



GREENTOWN LABS

THE LARGEST CLEANTECH INCUBATOR IN NORTH AMERICA

OVERVIEW FOR PARTNERS — Q3 2019



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



90+ Member Companies

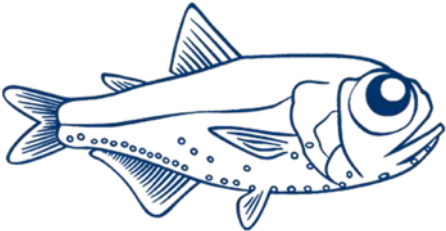
 Energy Distribution & Storage	             
 Energy Generation	        
 Chemicals & Advanced Materials	   
 Agriculture, Water, & Waste	            
 Robotics / Automation	       
 Other	      
 IT / Cleanweb	     
 Transportation	    
 Building / Energy Efficiency	  
 Corporate Members	       

200 Supported Since 2011

Marine-Based Members



Open Water Power



ELECTRONA
REMOTE SUBMERSIBLES



Member Resources



PROTOTYPING SPACE



CO-WORKING SPACE



MACHINE SHOP



MANUFACTURING



EQUIPMENT



SOFTWARE



INVESTOR NETWORK



LEGAL SERVICES

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.

SOFTWARE



PROFESSIONAL SERVICES



