



GREENTOWN LABS

THE LARGEST CLEANTECH INCUBATOR IN THE UNITED STATES

OVERVIEW FOR PARTNERS — AUGUST 2018



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

2017 + Beyond!

2011



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

2013



NOW: NATION'S LARGEST
CLEANTECH INCUBATOR
54+ STARTUPS
40,000 SQ FT



GLOBAL CENTER FOR CLEAN TECH
INNOVATION
100+ STARTUPS
97,000 SQ FT

Ecosystem Position



90+ Member Companies

| | | |
|---|--------------------------------|--|
|  | Energy Distribution & Storage | BATRION FORM ENERGY GO HELLA Helix Power IVYS Energy Solutions Open Water Power newgrid OffGridBox Starfire Energy Sparkplug Power Tankutility |
|  | Energy Generation | Blackburn Energy Blue Sky ENERGY DYN EDEN GENPOWER HALO ENERGY InnSeptra PECOS WIND POWER RESONANT ENERGY sistine solar sunwealth |
|  | Chemicals & Advanced Materials | SOLCHROMA TECHNOLOGIES nbd nano Lithio STORAGE BORONITE VASERATIONS C16 BIO adrox BOSTON MATERIALS PROPER PIPE |
|  | Agriculture, Water, & Waste | ALKEMY Environmental biobot ANALYTICS exactlux™ promethean POWER SYSTEMS UPSTREAM PV PURE ONVECTOR transaera |
|  | Robotics / Automation | AMS AUTONOMOUS MARINE SYSTEMS Alfred domovi ELECTRONA REMOTE SUBMERSIBLES RISE Riptide Autonomous Solutions rcot.ai spyce WaveSense |
|  | Other | Agira AXIOM OPTICS embr Green Gas inspiralia LINEVISION ODTI silver'side TraceMatters™ Voxel8 |
|  | IT / Cleanweb | ALTAEROS fairwaves opusone palms SteamIQ tagup RAPTOR MAPS |
|  | Transportation | ACCION SYSTEMS De-Ice Dig.y.S L™ PRIME CLEAN WIPERS VECARIUS Mobile Heat Recovery |
|  | Building / Energy Efficiency | PEAK POWER SAF SYSTEMS, INC. MultiSensor Scientific APOLLO WIND TECHNOLOGIES Carbontec International |
|  | Corporate Members | Air Liquide BASF DRAPER DSM |

170+ Supported Since 2011

Member Resources



PROTOTYPING SPACE



CO-WORKING SPACE



MACHINE SHOP



MANUFACTURING



EQUIPMENT



SOFTWARE



INVESTOR NETWORK



LEGAL SERVICES

Members gain access to more than \$200K 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
- ✓ 4 EXITS TO DATE

SERIES A & B AWARDS

2017

RightHand Robotics
\$8M

Bevi
\$16.5M

Altaeros
\$7.5M

NBD Nano
\$8M

2016

Sense Labs
\$15M

Understory Weather
\$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

2013

OsComp
\$12.5M

RECENT ACQUISITIONS:



