

First Report 2024

ESG Sector M&A and Fundraise Review



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Introduction

Our latest ESG report tracks the fundraising and M&A transactions that occurred in the ESG data, software, and services market in the first half of 2024. Out of a total of 227 transactions, 83% were fundraises and 17% were M&A deals.

More established companies are looking to acquire ESG companies with innovative products to add to their own capabilities and grow revenues.

Carbon Accounting and ESG Reporting are both active sub-sectors, with new players coming into the market through acquisition and investors making material investments to try to create market-leading players. We have highlighted several key transactions in those sub-sectors.

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Specialising in the ESG, data, software & analytics sector



The ecosystem is currently led by global firms, and the fragmented nature of the market is expected to create further opportunities for consolidation as the year progresses.



M&A Overview

This report tracks the deals completed in the ESG sector through the first part of 2024. During this period, a total of 38 M&A transactions were identified

The ESG sector saw a slight decrease in M&A activity in 2024 compared to H1 2023.

During this period, 89% of transactions were driven by strategic buyers, while 11% were driven by financial buyers.

The ESG Consulting subsector saw the most acquisition activity during this time, accounting for 29% of deal volume, with the ESG Reporting subsector accounting for 24%, and carbon accounting for 21%.

Fundraising Overview

There were 189 fundraising deals identified during the study period, with an average placement size was \$9.6m.

A total of 6 fundraising deals had a deal size equal to or less than \$2.0m, while 13 transactions were equal to or greater than \$10.0m.

Among the verticals, Carbon Accounting, ESG Reporting and ESG Consulting saw the highest deal volumes, with carbon accounting representing 38% of the fundraising deals.

ESG Subsectors



Carbon Accounting

Platforms which calculate, estimate or track carbon emissions



EHS&S

Companies which promote or track environmental, health, safety and sustainability



Carbon Offsetting

Companies that create, validate or manage carbon credits



Carbon Credit Trading

Marketplaces for the sale and swapping of carbon credits



ESG Reporting

Companies that provide ESG reporting platforms or collect/collate ESG data



ESG Consulting

Companies that advise exclusively on ESG related matters



Climate Risk Management

Companies researching the long-term risks to businesses posed by climate risks and related policy.



Governance

Companies which promote or track company governance



Diversity & Inclusion

Companies that promote or track employee inclusion



Supply Chain and Scope 3

Companies that track sustainability and Scope 3 compliance in the supply chain



Consumer Platforms

Companies that offer ESG related services direct to consumers



Other

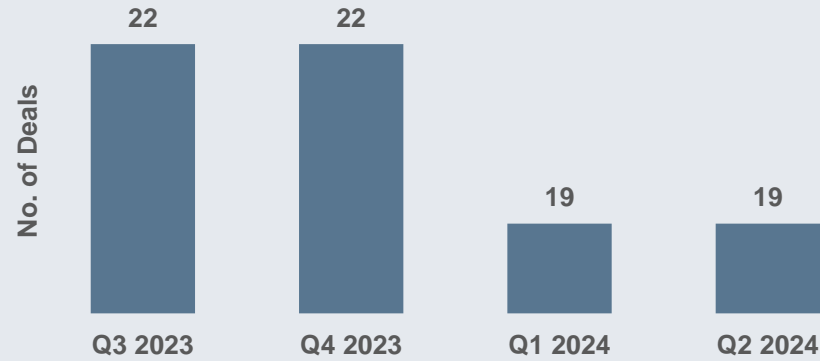
sustainable development, smart cities or other ESG-related causes

