

Industrial Accelerator Act: Time for Cleantech Made in Europe

To:

European Commission President Ursula Von der Leyen; Executive Vice-President and Commissioner for Prosperity and Industrial Policy, Mr. Séjourné;

Cc:

Executive Vice-President and Commissioner for a Clean, Just & Competitive Transition, Ms. Ribera; Commissioner for Climate, Net-Zero and Clean Growth, Mr. Hoekstra; Commissioner for Trade and Economic Security, Interinstitutional Relations and Transparency, Mr. Šefčovič; Commissioner for Economy and Productivity, Implementation and Simplification, Mr. Dombrovskis; Commissioner for Energy and Housing, Mr. Jørgensen; Commissioner for Environment, Water Resilience and a Competitive Circular Economy, Ms. Roswall; Commissioner for Startups, Research and Innovation, Ms. Zaharieva;

Dear President Von der Leyen, dear Executive Vice-President Séjourné,

One year ago, more than 100 European cleantech start-ups, scale-ups, investors and regional ecosystems across Europe expressed **strong support for an ambitious Clean Industrial Deal**. The European Commission delivered ambition. The upcoming Industrial Accelerator Act (IAA) must now send a powerful signal that the EU will match these ambitions with actions and do what it takes to play in the competitive cleantech race of the 21st century: **a clear choice for cleantech Made in Europe**.

One year on, **the world has become less stable, predictable and open**. These times require **strategic clarity**: we need **abundant homegrown renewable electrons and molecules for our energy security**, we need to scale the clean industries of the future for our competitiveness, and we need critical material inputs for both.

The EU's challenge today is **not a lack of innovation but scaling commercial success**. Too often, the **manufacturing, value creation and industrial leadership that scaling brings benefit global competitors**. This is not only a climate or economic competitiveness issue but also a matter of Europe's security and independence. In a world where major economies deploy assertive industrial strategies and link public spending to domestic production, Europe can no longer deploy its own public funding and procurement to support global competitors.

Scaling for commercial success always faces the same recurring challenge: achieving sufficient scale **to bring down marginal costs and compete with incumbent technologies, while facing off international competition in a context where the playing field is increasingly distorted**.

The EU must decisively choose its strategy to overcome that challenge – in a way that entrepreneurs and capital markets find credible. Protection through tariffs alone would undermine confidence with trading partners, cut us off from technological innovation and leave European consumers worse off. Financing through subsidies alone will stretch public budgets and agitate the specter of intra-European competition through State Aid. **In 2025 we saw the limits to how far the EU is willing to go down the paths of tariffs and State Aid reform.**

Therefore, **our last option is introducing Made in Europe requirements for public funding and procurement in select strategic cleantech sectors essential to European competitiveness and resilience**. It builds on a simple and legitimate principle: **when public money is used it should translate into a clear and firm demand signal for cleantech made in Europe**.

Made in Europe is **a strategic, precision tool for key cleantech value chains – not blanket protectionism**. It does **not restrict market access or consumer choice**, but ensures taxpayers' money benefits Europe. **It is not Europe's retreat from openness**, but a necessary and proportionate adaptation to a global context in which strategic industries are actively supported elsewhere, distorting free and fair competition. **Many of the EU's trading partners already deploy local content requirements and therefore it should come as no surprise that we embark on that journey**. Moreover, it will give Europe the opportunity to deepen cooperation with trusted partner countries.

Made in Europe must **translate into strong, clear and predictable demand signals if it wants to be credible**. Resilience and sustainability criteria meant to counter overdependence – that can be easily waived or only partially applied – send fragmented and uncertain signals. They **do not create the lead markets that**

industry and investors need to scale. The world is profoundly different from when the Net Zero Industry Act was negotiated and warrants another outcome.

Made in Europe requirements must:

- **Be applied consistently across the EU** – they must strengthen the Single Market, not fragment it.
- **Phased in gradually, with a clear end goal** – allowing supply chains to adjust but giving entrepreneurs and investors a very clear signal.
- **Fully price in security** – criteria on critical components with (cyber) security implications should never be waived, no matter cost increases.

Finally, it should come with **clear requirements for Foreign Direct Investment** to avoid circumvention: locating value-add manufacturing in the EU beyond final assembly. Technology and intellectual property development in the EU. And a commitment to hire and train European citizens.

