

CASE STUDY: HUBCONTROLS LIMITED



Leading supplier of home energy management solutions

Client



Sector



Geography



Transaction Overview

- Transaction closed in September 2018.
- Exergy Capital Management invested €1.8 million and bought out one existing investor for €500K, as part of an overall €2.3 million Series A .
- The proceed have allowed Hub Controls to deliver on its strong order book as well as expand its internationalisation efforts.
- Investor took Board seat.

CleanTech Capital Advisors' Role

- Due to client imperatives, CCA ensured that the full transaction was completed within 3 months.
- Given the very short leadtime CCA approached 10 appropriate investors we knew to have a strong interest in Digital / Smart investment opportunities and able to complete a rapid process.
- CCA developed a compelling Equity Story.
- A Term Sheet was signed within 8 weeks, allowing Hub Controls to secure bridge financing till formal close.

Client Overview

- Hub Controls is an award-winning supplier of home automation / energy management solutions.
- Company founded in 2014.
- The initial application focus is solutions to address EU Energy Efficiency Obligation Schemes (EEOS).
- The company's initial commercial focus has been in Ireland & UK.
- Key competitors are seen to be Nest (Google), NetAtmo and Tado.
- Winner of various sector awards including GCCA "Most Investable Start-up" in 2017.

Counterparty Overview

- Exergy is a London-based investment firm focusing on real assets, infrastructure and innovative companies throughout the energy value chain and in interconnected sectors that facilitate the transition to a low carbon emission economy.
- Exergy is backed by Winton Group, a global investment management and data science company.