ESG M&A REVIEW | H1 2024

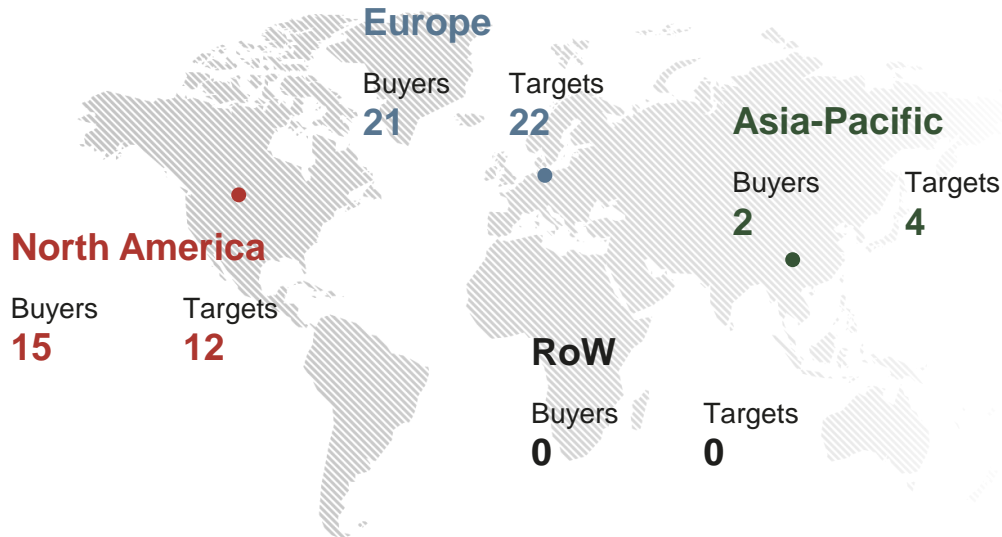
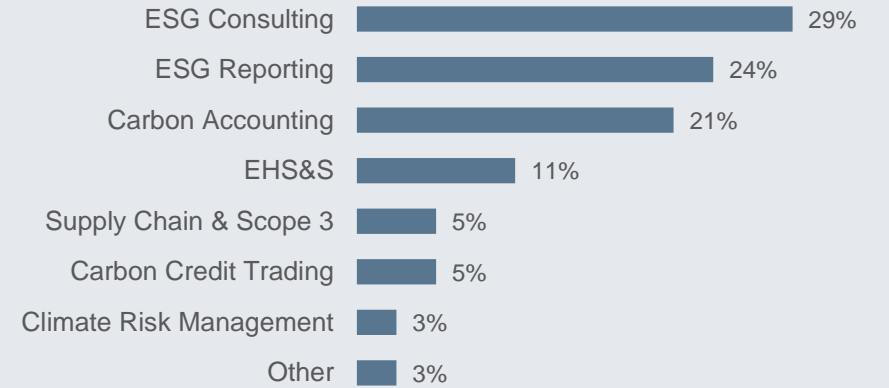
55%
European Buyers

42%
Cross-Border Transactions

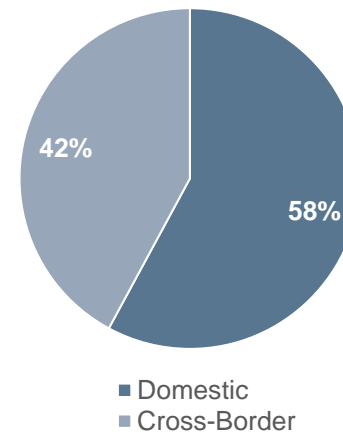
Deals by Volume



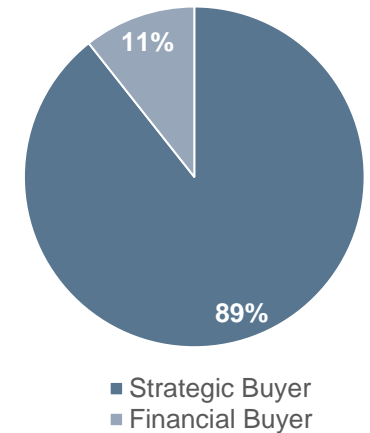
Deals by Sub-Sector



Deals by Type



Deals by Buyer Type



CARBON ACCOUNTING M&A – DEAL SNAPSHOTS

Q1 2024



- Clime is a developer of a climate-tech SaaS platform offering tools to reduce and offset employees' carbon footprints.
- Planted acquired Clime to strengthen its market position, focusing on CO₂ management towards achieving net zero emissions.
- The acquisition aims to enhance Planted's offerings in sustainability and environmental impact management.
- This move aligns with Planted's commitment to providing advanced solutions for CO₂ balance tracking, environmental protection, and sustainable business practices.

Q1 2024



- Consequence is a developer of a carbon accounting platform automating data collection, emissions measurements, and carbon monitoring.
- The acquisition enhances Sweep's carbon accounting capabilities, enabling automated data collection and emissions monitoring through Consequence's platform.
- The deal aligns with Sweep's focus on providing solutions for environmental and sustainability data, expanding its offerings in energy, software services, and AI-driven data management

Q2 2024



- Zevero is a developer of a decarbonisation platform helping companies measure, monitor, and reduce their carbon footprint.
- LEVELUP acquired Zevero to enhance its capabilities in carbon accounting and provide a more comprehensive solution for businesses aiming for net-zero emissions.
- The acquisition will leverage Zevero's UK market experience and product foundations, along with LEVELUP's expertise in Asia, to drive global expansion across Asia, Europe, and the U.S.






