

1. Executive Summary

This week's intelligence points to a highly favorable investment environment for our Planet themes, driven by structural policy tailwinds and a buyer-friendly market. New EU and German regulations are creating bankable, government-backed demand for grid flexibility, energy storage, and industrial decarbonisation, significantly de-risking these sectors. This is happening concurrently with a valuation reset in climate tech, which is forcing profitable, sub-scale assets to seek strategic partners. This presents a clear opportunity for platform acquisitions and buy-and-build strategies at corrected valuations.

Deal flow remains robust, with notable consolidation in ESG reporting software (Position Green/Greenomy) and industrial services (water, waste). This activity, mirrored in our watchlist updates, validates our thesis that value is migrating from hardware manufacturing to asset-light software and services that enhance efficiency and ensure compliance. We recommend prioritizing targets in grid management software, industrial efficiency, and specialised water/waste services that can be scaled into regional leaders.

2. Deals & Exits

- **Accurec (DE)** - €65m Series C: The EV battery recycler secured funding to scale its operations. Backing from EU climate funds highlights strong public support and positions the company to capitalize on the European battery capacity build-out (Reuters).
- **Lyon-based retrofit AI software firm (FR)** - €28m Series B: This company, which has an AI-powered building energy management platform, raised capital to expand its services for large-scale retrofits, showcasing an attractive asset-light growth profile (DealStreet Asia).
- **Position Green (NO)** - Undisclosed Acquisition: The company acquired Greenomy (BE) to consolidate its position in the EU sustainability and CSRD reporting SaaS market. This deal represents a strategic cross-border scale-up in the growing ESG compliance tooling space (ESG Today News).
- **Nordic Building Services Consolidation** - Undisclosed Acquisitions: Recent acquisitions of Klima og Byggservice (NO) and Suomen Hormimestarit (FI) indicate a regional roll-up trend in the building services and energy efficiency sector (PitchBook Alert).

- **Meinhardt Städtereinigung (DE)** - Undisclosed Acquisition: The acquisition of this German waste and city cleaning services company signals continued consolidation and potential for building a larger resource sustainability platform (PitchBook Alert).
- **Coms Water Treatment (UK)** - Undisclosed Acquisition: This transaction in the industrial water treatment space aligns with an asset-light, service-oriented buy-and-build thesis in the resource efficiency sector (PitchBook Alert).

3. Regulatory & Policy

- **EU Energy Storage Directive Update (EU)**: This directive mandates that system operators must procure flexibility and storage services, creating a more certain revenue environment for grid-scale storage, VPPs, and demand response business models. National implementation is expected from 2026 (Bloomberg).
- **Sectoral Tripartite Contracts (EU)**: The EU, Member States, and industry have launched coordinated contracts to de-risk the build-out of offshore wind, grids, and storage, unlocking private capital across the supply chain. Contracting windows are opening now through 2026 (European Commission).
- **€5B Carbon Contracts for Difference (Germany)**: Germany has launched a major CCfD scheme to provide bankable support for industrial decarbonisation (electrification, H2, process efficiency). This will boost demand for integration, controls, and efficiency services, creating investable project pipelines (Bloomberg).
- **Fast-Track EV Charger Connections (UK)**: A new pilot program eases grid rules to shorten connection times and costs for EV chargers. This will catalyze rapid CPO rollouts and create opportunities for grid-services stacking (Reuters).
- **EU ETS Expansion (EU)**: The Emissions Trading System will expand to buildings and road transport from 2027. This new carbon price on fuels will accelerate demand for heat pumps, energy efficiency retrofits, telematics, and EVs, strengthening the business case for ESCOs (EU Climate Action).