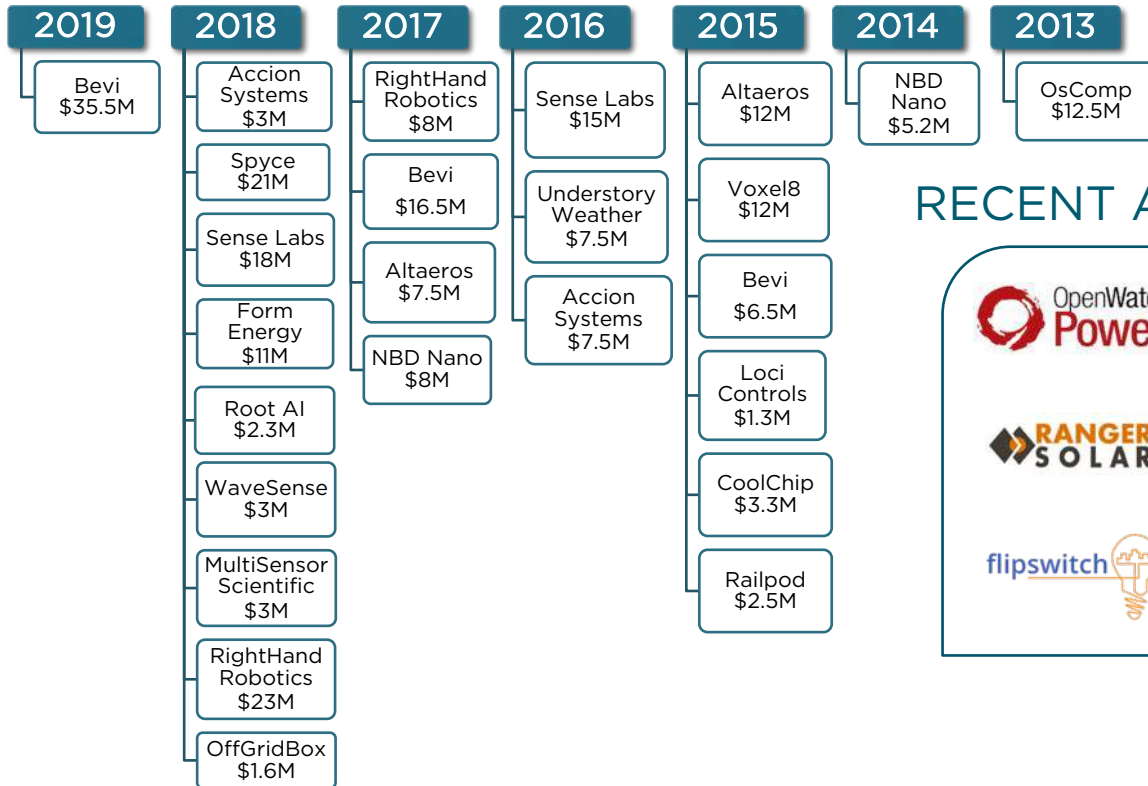
NEIGHBORHOOD BENEFITS



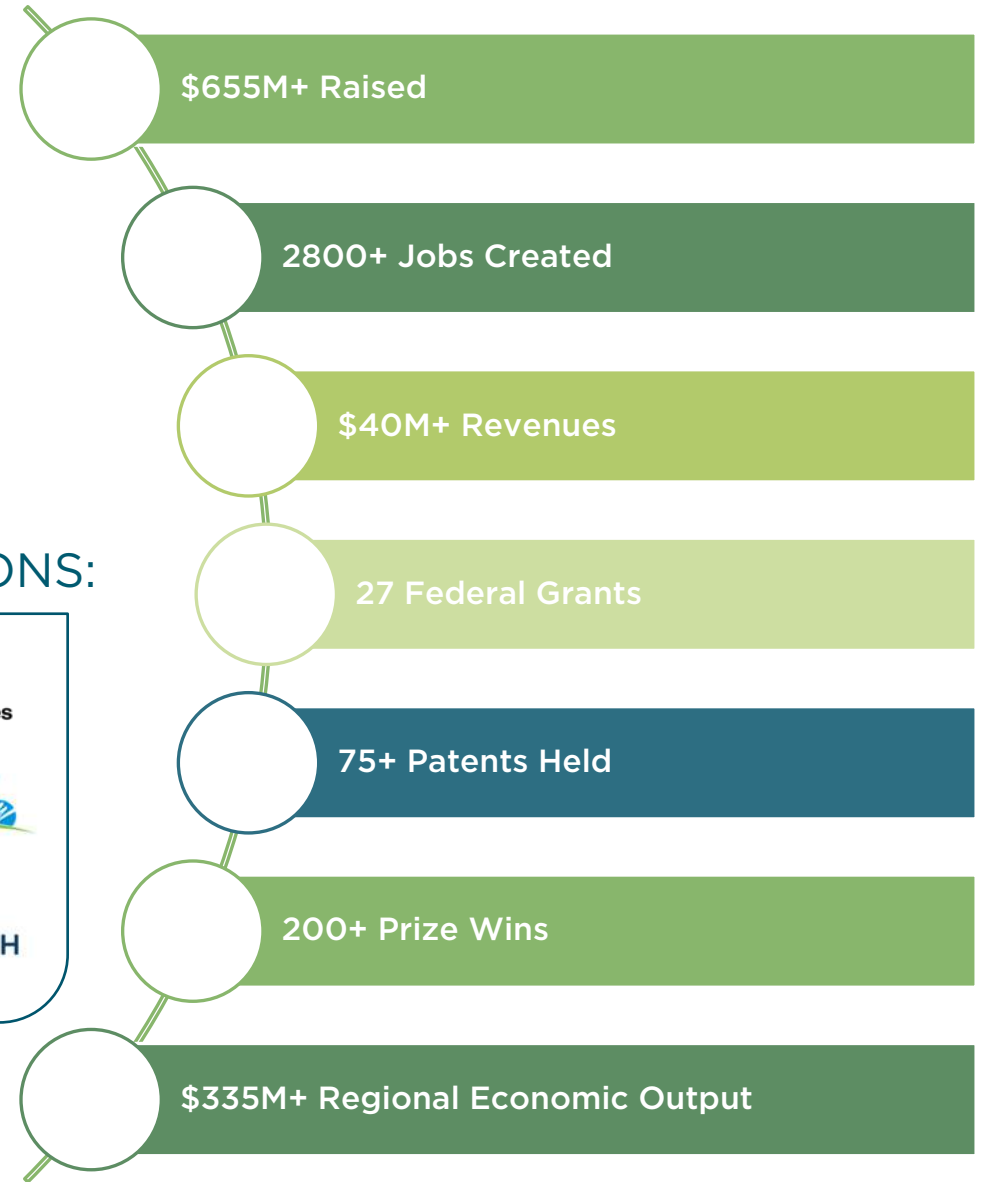
Member Impact

- ✓ 86% SUCCESS RATE
- ✓ 6 EXITS TO DATE

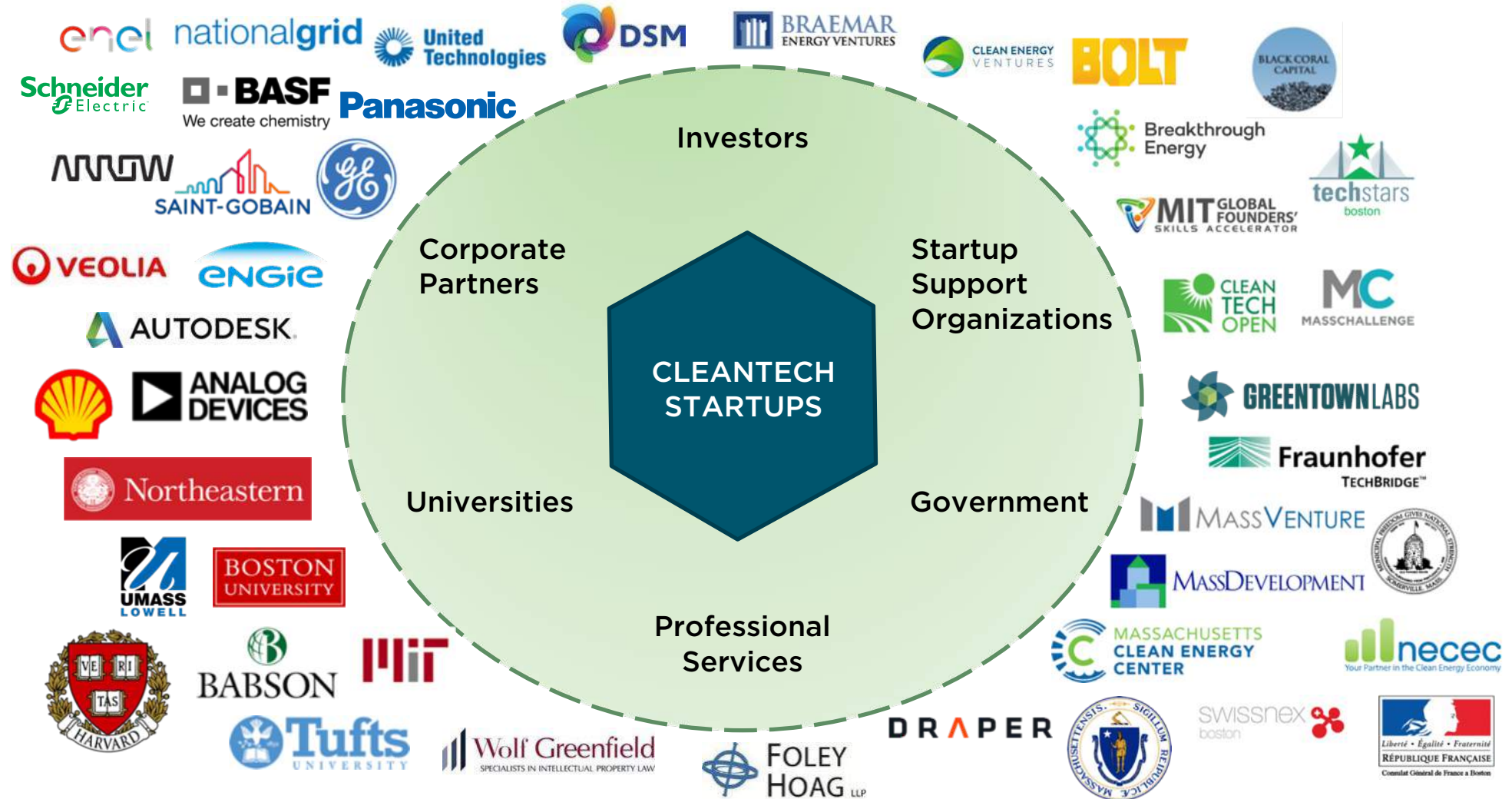
Fundraising Milestones



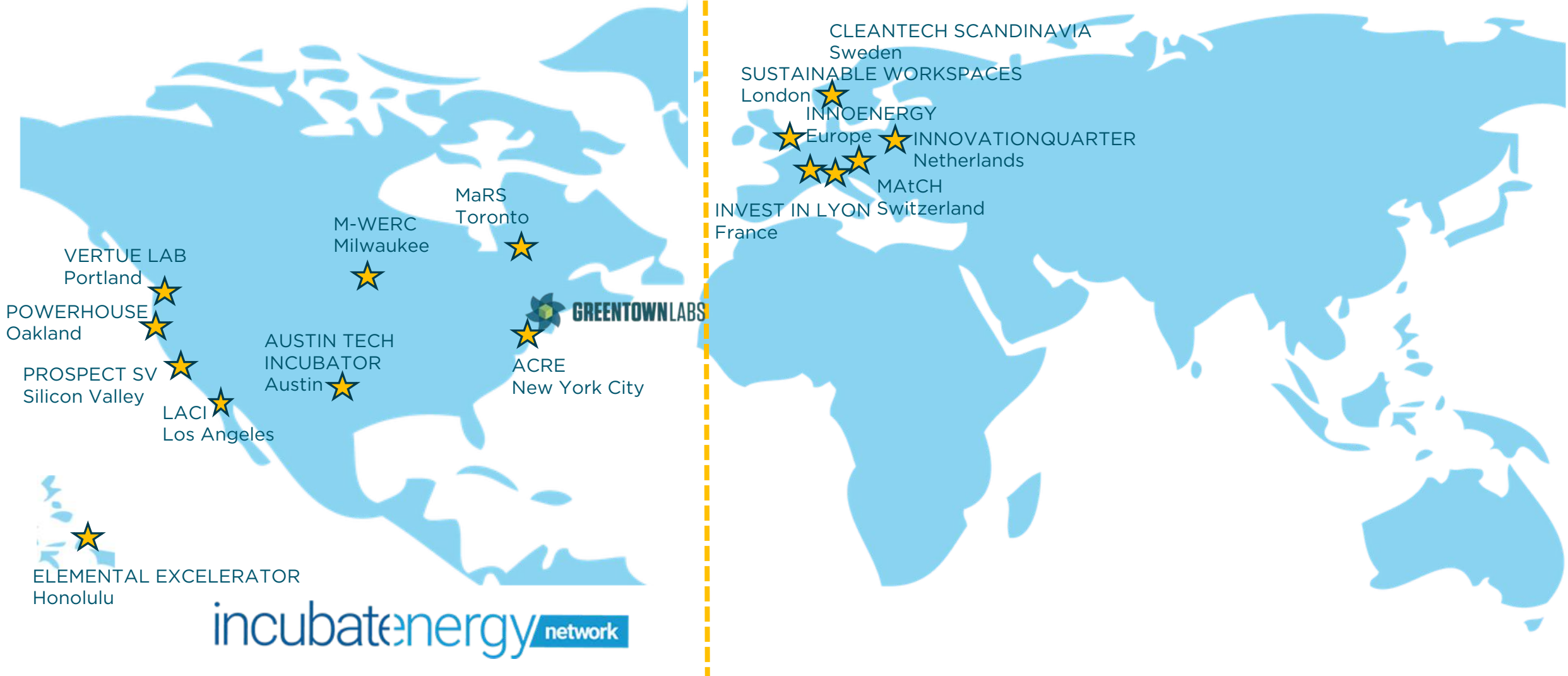
RECENT ACQUISITIONS:



Ecosystem Access: Boston offers strong support for cleantech startups



National Network + International Partners



Corporate Partners

TERAWATT



GIGAWATT



MEGAWATT



KILOWATT



Corporate Partner and Startup Engagement

INVESTMENTS



PILOTS



PROJECT COLLABORATION



CUSTOMER



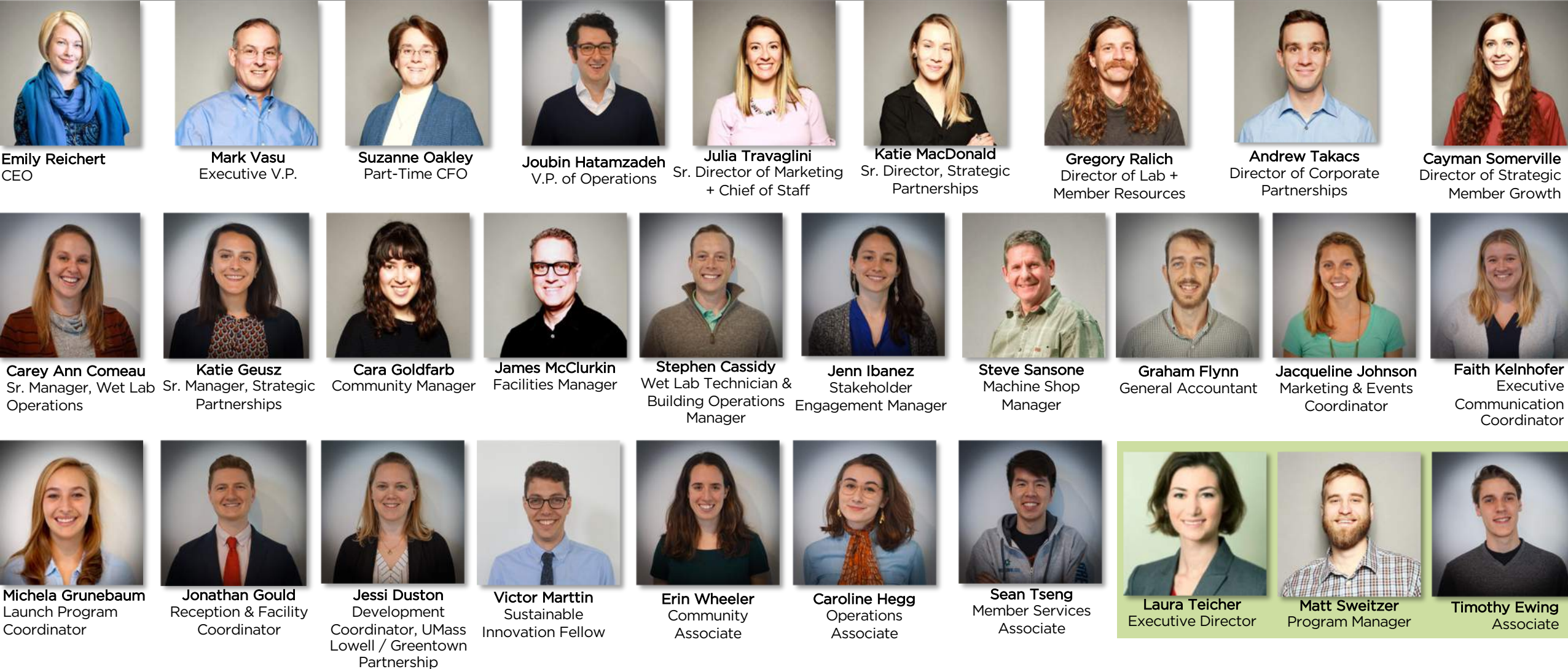
R&D CONTRACT



COMMERCIALIZATION PARTNERSHIP



Greentown Labs Team



Emily Reichert
CEO

Mark Vasu
Executive V.P.

