

Industrial Tech

2022 Update

 Speedinvest

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Speedinvest - The VC for European Industrial Tech Startups

Speedinvest is a leading European, early-stage VC with sector-focused investment teams, in-house operational support, and the networks needed to build category-defining tech companies.

The future of industry is digital and green. Europe is entering a new industrial era driven by transformative technologies, new business models and the common goal of decarbonization. The Industrial Tech team invest in startups pushing Europe into the future, and our investors are leading industrial corporations eager to collaborate with our portfolio companies.

Learn more about Speedinvest and our +250 portfolio companies at speedinvest.com.

250+ portfolio companies



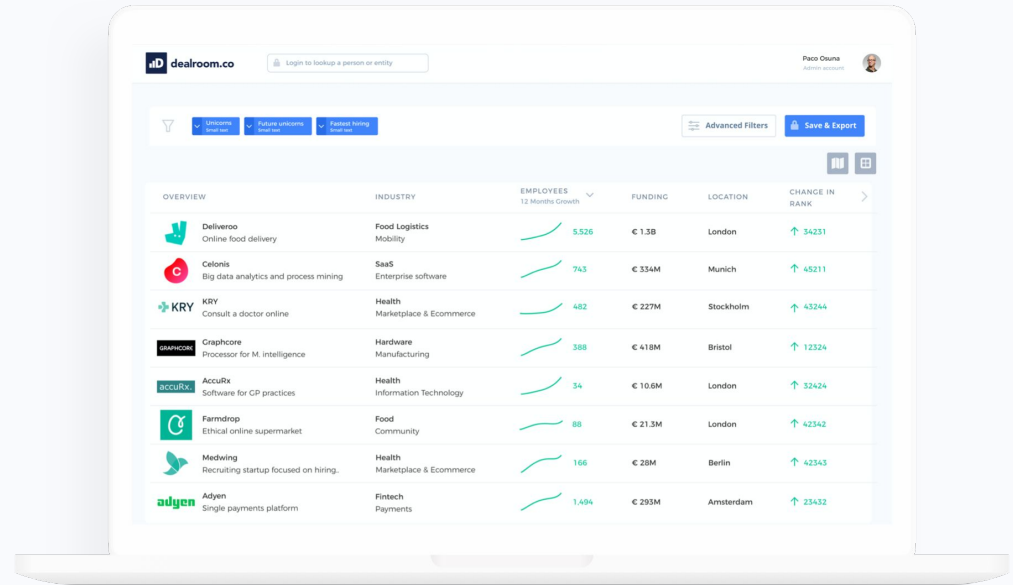


Global intelligence about promising companies, from startups to unicorns

Dealroom.co is the foremost data provider on startup, early-stage and growth company ecosystems in Europe and around the globe.

Founded in Amsterdam in 2013, we now work with many of the world's most prominent investors, entrepreneurs and government organizations to provide transparency, analysis and insights on venture capital activity.

Our offerings include data sets via SaaS and API as well as custom reports and bespoke ecosystem platforms.



Big thanks to the contributors to this report



Patrik Berglund
CEO & Co-Founder

XENETA




Simon Bushell
Founder & CEO

 **sympower**



Marie-Helene Ametsreiter
General Partner, Industrial Tech
at Speedinvest

 **Speedinvest**



Leonard Schmid
Associate
at Speedinvest

 **Speedinvest**

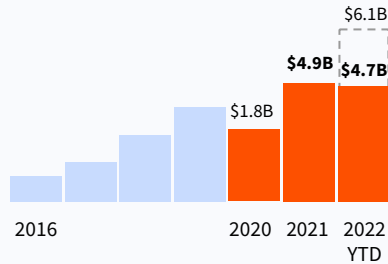
Industrial tech is holding up strongly.

With \$4.7B so far, VC investment in European Industrial tech in 2022 is on track to surpass the 2021 level.

Industrial tech has in fact been one of the fastest growing sectors for VC funding in the last year.

Logistics has been the largest segment both by the amount invested and the number of rounds, followed by robotics.

VC funding in European Industrial Tech startups



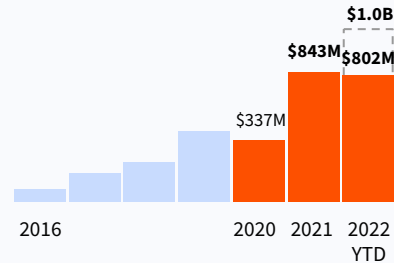
The corporate sector is playing an ever more important role in Industrial tech.

Corporate investment in European industrial tech has reached \$802M in 2022, doubling the 2020 level and on track to surpass the 2021 level.

The number of rounds is on track to exceed the 2021 level as well.

The majority of the corporate investors that have invested in European Industrial tech in 2022 operate in the industrial space.

Corporate investment in European Industrial Tech x Climate startups



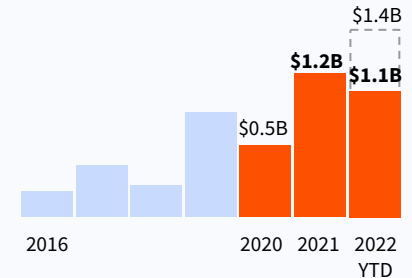
Climate tech continues to gain traction.

Industrial x Climate tech European investment has already reached \$1.1B this year and is on track to surpass the 2021 level.

Logistics is the segment attracting the most funding, followed by energy and advanced materials. But climate focused startups can be found in almost every industrial tech segment.

There are now over 60 European climate-focused investors.

VC funding in European Industrial Tech x Climate startups



We've identified 18 core segments in Industrial tech

Logistics

Novel technologies and business models in B2B logistics

Robotics

Robotics for the industrial use, both hardware robots & software tools to train & operate them. Robotic process automation is not included.

Connectivity & IoT

Industrial site / shop floor connectivity & data gathering

Energy

Software (incl. IoT-enabled) for the B2B energy space. The niche does not include hardware (power generation & energy storage, EV charging, CO2 capture, etc.) & B2C energy.

Advanced materials

Materials with unique or enhanced properties, novel sustainable materials & technologies to obtain them

Data analytics

Tools that use a massive amount of data in the industrial space to drive business outcome (predictive maintenance, process parameter optimization, etc.)

Construction

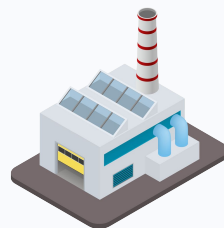
Novel technologies (software, hardware & materials) & business models in construction

Additive manufacturing

Hardware (3D printers), software to enable them, marketplaces to connect buyers & producers; novel materials for 3D printing

Workflow & project management

Industrial ERP (enterprise resource planning) - inventory, order management; industrial project management tools



Drones & drone software

Part of industrial robotics. Includes aerial & sea/subsea drones for industrial use, & related software (drone operation, drone fleet management, etc.)

Workforce management

Industrial employee education & management tools, including connected worker platforms, to boost safety, quality & productivity

Simulation

Simulation technology tools for the industrial space

AR/VR

AR / VR technologies for industrial use, both hardware & software

Marketplaces

Marketplaces that serve the industrial space

Cybersecurity

Cybersecurity tools with the primary focus or relation to the industrial space

Procurement

Digital procurement tools targeting the industrial space (supplier discovery, material search, etc.)

Engineering tools

Developer tools with the primary focus on the industrial market (databases for industrial IoT, robot programming & training tools, etc.)

After-sales support

Software tools for industrial maintenance, after-sales services & tech support

... covering 748 European Industrial tech companies with at least \$1M in VC funding.

