



ZACUA VENTURES

# Construye el futuro

Escalando tecnología en el mundo de la construcción

Marzo 2025, Santiago de Chile



¡HOLA!



2009

- Andrade Gutierrez**
- » Argentina / Brazil / Panama
  - » Infrastructure projects



2015

- Started Venturing Career**
- » Take-eat-easy Spain
  - » Glossybox China



2021

- Launched Zacua Ventures**
- » 19 Strategic Partners
  - » 7 team members + 2 VP
  - » International coverage
  - » Initial investments valued at \$100M+

Mix of construction, startup, VC and CVC experience in Contech



2014

- MBA IE Business School**
- » Redirecting career towards startups & entrepreneurship



2017

- Corporate Venture in Construction**
- » Joined CEMEX to launch CXV
  - » One of the first CVCs in the industry
  - » Global scope
  - » CVC + Venture Client + Accelerator + Open Innovation

2025

- Builders Fund II**
- » \$100M fund size
  - » Tackling global opportunities
  - » ...





**La**  
**M**ayor  
industria in el mundo...

# ...esta creciendo



**\$60trn**

Capex to limit global warming to 1.5°C



**300mn**

New homes needed

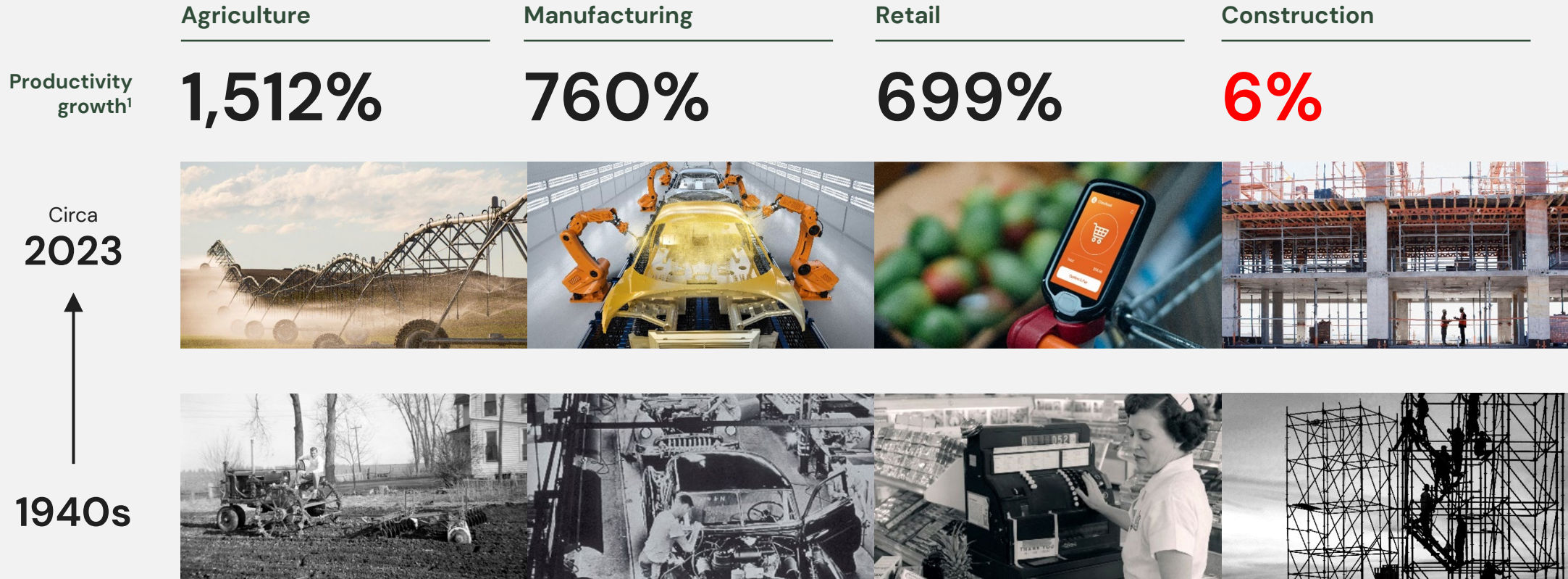


**44mn**

Homes to be retrofitted



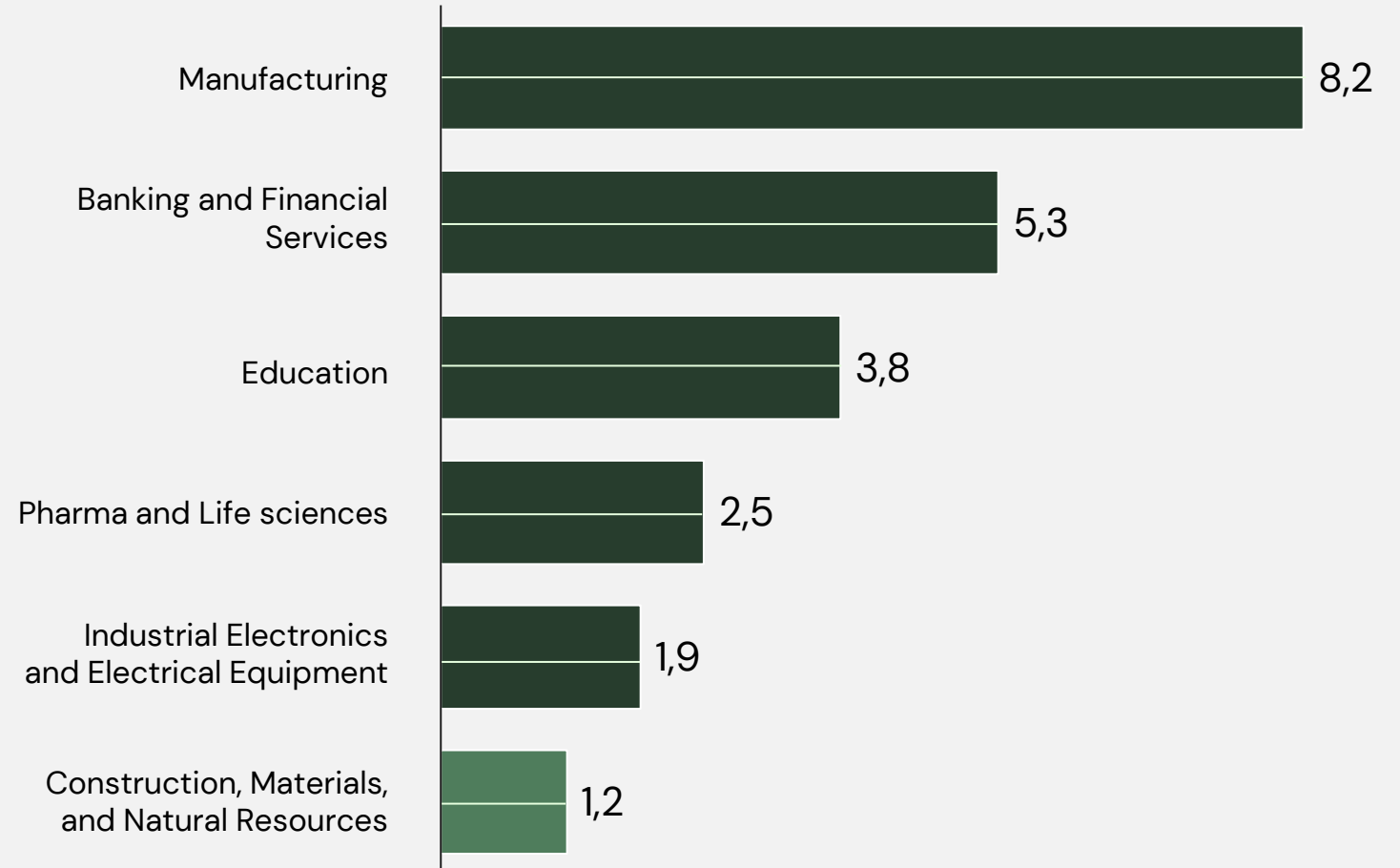
# Pero, es la menos productiva...



1. Cumulative real growth in the United States, %, 1947–2010  
Source: McKinsey Global Institute analysis | Reinventing Construction: a Route to Higher Productivity

