

CASE STUDY: METGEN OY

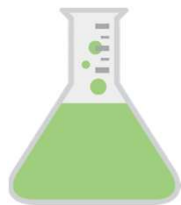


Pioneering supplier of engineered enzymes for resource-efficient processing lignocellulosic biomass

Client



Sector



Geography



Transaction Overview

- Transaction closed in December 2018.
- Ecolab / Nalco acquired a minority stake in MetGen via a direct investment.
- As part of the acquisition, Ecolab was granted exclusive distribution rights globally for Metgen's pulp and paper portfolio, as well as its wastewater enzyme portfolio.
- Full deal details were not disclosed.
- Ecolab has no formal corporate venturing arm, but traditionally has taken minority stakes in companies ahead of a full acquisition.

CleanTech Capital Advisors' Role

- CleanTech Capital Advisors was the exclusive corporate finance advisor to MetGen Oy and was closely involved in all aspects of the transaction, including:
 - Marketing documentation preparation
 - Financial modelling and valuation
 - Due diligence coordination
 - Structuring and negotiation
- CCA leveraged its extensive industry network and in total ~50 industry counterparties were contacted, a meaningful proportion of which conducted rigorous testing of MetGen products as part of their technical DD.

Client Overview

- MetGen Oy is a pioneering industrial biotechnology company with a demonstrated capability to design, develop and produce highly-effective tailor-made but cost-effective enzyme solutions.
- The company has a particular emphasis on applying enzymes to the transformation of lignocellulosic biomass into biorefined sugars, thus enabling the renewable chemical and biofuel value chains.
- Key investors included Sofinnova Partners and Emerald Technology Ventures.
- At the time MetGen was still generating a low level of annual sales (<€1m).

Counterparty Overview

- Ecolab Inc., headquartered in St. Paul, Minnesota, is an American global provider of water, hygiene and energy technologies and services to the food, energy, healthcare, industrial and hospitality markets.
- Nalco Water, an Ecolab company, provides innovative solutions for water treatment and management, process improvements and pollutant control – optimizing product quality and operating costs for our customers while reducing their impact on the environment.