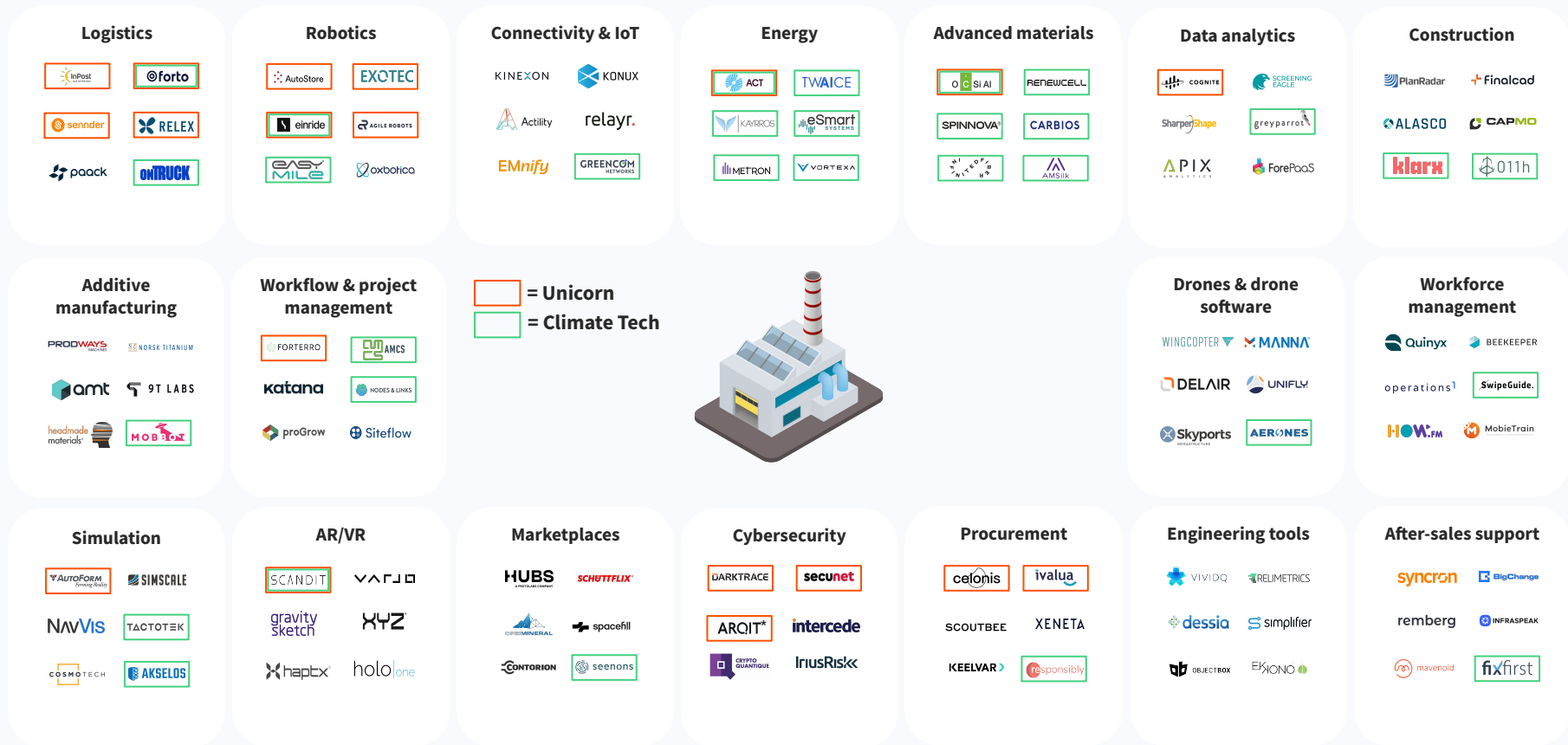


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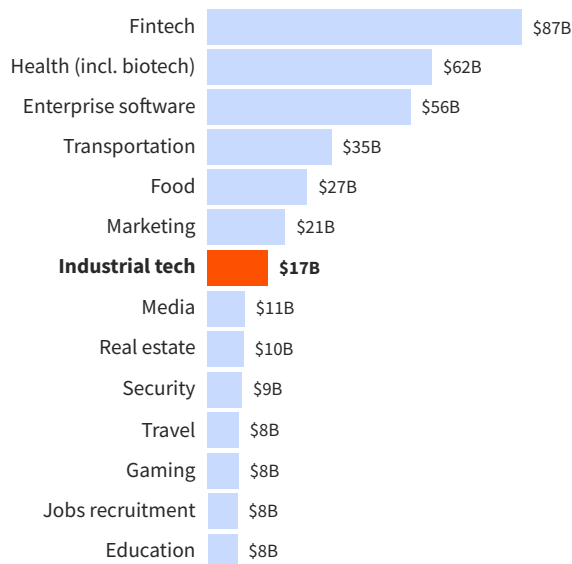
Industrial x Climate tech



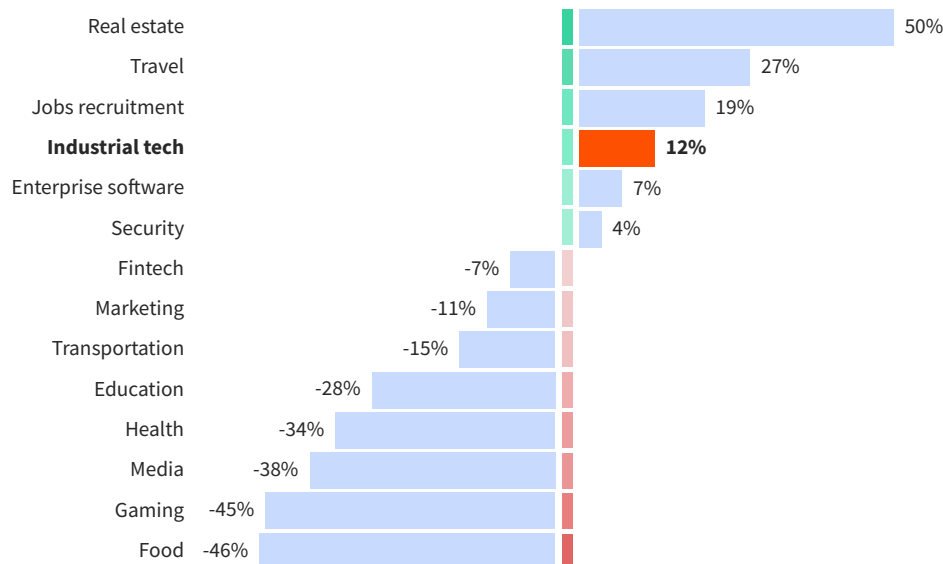
1 Industrial tech update

Industrial tech is at an earlier stage of development than sectors like Fintech and Health, but is among the fastest growing sectors in terms of VC investment.

**Total amount invested in Europe
2015-2022 YTD**



European VC investment in Jan.-Sep., 2022 vs. 2021

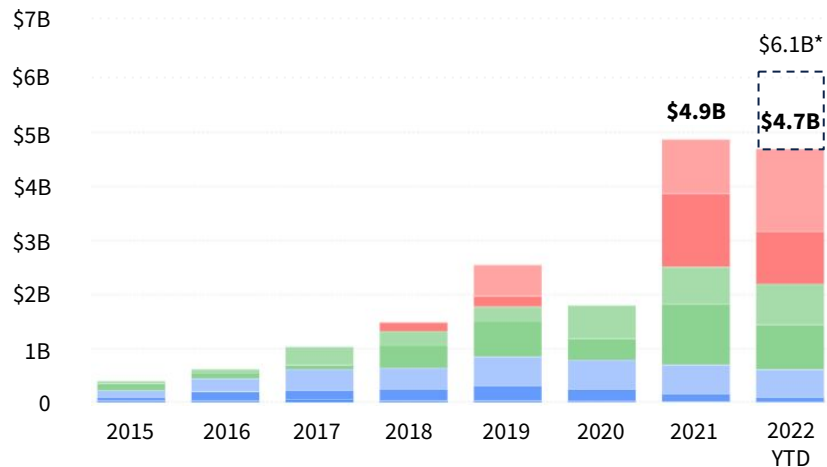


With \$4.7B so far, VC investment in European Industrial tech in 2022 is on track to surpass the 2021 level.

European Industrial Tech investment (2015-2022 YTD)


[» view online](#)

■ \$250m+ ■ \$100-250m ■ \$40-100m (series C) ■ \$15-40m (series B)
■ \$4-15m (series A) ■ \$1-4m (seed) ■ \$0-1m (pre-seed)



Several large rounds have already taken place in 2022.