Q2 2024








- Perfesco is an operator of a third-party investment platform for decarbonization and energy sobriety, offering turnkey projects financed by energy savings.
- By acquiring Perfesco, EDF aims to enhance its offerings in energy efficiency services for buildings and industrial facilities, which is aligned with EDF's overall strategy to expand in the sustainable energy and energy management sector.
- This aligns with EDF's broader goal to support energy transition efforts and provide efficient, environmentally-friendly energy solutions to its customers.

Companies with complementary products are increasingly acquiring specialist carbon accounting software vendors. Such as Sweep and LEVELUP Climate Tech expanding their range of products, while some energy players such as EDF seek to deepen their presence in the ESG market.






SELECTED M&A TRANSACTIONS

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Jan-24	M Group Services (UK)	AgilityEco (UK)	Provider of fuel poverty, energy efficiency, and carbon reduction project services in the UK, helping energy suppliers meet social and environmental obligations.	 Carbon Offsetting	nd	76	The acquisition strengthens the long-term strategy of M Group Services' energy division, providing new opportunities to further develop the group's long-term client relationships in the energy sector.
Jan-24	Sphera Solutions (US)	SupplyShift (US)	Developer of data management software turning supply chain data into actionable business intelligence, offering tools for transparency, mapping, and traceability.	 Supply Chain & Scope 3	nd	63	The acquisition enhances the ESG firm's supply chain offering with expanded supplier mapping, scoring, and traceability capabilities to further empower customers.
Jan-24	Evora Global (UK)	Metry (Sweden)	Developer of a data aggregation platform for the real estate sector, collecting and validating energy data for ESG reporting and energy optimization.	 ESG Reporting	14	40	The acquisition signifies an improved level of data automation and quality for Evora Global's clients, achieved through direct connections to fiscal meters and hubs.
Jan-24	Thoma Bravo (US)	EQS Group (Germany)	International cloud software provider in corporate compliance, investor relations, and ESG, offering products for regulatory obligations and financial communications.	 ESG Reporting	465	550	The acquisition allows Thoma Bravo to strengthen its portfolio in corporate compliance and ESG, integrating EQS Group's cloud software for regulatory obligations and financial communications.
Feb-24	Five Arrows Principal Investment (UK)	EODD Ingenieurs Conseils (France)	Operator of a consulting company for environmental, waste, and polluted site management, offering sustainable services for ecological transition.	 ESG Consulting	nd	260	The acquisition strengthens Five Arrows' position in environmental consulting, leveraging EODD Ingenieurs' expertise in sustainable site management.


SELECTED M&A TRANSACTIONS

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Feb-24	DK (France)	Bilobay (France)	Provider of environmental services reducing the carbon footprint of communications, including CO2 emissions calculation and ecological transition services.	 Carbon Accounting	nd	5	This acquisition strengthens DK's positioning as a global partner of brands and their agencies for the carbon analysis of their communication activities.
Feb-24	EDGE Next (Netherlands)	Next Sense (Netherlands)	Developer of a building platform for decarbonization in real estate, utilizing data and AI-powered simulations to optimize building operations.	 Other	nd	33	The acquisition enhances EDGE Next's building platform for decarbonization in real estate by utilizing Next Sense's AI-powered simulations for optimizing building operations.
Feb-24	WAP Sustainability (US)	Atmos AI (US)	Developer of sustainability technology streamlining carbon accounting, GHG emissions, and ESG reporting processes for companies.	 Carbon Accounting	nd	10	The acquisition allows WAP Sustainability to enhance its carbon accounting and ESG reporting capabilities through Atmos AI's sustainability technology platform.
Feb-24	Planted (Germany)	Clime (Germany)	Developer of a climate-tech SaaS platform offering tools to reduce and offset employees' carbon footprints.	 Carbon Accounting	nd	20	With this acquisition, Planted aims to provide tools to reduce and offset carbon footprints at the employee level, enhancing its climate-tech SaaS offerings.
Mar-24	Sweep (France)	Consequence (UK)	Developer of a carbon accounting platform automating data collection, emissions measurements, and carbon monitoring.	 Carbon Accounting	nd	nd	The acquisition enhances Sweep's carbon accounting capabilities, enabling automated data collection and emissions monitoring through Consequence's platform.