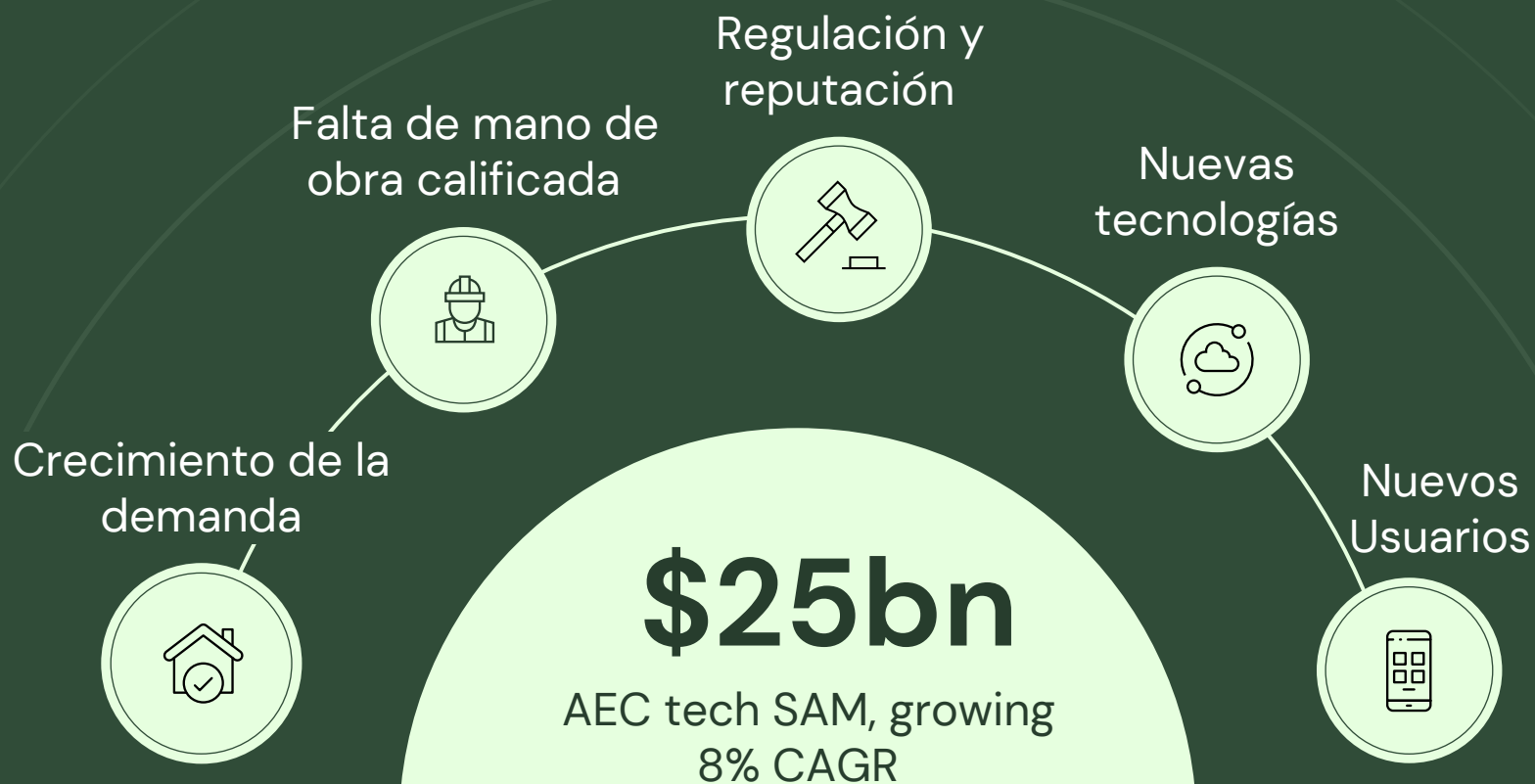
# ...y la menos digitalizada

Global IT spend of contractors is estimated to 1.2%<sup>1</sup>

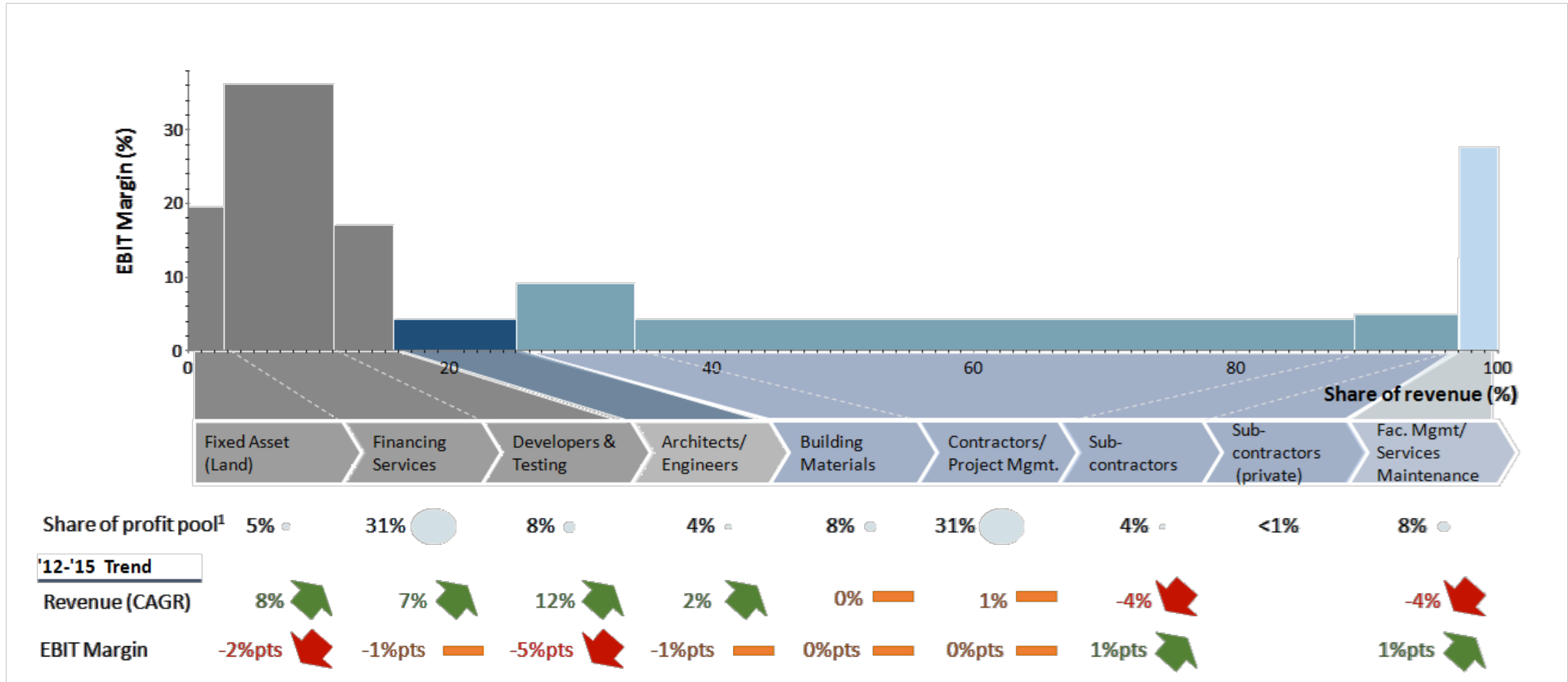


1. Based on 127 of Gartner's clients within