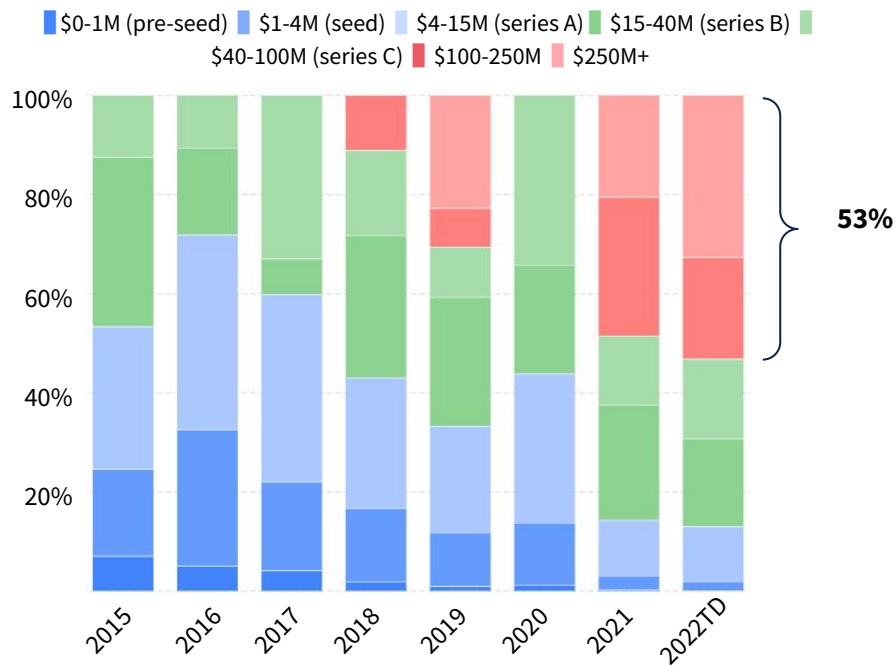
Largest rounds in European industrial tech in 2022

| | |
|--|--|
|  Logistics €500M Growth Equity VC |  Procurement \$400M Series D |
|  Logistics, robotics \$335M Series D |  Logistics \$250M Series D |
|  Logistics €200M Series D |  Energy €190M Series B |
|  AR/VR \$150M Series D |  Logistics €122M Late VC |

Megarounds have accounted for 53% of all funding in 2022, an all-time high. Already 10 megarounds in 2022, on track to exceed 2021.

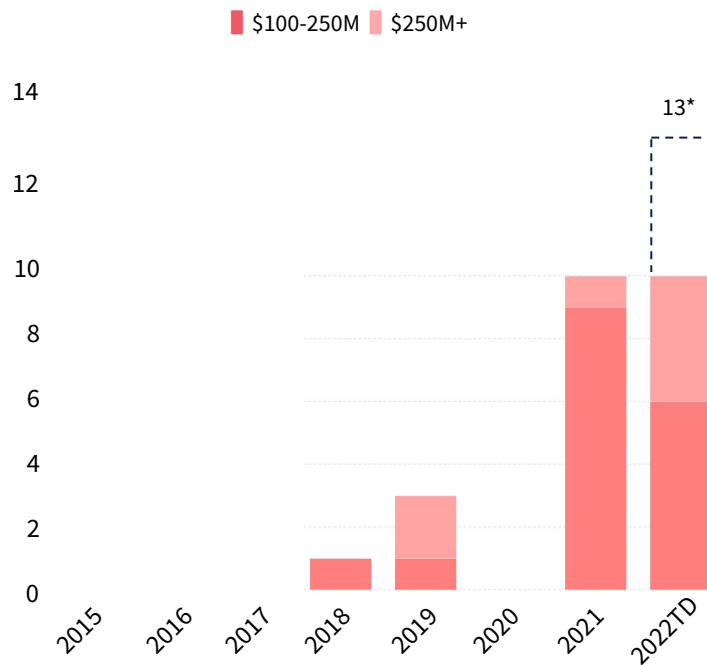
European Industrial tech investment by round size

[» view online](#)



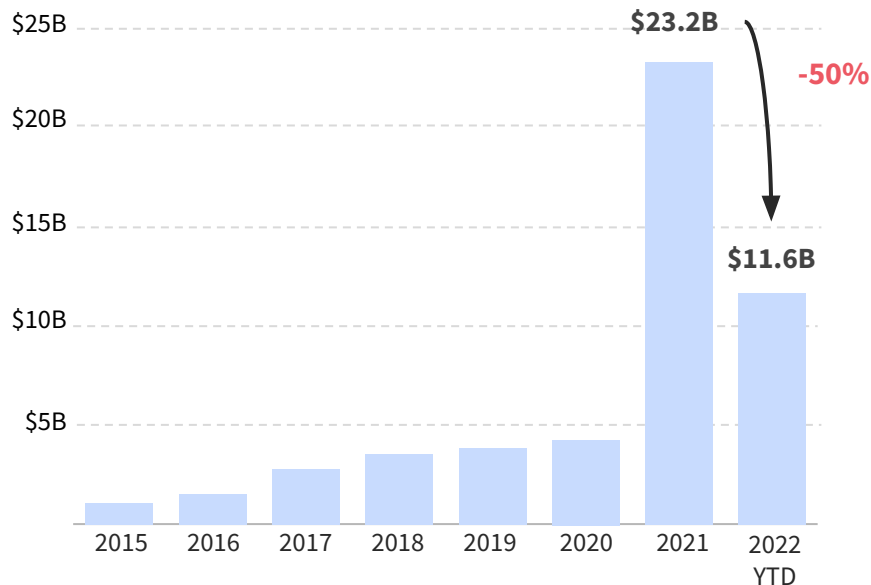
Number of European Industrial tech rounds >\$100M

[» view online](#)

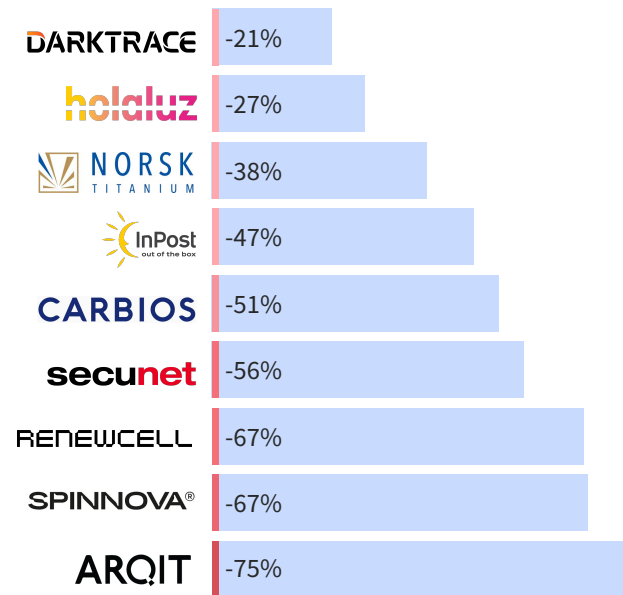


Industrial tech valuations have dropped 50% in the public market, with wide differences across organizations.

Combined market cap of public industrial tech startups in Europe » [view online](#)

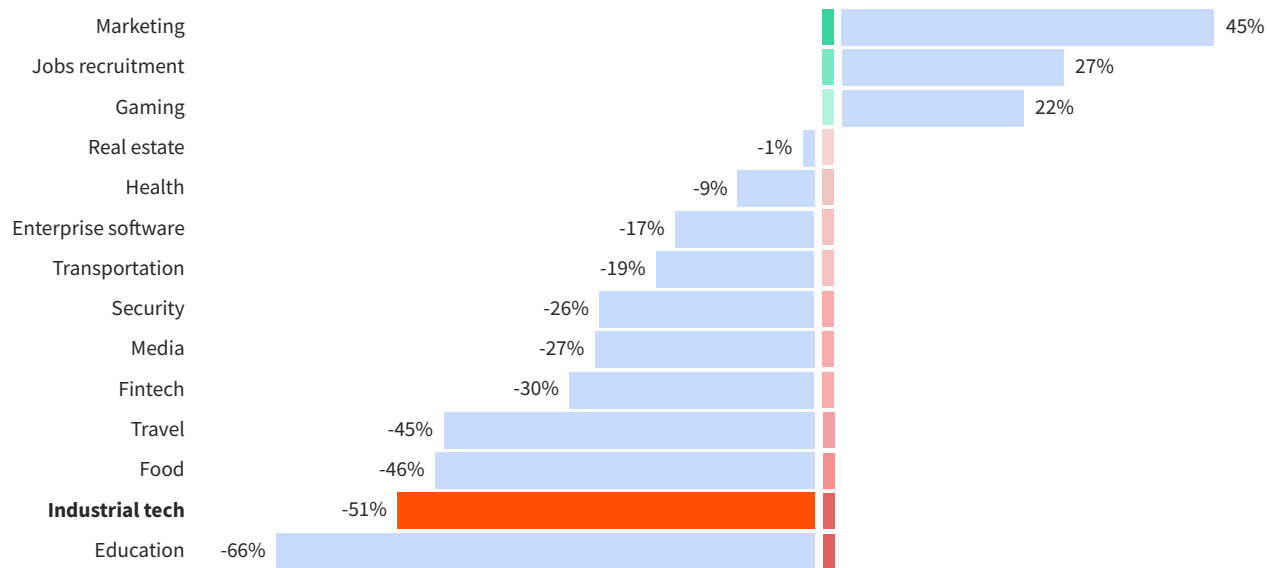


Change in share price in 2022 YTD of selected public Industrial tech startups and scaleups