SELECTED M&A TRANSACTIONS

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Apr-24	Institutional Shareholder Services (US)	Celsia (Norway)	Operator of a taxonomy reporting platform for determining a company's sustainability score according to the EU Taxonomy.	 ESG Reporting	nd	36	The acquisition enables ISS to enhance its ESG reporting capabilities by incorporating Celsia's taxonomy platform for sustainability scoring under the EU framework.
Apr-24	LEVELUP Climate Tech (Singapore)	Zevero (UK)	Developer of a decarbonisation platform helping companies measure, monitor, and reduce their carbon footprint.	 Carbon Accounting	nd	21	The acquisition helps LEVELUP to expand its presence and network in the UK.
Apr-24	EY (UK)	EY denkstatt (Austria)	Operator of a sustainability consulting firm offering progressive solutions and global impact, helping clients improve sustainability.	 ESG Consulting	nd	120	With the acquisition of EY denkstatt, EY expands its sustainability consulting services, offering progressive global solutions for corporate sustainability improvements.
Apr-24	General Atlantic (US)	GRESB (Netherlands)	Developer of an organization providing standardized and validated ESG data for the capital markets, offering business intelligence and regulatory reporting solutions.	 ESG Reporting	nd	125	This partnership will advance GRESB's continued leadership in global ESG benchmarking to support transition to sustainable real assets.
Apr-24	Legence (US)	Corporate Sustainability Strategies (US)	Provider of sustainability consulting services for real estate organizations, offering ESG strategies and property assessments.	 ESG Consulting	nd	5,000	This addition will further amplify Legence's efforts to rapidly transform the built environment and deliver year-over-year client savings.

SELECTED M&A TRANSACTIONS

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
May-24	Tennaxia (France)	Traace (France)	Developer of a carbon footprint management platform to help companies reduce their environmental footprint through data collection and carbon accounting.	 Carbon Accounting	nd	29	The addition of the company enables Tennaxia to provide its customers with advanced carbon accounting capabilities in combination with its comprehensive set of EHS CSR & ESG functionalities.
Jun-24	Workiva (US)	Sustain.Life (US)	Developer of sustainability management software with tools for data collection, automation, and progress tracking to help companies operate sustainably.	 ESG Reporting	100	48	With this acquisition, Workiva aims to improve its sustainability management solutions, incorporating Sustain.Life's software for data collection and progress tracking.
Jun-24	Électricité de France (France)	Perfesco (France)	Operator of a third-party investment platform for decarbonization and energy sobriety, offering turnkey projects financed by energy savings.	 Carbon Accounting	nd	28	The transaction mainly concerns the market for multi-technical management services aimed to enhance the energy efficiency of buildings and industrial installations.

