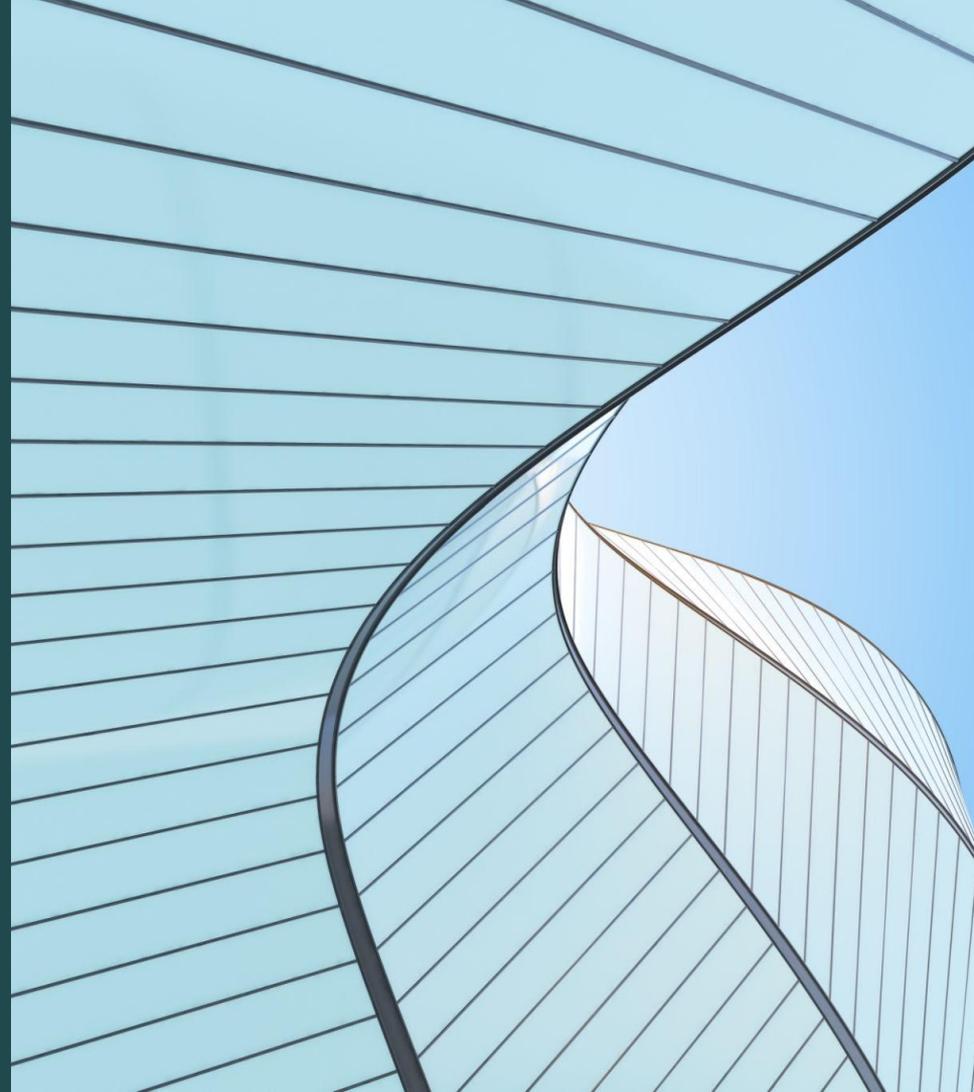




Lambert
Capital Group

Rebuilding Real Estate Capital Markets

**A Regulated Platform For Fractional
Real Estate Investment And Capital
Formation.**



Lambert Capital Group



Founder & CEO

Maurizio Pilato



Executive Chairman

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Head of Capital Markets

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Director of Partnerships

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Director of Technology

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Global Real Estate: A \$400T+ Asset Class Ripe for Innovation

Worldwide real estate is the largest asset class in the world. Estimates place its total value in the hundreds of trillions USD – commonly referenced around \$300T-\$400T+ globally, spanning residential, commercial, industrial, and land holdings.



