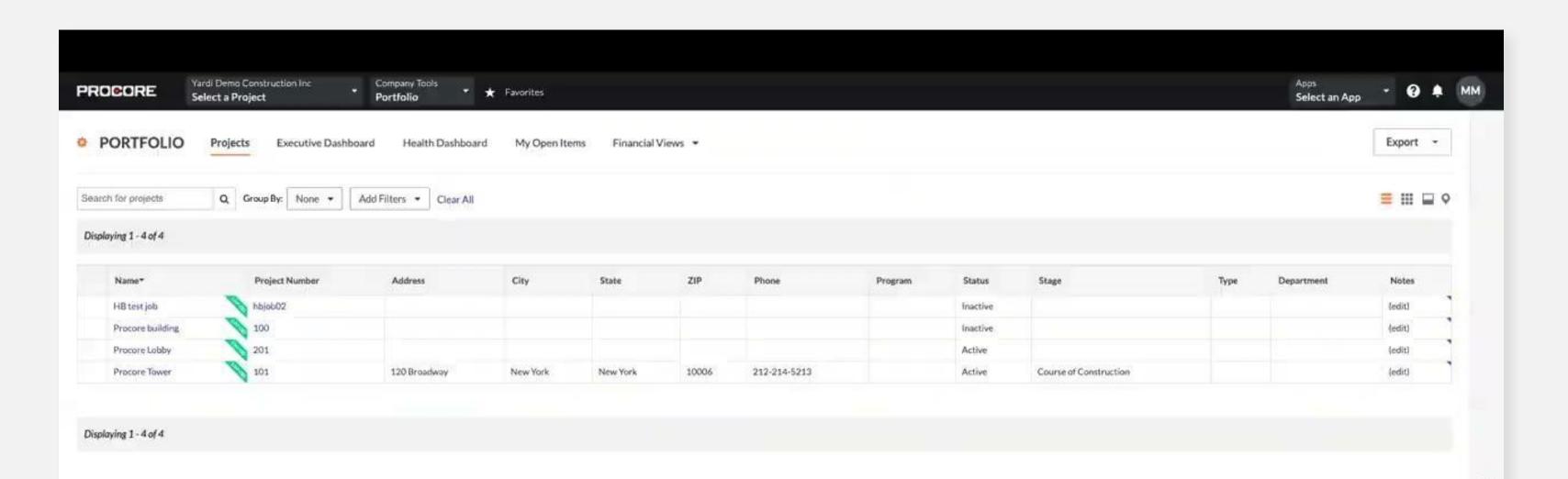
Confirm work performed matches work billed.

Integrate with Accounting

Get real-time insight into payment status, budget position, cash position, and cost-to-complete.







Help

FOWERED BY PROCORE

Accounting + ERP Integrations











US/CANADA ----









PROCORE PROJECT FINANCIALS	Exports data from Procore to Yardi	Imports data from Yardi to Procore	YARDI VOYAGER
COMPANIES		***	VENDORS
PROJECTS		< <<	JOBS
COST CODES		***	COST CATEGORY CODES
COST TYPES		< <<	COST CODES
BUDGETS ORIGINAL ESTIMATES BUDGET MODIFICATIONS / REVISED ESTIMATES	>>>		BUDGETS ORIGINAL BUDGETS BUDGET REVISIONS
SUBCONTRACTS / WORK ORDER CONTRACTS	>>>		CONTRACTS
SUBCONTRACT / WORK ORDER CHANGE ORDERS	>>>		CHANGE ORDERS
SUBCONTRACTOR INVOICES	>>>		PAYABLES
SUBCONTRACT PAYMENTS ISSUED FOR SYNCED SUBCONTRACTOR INVOICES		***	PAID INVOICES
DIRECT COSTS		< <<	PAYABLES
DIRECT COSTS		< **	JOURNAL ENTRIES