FUNDRAISE REVIEW H1 2024

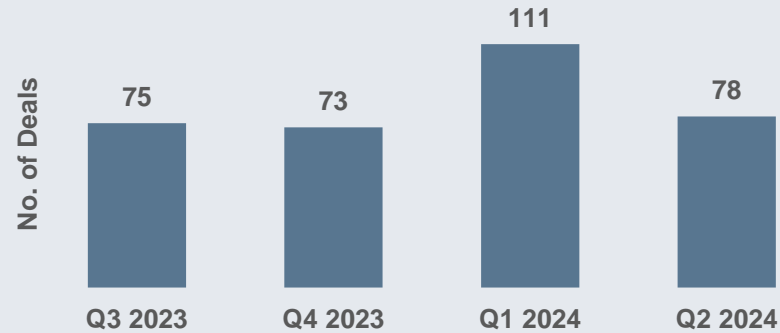
\$9.6m

Average Deal Size¹

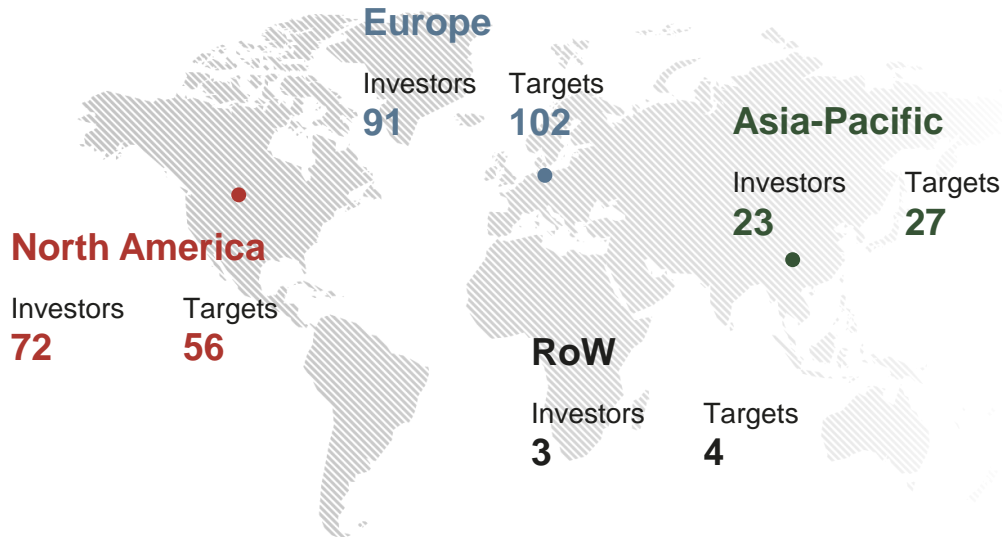
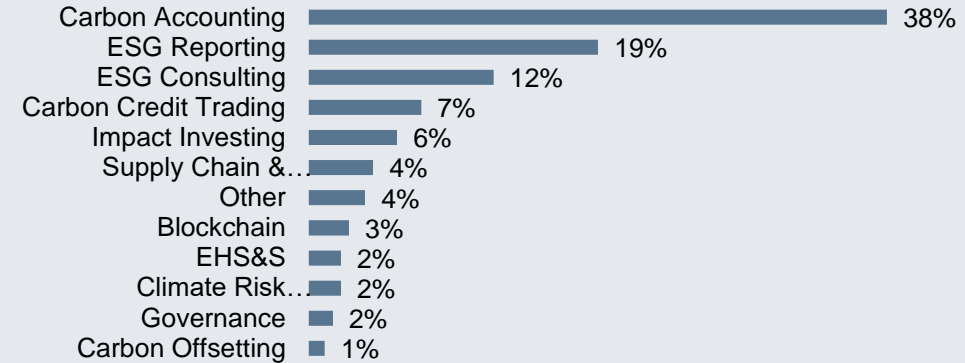
34%

Cross-Border Transactions

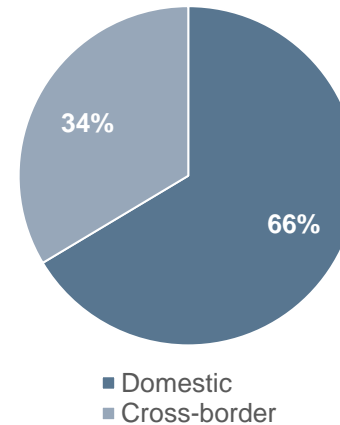
Deals by Volume



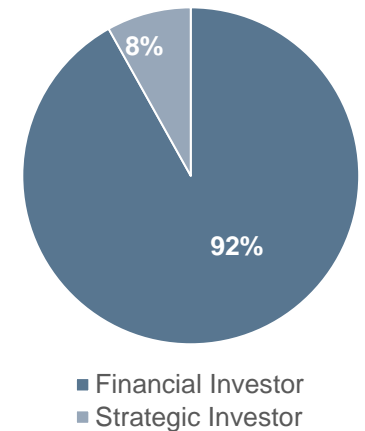
Deals by Sector



Deals by Type



Deals by Investor Type



¹ Average where deals are disclosed

FUNDRAISES: TOP EARLY-STAGE INVESTORS

Pre-Seed (<\$1m)

techstars	Innofounder
Positive Finance \$120k	SuFu \$160k
Switchgrid \$120k	Contribute \$110k
Goodaction \$100k	The Handprint Firm \$110k
LoneReport \$100k	
unreasonable impact	SFC Capital
Proof of Impact \$570k	MeterZ \$300k
Qflow nd	Virtue nd
accenture	THIRD DERIVATIVE
Sentra.world \$270k	Oxylus Energy nd
Ecoratings nd	Pathways nd