Massive Market Meets Modern Finance

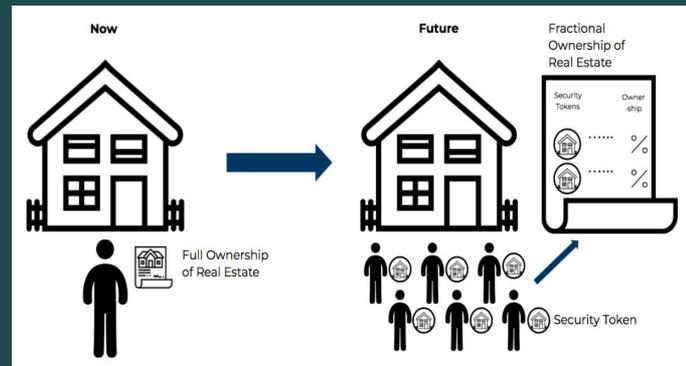
- ❖ Tokenized real estate is forecast to grow from under \$300B today to ~\$4T by 2035 – ~27% CAGR – *a new frontier of capital markets.*
Deloitte+1
- ❖ Analysts believe tokenized assets could represent 8–15% of global real estate assets within the next decade, unlocking trillions in tradable value. Medium
- ❖ Traditional real estate markets remain fragmented, illiquid, costly, and slow – tokenization directly addresses these structural pain points.
- ❖ The trend is reinforced by institutional interest and regulatory evolution, making tokenization an inevitable market transformation.
- ❖ First-mover advantage: Building infrastructure early means capturing platform fees long before incumbents pivot.



Bridging Traditional Real Estate with Next-Gen Capital Markets

Lambert Capital Group will unlock liquidity and fractional ownership in previously illiquid real estate assets.

- ❖ We enable global capital to access Canadian and global real estate markets seamlessly.
- ❖ The potential tokenizable addressable market sits at *trillions of dollars in real estate value*.
- ❖ We deliver compliance-first, institutional-ready infrastructure – not speculative crypto experiments.



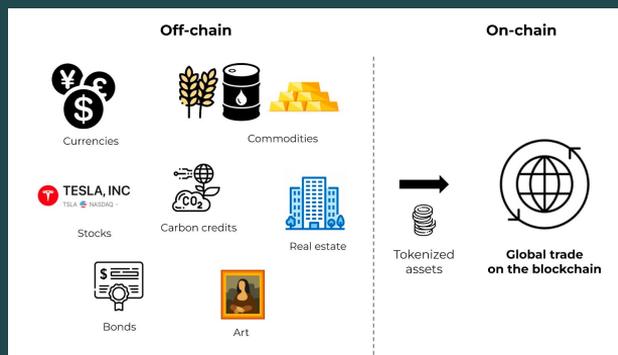
Institutional Adoption – Real Tokenization in Motion

- ❖ **MUFG** tokenizing multi-hundred-million-dollar real estate institutional project with regulatory compliance and retail participation in Japan. [Ledger Insights](#)
- ❖ **St. Regis Aspen Resort Tokenization (Colorado, USA):** Elevated Returns sold fractional digital equity tokens — a pioneering real estate crypto security with ~\$18M raised. [Medium](#)
- ❖ **J.P. Morgan’s Kinexys** ecosystem further signals the future of tokenized assets. [Private Equity Insights](#)
- ❖ **RealT (USA):** Tokenized single-family and rental property portfolios, enabling global investors to own fractional real estate and earn rental income. [Antier Solutions](#)
- ❖ **Roofstock (USA):** Pioneer in tokenized ownership of U.S. single-family rentals with blockchain fractionalization and integrated property data. [Antier Solutions](#)

The logo for J.P. Morgan, featuring the text "J.P. Morgan" in a classic serif font.

What Is Tokenization?

Tokenization is the process of representing legal ownership rights in a real-world asset as digital securities issued on regulated infrastructure.



In real estate, tokenization does not change ownership rights or asset fundamentals, it modernizes how equity is issued, held, and transferred, making capital formation more efficient and accessible while remaining fully compliant with securities law.

Tokenization is a delivery mechanism, not a new asset class.

What Does It Mean to Tokenize Real Estate?

