

Executive Summary

What we do

GoCanopy transforms fragmented deal flow data into institutional intelligence. Purpose-built by real estate investors for real estate professionals.

The platform captures deal and asset management documents, structures data, and surfaces actionable insights across the investment lifecycle.

As the vast majority of deal and asset intelligence is trapped in unstructured documents, this makes it nearly impossible to leverage historical insights for future decisions or connect acquisition assumptions to actual asset performance.

Problem

Teams spend their time on gathering data across different sources of working on value-added analysis and decision-making.

Manual data assembly leads to incomplete analysis and missed patterns. Institutional knowledge disappears when associates and principals leave.

Investment committees make decisions without access to the full historical context of comparable transactions.

Lease events are overlooked, rent reversion opportunities stay hidden, and portfolio upside potential is left untapped.

Solution

On the investment side, GoCanopy enables faster screening, cross-deal pattern recognition, and data-driven IC discussions.

The same intelligence unlocks portfolio value by ensuring no rent review is missed, flagging upcoming lease expiries, and surfacing re-leasing opportunities.

€3m

Unlocked via a Single
Lease

2x

More Deals
Analysed

71.2%

Time Saved
on Analysis

100%

Knowledge
Captured

Brookfield Case Study

Situation

When Ben Segelman, European Head of Logistics and Data Centre Real Estate at Brookfield, first assessed his team's workflow, world class investment professionals were burdened by spreadsheet consolidation and manual data extraction.

"Everybody had their own version of the same document. The only way of consolidating data was through Excel."

Solution

Brookfield chose GoCanopy for its ability to speak the language of real estate.

Single Source of Truth

One dataset for all teams. New associates access deal logic instantly; seniors compare current performance to original underwriting without digging through emails.

Direct Access

No waiting for reports. Faster IC responses, immediate access to managed assets and comparables.

Natural Adoption

Integrated into daily workflow, unlike complex enterprise platforms that see limited use.

Impact

The results were immediate and grew exponentially as adoption spread. Teams reinvest that time in proactively managing leases and deal structuring rather than manual data extraction, directly impacting fund performance.

As adoption expanded from logistics into multi-asset teams, precedents began informing decisions across the portfolio.

"As we expanded from logistics investment to asset management, and intelligence compounded across teams, everybody is using the tool a factor of three times more than they were previously."

1

Ingests Data

Capture all deals and asset documents

Emails, IMs, teasers, Excel, AM reports

2

Structures

Standardized data across deals & assets

Structured and comparable rent, area, tenants, yields

3

Surfaces Insights

Surfaces insights where decisions are made

Screening, underwriting, portfolio reviews