deepki

How Aberdeen Investments turns sustainability data into confident deal-underwriting

For Aberdeen's direct real estate division, sustainability isn't just a compliance requirement. By embedding Deepki across the entire deal lifecycle from the first bid to year-end reporting, the Aberdeen team can price decarbonisation costs with confidence, protect deals and cut reporting effort.

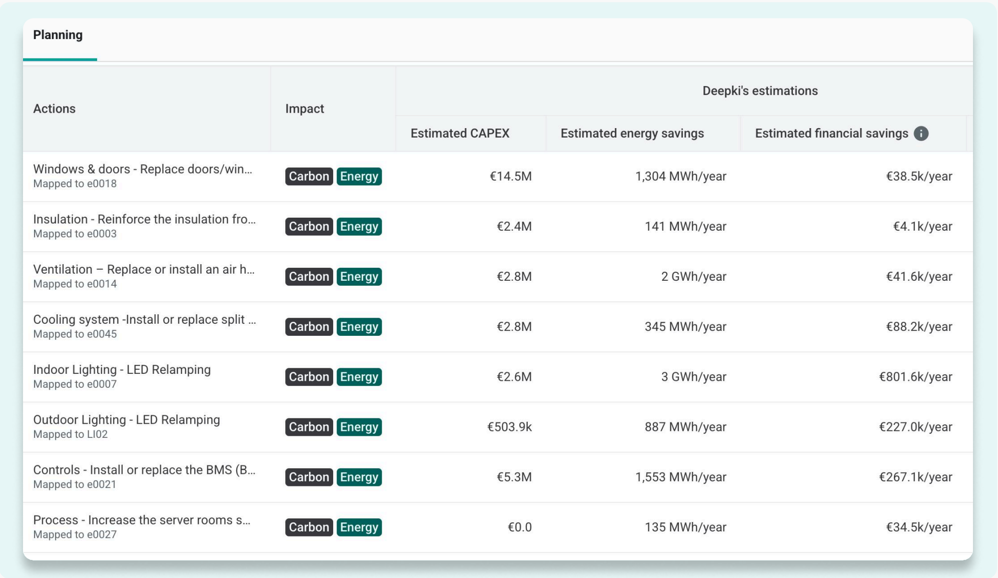
> *"Deepki helps us price sustainability costs up-front, helping us make competitive bids that reflect future transition costs. This makes sustainability CapEx a tangible discussion, and can streamline the deal process."*
>
> **Nathaniel Hay** — Senior ESG Manager, Real Estate, Aberdeen Investments

The challenge: Managing early-stage CapEx visibility in high-level forecasts

Pricing decarbonisation costs into a bid used to mean building top-down CapEx estimates. While useful at portfolio level, these estimates **lacked the granularity needed to defend an item in front of the Investment Committee**. A similar challenge emerged at the exit stage. Transaction teams had to defend asset valuations against intense buyer scrutiny regarding CRREM pathways and EPCs. Compiling this historical data across global portfolios meant chasing PMs and tracking scattered spreadsheets. This manual process left deal timelines vulnerable to data gaps and late-stage transaction friction.

The approach: Integrating granular CapEx modeling directly into cash flows

Deepki bridges this gap at the earliest stage of an acquisition. Even with minimal data, like an asset's location, type, and EPC rating, the team can benchmark similar properties. The Deepki platform instantly generates realistic, **square-meter-level CapEx** for upgrades like BMS, LED lighting, solar PV, and window replacements. These inputs feed directly into cash flows to back the initial bid. At the exit stage, this data flow runs in reverse. CRREM trajectories, market benchmarks, and verified energy certificates are ready to populate buyer data rooms at the click of a button.



Planning

Actions	Impact	Deepki's estimations		
		Estimated CAPEX	Estimated energy savings	Estimated financial savings
Windows & doors - Replace doors/win... Mapped to e0018	Carbon Energy	€14.5M	1,304 MWh/year	€38.5k/year
Insulation - Reinforce the insulation fro... Mapped to e0003	Carbon Energy	€2.4M	141 MWh/year	€4.1k/year
Ventilation – Replace or install an air h... Mapped to e0014	Carbon Energy	€2.8M	2 GWh/year	€41.6k/year
Cooling system -Install or replace split ... Mapped to e0045	Carbon Energy	€2.8M	345 MWh/year	€88.2k/year
Indoor Lighting - LED Relamping Mapped to e0007	Carbon Energy	€2.6M	3 GWh/year	€801.6k/year
Outdoor Lighting - LED Relamping Mapped to LI02	Carbon Energy	€503.9k	887 MWh/year	€227.0k/year
Controls - Install or replace the BMS (B... Mapped to e0021	Carbon Energy	€5.3M	1,553 MWh/year	€267.1k/year
Process - Increase the server rooms s... Mapped to e0027	Carbon Energy	€0.0	135 MWh/year	€34.5k/year

Indicative CapEx, energy savings, financial returns, modelled per action and per asset

The result: Enhancing competitive bidding & securing exit liquidity

On a recent European retail acquisition, a Deepki-backed CAPEX case supported the formulation of a competitive bid-offer. When detailed technical due diligence followed, the numbers landed within Deepki's estimate range. This eliminated the need for subsequent price-chip on ESG grounds, helping to **limit execution risk and protect the due diligence capital** already committed. Across the full deal lifecycle, the team can now spend less time chasing data and more time supporting informed investment decisions.