Seed (\$1-10m)¹

LOWERCARBON CAPITAL	Crusoe	EnBW New Ventures	rtp RTP Global	LV united ventures
XAnge Siparex Group	S&P Global	OCEAN 14 CAPITAL	2048 VENTURES	VARO
kopa.	PortfoLion	REVENT	ECLIPSE	ARGOR
initialized()	Wilson Hill	PLANETEER	Si Speedinvest	UGLY DUCKLING VENTURES
GREYCROFT	SMDV	ZACUA VENTURES	LCIF Low Carbon Innovation Fund	IMPELLENT VENTURES

1. Ordered from top left to bottom right by aggregate invested capital

Series A

Prime Movers Lab	\$90m
HV Capital	\$30m
GV	\$18m
Alven Capital Partners	\$14m
SWEN Capital Partners	\$11m
Plural Platform	\$10m
Beringea	\$10m






Series B

Fidelity International	\$52m
Commerzventures	\$37m
Zouk Capital	\$16m
Nexus Venture Ptnr.	\$10m
UBS Ventures	nd






Over the past year, **\$3.0bn** was invested in ESG software and services companies, with most of the funding directed toward early-stage rounds. The diagram above highlights the most active investors in this early-stage space.








SELECTED FUNDRAISES

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Jan-24	Lightrock (UK)	AiDash (US)	Developer of an AI-based platform for satellite-powered operations and maintenance in core industries.	 EHS&S	58	385	The funds will be used to fuel growth as the company anticipates nearly doubling its team of 300 over the next two years and will also establish a European headquarters and continue to expand internationally to meet growing demand.
Jan-24	Greenoaks Capital Partners (US)	Watershed (US)	Operator of an environmental platform helping businesses measure, reduce, and report carbon emissions.	 Carbon Accounting	100	462	The funding will allow Watershed to continue developing climate programs for clients and redouble its investments in Europe.
Jan-24	Undisclosed	CarbonLeap (Netherlands)	Provider of carbon-reducing interventions for supply chains using mass balance or book and claim allocation systems.	 Supply Chain & Scope 3	2	9	The funds will be utilized to expand CarbonLeap's carbon-reducing solutions for supply chains through mass balance and book and claim systems.
Jan-24	HV Capital (Germany)	CEEZER (Germany)	Operator of a digital carbon-tech platform guiding companies through the voluntary carbon market with data-driven tools.	 Carbon Credit Trading	11	35	The funds will be used to expand the company's presence in the US, strengthen its team, and introduce innovative carbon portfolio financing solutions.
Jan-24	Moody's Investor Services (US)	MioTech (China)	Provider of big data solutions leveraging AI for sustainability and ESG data, offering monitoring, management, and analysis services.	 ESG Reporting	150	250	The partnership will allow Moody's to incorporate MioTech's data and product offerings to enhance analytical processes, monitor portfolios, assess risks, and support the development of products in China's evolving financial markets.






SELECTED FUNDRAISES

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Feb-24	S&P Global (US)	Richmond Global Sciences (UK)	Developer of an investment guidance platform offering financial assessment data of environmental and social impact at the product level.	 Impact Investing	6	12	With the investment from S&P Global, Richmond Global Sciences (RGS) will use the funds to launch RGS RIFT™, an impact-accounting platform that allows investors to maximize environmental, social, and financial impact.
Feb-24	Antler (Singapore)	Momentum (Denmark)	Operator of an automatic fashion supply chain platform issuing digital passports and simplifying ESG compliance and data collection.	 Supply Chain & Scope 3	0.2	2	The company raised EUR 150,000 of pre-seed funding from Antler on February 14, 2024.
Feb-24	Undisclosed	DoGood (Spain)	Developer of software designed to analyze and break down companies' sustainable goals into specific tasks for employees.	 ESG Consulting	2	43	With this funding, DoGood will further develop its software to assist companies in translating sustainability goals into actionable employee tasks.
Feb-24	Undisclosed	DoGood (Spain)	Developer of software designed to analyze and break down companies' sustainable goals into specific tasks for employees.	 ESG Consulting	6	43	With this funding, DoGood will further develop its software to assist companies in translating sustainability goals into actionable employee tasks.
Feb-24	EnBW New Ventures (Germany)	Sunhat (Germany)	Developer of a sustainability compliance automation platform to create and govern sustainability policies and monitor organizational accountability.	 ESG Consulting	5	15	The funds will be used for further technological development and expansion of the sales and tech teams.






