OUR MISSION:

To foster a passionate community of entrepreneurs committed to solving the world’s biggest efficiency, energy, and environmental challenges by providing the resources and labs they need to succeed.
Where we started + Where we’re going

2011
4 CLEAN ENERGY START-UPS SHARING SPACE 4,000 SQ FT

2013
NATION’S LARGEST CLEANTECH INCUBATOR 54+ STARTUPS 40,000 SQ FT

2017 + Present
GLOBAL CENTER FOR CLEAN TECH INNOVATION 100+ STARTUPS 97,000 SQ FT
Ecosystem Position

UNIVERSITY
- Ideas & Technology in the Lab

CONTEST
- Build a Business Plan & Begin Licensing

ACCELERATOR
- Refine Business Plan, Licensing, & Raise Seed Funding

INCUBATOR
- Prototype Pilot Testing, and First Customers

SCALE
- Manufacturing & Multiple Customers

Prize Wins
- $

Seed Funds
- $

Series A
- $

UNIVERSITY CONTEST ACCELERATOR INCUBATOR SCALE
90+ Member Companies

- Energy Distribution & Storage
- Energy Generation
- Chemicals & Advanced Materials
- Agriculture, Water, & Waste
- Robotics / Automation
- Other
- IT / Cleanweb
- Transportation
- Building / Energy Efficiency
- Corporate Members

200 Supported Since 2011
Marine-Based Members

- L3
- Open Water Power
- AMS
- Riptide Autonomous Solutions
- BAE Systems
- ONVECTOR
- Electrona Remote Submersibles
Member Resources

Members gain access to more than $250K in resources!

This includes a variety of software tools, machinery, electronics equipment, legal services, manufacturing expertise, relevant investors and neighborhood perks.
Member Impact

✓ 86% SUCCESS RATE
✓ 6 EXITS TO DATE

Fundraising Milestones

2019
- Bevi $35.5M
- Accion Systems $3M
- Spyce $21M
- Sense Labs $18M
- Form Energy $11M
- RightHand Robotics $6M
- OffGridBox $1.6M

2018
- Bevi $16.5M
- Altaeros $7.5M
- NBD Nano $8M
- Root AI $2.3M
- WaveSense $3M
- MultiSensor Scientific $3M
- RightHand Robotics $2.3M
- MultiSensor Scientific $3M

2017
- RightHand Robotics $8M
- Bevi $15M
- Understory Weather $7.5M
- NBD Nano $8M

2016
- Sense Labs $15M
- Altaeros $7.5M
- Accion Systems $7.5M

2015
- Altaeros $12M
- Voxel8 $12M
- Bevi $6.5M
- Loci Controls $1.3M
- CoolChip $3.3M
- Railpod $2.5M

2014
- NBD Nano $5.2M
- OsComp $12.5M

2013
- OsComp $12.5M

RECENT ACQUISITIONS:
- OpenWater Power
- Technologies
- Ranger Solar
- Nextera Energy
- flippSwitch
- 180 South Solar

$655M+ Raised
2800+ Jobs Created
$40M+ Revenues
27 Federal Grants
75+ Patents Held
200+ Prize Wins
$335M+ Regional Economic Output

Member Impact

8/15/19
Greentown Labs © 2019
Ecosystem Access: Boston offers strong support for cleantech startups
### Corporate Partner and Startup Engagement

<table>
<thead>
<tr>
<th>INVESTMENTS</th>
<th>PILOTS</th>
<th>PROJECT COLLABORATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>sense</td>
<td>VEOLIA</td>
<td>Draper</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>Riptide</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>Enel</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>Raptor Maps</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
<tr>
<td>sense</td>
<td>Veolia</td>
<td>SolChroma Technologies</td>
</tr>
</tbody>
</table>

### INVESTMENTS
- “sense.”
- Clean Energy Ventures
- LineVision
- BASF
- ndb nano
- Massachusetts Clean Energy Center
- bevi
- DSM
- WattGlass
- Chevron
- HICOR
- Schneider Electric

### PILOTS
- Veolia
- tagup.io
- BASF
- MultiSensor Scientific
- nationalgrid
- SAINT-GOBAIN
- CrowdComfort

### PROJECT COLLABORATION
- Draper
- Riptide Autonomous Solutions
- Enel
- Raptor Maps
- SolChroma Technologies
- SAINT-GOBAIN
- Building Envelope Materials