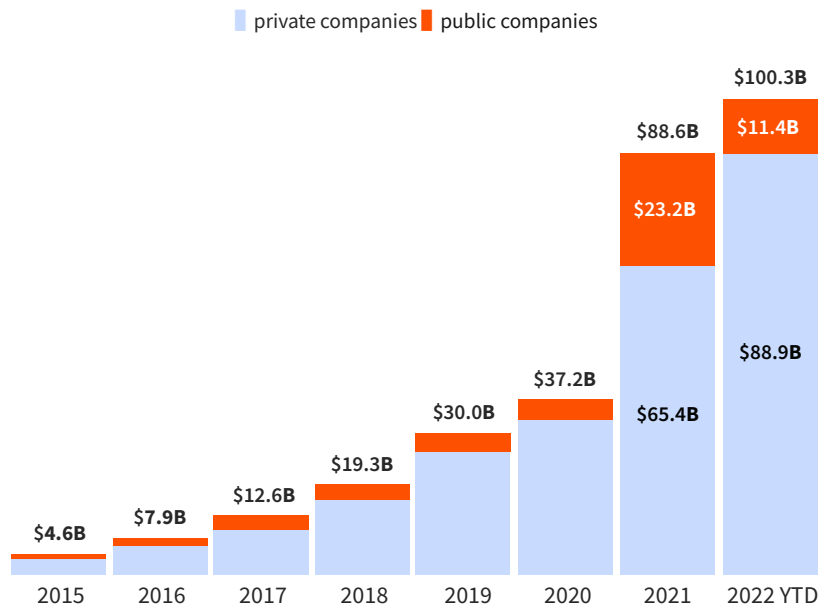
Industrial tech valuations have seen some of the biggest drops this year in the public market.

Combined public EV change by industry in Europe, 2022 YTD vs. 2021

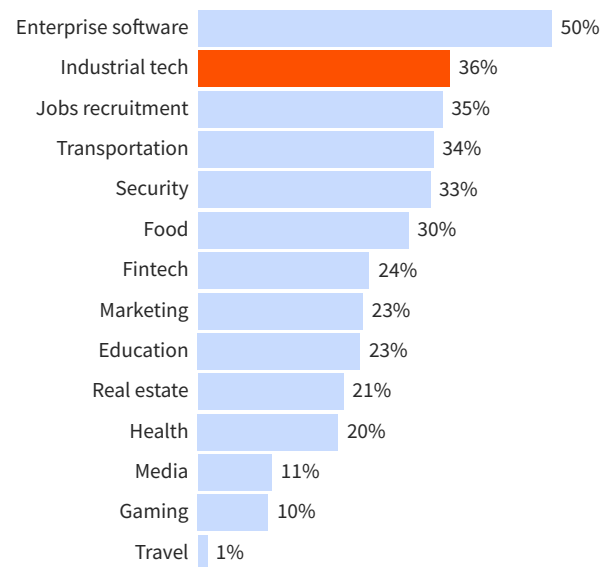


The public market is just a small part of the value of Industrial tech today and private valuations are still growing. The growth is (among) the highest compared to other sectors.

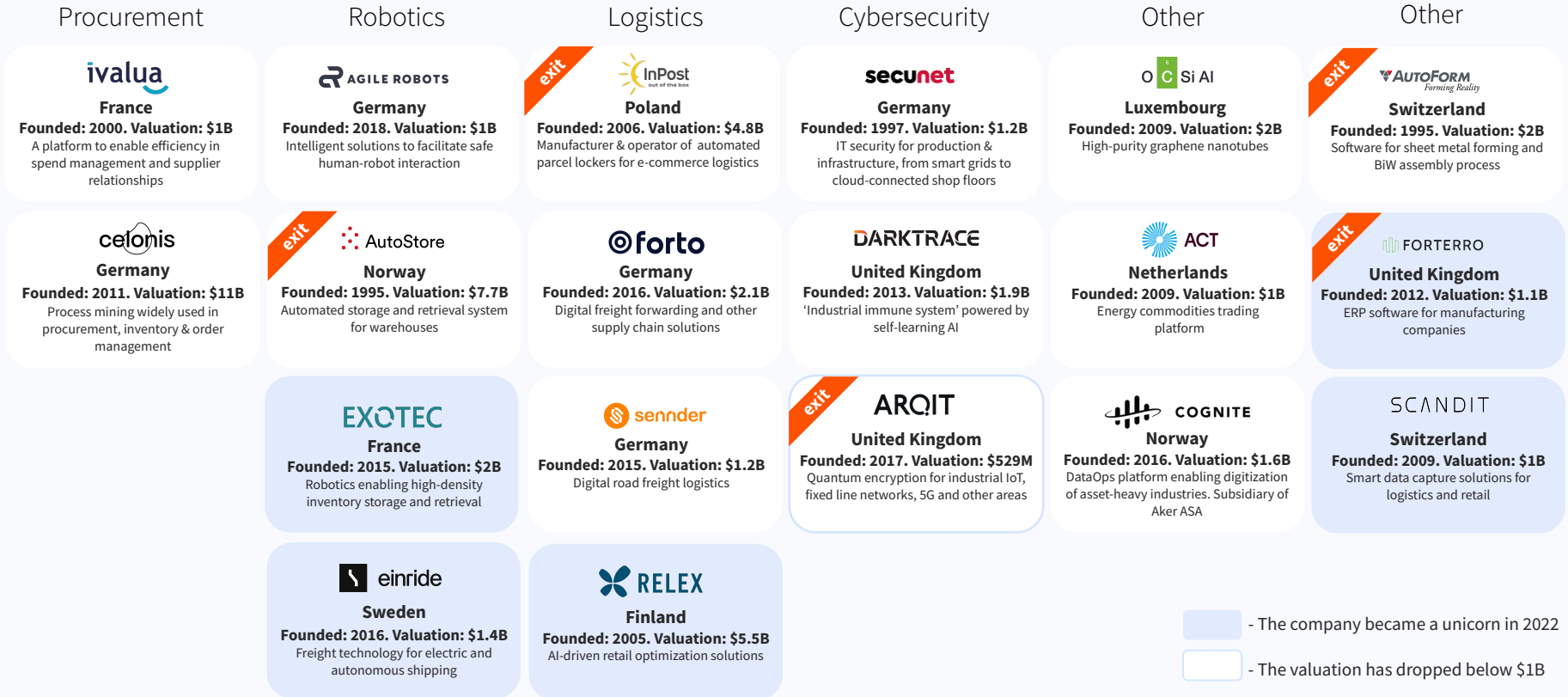
Combined enterprise value of European Industrial tech companies