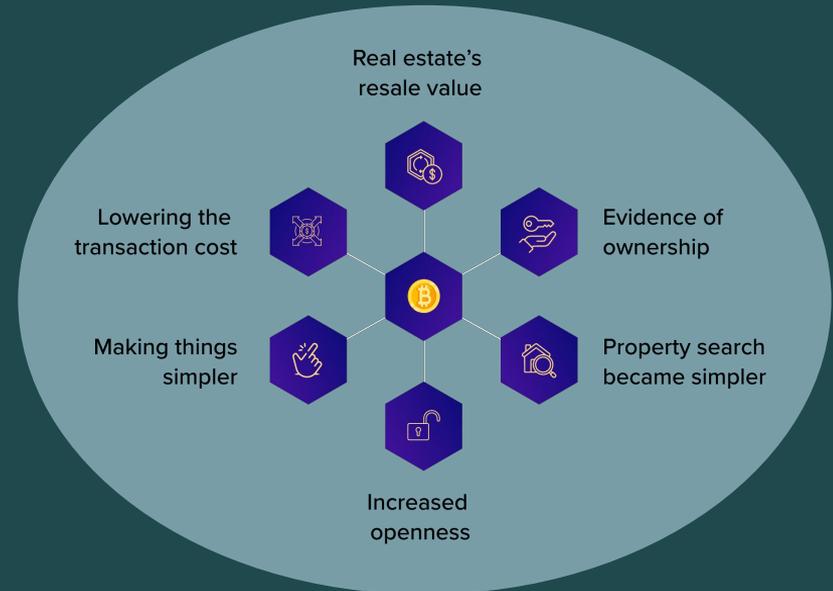
To tokenize real estate:

- ❖ A property is held in a legal entity (SPV)
- ❖ Equity in that entity is divided into fractional units
- ❖ Those units are issued as regulated digital securities
- ❖ Investors own economic and governance rights tied to the underlying asset

The property, land, and cash flows remain unchanged – only the ownership structure is digitized and standardized.

Investors own equity in the property-owning entity; the token is the digital representation of that ownership.

Benefits of Real Estate Tokenization



Key Market Trends & Stats

1) Massive Market Growth

The global real estate tokenization market was valued around USD \$3.5B in 2024 and is projected to grow at 19–21% CAGR through 2033, reaching \$16–19B+. [Custom Market Insights+1](#)

2) Future Institutional Adoption

Tokenized private real estate funds could grow to \$1T by 2035, reshaping private markets with increased efficiency and participation. [Deloitte](#)

3) Liquidity Revolution

Historically real estate is among the *least liquid* assets – tokenization unlocks liquidity by enabling fractional ownership and faster trading. [Pension Real Estate Association](#)

4) Democratizing Access

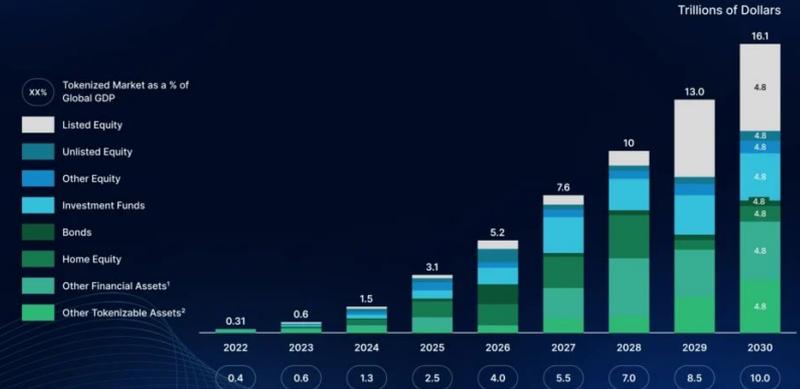
Fractional tokens allow smaller investments than traditional real estate, attracting global investors and broadening the capital base. [ECOS+1](#)

“Imagine unlocking the real estate market for millions who were previously priced out. That’s the promise of tokenization.”