Construction, Materials, and Natural Resources

# La industria esta sufriendo mucha presión por adoptar nuevas tecnologías



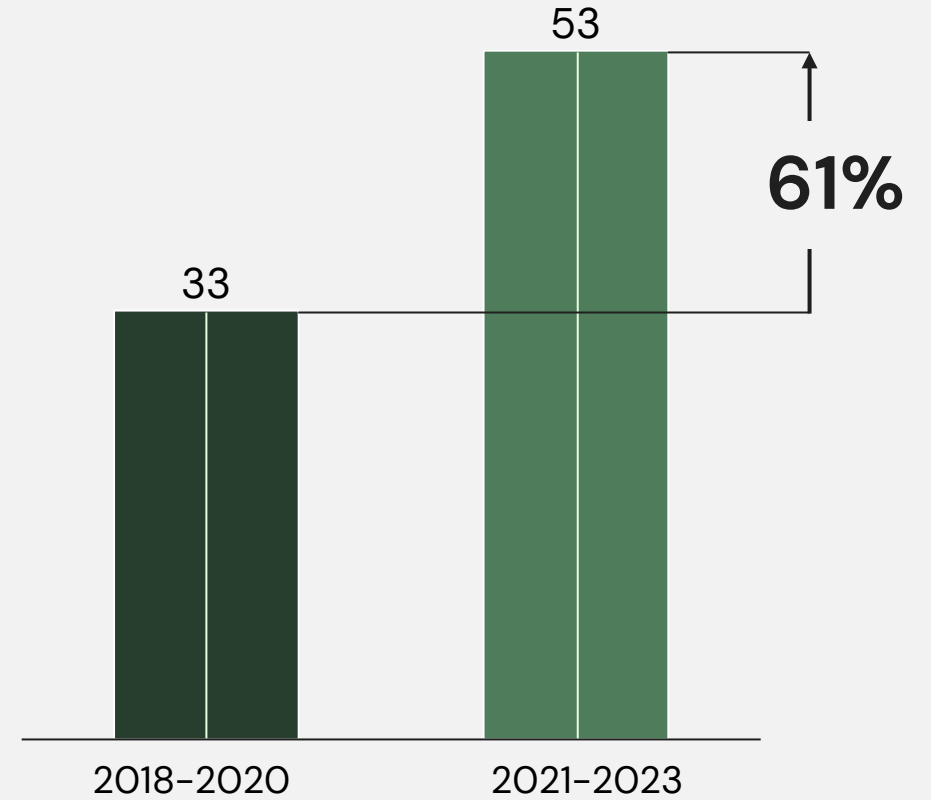
# Muchas dinámicas de la industria desfavorecen la innovación