A moment of choice

The EU faces a choice: is it willing to do what it takes to claim clean industrial leadership in the global race for Cleantech? Creating predictable demand through European preference is a **targeted, proportionate and cost-effective** way to support scale-up, mobilise private capital, and secure Europe's place in the clean industries of the future – and the last option we have left.

In this context, further delays to the Industrial Accelerator Act would directly undermine Europe's industrial credibility at a moment when speed, clarity and predictability are essential for investment decisions.

We, the undersigned 115 cleantech companies and investors from across Europe, stand ready to play our part – investing, manufacturing and creating high-quality jobs across the continent.

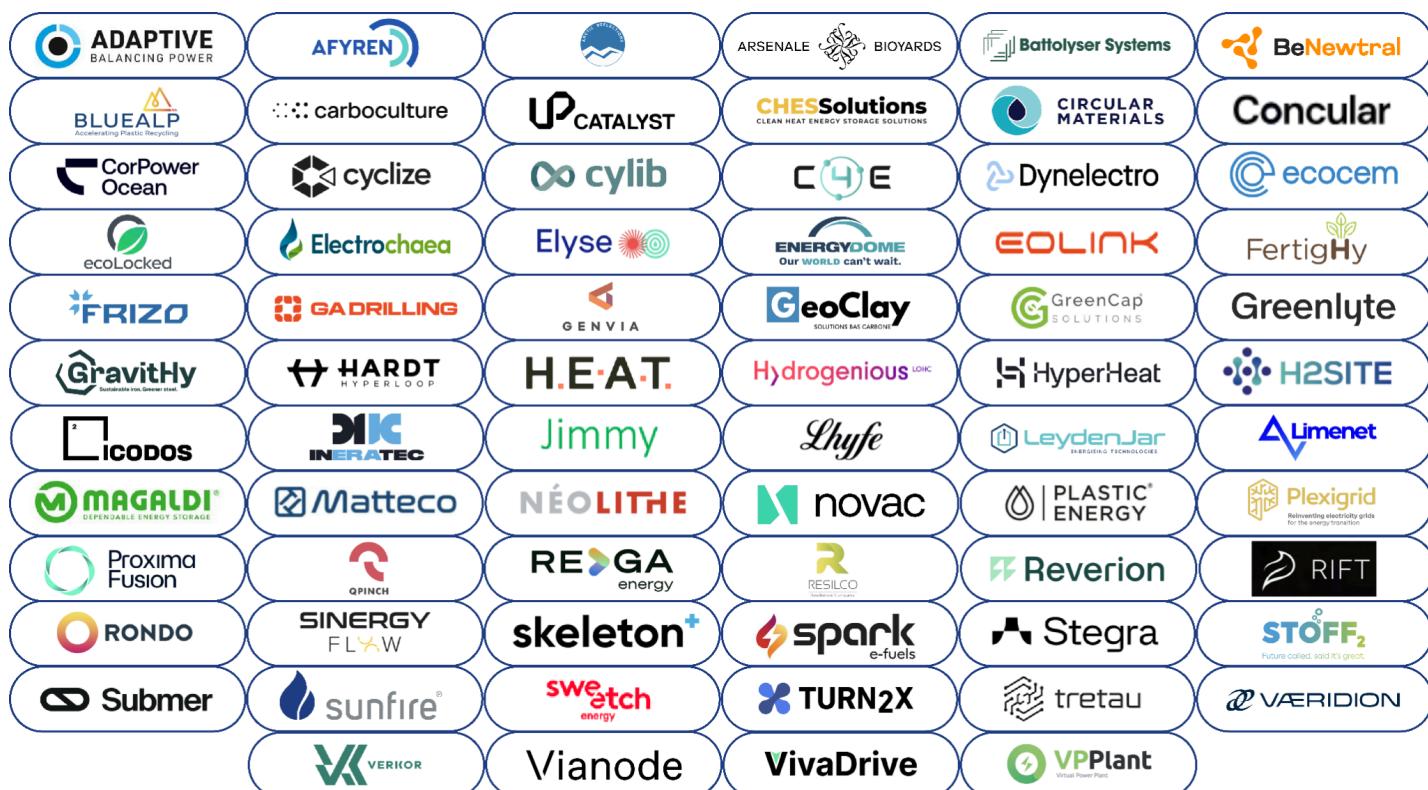
Yours sincerely,

Victor van Hoorn

Director, Cleantech for Europe

Signatories

Cleantech Start-ups and Scale-ups



Cleantech Investors and Ecosystems