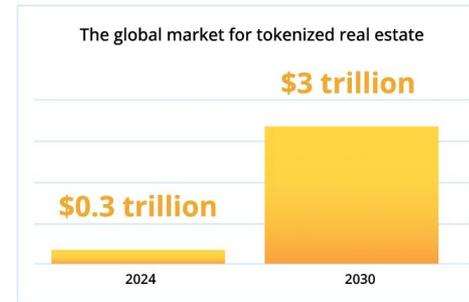
Carlos Domingo, CEO of Securitize, the world leading company in tokenizing real-world assets

Lambert Capital Group

Tokenization of Global illiquid assets estimated to be a \$16 Trillion business opportunity by 2030



Tokenization in Real Estate: The Future in Numbers



67%+
of investors have already invested or are planning to invest in tokenized assets



55%+
of real estate sellers have already launched or are piloting tokenization solutions



62%+
of investors to invest more in tokenized assets as the market is maturing

Real Estate Ownership & Token Principles

How it works:

- A property (or development equity) is held by an SPV or structure that issues security tokens representing fractional ownership.
- Investors own *economic rights* (rental income, appreciation, distributions), not necessarily the physical deed.
- Tokens may trade on platforms or private networks per regulatory rules – but represent real economic interest in the asset. [ECOS](#)

When tokenization happens:

- Can occur **post-build** or **during pre-construction** via issuing equity tokens against projected property value to raise capital.
- Structures vary by jurisdiction and regulatory compliance.

Tokenizing Real Estate Ownership



THE PROBLEM

Real estate capital markets are under pressure:

- ❖ Bank financing tightened significantly since rate hikes
- ❖ Construction costs up 20–30% post-COVID
- ❖ Presales thresholds harder to hit
- ❖ CMHC + lender restrictions slow timelines
- ❖ Equity gaps increasingly common, even for good projects
- ❖ Residential real estate prices are high
- ❖ Direct ownership is capital intensive
- ❖ REITs lack control and transparency
- ❖ Private deals are relationship-gated
- ❖ Liquidity is limited or nonexistent

Strong assets. Weak capital flow. Demand exists, but access is broken.

OUR SOLUTION

A compliant real estate tokenization platform enabling developers to raise equity faster while giving investors direct access to institutional-quality assets at lower minimums.

01

Faster Capital Access for Developers

We enable developers to raise equity more efficiently by opening access to a broader, global investor base through regulated fractional ownership.

02

Faster Ownership of Real estate Capital

Investors gain direct, compliant exposure to Canadian real estate assets through legal equity in property-owning entities, not synthetic or speculative products.

03

Institutional Grade Compliance & Governance

Every investment is structured within Canadian securities regulations and supported by robust reporting, administration, and investor protections.

04

Scalable, Repeatable Capital Formation

Our platform is built for repeat issuers and long-term growth, transforming one-off real estate syndications into a standardized, scalable capital infrastructure.

VALUE PROPOSITION

A regulated real estate tokenization platform that enables **faster capital formation** for developers and **fractional ownership** for investors through **compliant digital securities**.

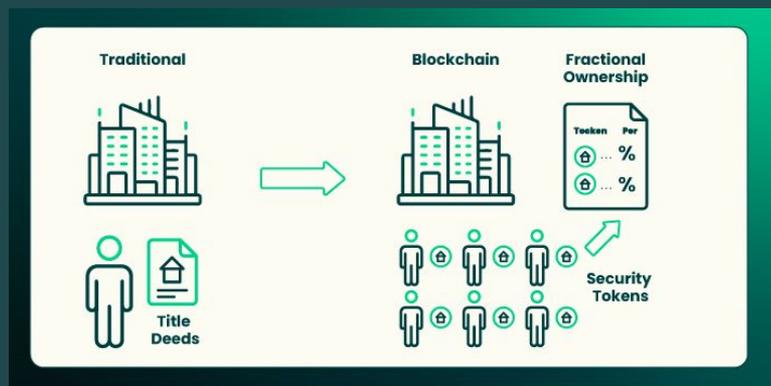
Why Now?