Notes: Sum of average EBIT = 100% Note: This database only has financial data for publicly listed companies, therefore, developed nations and formal industries are over-represented. Source: N = 1656 companies researched, S&P Capital IQ

Y estamos en la  
cúspide de un gran  
cambio

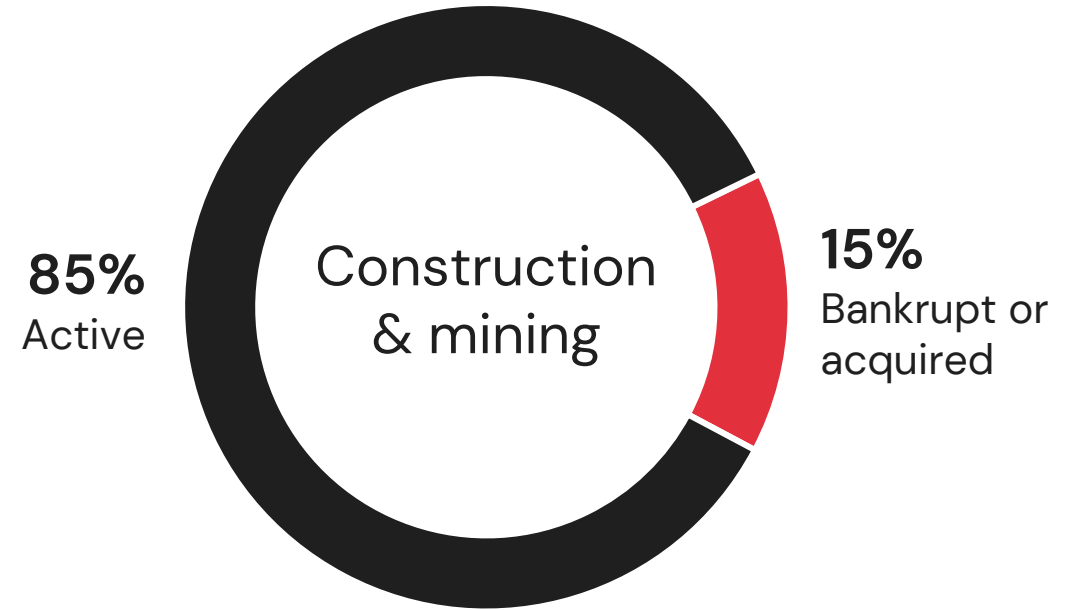
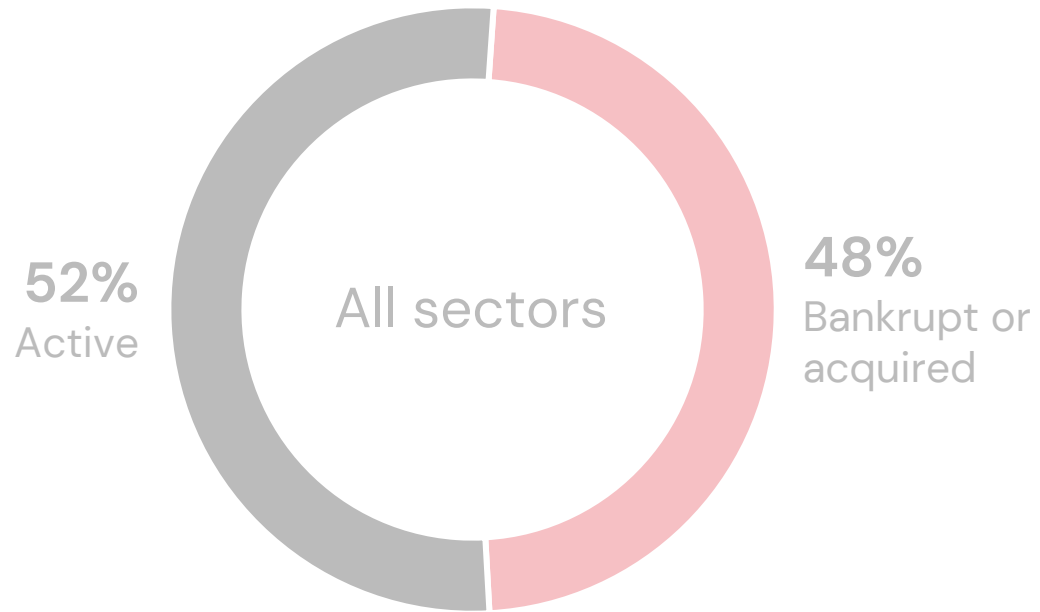
Global investment in AEC technology<sup>1</sup>  
\$ billion



1. Construction Tech = Architecture, engineering, and construction, incl. management buyout, management buy-in, add-on, secondary buyout, public to private, growth and expansion, and private investment in public equity