Capture the Data that Your Organization Cares About

Configure Custom Fields

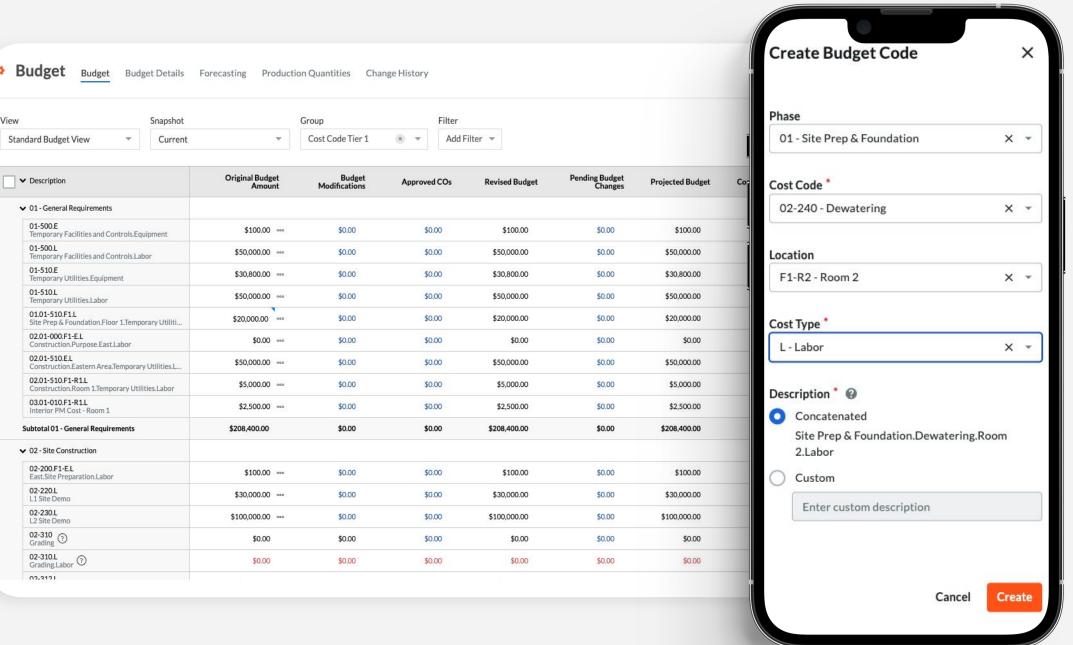
Capture data specific to your business.

Set Template Views

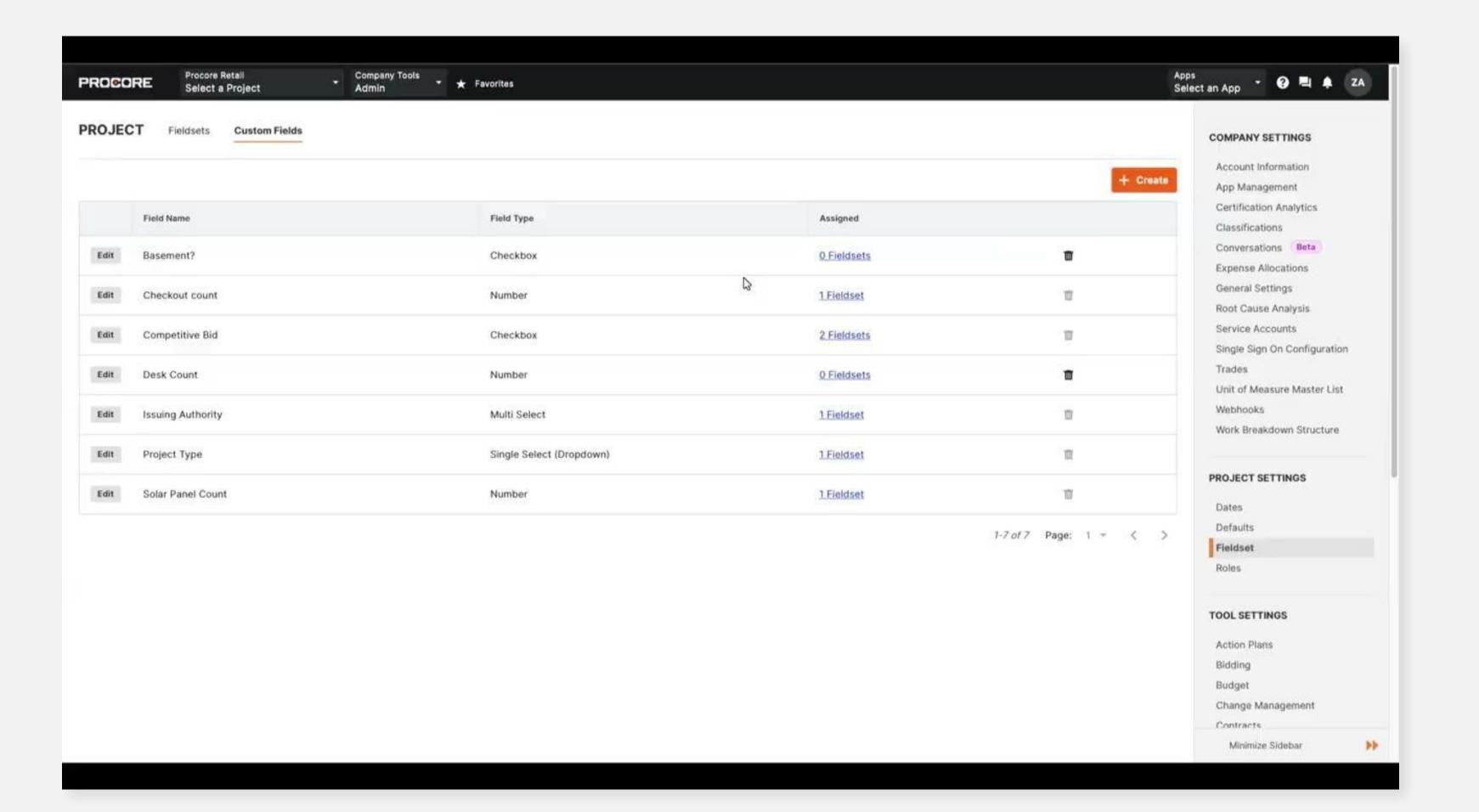
Filter and group to create company-level and team-level views.