Combined private enterprise value change by segment; 2022 YTD vs. 2021

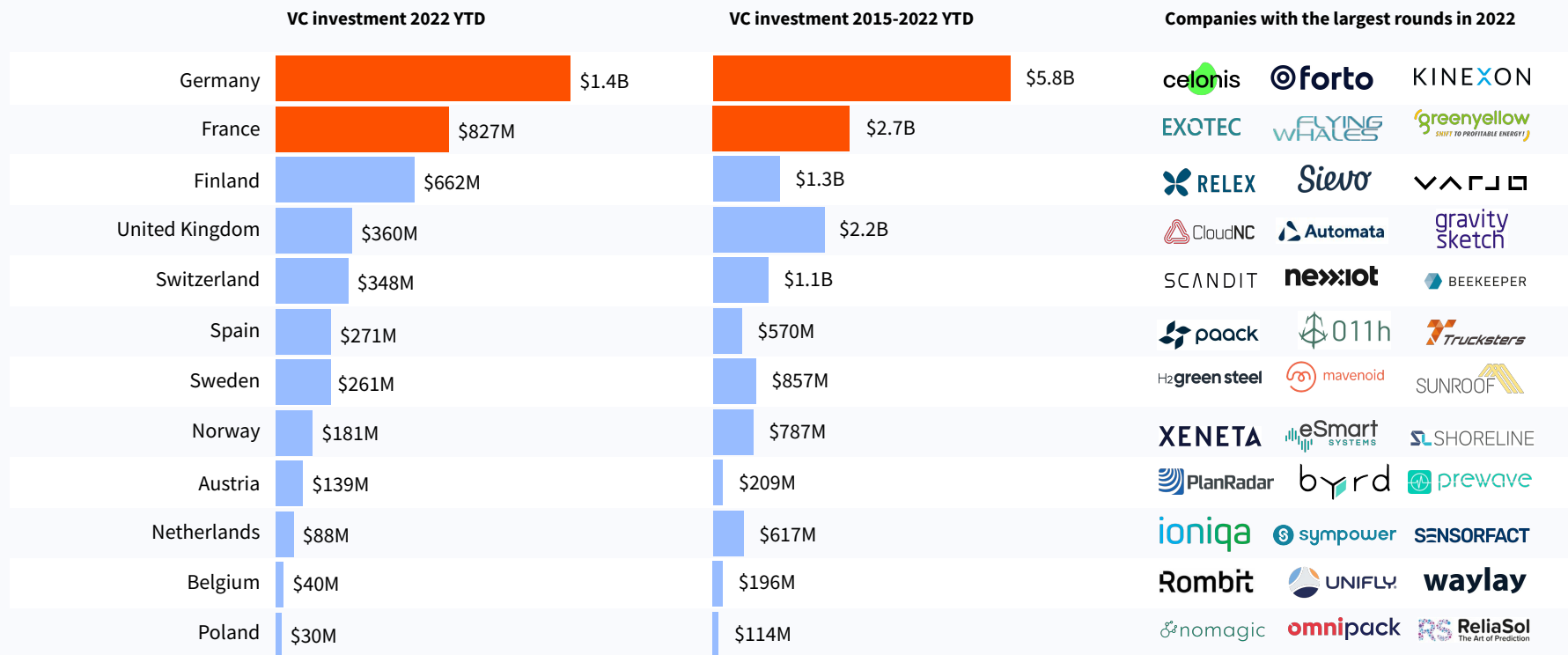


2022 has welcomed 5 new European Industrial tech unicorns & \$1B+ exits.

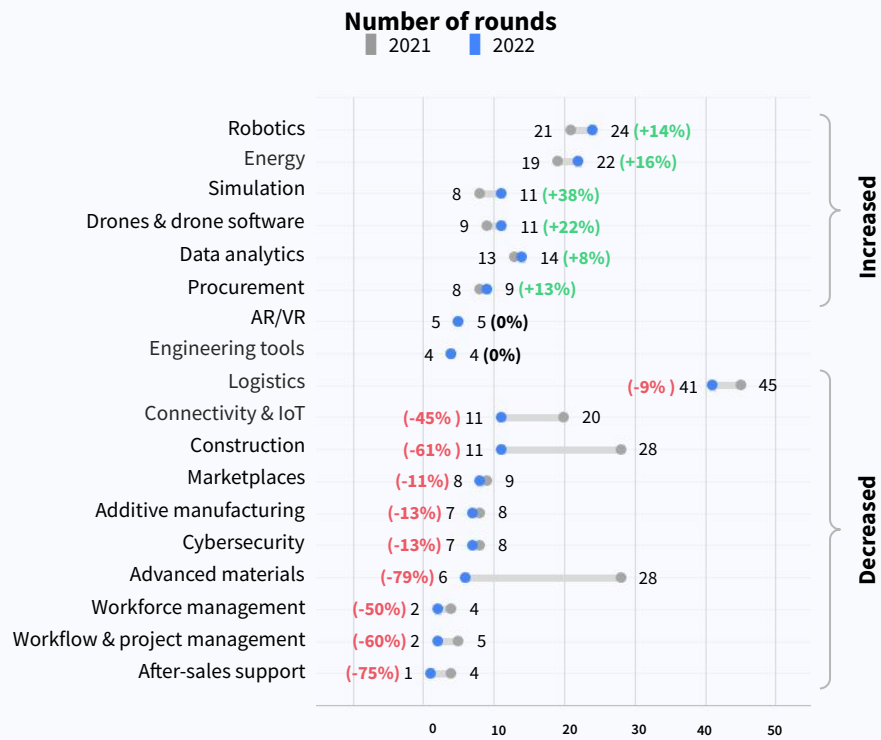
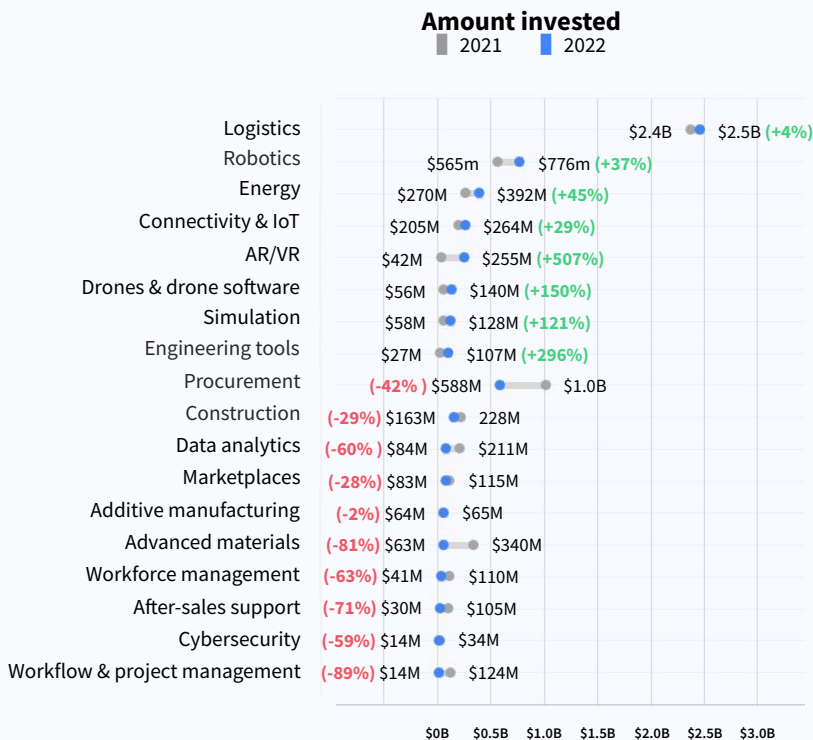


 - The company became a unicorn in 2022
 - The valuation has dropped below \$1B

Germany and France are still top Industrial tech hubs. Nordics punch above their weight with Finland in top 3 this year, UK only 4th.



Logistics is the largest segment in European Industrial tech both by the amount invested and the number of rounds, followed by robotics.



Within the logistics sector, procurement startups have raised the most within European Industrial tech since 2016.

| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 YTD |
|------------------------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Logistics procurement | \$18M | \$28M | \$16M | \$57M | \$601M | \$157M | \$1.0B | \$515M |
| Freight forwarding | \$1M | \$14M | \$71M | \$18M | \$176M | \$113M | \$604M | \$333M |
| Ecommerce logistics | \$3M | \$23M | \$30M | \$23M | \$118M | \$152M | \$564M | \$336M |
| Logistics management | \$26M | \$10M | \$43M | \$5M | \$225M | \$18M | \$42M | \$605M |
| Warehouse automation | \$20M | \$13M | \$15M | \$85M | \$35M | \$148M | \$69M | \$405M |
| Robotic fleets | - | \$500K | \$19M | \$32M | \$44M | \$17M | \$235M | \$3M |
| Tracking and visibility | \$7M | \$10M | \$23M | \$17M | \$54M | \$54M | \$65M | \$85M |
| Logistics drones | \$352K | \$2M | - | \$10M | \$14M | \$2M | \$57M | \$79M |
| Pallets and containers | - | - | \$9M | \$785K | \$1M | \$62M | \$35M | \$6M |
| Shipping marketplaces | \$17K | \$3M | \$9M | \$32M | \$300K | \$19M | \$360K | \$3M |
| On-demand storage | - | - | \$2M | - | \$3M | \$1M | \$4M | \$39M |
| Industrial exoskeletons | - | \$3M | - | \$4M | - | \$20M | - | - |
| Cargo bikes | - | \$330K | - | - | \$1M | \$5M | - | \$2M |
| Parcel lockers | - | - | \$2M | - | - | - | - | - |

Industrial tech startups are tapping into the huge opportunity to improve the shipping and logistic antiquated industry processes.



