



GLOBAL ESG DATA INTELLIGENCE LEADER, DEEPKI, DOUBLES ITS REVENUE AND LOOKS AHEAD TO STRONG GROWTH IN 2022

Expansion of European footprint Continued investment in talent and technology

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Deepki, the only company in the world offering a fully populated ESG data intelligence platform to help commercial real estate investors, owners and managers improve the ESG performance of their real estate assets, enjoyed a record-breaking year in 2021. The company achieved significant milestones, including over 80 new clients, two new offices in European capitals, almost 100 new hires and several high-profile appointments, to name a few. This success is reflected in the company's revenue, which doubled for another consecutive year in 2021, with signings including major European players such as AEW and Tikehau in France, Generali and DeA Capital in Italy, Allianz Real Estate and Warburg HIH in Germany, Azora Capital and Neinver in Spain, and several leading global property and asset managers in the UK. The company is confident that this trend will continue into 2022, as it seeks to maintain its 100% year-on-year growth rate, benefiting from the commercial real estate sector's increasing focus on improving ESG performance and combating climate change.

Deepki's subsidiaries welcomed three new country managers this year, with Katie Whipp (CBRE, Cluttons), Svenja Eisner (WeWork, rent24) and Claudia Scarcella (RICS, Redevco) stepping into the positions of Head of Deepki UK, Head of Deepki Germany & Head of Deepki Italy respectively. All three talents bring a deep understanding of the real estate sector, and invaluable knowledge of their local markets. Deepki has reinforced its European footprint over the past 12 months, opening offices in London and Berlin, which will allow the company to better serve new and existing clients in these regions, both of which demonstrate a growing appetite for ESG. Deepki's Italian and Spanish subsidiaries are already well established, and international sales account for over a third of Deepki's total revenue.

This year also saw Deepki welcome Caroline Tailleferd (Tinyclues, SAP) as Chief Marketing Officer, a high-level appointment with extensive international experience and a revenue-focused approach that aims to increase the company's brand awareness on the global stage. Internationalization is a priority for the ESG data intelligence leader, which rebranded in



September, unveiling a new website, logo and visual identity to realize its global ambitions as it embarks upon a phase of accelerated international expansion.



As Deepki becomes the go-to solution for tackling real estate's ESG challenges, it was difficult to miss them at Europe's largest industry events, including MIPIM (Cannes), SIMI (Paris) and Expo Real (Munich). Deepki was also present at COP26 (Edinburgh), with a speaking slot on the final day of the conference, which was dedicated to the built environment. Katie Whipp represented Deepki in a panel discussion organized by the French government's Ministry for Ecological Transition.

The company, which is committed to making a positive impact, has been named in several rankings and received awards for its work in transforming real estate into a force for good for the planet. Recognitions include being listed among the Global Cleantech 100, the Financial Times' list of Europe's 1,000 fastest growing companies and the French Tech Green 20, as well as receiving the Enertic award for Innovation & Technology for Energy Efficiency in the Digital Age, for its work with LABORAL Kutxa in Spain.

Deepki continues to innovate, developing and enhancing its scalable SaaS platform with the addition of new capabilities such as *Energy & Carbon Pathways* and a Resilience Scoring feature. The platform is supported by a growing team of carbon and ESG experts who partner with clients across data collection and analysis, through to ESG strategy definition and implementation.

"Resilience is an incredibly important topic, and is being raised with increasing frequency in discussions around ESG in real estate," noted Emmanuel Blanchet, COO and Co-founder of Deepki. "This means investors are awakening to the fact that climate change poses a direct threat to their assets, and that risk can be transitional, physical or social. Anticipation is key, and our aim is to support companies in planning for, responding to and recovering from the challenges that climate change throws their way."

Deepki has high ambitions for 2022, including further office openings and appointments, development of its offer and a ramping-up of activities across all departments. In order to



achieve this, the company is in the process of securing a Series-C round of funding, following two previous rounds in 2016 (€2.5M) and 2018 (€8.1M). This time, Deepki aims to raise a significant amount which will support its aggressive growth plans of opening its first office outside of Europe, on the east coast of the United States. This region represents an enormous opportunity for the experienced European leader, as the US market is less mature and regulations less advanced. Deepki also looks to strengthen its presence in Europe, and in particular the Nordics, hiring 200 people in 2022.

Commenting on this, Vincent Bryant, CEO and Co-founder of Deepki, said: “ESG is now a priority for the commercial real estate sector, thanks to global events such as COP26, a growing need for investors to tackle the effect of brown discounting on their portfolios, and a greater demand for reporting and accountability. The new funding will ensure Deepki is perfectly placed to help businesses across the globe make the transition to net zero and achieve a greater impact, and this is reflected in our roadmap.”

For further information about Deepki’s services, visit: www.deepki.com

About Deepki

Founded in 2014, Deepki has developed a SaaS solution that uses data intelligence to guide real estate players in their net-zero transition. The solution leverages customer data to improve assets’ ESG (Environmental, Social and Governance) performance and maximize asset value. Deepki operates in 38 countries, with 150 team members across offices in Paris, London, Berlin, Milan and Madrid. The company serves clients including Generali Real Estate, Allianz Real Estate, SwissLife Asset Managers and the French government, helping to make their real estate assets more sustainable at scale.

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