








Executive Summary  
Battery Storage, Smart Grid,  
and Efficiency Funding and M&A  
2018 Third Quarter and First Nine Months Report

Funding and merger & acquisition activity for the  
battery storage, smart grid, and efficiency sectors

**BATTERY STORAGE  
KEY FINDINGS**

- In 9M 2018, VC funding for Battery Storage companies totaled \$783 million in 38 deals.
- VC Funding in 9M 2018 was spread across 15 technology and service categories.
- The Top 5 VC funding deals in 9M 2018 were: QuantumScape raised \$100 million, Stem raised \$80 million, sonnen secured \$71 million, Sila Technologies secured \$70 million, and Ionic Materials raised \$65 million.
- There were 17 VC investors that participated in Battery Storage deals in Q3 2018.
- Announced debt and public market financing for Battery Storage technologies in 9M 2018 totaled \$446 million in eight deals.
- Announced project funds for Battery Storage technologies came to \$252 million in two deals in 9M 2018.
- Battery Storage project funding in Q3 2018 totaled \$38 million in two deals compared to \$29 million in same number of deals in Q2 2018.
- In the first nine months of 2018, there were 10 M&A transactions (two disclosed) involving Battery Storage companies.
- There were five project M&A transactions involving Battery Storage companies in Q3 2018 compared to two undisclosed project M&A transactions in Q2 2018.

**Battery Storage Top 5 VC Funded Deals in 9M 2018**






Company	Country	Funding Type	Amount (\$M)	Investors
 QuantumScape	USA	Undisclosed	100	Volkswagen Group
 stem	USA	Series D	80	Activate Capital, Ontario Teachers' Pension Plan, Temasek
 sonnen	Germany	Undisclosed	71	Shell Ventures
 SILA NANOTECHNOLOGIES	USA	Series D	70	Sutter Hill Ventures, Next47, Amperex Technology
 ionic MATERIALS	USA	Series C	65	Dyson, Samsung, A123, Hitachi, Renault, Nissan, Mitsubishi

Source: Mercom Capital Group

**SMART GRID KEY FINDINGS**

- VC funding for Smart Grid in 9M 2018 totaled \$264 million in 20 deals.
- VC funding in Q3 2018 for Smart Grid came to \$129 million in nine deals.
- VC Funding in 9M 2018 was spread across 10 Smart Grid technology categories.
- The Top 5 VC funding deals in 9M 2018 were: Smart Wires raised \$55 million, Volta Charging raised \$35 million, AutoGrid Systems received \$32 million, Ample raised \$31 million, and Bidgely raised \$27 million.
- The average deal size in Q3 2018 dropped to \$14.3 million from \$15 million in Q2 2018.
- There were 29 VC investors that participated in Smart Grid deals in Q3 2018.
- In 9M 2018, \$1.3 billion was raised in three debt financing deals.
- In the first nine months of 2018, there were nine M&A transactions compared to 19 transactions (five disclosed) in 9M 2017.

Smart Grid Top 5 VC Funded Deals in 9M 2018






Company	Country	Funding Type	Amount (\$M)	Investors
	USA	Undisclosed	55	Undisclosed
	USA	Series C	35	Invenergy Future Fund, Activate Capital, GE Ventures, Orsted Venture, Nautilus Venture Partners, Idinvest, Virgo Investment Group, Autotech Ventures
	USA	Series D	32	CLP Holdings Group, innogy, Orsted, Tenaska, Energy Impact Partners, Envision Ventures, Total Energy Ventures, Clearsky Power & Technology Fund, E.ON, Foundation
	USA	Series A	31	Shell Ventures, Moore Strategic Ventures, Repsol Energy Ventures, Hemi Ventures, TRIREC
	USA	Series C	27	Georgian Partners, Khosla Ventures, E.ON, Innogy, Constellation Technology Ventures

Source: Mercom Capital Group

**ENERGY  
EFFICIENCY KEY  
FINDINGS**

- \$265 million in Efficiency VC Funding was raised in 16 deals in 9M 2018.
- Efficiency VC funding in Q3 2018 came to \$100 million in six deals.
- VC Funding in 9M 2018 was spread across seven technology categories.
- The Top 5 VC funding deals in 9M 2018 were: UrbanVolt raised \$64 million, ecobee raised \$61 million and \$36 million in two separate deals, Carbon Lighthouse secured \$27 million, and Arcadia Power secured \$25 million.
- The average deal size in Q3 2018 rose to \$16.7 million compared to the \$11.2 million in Q2 2018.
- There were 19 VC investors that participated in Energy Efficiency deals in Q3 2018.
- Announced debt and public market financing for Energy Efficiency technologies in 9M 2018 totaled \$212 million in two deals.
- Property Accessed Clean Energy (PACE) financing in 9M 2018 totaled \$694 million in three deals.
- In the first nine months of 2018, there were three M&A transactions.

Efficiency Top 5 VC Funded Deals in 9M 2018

Company	Country	Funding Type	Amount (\$M)	Investors
	Ireland	Undisclosed	64	Low Carbon
	Canada	Series C	61	Energy Impact Partners, Thomvest, Relay Ventures, Amazon Alexa Fund
	Canada	Series C	36	Caisse de depot et placement du Quebec, AGL Energy, Business Development Bank of Canada
	USA	Undisclosed	27	GRC SinoGreen, JCI Ventures, Uluono Initiative, SV Tech Ventures, Ekistic Ventures, Radicle Impact Partners, Steve Girsky, JB Straubel
	USA	Series B	25	G2VP, ValueAct Spring Fund, McKnight Foundation, Energy Impact Partners, Cendana Capital, Wonder Ventures, BoxGroup

Source: Mercom Capital Group

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There were 88 companies and investors covered in Mercom’s Battery Storage, Smart Grid, and Efficiency Funding and M&A Q3 2018 Report. The report is 95 pages in length and contains 88 charts, graphs, and tables.

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