Suzanne Oakley
Part-Time CFO

Joubin Hatamzadeh
V.P. of Operations

Julia Travaglini
Sr. Director of Marketing + Chief of Staff

Katie MacDonald
Sr. Director, Strategic Partnerships

Gregory Ralich
Director of Lab + Member Resources

Andrew Takacs
Director of Corporate Partnerships

Cayman Somerville
Director of Strategic Member Growth



Carey Ann Comeau
Sr. Manager, Wet Lab Operations

Katie Geusz
Sr. Manager, Strategic Partnerships

Cara Goldfarb
Community Manager

James McClurkin
Facilities Manager

Stephen Cassidy
Wet Lab Technician & Building Operations Manager

Jenn Ibanez
Stakeholder Engagement Manager

Steve Sansone
Machine Shop Manager

Graham Flynn
General Accountant

Jacqueline Johnson
Marketing & Events Coordinator

Faith Kelnhofer
Executive Communication Coordinator



Michela Grunebaum
Launch Program Coordinator

Jonathan Gould
Reception & Facility Coordinator

Jessi Duston
Development Coordinator, UMass Lowell / Greentown Partnership

Victor Marttin
Sustainable Innovation Fellow

Erin Wheeler
Community Associate

Caroline Hegg
Operations Associate

Sean Tseng
Member Services Associate

Laura Teicher
Executive Director

Matt Sweitzer
Program Manager

Timothy Ewing
Associate

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



Adam Rein
Co-founder
Altaeros Energies



Jason Ethier
CEO
Dynamo Micro-Power



Sam White
Co-founder
Promethean Power



Jon Garrity
Founder + CEO
Tagup

**Founding
Startup Member
Companies**



Thank you! Questions?

Please contact Andrew Takacs at Atakacs@greentownlabs.com or 617.645.4316

Greentown Launch: Incubation + External Innovation

FUTURE TOPICS INCLUDE:
E-Mobility
Energy Storage
Building Materials

Greentown Launch is a six month accelerator program that fosters strategic partnerships between large, innovative corporates and early stage entrepreneurs.



Current Greentown Launch Programs



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



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

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

PROPEL Internet of Things & Sensors

2015 RESULTS

1 Commercial Pilot 1 Purchase Order

SPONSOR **SUPPORTING PARTNERS**

SunRISE Solar Materials
5 Startups Selected

2016 RESULTS

1 Licensing Deal 2 Investments

SPONSOR **SUPPORTING PARTNERS**

SunRISE II Solar Materials
4 Startups Selected

2017 RESULTS

2 Investments 1 Joint Dev. Agreement 1 Technology Validation Project

SPONSOR **SUPPORTING PARTNERS**

📍 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.

100+
Startups

450+
Jobs
Created

40k
Sq. Ft. Lab
and Roof
Lab

\$12.4M
Cost

10
Conference
Rooms

24
Wet Lab
Benches

200
Bike Parking
Spots

120
kW Solar PV

Advisory Board



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



Bill Fahey
Senior Vice President
North America
Veolia



Mark Haddad
Partner
Foley Hoag LLP



Michael Cochran
General Manager,
Future Energy
Chevron



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



Martin Chatterton
Vice President &
General Manager,
Arrow Electronics



Bimal Mehta
N. American Business
Incubation Leader
Schneider Electric



Kathy Howard
New Business
Field Engineer
Keysight
Technologies



Val Livada
Clean Energy
Advisor and
Consultant



Spencer Irvine
Director
Sembler Office
Draper Labs



Sander Cohen
Director of
Innovation
Enel Green
Power NA



Dan Goldman
Managing Director
Clean Energy
Venture Fund



Daniel Hullah
Managing Director
GE Ventures



Mary Lombardo
Vice President,
Innovation & Research
United Technologies



Pieter Wolters
VP &
Managing Director
Venturing &
Licensing
Royal DSM



Sven Harmsen
Director, External
Ventures, NOVA
Saint-Gobain



Jacob Grose
Investment Manager
BASF Venture Capital



Suchit Jain
Vice President
Strategy &
Community
SOLIDWORKS



Ryan MacDougall
Director
Business Development
Wolf Greenfield



Chris Kane
Advanced Materials
Innovation Scout
W.L. Gore



Robert Ellison
VP of Technology &
Strategy
Xylem Inc.



Brian Panoff
Sr. Venture Principal
Shell Ventures



Ellen Avery
Manager of
Communications
& Outreach,
Shell TechWorks



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