Establish Capital Project Governance

Standardize data entry and provide consistency across projects.







Leveraging Financials + Analytics to Help Boost Productivity for Owners

Wed 2pm Rm 295

Learn how one customer uses Financials + Analytics solutions to

- Report to investors and stakeholders
- Track spend-to-date across their portfolio
- + Breakdown project costs over time
- + Forecast portfolio spend





Collaborate Across Procore Accounts

Own Your Information

Whether for process/design improvements or lessons learned, get value from your data

Share Automatically

Make drawings, markups and revisions available to collaborator accounts

Eliminate Double Entry

No more burdensome account-switching for your GCs

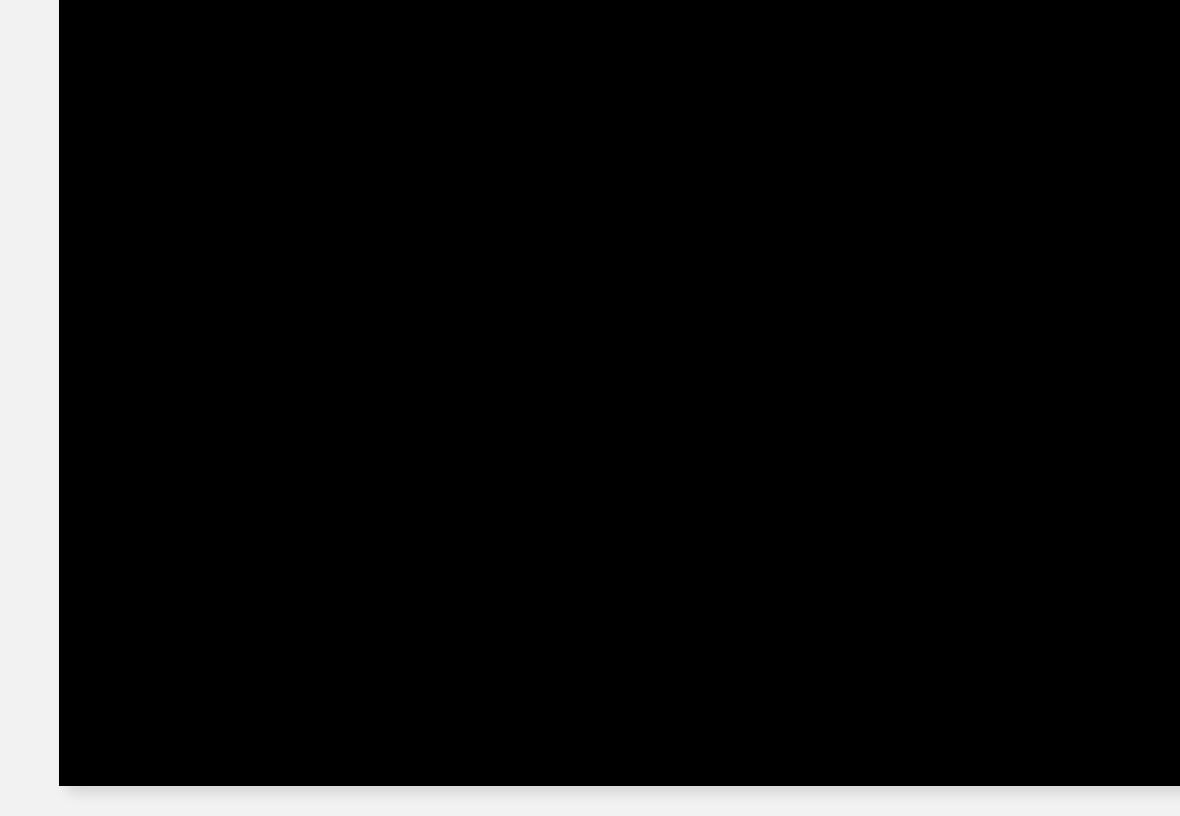




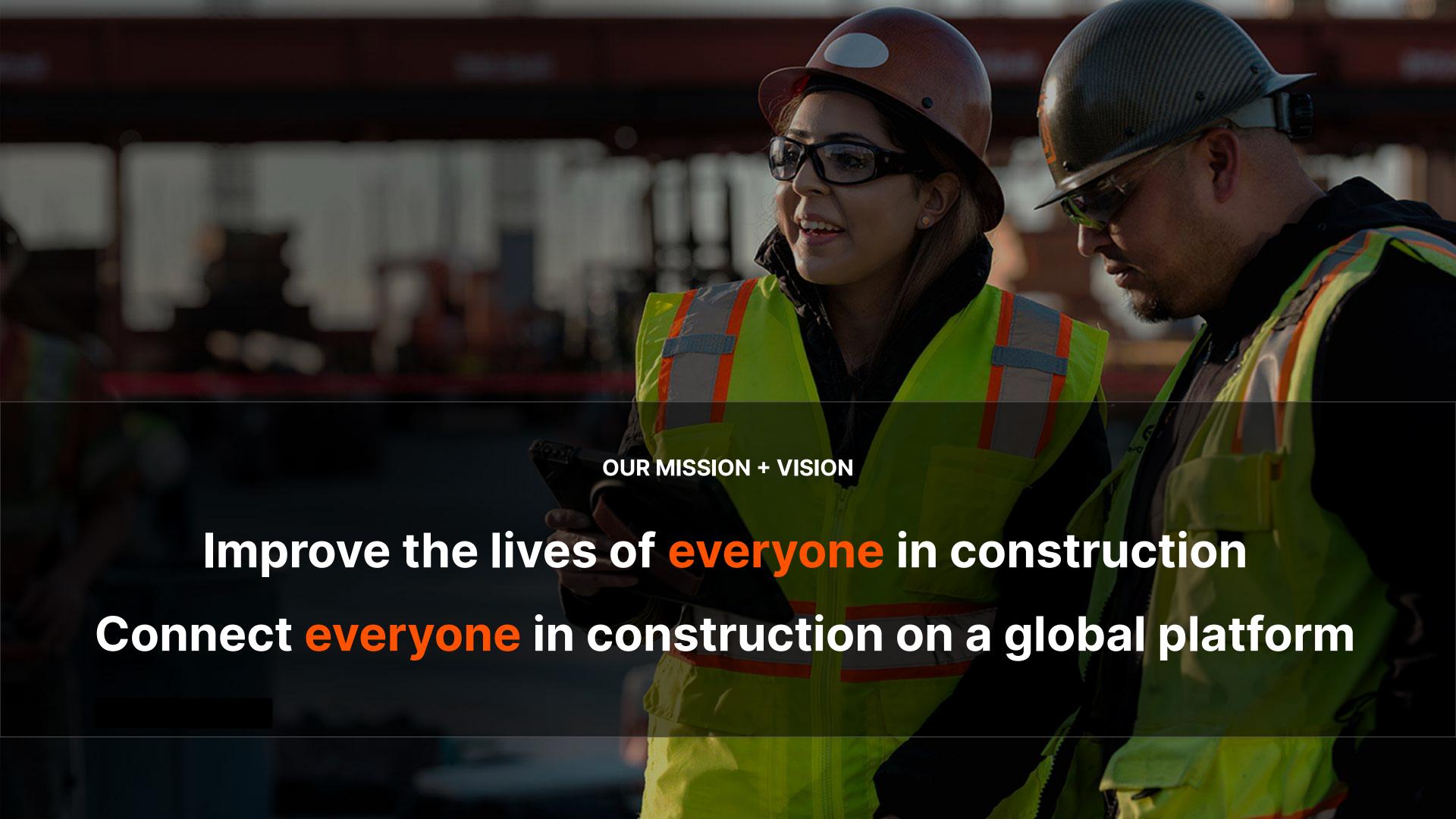
Procore Connect on Drawings

Collaborate Across Procore Accounts

- + Own your information
- + Share automatically
- + Eliminate double entry







Workforce Development: Within the problem lies the solution

>50%

Over half of the construction workforce is over age 46.