Source: Cambashi CPI, McKinsey analysis

# Otras industrias ya fueron disrumpidas, y construcción no va a ser la excepción.



Notes: Fortune 500 companies in 2019 vs 2000

# Mega tendencias en construcción

**Digitalization**



**Rise of population and urbanization**



**Housing needs & increasing living standards**



**Repair and refurbishment**



**Ageing infrastructure**



**Sustainability**



**New materials & innovation-driven buildings**



**Workforce shifts and Health & Safety requirements**

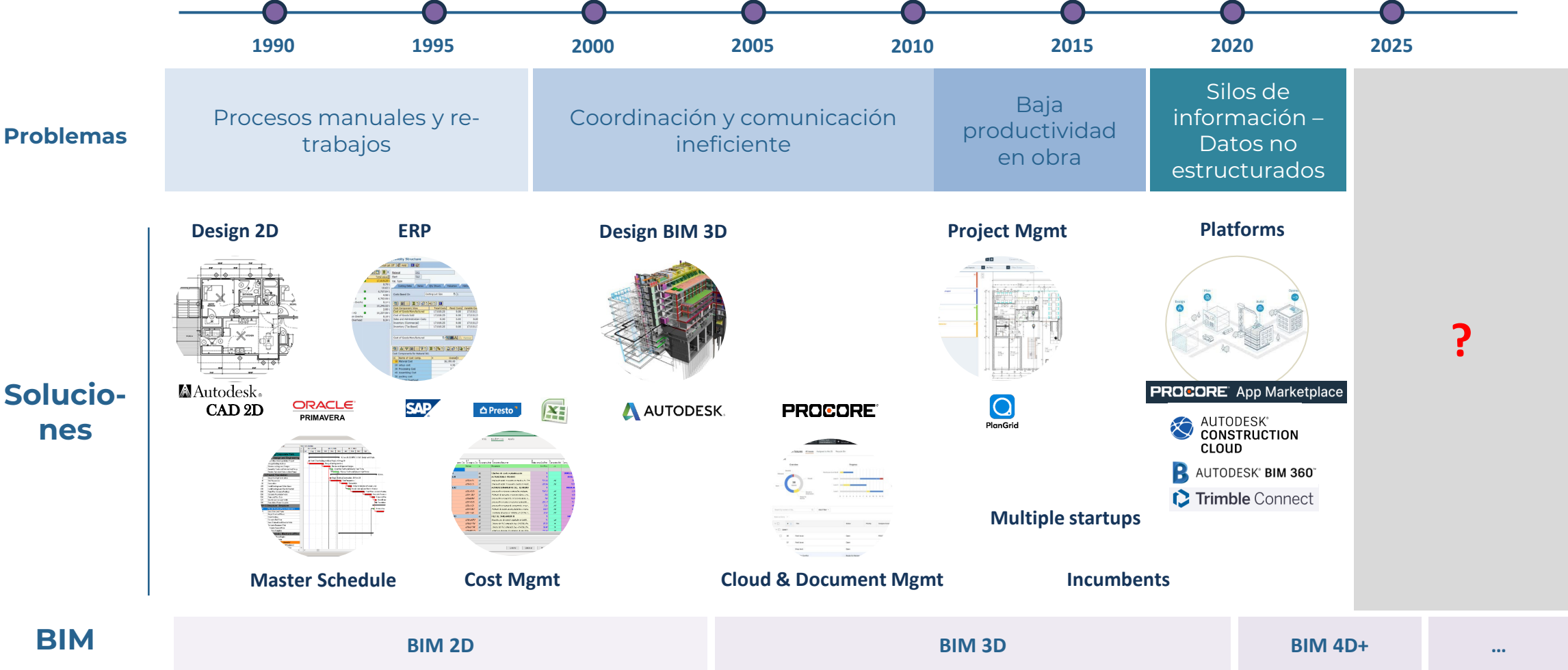


**Complex regulatory requirements**



# La digitalización esta resolviendo problemas básicos, pero claves

Del diseño, plan de obra, finanzas a CRM y manejo de datos



\*Level of adoption depends on company size and geographical presence. Level of adoption tend to be higher when the company is bigger and operates in more developed regions



# La evolución del Contech

Donde comenzamos

## Digitalization 1.0

### Digital Tools replacing pen & paper: “Point Solutions”

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At this stage, the primary objective was to improve a **one-way flow of information, primarily from the office to the jobsite**, laying the foundation for the subsequent stages of digitization within the construction management landscape. Main techs:

- **Communication & coordination tools**
- **Field productivity**
- **Project Management & Cloud Computing**
- **BIM**

## Digitization 2.0

### Workflow efficiency and the advent of virtual work

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Transition from a **one-way information flow to a seamless two-way exchange** of information between the jobsite and the office, greatly accelerating the pace of communication and facilitating quicker, well-informed decisions. Main techs:

- **Mobile Apps and Field Productivity**
- **Reality Capture software**
- **IoT devices**
- **Real time Collaboration**