Patrik Berglund

CEO & Co-Founder

Xeneta

XENETA

“ It is increasingly complex for companies to navigate the shipping and logistic market. There is a huge need for data to take smart decision.

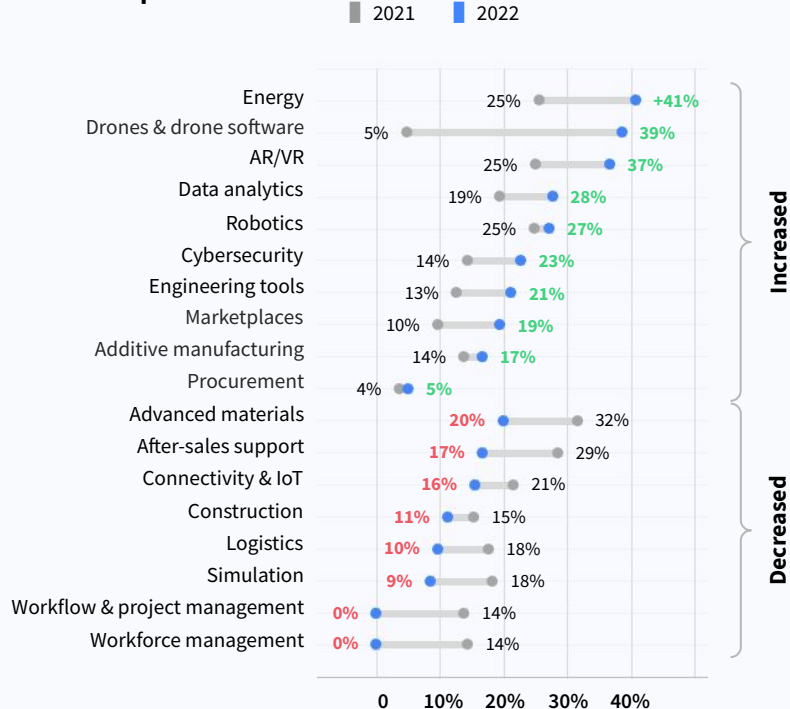
At Xeneta we are tackling this by bringing transparency to the shipping and logistic industry through the aggregation of data on pricing, reliability, capacity and CO2 emissions.

Using big data analytics, the Xeneta platform provides unprecedented ocean and air freight rate transparency changing the underlying business processes of the industry.

Xeneta's easy-to-use yet powerful reporting and analytic platform provides shippers and freight forwarders the data they need in real time to compare their shipping prices against the world's largest database of contracted rates.

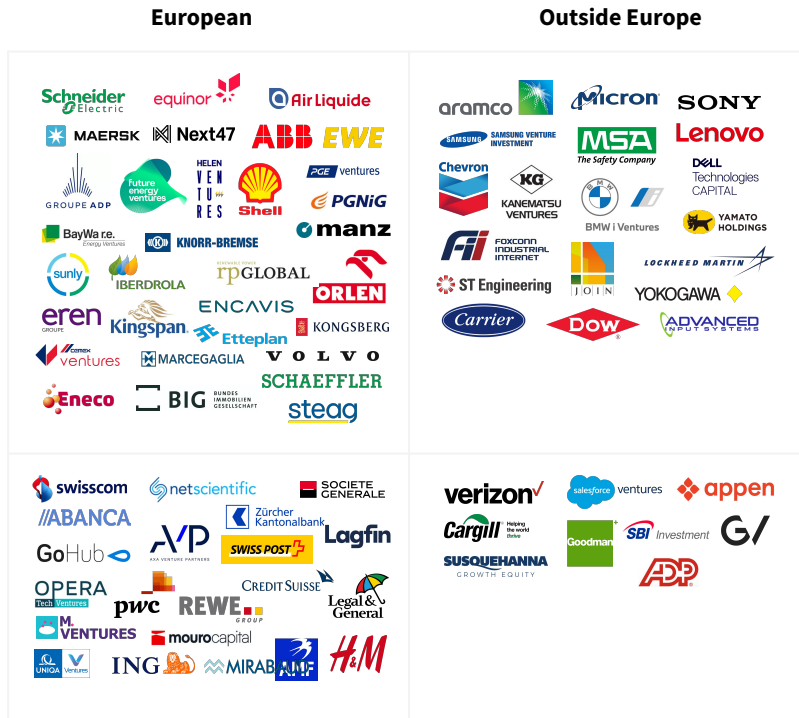
In 2022, the number of corporate investments has increased across more than half of all Industrial tech categories, compared to 2021.

Corporate investments as % of number of VC investments



The majority of the corporate investors that have invested in European Industrial tech in 2022 operate in the industrial space.

Corporates & CVCs that have invested in 2022

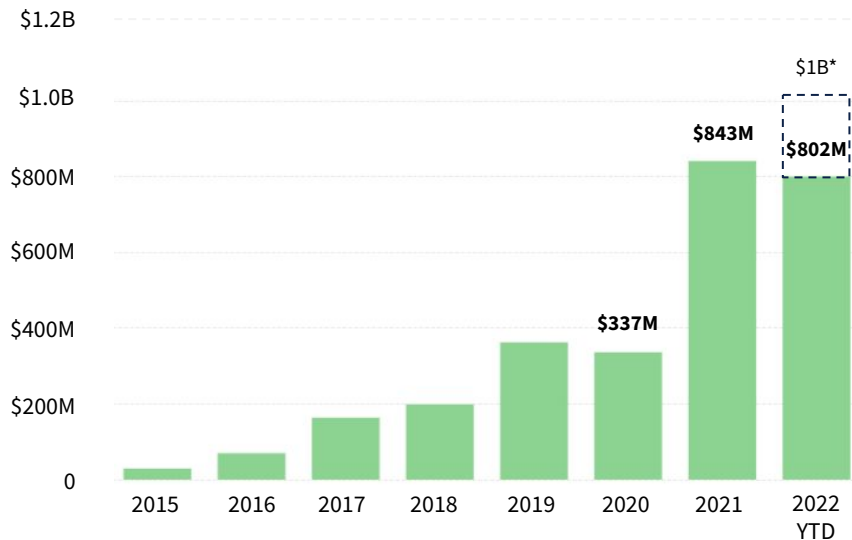


Corporate investment in European industrial tech has reached \$802M in 2022, doubling the 2020 level and on track to surpass the 2021 level. The number of rounds is on track to exceed the 2021 level as well.

Corporate investment in European Industrial tech

(amount)

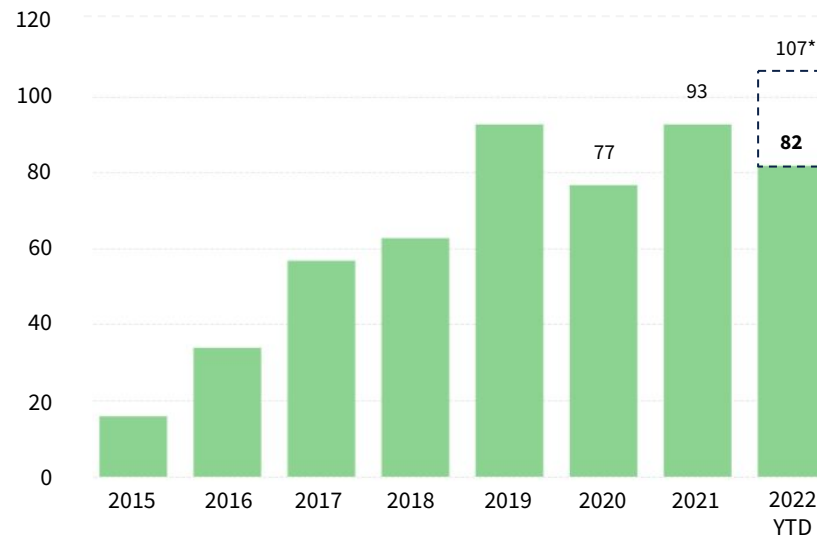
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Corporate investment in European Industrial tech

(number of rounds)