The tokenization market in Canada is expected to reach a projected revenue of US\$ 448.1 million by 2030. A compound annual growth rate of 25.7% is expected of Canada tokenization market from 2025 to 2030. [Grandview research](#)

Canadian Real Estate is ripe for disruption:

- ❖ Traditional processes remain paper-heavy, expensive, and slow, limiting investor participation and transparency. [NCFA Canada](#)
- ❖ Fintech innovations including blockchain and tokenization are accelerating adoption and addressing structural inefficiencies in the Canadian market. [NCFA Canada](#)
- ❖ Canada accounted for 3.4% of the global tokenization market in 2024 [Grandview research](#)
- ❖ The Canada market is expected to grow at a CAGR of 21% from 2025 to 2030. [Grandview research](#)

Feature	Traditional Real Estate	Tokenized Real Estate
Minimum Investment	\$50K-\$300K+ (or mortgage)	As low as \$100
Liquidity	Low - weeks/months to exit	Low - tradable on secondary markets
Access	Mostly local or regional	Global, 24/7, borderless
Ownership	Full or co-owned	Fractional, blockchain-based
Management	Direct responsibility	Usually passive
Fees	High legal, tax, broker fees	Lower; streamlined
Transparency	Opaque, delayed reporting	Real-time, on-chain
Regulation	Mature, stable	Emerging; jurisdiction-dependent





Value For Real Estate Investors

- ❖ Fractional real estate exposure
- ❖ Institutional-grade compliance
- ❖ Transparent reporting
- ❖ Lower entry barriers
- ❖ Long-term liquidity optionality
- ❖ Global ownership

Access without friction.

Value For Real Estate Developers

- ❖ Faster access to equity
- ❖ Broader investor base
- ❖ Lower minimum checks
- ❖ Repeatable fundraising
- ❖ Retain project control

This replaces fragmented syndication.

What's in it for you

The underlying value of the property remains tied to the actual real estate market. Tokenization doesn't inherently increase the property's market value; it's more about how ownership is structured and how investors can access it. In other words, the property's value is still determined by market conditions, location, income potential, and so forth.

What tokenization does is it makes the ownership more flexible and more liquid. So, while the property itself has a certain market value, the tokens are just a representation of that value on the blockchain. The benefit for investors is that they can trade these tokens more easily, and for developers, it means a more efficient capital raise and potentially easier exit strategies.

So, in essence, the value on the blockchain is a reflection of the real-world property value, not a separate value. It just adds more flexibility and accessibility to the investment.

For Developers	For Investors
<ol style="list-style-type: none"><li data-bbox="208 620 871 642">1. Property Valuation: Begin with an accurate market valuation of your building.<li data-bbox="208 667 861 707">2. Legal Structuring: Collaborate with legal experts to ensure compliance with regulations and create a solid framework for token issuance.<li data-bbox="208 732 865 773">3. Blockchain Platform: Choose a suitable blockchain that supports real estate tokenization.<li data-bbox="208 798 861 838">4. Token Creation: Divide the property's value into digital tokens, representing fractional ownership.<li data-bbox="208 863 896 885">5. Token Offering: Launch the token sale, marketing it to a broad range of investors.<li data-bbox="208 910 904 951">6. Ongoing Management: Maintain and manage the property, while investors benefit from transparency and liquidity.	<ol style="list-style-type: none"><li data-bbox="969 620 1649 660">1. Token Purchase: Invest by buying digital tokens that represent a fraction of the property.<li data-bbox="969 685 1634 726">2. Ownership Benefits: Enjoy the benefits of property ownership, such as rental income and potential appreciation.<li data-bbox="969 751 1630 791">3. Liquidity: Trade your tokens on secondary markets, providing more flexibility compared to traditional real estate investments.<li data-bbox="969 816 1646 857">4. Transparency: Benefit from clear, blockchain-based records of ownership and performance.

Example: Tokenize 10% of 50 million property

If you want to tokenize just 10% of a \$50 million property, you'd be essentially creating tokens that represent that \$5 million portion.