# La industria tiene un gran desafío para la digitalización

## Flujo de la información a través de los usuarios

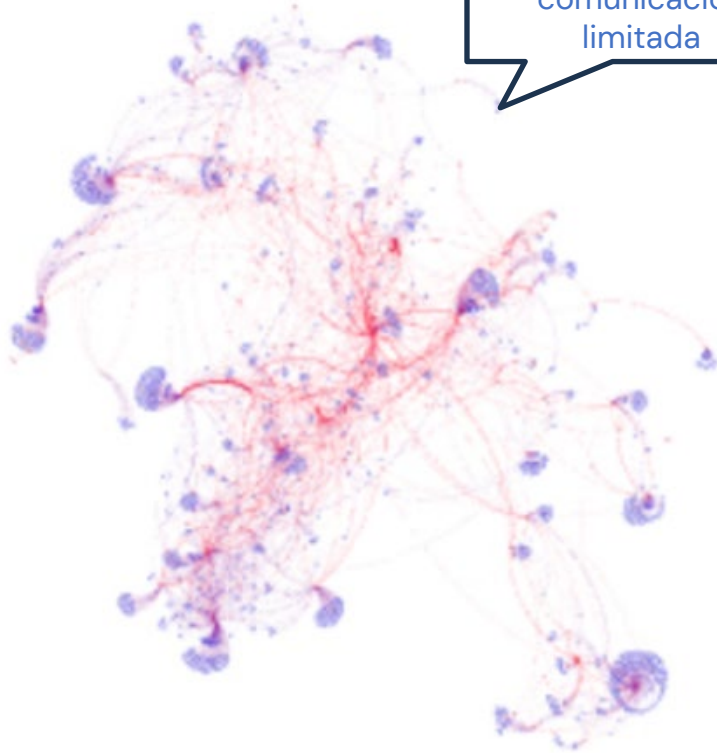
Info. Fragmentada entre múltiples usuarios internos y externos, con comunicación limitada




**Financial Services**



**Software**



**Construction**

-  Individual company user
-  Individual external user
-  Connection from internal user
-  Connection from external user
-  Thicker edge represents more frequent connections between users

# La evolución del Contech

Cómo continuamos

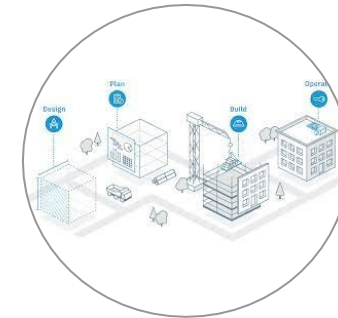
## Digitalization 3.0

### The Birth and Rise of centralized data platforms: “Platforms”

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The industry recognizes the limitations of point solutions in terms of data silos, communication gaps and inefficiencies, hence, **digital platforms emerge as integrated solutions that bring together diverse data sets, tools and functionalities** under a single and unified ecosystem. Main techs:

- Pre-construction platforms
- Business Analytics
- Supply Chain integration

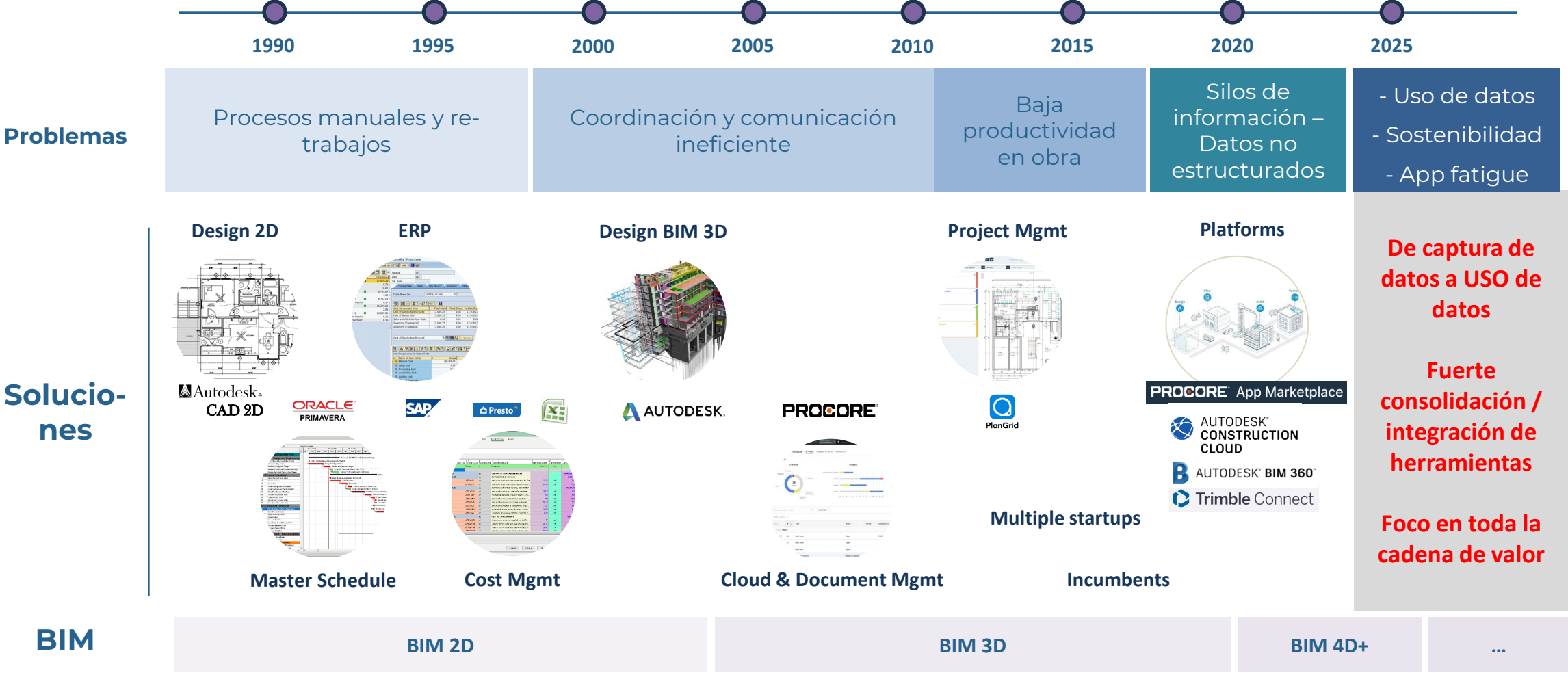


 **AUTODESK**  
Construction Cloud

  
**Trimble**  
Connect

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Del diseño, plan de obra, finanzas a CRM y manejo de datos



