

## **Steiner AG enters into strategic partnership with HEGIAS**

**Zurich, 16 June 2022 – Steiner AG is entering into a strategic partnership with the proptech start-up HEGIAS and is thus assuming a leading role in the digitalisation of the real estate sector. The Steiner Digital platform encompasses solutions spanning the entire life cycle of a property – from land acquisition, through development, planning and construction and right up to property management.**

HEGIAS, a start-up company, offers the world's first automated and cloud-/browser-based solution for visualization and collaboration for the planning, construction and real estate sector using virtual reality (VR). Founded in 2017, the fast-growing company now employs about 20 people at its offices in Zurich and Lugano.

“Now that we have Steiner AG at our side, we have a strong partner that will help us achieve our growth ambitions”, says a delighted Patrik Marty, CEO of HEGIAS. Giuseppe Giglio, Chief Digital Officer at Steiner AG, goes on to say: “The new virtual collaboration environment will enable everyone involved in a project to work on the same model at the same time and regardless of their location.” This simplifies and speeds up existing procedures, thus also helping substantially to avoid errors. Ajay Sirohi, CEO of the Steiner Group, is convinced that the cooperation will contribute to the long-term success of both companies: “The combination of HEGIAS' digital expertise and our proven track record in the BIM and construction fields enable us to jointly design precisely tailored innovations for the market. This first strategic partnership in the digital field means that we can expand our competencies in this area and actively shape the future of the real estate industry. For the future, we are planning further collaborations with innovative start-ups so that we can pursue the digital transformation of our company and ensure our long-term advancement in the field of future technologies.”

### **Steiner AG**

Steiner AG is a leading real estate service provider with a focus on project development and construction. Founded in 1915, it has its headquarters in Zurich and is represented by branches in Basel, Bern, Lucerne, Tolochenaz and Geneva. With a development portfolio worth more than CHF 6 billion, Steiner is one of Switzerland's largest real estate developers. Its portfolio comprises a wide range of residential, office, industrial and logistics projects plus proprietary product innovations such as the Werkarena, Manufakt and Steiner Student Hotel brands. In French-speaking Switzerland, Steiner Construction is the market leader in real estate construction working on the total (design-and-build) and general contractor principle. Steiner AG contributes its 100-plus years of experience to the two recently established business areas: Steiner Financial Initiatives for new investment solutions, and Steiner Digital for digital collaboration platforms serving properties' entire life cycles. [www.steiner.ch](http://www.steiner.ch)

### **HEGIAS**

In 2020 the Swiss proptech start-up HEGIAS launched HEGIAS VR, the world's first automated, cloud-/browser-based solution in the real estate sector for visualization and collaboration in the real estate sector using virtual reality. By drag n' drop in an internet browser, highly detailed 3D plans can be uploaded by several users simultaneously at any stage in the planning and construction process, regardless of the users' location. They can

then “walk” through the properties virtually, materialize them and fit them out – with or without using a VR headset. Thus HEGIAS VR helps to avoid misunderstandings and supports the whole planning, sales and rental process. [www.hegias.com](http://www.hegias.com)

**Information for the media**

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**Picture – the signing of the strategic partnership**



From left to right: Giuseppe Giglio (CDO Steiner AG), Peter Rosa (CFO Steiner AG), Tom Bachmann (CBDO/CSO – Co-Founder HEGiAS AG), Thomas Fecker Boxler (Verwaltungsrat HEGIAS AG), Andreas Schmeil (CPO – Founder HEGIAS AG), Arjun Dhawan (Delegierter des Verwaltungsrats Steiner AG), Patrik Marty (CEO – Founder HEGIAS AG), Ajay Sirohi (CEO Steiner AG), Tuan Nguyen (CTO – Founder HEGIAS AG)

More pictures are available on request.