\$320M+ Raised

900+ Jobs Created

\$40M+ Revenues

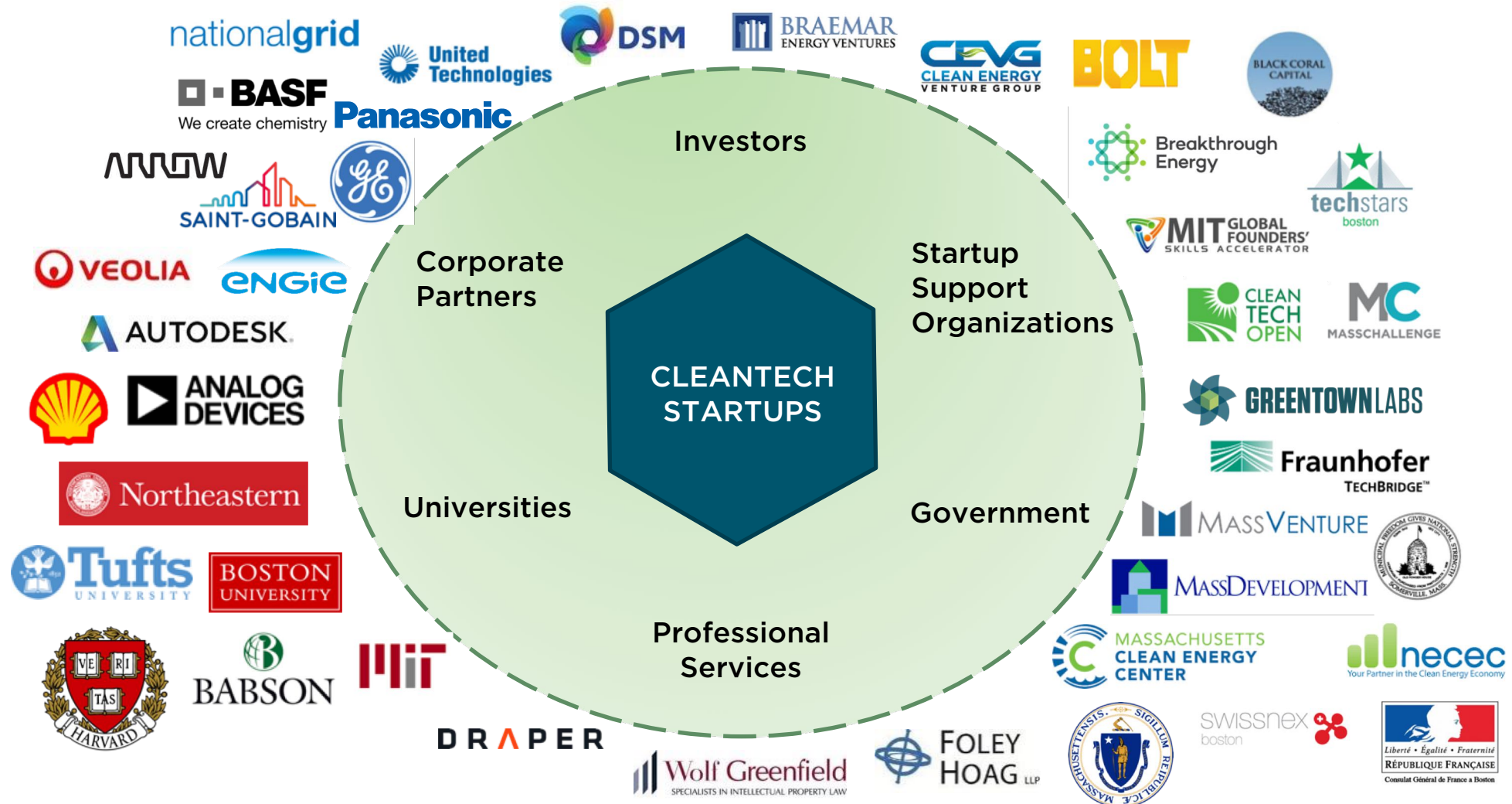
27 Federal Grants

69 Patents Held

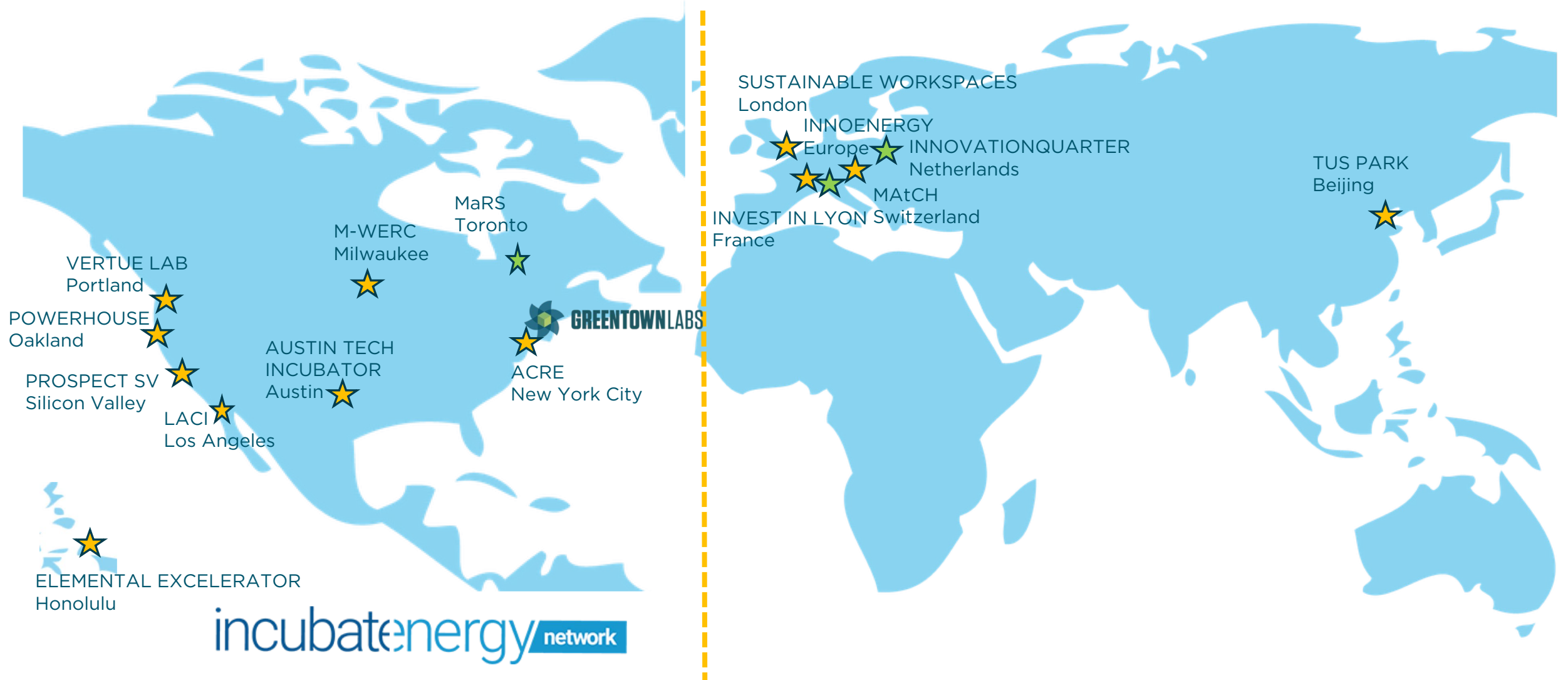
200+ Prize Wins

\$335M+ Regional Economic Output

Ecosystem Access: Boston offers strong support for cleantech startups



National Network + International Partners



Sponsors

TERAWATT



GIGAWATT



MEGAWATT



KILOWATT



Grand Opening May 9, 2018





Thank you! Questions?

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