---

Greentown Labs © 2019
Board of Directors

Ecosystem Leaders

Emily Reichert
CEO
Greentown Labs

Mitch Tyson
Chair
Northeast Clean Energy Council

Steve Pike
CEO
MassCEC

Alicia Barton
President & CEO
NYSERDA

Matthew Nordan
Managing Director
Prime Impact Fund

Founding Startup Member Companies

Adam Rein
Co-founder
Altaeros Energies

Jason Ethier
CEO
Dynamo Micro-Power

Sam White
Co-founder
Promethean Power

Jon Garrity
Founder + CEO
Tagup
Thank you! Questions?

Please contact Andrew Takacs at Atakacs@greentownlabs.com or 617.645.4316
Greentown Launch is a six month accelerator program that fosters strategic partnerships between large, innovative corporates and early stage entrepreneurs.

**FUTURE TOPICS INCLUDE:**
- E-Mobility
- Energy Storage
- Building Materials
Current Greentown Launch Programs

**INNOVATE 2019 CHALLENGE**

**SPONSORED BY SAINT-GOBAIN AND CERTAINTEED**

Disrupting the Built Environment

New Materials, Tools + Business Models to unlock value in the Residential & Commercial building value chains across North America

**Program Kickoff:**

May 30th, 5:30 PM EDT
at Greentown Labs

**H₂ REFUEL ACCELERATOR**

Technologies that enhance the adoption of hydrogen infrastructure and supply chain technologies through cost reduction, reliability and new capabilities.

**Program Kickoff:**

June 13th, 5:30 PM EDT
at NYC Canadian Consulate
Greentown Launch Track Record

**PROPEL**
Internet of Things & Sensors

- **2015 RESULTS**
  - 1 Commercial Pilot
  - 1 Purchase Order

**SunRISE**
Solar Materials

- **5 Startups Selected**
- **2016 RESULTS**
  - 1 Licensing Deal
  - 2 Investments

**SunRISE II**
Solar Materials

- **4 Startups Selected**
- **2017 RESULTS**
  - 2 Investments
  - 1 Joint Dev. Agreement
  - 1 Technology Validation Project

*Sponsor*

*Sponsoring Partners*

*More than 65% of startup participants have successfully completed a Launch program with a partnership outcome!*

2018 Schneider Electric Program Results Coming Soon!
GLOBAL CENTER FOR CLEANTECH INNOVATION
NEW OFFERINGS

Enabling 100’s of cleantech startups to go further, faster with the community, labs, resources and partners available at Greentown Labs.
Advisory Board

David Cash, PhD
Dean, John W. McCormack
School of Policy &
Global Studies
UMass Boston

Martin Chatterton
Vice President &
General Manager,
Arrow Electronics

Sander Cohen
Director of
Innovation
Enel Green
Power NA

Sven Harmsen
Director, External
Ventures, NOVA
Saint-Gobain

Robert Ellison
VP of Technology &
Strategy
Xylem Inc.

Bill Fahey
Senior Vice President
North America
Veolia

Bimal Mehta
N. American Business
Incubation Leader
Schneider Electric

Dan Goldman
Managing Director
Clean Energy
Venture Fund

Jacob Grose
Investment Manager
BASF Venture Capital

Brian Panoff
Sr. Venture Principal
Shell Ventures

Mark Haddad
Partner
Foley Hoag LLP

Kathy Howard
New Business
Field Engineer
Keysight
Technologies

Daniel Hullah
Managing Director
GE Ventures

Suchit Jain
Vice President
Strategy &
Community
SOLIDWORKS

Ellen Avery
Manager of
Communications
& Outreach,
Shell TechWorks

Michael Cochran
General Manager,
Future Energy
Chevron

Val Livada
Clean Energy
Advisor and
Consultant

Mary Lombardo
Vice President,
Innovation & Research
United Technologies

Mark McDivitt
Managing Director,
Head of ESG Solutions
State Street Corp

Patrick Suel
US Director,
Corporate Innovation
Mitsubishi Chemical
Holdings Corp.

Spencer Irvine
Director
Sembler Office
Draper Labs

Pieter Wolters
VP &
Managing Director
Venturing &
Licensing
Royal DSM

Chris Kane
Advanced Materials
Innovation Scout
W.L. Gore