Here's how it typically works:

1. **Valuation and Structuring:** You'd first confirm that the property's total value is \$50 million and then determine the \$5 million portion you want to tokenize.
2. **Legal Framework:** You'd set up the legal structure so that the tokens represent a fractional ownership of that 10% portion. This means you'll have legal documentation that defines what those tokens represent.
3. **Token Creation:** You'd create digital tokens on a blockchain platform that represent that \$5 million portion. These tokens could be divided into smaller units, making it easier for a wider range of investors to participate.
4. **Offering and Sale:** You'd then launch the token offering, marketing it to potential investors who are interested in that specific portion of the property.
5. **Management and Returns:** While the property itself remains whole and managed as usual, the investors who own those tokens would get returns proportional to that portion, like rental income or appreciation.
6. **Exit Strategy:** If you want to exit, you can sell your tokens on a secondary market, or you can eventually sell the entire property and distribute the proceeds based on the ownership represented by those tokens.

A secondary market, in the context of tokenization, generally refers to a platform or exchange where these tokens can be traded after the initial sale. It's somewhat similar to how stocks are traded on stock exchanges. In this case, the tokens are listed on a digital asset exchange that supports security tokens or real estate tokens.

So, instead of dealing with traditional buyers and sellers in the real estate market, you can trade your tokens on these specialized platforms. These exchanges can be blockchain-based and are designed specifically for digital assets, meaning that you can find buyers and sellers who are looking to invest in fractional real estate ownership.

In short, it's like having a marketplace for your digital ownership shares, and it's definitely not limited to just one blockchain or one type of coin. It's a whole ecosystem of digital asset trading.

Exit Strategy for Developers

Tokenization does share some similarities with those concepts. For example, like an ETF, tokenization allows for fractional ownership, meaning that instead of having to buy an entire asset, investors can own smaller portions. Similarly, like government-backed bonds, tokenized real estate can offer a relatively stable investment tied to a tangible asset.

However, the key difference is that tokenization is built on blockchain technology, which brings added transparency, efficiency, and liquidity. Unlike traditional ETFs or bonds, tokenized assets can be traded 24/7 on blockchain platforms, and the ownership records are immutable and transparent.

Tokenization combines the best of both worlds: the fractional, accessible nature of ETFs and the stability of tangible assets, all powered by blockchain.

With tokenization, the exit strategy becomes much more flexible and efficient. Instead of having to sell the entire property as a single asset, the developer can sell the tokens representing fractional ownership. This means the developer can liquidate their stake more gradually or even find specific buyers for different portions of the property.

In practice, if a developer wants to exit, they can sell their tokens on a secondary market or even negotiate directly with investors who are interested in buying those tokens. This flexibility allows them to realize value more quickly and often at a better price than having to sell the entire asset at once.

Additionally, tokenization can help developers attract a wider range of investors, making it easier to find buyers for their stake. Overall, the process is more streamlined and can potentially yield better returns and more control over the exit strategy.

Why This Model Wins

- ❖ Multiple revenue streams — not dependent on a single product.
- ❖ Recurring, predictable fees anchored to AUM.
- ❖ Aligned with platform growth — more tokenized assets = more revenue.

Business Model – Revenue Streams

1) Issuance Fees (3–5%) – Immediate Revenue at Token Launch

Every property or SPV tokenized pays a one-time issuance fee. Typical security token platforms charge issuance/structuring fees in this range, capturing value at the moment capital is raised and aligning incentives with sponsors.*

2) Ongoing AUM / Admin Fees (0.5–1%) – Recurring Revenue

As assets are tokenized and held on the platform, a recurring administrative fee accrues. This mimics traditional asset managers or REITS charging management fees on AUM, creating *compounding revenue* as the tokenized portfolio grows.

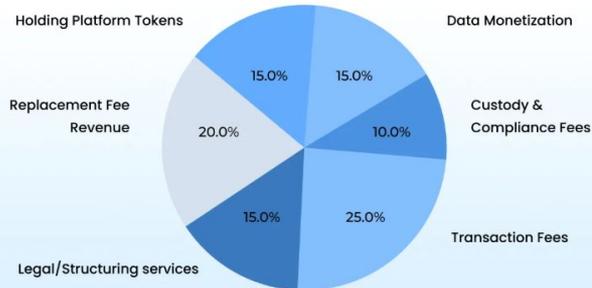
3) Secondary Transaction Fees (Future) – Liquidity Capture

Once secondary markets mature and trading increases, *every transaction* can generate fee revenue — similar to exchange take-rates or brokerage spreads. Token trading volume globally within RWA/real estate tokens is rising rapidly, showing potential for long-term fee capture. [SQ Magazine](#)

4) Enterprise Solutions for Large Operators

Custom integrations, white-label platforms, and compliance modules tailored to major developers/property managers *drive higher-margin licensing revenue*, strengthening the enterprise revenue base.