SELECTED FUNDRAISES

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Mar-24	Fidelity International (US)	Greenly (France)	Developer of carbon tracking technology automating data collection and carbon report generation, helping companies measure, monitor, reduce, and offset carbon footprints.	 Carbon Accounting	52	194	The funds will be used to extend the company's global reach and solidify its position as the go-to comprehensive Climate Suite.
Mar-24	SFC Capital (UK)	Virtue (UK)	Developer of a fundraising platform for eCommerce brands to incorporate social impact into their business and grow through giving.	 Impact Investing	0.1	6	The funding will enable Virtue to accelerate its growth in the UK and expand into global markets, with plans to branch out to other eCommerce platforms as well. The company is also focused on enhancing its ecosystem of ESG partners.
Mar-24	Seedrs (UK)	Tripshift (UK)	Online platform for tracking, reducing, and reporting carbon emissions from commuting, business travel, and logistics.	 Carbon Accounting	1	13	With the investment from Seedrs, TripShift aims to enhance its platform, enabling companies to automatically track, manage, and reduce carbon emissions related to transport activities such as commuting and business travel.
Mar-24	Kopa Ventures (Germany)	Daato (Germany)	Management platform offering ESG reporting services for enterprises, supporting clients in achieving ESG goals with privacy-focused technology applications.	 ESG Reporting	5	15	The funds will be used to make ESG management more efficient, compliant, and insightful for businesses.
Mar-24	Eclipse Ventures (US)	Circular (US)	Developer of a sustainable sourcing platform connecting recycled plastics buyers with qualified suppliers and offering logistics and testing management services.	 Supply Chain & Scope 3	5	13	The funds will be used to expand its platform beyond plastics to include paper and metals add more customers and suppliers, as well as enhance its platform.






SELECTED FUNDRAISES

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Apr-24	Beringea (US)	Iceberg Data Lab (France)	Operator of a fintech company providing environmental data to financial institutions with assessment tools for calculating environmental impacts.	 ESG Reporting	10	40	The funds will be used to expand the company's presence globally, focus on key strategic markets including the UK, develop the firm's product pipeline, and invest in the latest technologies.
Apr-24	EnBW New Ventures (Germany)	Cozero (Germany)	Developer of a digital carbon action platform helping companies manage and reduce corporate emissions data for strategic decisions and positive climate impact.	 Carbon Accounting	7	37	The funds will be used to accelerate the company's international expansion and advance its climate ERP solution
Apr-24	Plural Platform (UK)	Scaler (US)	Developer of a data analytics tool for real estate managers, offering ESG data platform with actionable insights and compliance.	 ESG Reporting	10	21	The funds will be used to further develop the product, grow the engineering team, and expand to new markets beyond Europe.
Apr-24	Ocean 14 Capital (UK)	Goodcarbon (Germany)	Operator of a carbon investment and trading platform connecting natural climate projects to capital.	 Carbon Credit Trading	5	21	The funds will be used to support the market launch of high-quality Nature-based Solutions, assisting companies in achieving their long-term climate neutrality and net zero goals.
Apr-24	Undisclosed	51 to Carbon Zero (UK)	Developer of a climate success platform designed to help companies measure, analyze, report, and transform their total carbon footprint at a corporate level.	 Carbon Accounting	0.5	7	The funds will support 51 to Carbon Zero in developing its climate success platform for corporate carbon footprint analysis and transformation.

SELECTED FUNDRAISES

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Apr-24	Alven Capital Partners (France)	Carbonfact (France)	Developer of an online listing platform offering a carbon footprint database for fashion products.	 ESG Reporting	14	10	The funding will enable Carbonfact to improve their platform's ability to track emissions across complex supply chains and provide tools for brands to make informed decisions on reducing their carbon footprint before products are made.
May-24	Zouk Capital (UK)	Dendra Systems (UK)	Operator of an environmental technology company addressing global ecosystem restoration with data analytics and automation.	 EHS&S	16	91	The funds will be used for expansion into new geographical markets and the continuous enhancement of its pioneering AI-enabled ecology platform.
May-24	S&P Global (US)	Novata (US)	Developer of a public benefit technology platform for private markets, offering a streamlined reporting framework and data-driven benchmarking for ESG insights.	 ESG Reporting	nd	138	The capital will fuel further enhancements of the company's sustainability solutions and will support innovation as it enters new geographies.
May-24	Aramco Ventures (Saudi Arabia)	Xpansiv (US)	Developer of a global commodity exchange platform for ESG-inclusive commodities, providing a spot exchange for carbon credits and renewable energy certificates.	 Carbon Credit Trading	43	148	The funds will be used to support the further development of Xpansiv's global energy and environmental markets infrastructure solutions as well as the company's investment and acquisition strategy.
May-24	Commerz-ventures (Germany)	Doconomy (Sweden)	Provider of digital tools for banks and brands to measure, understand, and reduce environmental impact linked to consumption with carbon impact calculation.	 ESG Reporting	37	96	The funds will be used to drive expansion into North America and roll out new products.

