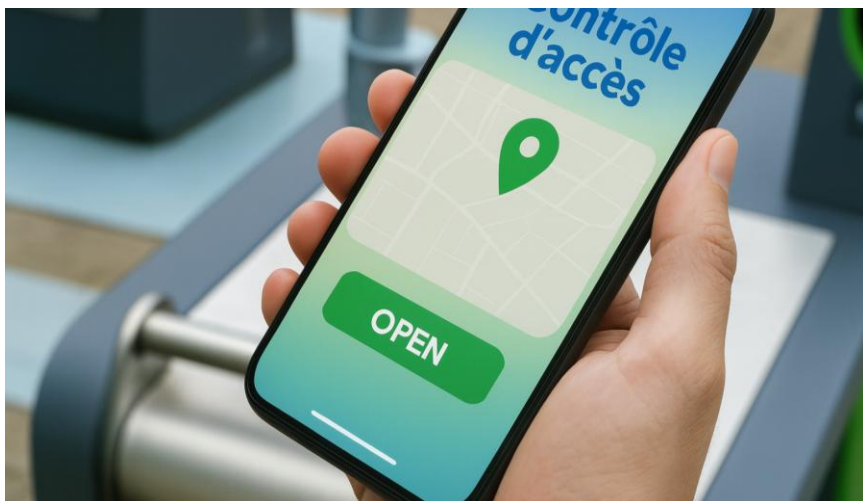




Incitat Environnement acquired by Waste Vision, a european leader in smart waste management solutions.

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The Dutch group Waste Vision, a leading player specializing in smart waste management solutions, completes the acquisition of Incitat Environnement.

Incitat Environnement, one of France's leading provider of Pay-As-You-Throw (PAYT) systems for local authorities, is joining Waste Vision, Europe's leading provider of smart waste management solutions. This transaction marks a key milestone in the development of Incitat Environnement.

With this partnership, Incitat Environnement is expanding its portfolio of solutions by integrating advanced waste logistics optimization technologies. This partnership enables the company to support the strong momentum of the waste management technology solutions market by meeting the growing needs of French local authorities and businesses to reduce their environmental footprint.

"By joining forces with Waste Vision, we are strengthening our position as leader in the French market and reaffirming our commitment to offering innovative and sustainable solutions," says Rémi Martinez, Director of Production and Logistics at Incitat Environnement.



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About Aurignac Finance

Aurignac Finance is a mergers and acquisitions advisory firm providing investment banking services for transactions with an enterprise value of between €10 million and €200 million

Founded in 2004, the company is one of the leading independent players in its market segment. With a team of eleven employees and strong sector expertise, Aurignac supports growth strategies and optimizes the terms of sale for its French and international clients

The company manages the French operations of Mergers Alliance, the world's leading network of independent M&A advisors, handling transactions valued at up to \$500 million

Aurignac Finance is actively involved in supporting players in the energy transition, particularly in the field of Climate Tech, such as waste management, recycling, and IoT systems

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For Waste Vision, this transaction represents a strategic opportunity to enter the French market and accelerate its European expansion, leveraging the expertise and presence of Incitat Environnement, one of the two French leaders in the sector.

Waste Vision welcomed this partnership, highlighting the shared ambition to modernize waste management across Europe: “Incitat Environment is a strong and trusted partner in the French market. Together, we will bring the benefits of smart waste management technologies to additional municipalities and businesses” said Tim Blömer, CEO of Waste Vision.

This strategic alliance reflects both companies' commitment to transforming waste management through innovation, technological excellence, and a shared vision for a cleaner future.

Jean-René Griton, Aurignac Finance: "Aurignac is delighted to have supported the shareholders of Incitat Environnement, the French leader and pioneer in the deployment of incentive-based IoT pricing solutions that enable local authorities to accelerate the reduction of waste produced by their users. This transaction, carried out with the European leader in the sector, recognizes the vision and success of Incitat's founder, Christophe Lecoeur“.

With this new transaction, Aurignac Finance consolidates its presence in the ecology and recycling sector, particularly in the field of waste management and IoT systems.



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Main parties and advisors

Sell-side advisors :

M&A advisor : **Aurignac Finance** (Jean-René Griton, Pierre Gohon, Clément Delahousse, Marie Blanc-Brude)

Legal advisor : **Lamartine Conseil**
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Acquirer :

Waste Vision : Tim Blömer, Frank Robben, Edzard Kalff

MML Capital : Helen Downie, Javier Perez Sanchez

Buy-side advisors :

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