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# La evolución del Contech

Hacia dónde vamos

## The Future of Technology Adoption in Construction

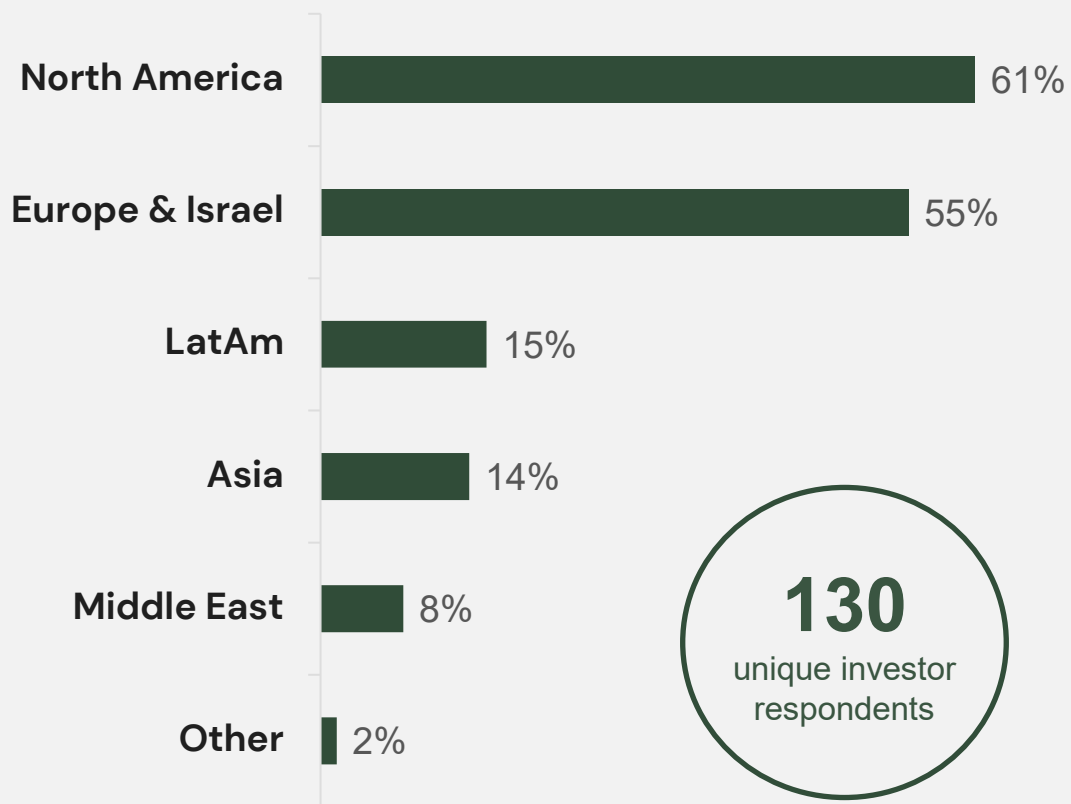
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- Automated/Passive Data Capturing
- Artificial Intelligence
- Robotics and Human Augmentation
- Sustainability
- Preconstruction (design & engineering)