Women and people of color are vastly underrepresented in the construction industry.

Workforce Development: Within the problem lies the solution

50.5%

50.5% of the workforce population is female

44% of Millenials are non-white

49% of Gen-Z is non-white



Tapping Into the Labor Pool at the High School Level

W 2:50p, Rm 297

+ Paul Robinson, Founder & CEO of ConstructReach

Grabbing the Diversity Needle and Breaking Ground

Tu 2p, Rm 289

+ Drive performance and challenge outdated practices

The Power of Mentorship

Tu 2:50p, Rm 289

+ Create access and empower others

Measuring DEI Success

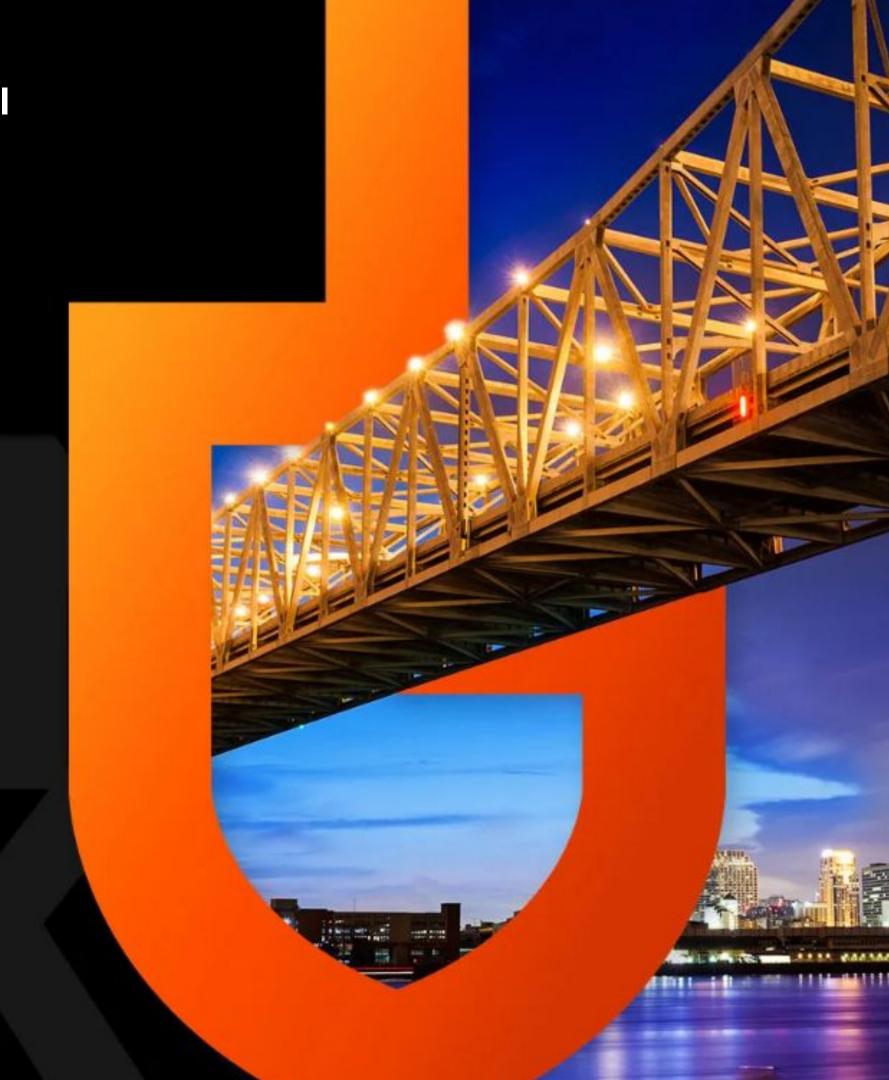
W 11a, Rm 290

+ Recruit, retain and promote to meet your diversity KPIs

Women Moving the Trades Forward

W 1:10p, Rm 291

+ Insights to recruit and retain women in the trades





PROCORE Community

+ CONNECTING THE PEOPLE WHO BUILD THE WORLD

community.procore.com



GROUNDBREAK

POWERED BY PROCORE