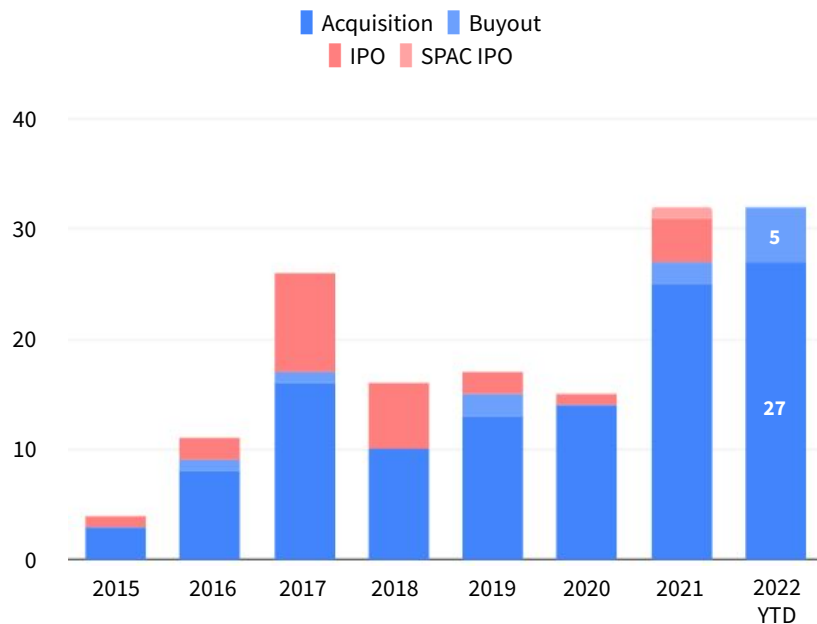
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The number of exits in 2022 is on track to exceed the 2021 level, even though no (SPAC) IPOs are taking place.

European Industrial Tech exits (2015-2022 YTD)

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Looking at the bigger exits, only 2 \$100M+ exits took place in 2022 so far, while 2021 counted 7.

Largest exits 2021-2022*

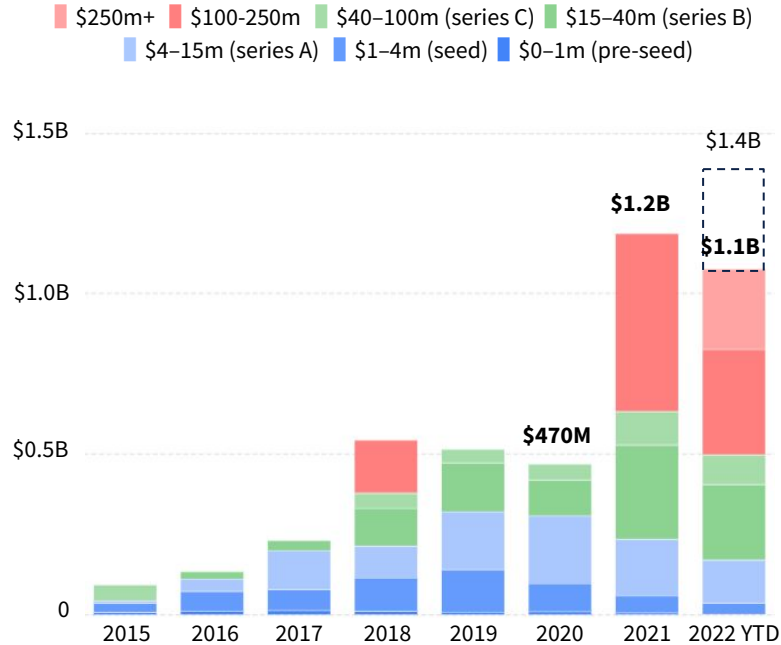
| | |
|---|--|
|  €2.8B IPO Jan 2021 Valuation: €8.0B |  \$2.0B Buyout Nov 2021 Valuation: \$2.0B |
|  €1.0B Buyout Mar 2022 Valuation: €1.0B |  €622M Sep 2022 Valuation: €622M |
| ARQIT \$345M SPAC IPO Sep 2021 Valuation: \$1.4B | HUBS <small>A PHOTO LAB COMPANY</small> \$280M Acquisition Jan 2021 Valuation: \$280M |
|  €165m IPO Apr 2021 Valuation: €1.7b |  \$190M Acquisition Jul 2021 Valuation: \$190M |



2 Industrial x Climate tech

Industrial x climate tech investment is on track to surpass the 2021 level.

VC investment in European Industrial tech startups with the Climate tech focus [» view online](#)



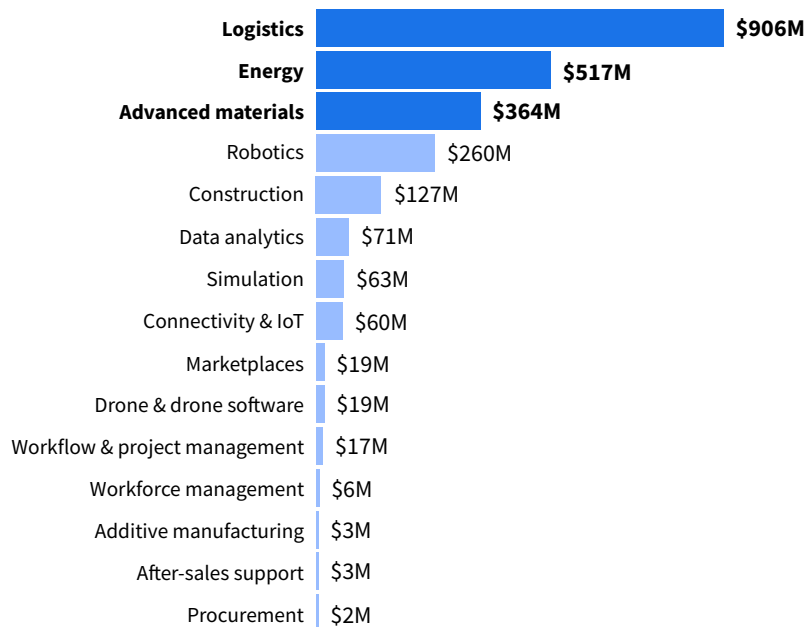
The majority of investment accounts for mega-rounds.

Notable Industrial x Climate tech startups that raised funding in 2022

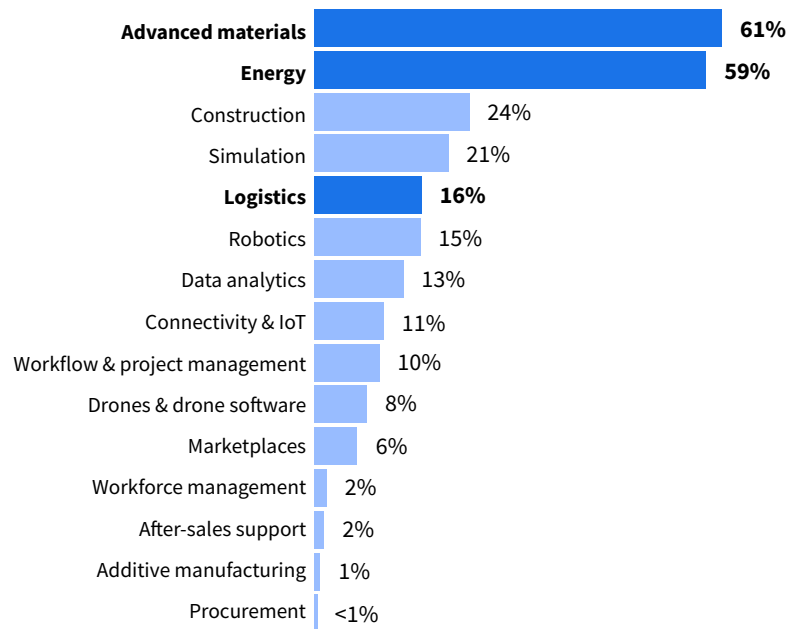
| | | |
|--|---|---|
| <p>forfo Digital freight forwarding solutions Total funding: \$616M</p> | <p>H2green steel Decarbonization of steel production Total funding: \$314M</p> | <p>greenyellow Comprehensive solutions for energy transition Total funding: \$285M</p> |
| <p>KAYROS Energy and environmental geoanalytics Total funding: \$81M</p> | <p>TWICE Predictive analytics for lithium-ion batteries Total funding: \$71M</p> | <p>SHORELINE Simulation and optimization for wind energy assets Total funding: \$69M</p> |
| <p>Sylvera Carbon credit ratings platform Total funding: \$40M</p> | <p>sympower Software solution for energy transition Total funding: \$37M</p> | <p>011h Sustainable construction technology Total funding: \$36M</p> |
| <p>AKSELOS Digital twin technology for critical infrastructure Total funding: \$32M</p> | <p>ROVCO Robotics to perform offshore energy services Total funding: \$30M</p> | <p>SENSORFACT Energy management system for industrial companies Total funding: \$21M</p> |

Logistics is the segment with the largest amount of investment in climate tech focused startups, followed by energy and advanced materials.