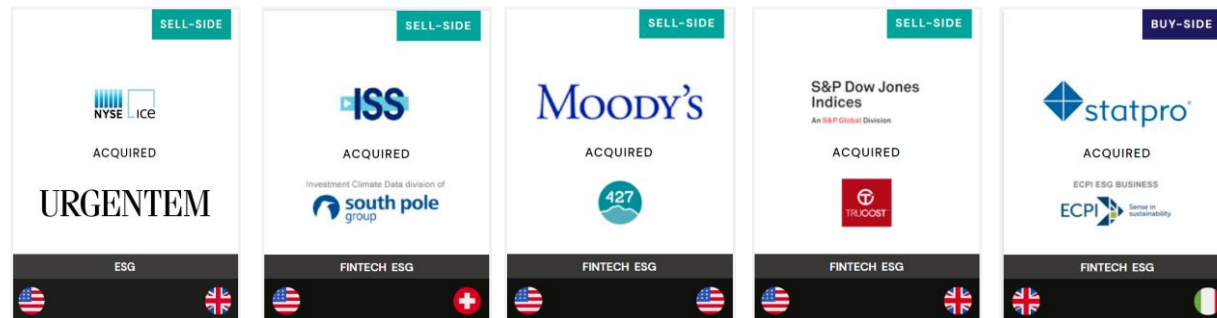
SELECTED FUNDRAISES

DATE	INVESTOR	TARGET	DESCRIPTION	CATEGORY	DEAL SIZE (\$'m)	FTE's	TRANSACTION RATIONALE
Jun-24	GV (US)	Climate X (UK)	Provider of climate risk management services projecting and predicting the impacts of climate change and extreme weather events.	 Climate Risk Management	18	60	The funds will be used to accelerate the company's global expansion and help financial organizations price the impact of climate change across their physical asset portfolios.
Jun-24	Undisclosed	Rare Earth (UK)	Operator of a sustainable supply chain company producing materials, energy, and products from hemp, including bioplastic and biomass energy.	 Supply Chain & Scope 3	0.3	3	The investment will help Rare Earth to develop sustainable supply chain solutions, including materials, energy, and products derived from hemp.
Jun-24	Undisclosed	Climate Vault (US)	Developer of a carbon reduction platform providing data-centric services to measure, reduce, remove, and report operational carbon footprints.	 Carbon Accounting	9	24	The investment will enable Climate Vault to expand its carbon reduction platform and enhance data-centric services for operational carbon footprint management.
Jun-24	UBS Group (Switzerland)	GIST Impact (Switzerland)	Developer of a data and analytics platform for measuring, valuing, and benchmarking company impacts with proprietary inputs and time series analysis.	 ESG Reporting	nd	168	The funds will be used the further expansion of the company's product integrations with partners and development of proprietary impact data and software solutions.
Jun-24	Origin Energy (Australia)	Climatech Zero (Australia)	Provider of environmental services to reduce the carbon footprint of industry, transport, and buildings with scalable solutions.	 Carbon Accounting	25	28	This strategic deal will supercharge Climatech Zero's growth and enable both companies to accelerate the energy transition for large industrial customers.

Quick Facts

- Partner-centric firm focused on providing advisory services to sellers and buyers in M&A projects across the globe
- Deep domain expertise across software, services and data intensive sectors, with a focus on FinTech, ESG, HRTech and Human Capital
- Our Partners have advised on 100+ transactions with values up to £130m; the majority (70%) of our engagements result in cross-border transactions
- International presence with offices in London, San Diego and Luxembourg
- Proven track record of successful long-term advisory relationships positioning clients for premium transactions using current insights into the relevant strategic and financial acquirers and investors

Selected Transactions



ESG Partners



Chris Brooke
London



William Berrington
London



Kevin O'Neill
San Diego



Philip Albright
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