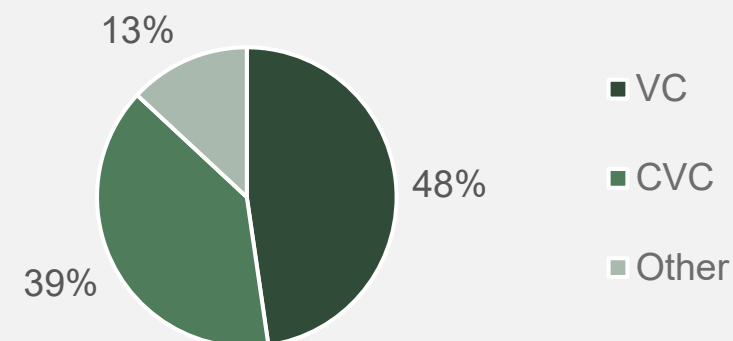


# Zacua 2025 ConTech Investment Survey

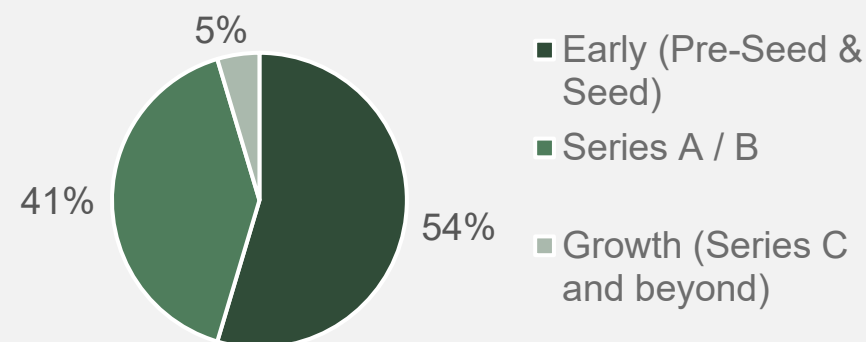
## Geographical coverage



## Fund structure



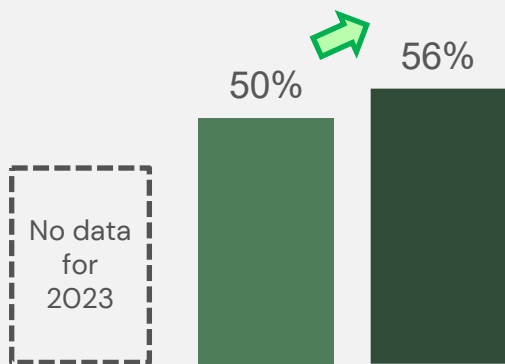
## Investment stage



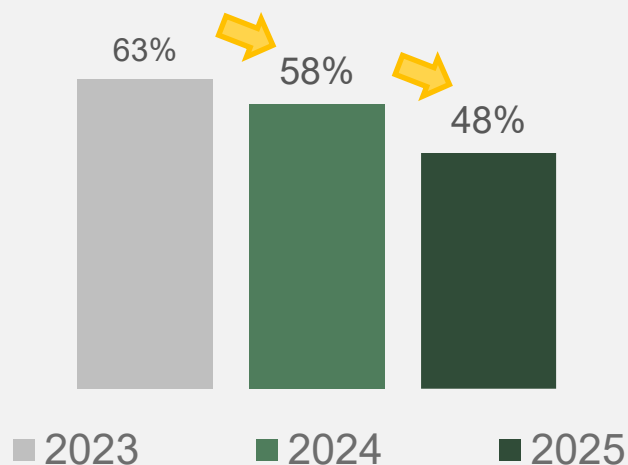
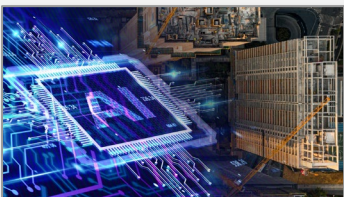
Notes: Results sourced from Zacua Ventures annual investor survey, N = 130 primarily ConTech, early-stage funds (inc. VC and CVCs) – from 10th Dec 2024 to 10th Jan 2025

# 3 tópicos son claves para inversores: AI, Robotica y Sosten.

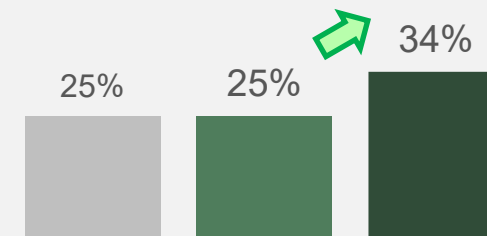
## Technologies that funds would like to increase investments in during 2025



### AI



### Sustainability

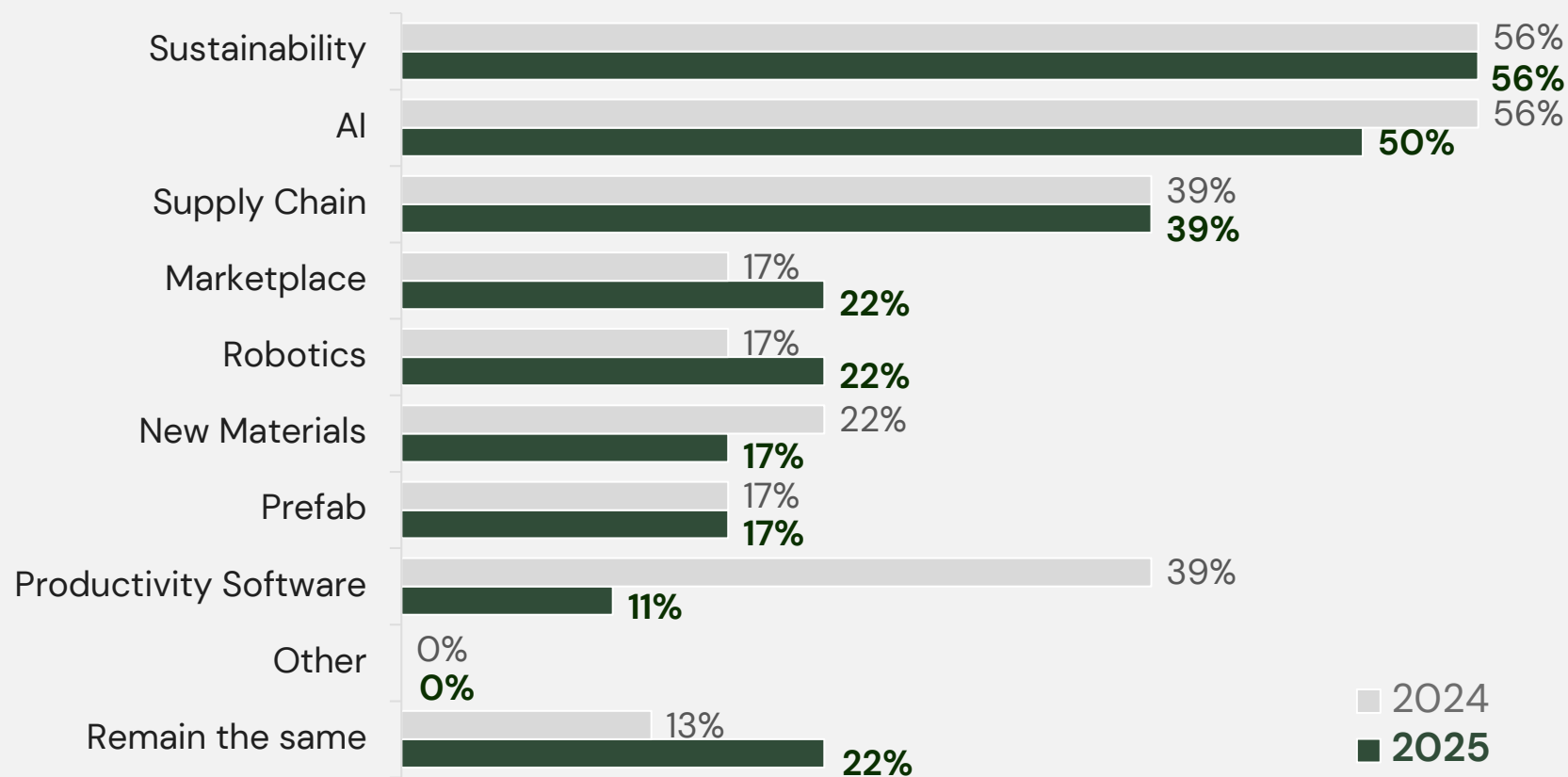


### Robotics



# Zoom en Latin America

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Gracias



**Mauricio Tessi weiss**  
Founding Partner