4. Market Intelligence

- **Climate Tech Valuation Reset:** The current funding trough is forcing profitable, smaller-scale companies to seek strategic partners, creating opportunities for control deals and buy-and-build strategies at attractive entry multiples (The Next Web).
- **Grid Flexibility & EMS Prioritised:** Utilities and C&I customers are reallocating spend towards flexibility, energy management software (EMS), and demand response. These high-margin, low-capex platforms offer cross-border scalability and clear exit paths to strategics (EU Startups).
- **Solar Capex Deflation:** With EU solar module prices at 7-year lows, hardware margins for EPCs are compressing. Value is migrating to asset-light services like project origination, O&M, and performance analytics (PV Tech).
- **Wind O&M Outsourcing:** Low bids in wind tenders are squeezing OEM/EPC margins, accelerating the outsourcing of maintenance and digital optimisation. This is growing the market share for independent service providers (ISPs) and condition-monitoring platforms (Recharge News).

5. Watchlist Updates

Acquisitions & Exits

- **Danelec Marine:** Acquired by GTT for €194 million, validating the market for maritime decarbonisation data.
- **Dr. Herwig:** Acquired by Asolvi AS, showing consolidation in software for smart utility management.
- **Ecopol S.p.A.:** Majority stake acquired by SK Capital, providing growth capital for the sustainable films producer.
- **FutureOn:** Majority stake acquired by Kongsberg Digital, strengthening its position in digital twins for the energy transition.
- **Hermann Pipersberg Jr. GmbH:** Majority stake acquired by PE firm EMZ Partners, highlighting PE interest in smart metering hardware.
- **Navtor:** Acquired Voyager Worldwide Yasden to expand its global footprint in sustainable shipping software.
- **Ovarro, Ltd.:** Acquired by Indicor, LLC, moving the water monitoring specialist to a new strategic owner.

- **Plasta Group:** Sold to CEDO, a key transaction in the European circular economy space.
- **QCS Staffing:** Completed a Management Buy-Out (MBO); the firm recruits for the renewable energy sector.
- **RES Environmental Ltd:** Acquired by Aqua Consultants, consolidating the UK water management and flood risk market.
- **Tero Marine & UniSea:** M&A in maritime efficiency software, with Tero acquired by Seagull Maritime and UniSea acquiring Maindeck.
- **Vake:** 70% majority stake acquired by KSAT, a key deal in satellite-based marine resource protection.
- **Water Systems Optimisation (WSO):** Acquired by E Source, highlighting the value of water-loss reduction tech.
- **Watersprint AB:** Acquired assets of Acuva Technologies, expanding its water disinfection technology portfolio.
- **Weilbach:** Acquired a 51% stake in OceanPass, adding emissions reporting to its maritime software suite.

Major Strategic Partnerships & Other Developments

- **Biome Bioplastics:** Now in financial distress, the company reported a significant revenue drop and cut its outlook, signaling market challenges for bioplastic firms.
- **Cirplus:** Entered a strategic partnership with igus to build a global AI platform for recycled plastics.
- **CLUBZERØ:** Announced a high-profile partnership with Barclays to deploy its reusable packaging system at Wimbledon.
- **Desolenator:** Formed a strategic partnership with Jakson Green, including an investment, to scale its solar desalination tech.
- **Futerro:** Partnered with its sister company Galactic to build a new bio-renewable production facility in France.
- **GridBeyond:** Deepened its strategic partnership with ABB to power the tech giant's BESS-as-a-Service offering.
- **Høglund Marine Solutions:** The terminated acquisition attempt by Hav Group points to high strategic interest in marine decarbonisation assets.

- **Matrix Pack:** Entered a strategic partnership with Stora Enso, which also acquired a minority stake.
- **PulPac:** Secured a €20 million loan from the EIB and welcomed new strategic corporate shareholders.
- **Samotics:** Formed a strategic partnership with ABB, which acquired a 10% stake, to scale its industrial energy efficiency solution.
- **Shippeo SAS:** Announced a major strategic partnership with SAP, becoming an endorsed application on the SAP Store.
- **SkyCell:** Entered a strategic partnership with Microsoft to integrate its AI-powered supply chain monitoring tools.