Revenue Streams in RWA Tokenization Platform



Source: [Antier solutions](#)

Platform Architecture

Compliance & Regulatory First

Polymath compliance infrastructure (Polymesh + token standards like ST-20) ensures that tokens are *treated as securities, not mere crypto assets*, aligning with institutional legal frameworks. polymath.network

Core layers:

- Polymath Compliance Layer: Regulatory rule engine that enforces KYC/AML/security classification – *not experimental*.
- Custom Investor & Issuer Interfaces: Best-in-class dashboards for sponsors and investors – simple, transparent, institutional friendly.
- Reporting & Governance: Automated reporting, distribution flows, cap table management – vitally important for audits, accounting, and regulatory oversight.
- Secure Regulator-Aligned Workflows: Built from the ground up for compliance, safety, and trust – *critical for investor confidence*

We're not inventing an experiment – we're building infrastructure on proven, compliant technology trusted by the industry's leading token issuers.
polymath.network



Source: Antier solutions

Investment Opportunity

Capital Raise

- ❖ Seeking \$400K in seed capital

Use of Capital

- ❖ Platform development
- ❖ Legal & regulatory structuring
- ❖ Operations & initial business development

Proposed Structure

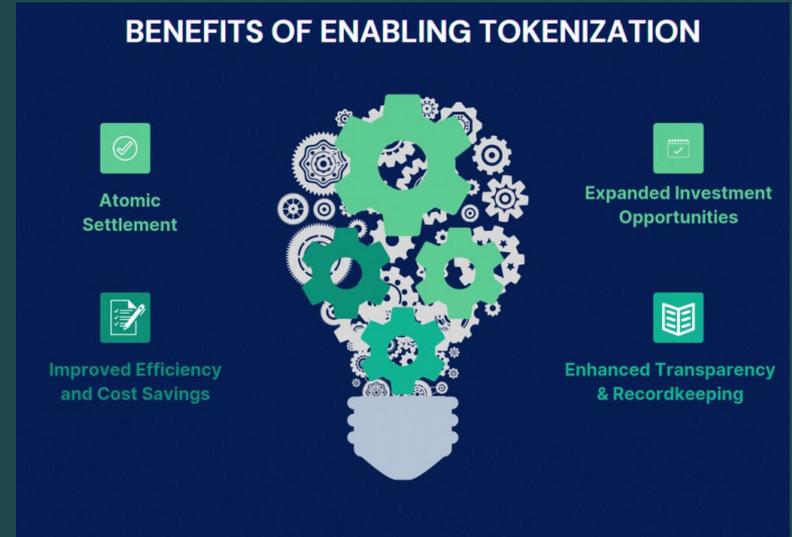
- ❖ Priced seed round (preferred equity)
- ❖ Targeting 10% equity for the round
- ❖ Implied \$3–4M pre-money valuation

We are building the next foundational infrastructure layer for real estate capital markets.

Select strategic investors may receive co-investment access to early platform offerings

Why Now - Huge Market Opportunity

- ❖ Real estate tokenization projected to grow from ~\$300B+ in 2024 to \$4T by 2035 (27% CAGR). [Deloitte](#)
- ❖ Tokenized real estate already represents 30%+ of total tokenized RWA market share in 2025. [SQ Magazine](#)
- ❖ Institutional investor participation is dominating tokenized asset capital today, creating a base of *large whales and allocators*. [SQ Magazine](#)
- ❖ Tokenized assets in real estate and other RWAs are estimated at \$412B+ by early 2025. [Electro IQ](#)
- ❖ Institutional investors accounted for ~70% of tokenized assets in 2024, proving the capital is already here. [SQ Magazine](#)





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Thank you