VC investment in European Industrial tech startups with the climate tech focus, 2020-2022 YTD



VC investment in climate focused Industrial tech as % of VC investment in all industrial tech by niche, 2020-2022 YTD



Founders in Industrial x Climate tech see plenty of opportunities for further growth in the space.



Simon Bushell

Founder & CEO
Sympower



“

More ambitious policies regarding renewable energy need to be implemented to meet the 2050 climate goals. The demand of flexibility services is only going to grow to help this uptake.






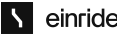





















The problem of renewables isn't a supply issue. It's a balancing issue. Our role is on the demand side focusing on flexibility services that periodically change the consumption of electricity.

Sympower helps industrial and commercial companies discover what flexible assets and processes they have in order to change their energy consumption, and create a balanced grid. Through services like battery energy storage systems (BESS) and demand response, we create an environment that accommodates for the rising demand of renewable energy.

The more businesses are able to benefit from these services, the greater our energy security and independence grows.”

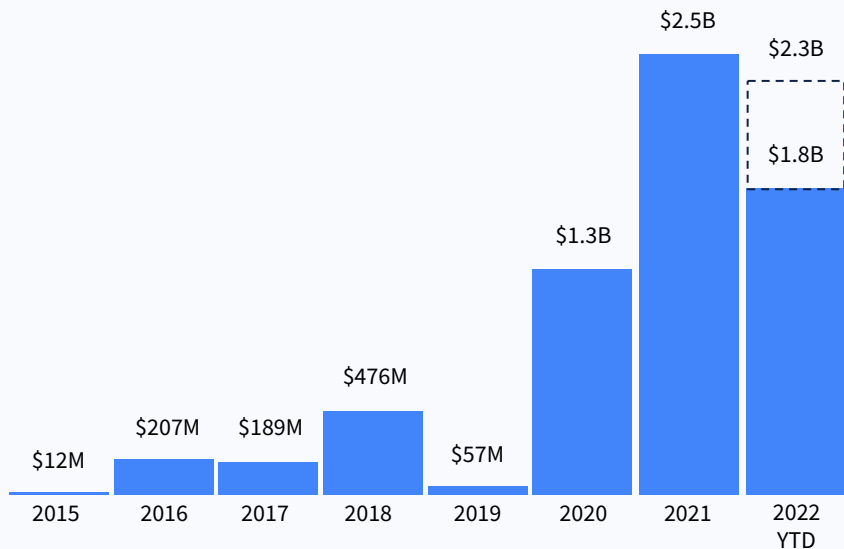
» [Read the full interview](#)

Climate focused startups can be found in almost every Industrial tech segment.






| | | | | |
|---|--|--|---|--|
| <p>Energy</p>   <p>Solutions for energy efficiency</p> <p>Energy and environmental geoanalytics</p> | <p>Construction</p>   <p>Eco-friendly thermal insulation</p> <p>Sustainable construction technology</p> | <p>Logistics</p>   <p>Sustainable digital freight forwarding</p> <p>Electric and autonomous shipping</p> | <p>Robotics</p>   <p>Subsea robotics for offshore renewables</p> <p>Driverless electric vehicles</p> | <p>Advanced materials</p>   <p>Materials based on renewable feedstock</p> <p>Technology for synthesizing graphene nanotubes</p> |
| <p>Additive manufacturing</p>   <p>Digital spraying for sustainable construction</p> <p>Circular 3D-printed interior objects</p> | <p>Marketplaces</p>   <p>Sustainable business waste solutions</p> <p>Marketplace for excess and prime metals</p> | <p>Procurement</p>  <p>Platform for responsible procurement</p> | <p>Drones</p>   <p>Solar-powered drones</p> <p>Robotized wind turbine inspection and maintenance</p> | <p>Data analytics</p>   <p>Solutions for industrial asset efficiency and sustainability</p> <p>AI waste analytics platform</p> |
| <p>Connectivity & IoT</p>   <p>Self-powered wireless sensor solutions</p> <p>IoT platform connecting renewable energy assets</p> | <p>Simulation</p>   <p>Simulation solutions for large scale renewables</p> <p>Simulation for critical infrastructure, incl. wind energy</p> | <p>After-sales support</p>  <p>Operating system for circular services and products</p> | <p>Workforce management</p>  <p>Platform for frontline teams to reduce errors and downtime</p> | <p>Workflow & project management</p>   <p>Solutions for the waste, recycling and other industries</p> <p>Project delivery platform allowing to calculate carbon footprint</p> |

European Climate tech investors have raised \$1.8B in Climate tech funds so far this year.

Amount of climate tech funds



Largest climate tech funds raised up until Q3 2022

| Name | HQ | Fund size |
|---|-------------|-----------|
|  BRIDGES Fund Management | London | \$462M |
|  lightrock | London | \$330M |
|  ECBF European Circular Bioeconomy Fund | Germany | \$330M |
|  SHIFT | Netherlands | \$121M |
|  Ananda Impact Ventures | Germany | \$119M |

There are now over 60 European climate-focused investors.

[» View all Climate tech investors](#)

Pre-seed and seed



Twice, Sylvera, Greyparrot



Nature's Principles, Vandebroon, Green-Basilisk



HT Materials Science, MOGU, RespectLife



Airmee, Svenska Aerogel



KOIKI, Sadako Technologies

Early stage



Envelio, Lactips, Cuculus



Sensorfact, GreenCom Networks, Depsys



Metron, Depsys, Greenbird Integration Technology



QOS Energy, Shippeo, Urbantz



Nodes & Links, Spacemaker AI

Late stage



CosmoTech, Ontruck, GridBeyond



Forto, Cosmo Tech



EnOcean



GreenCom Networks



Inflowmatix

This is the 3rd Industrial Tech report by Speedinvest x Dealroom.co

Two years ago, Speedinvest and Dealroom launched [the first edition of the Industrial Tech report](#). Back in 2020, Industrial Tech was a relatively small but already a fast-growing ecosystem. At the time we called Industrial Tech [a sleeping giant awakening](#). In these three years the sector valuation has increased threefold to almost \$100B and Industrial Tech now attracts almost \$6B in funding, 3 times more than in 2020.

One year ago, Speedinvest and Dealroom launched the [second edition of the Industrial Tech report](#), in which we highlighted Industrial tech [key role to solving the climate crisis](#). Startups at the Industrial Tech x Climate intersection picked up steam last year and even more this year in light of the climate and energy crisis. With industrial processes accounting for more than a third of CO2 emissions in Europe, we expect this segment to continue growing.

European Industrial Tech still has wide room to grow. A third of the global economy is industrial, representing \$23 trillion in output and a major digitization wave is underway.



» [Get the second edition here](#)

» [Get the first edition here](#)

Explore the ecosystem
industrial.dealroom.co

» Access now

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The screenshot shows the 'Industrial Tech Database by dealroom.co' website. The header includes a search bar with the text 'Search for companies, investors, people, lists & innovations' and a user profile for 'Yoram Wijngaarde Admin account'. A left sidebar contains navigation links: Home, Dashboard, Curated content, Startups & Scaleups, Jobs, Corporates, Investors, Funding rounds, Exits, New startups, Investment heatmap, Themes, Matching tool, Blog, and Reports. The main content area features a large banner titled 'Explore the Industrial Tech ecosystem' with three statistics: 1,500 STARTUPS, 3,869 ROUNDS, and 11,905 JOBS. Below the banner are four columns of featured content: 'MANUFACTURING TECH' (with sub-topics like Connectivity & IoT for manufacturing), 'ADVANCED MATERIALS' (with sub-topics like Recent rounds in European advanced materials), 'INDUSTRIAL MARKETPLACES' (with sub-topics like Industrial marketplaces), and 'INDUSTRIAL ROBOTICS' (with sub-topics like Industrial robotics). At the bottom, there is a 'Latest Reports' section with three report cards: '2021: the year of Deep Tech.' (EURO PEAN START UPS), 'Industrial innovation: the next big opportunity in tech.' (Speedinvest | dealroom.co), and 'The State of the Robotics Investment Landscape' (ODENSE | dealroom.co). The footer contains 'CONTACT FAQ PRIVACY' links.

