



Greentown Labs

The World's Largest Climatetech and Energy Incubator

OVERVIEW 2026

COMPANY CONFIDENTIAL

Meet Greentown Labs

Greentown is a 501(c)(3) nonprofit with a mission to accelerate climatetech innovation and commercialization by empowering entrepreneurs and enabling collaboration.



PLACE

Purpose-built physical infrastructure for climate and energy entrepreneurs



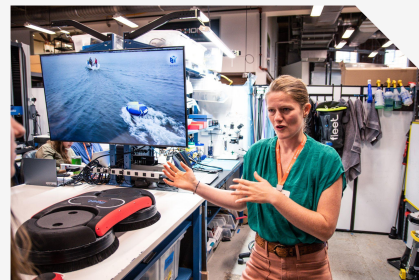
PEOPLE & PARTNERS

The world's largest and most interconnected community of climate and energy innovators



PROGRAMS

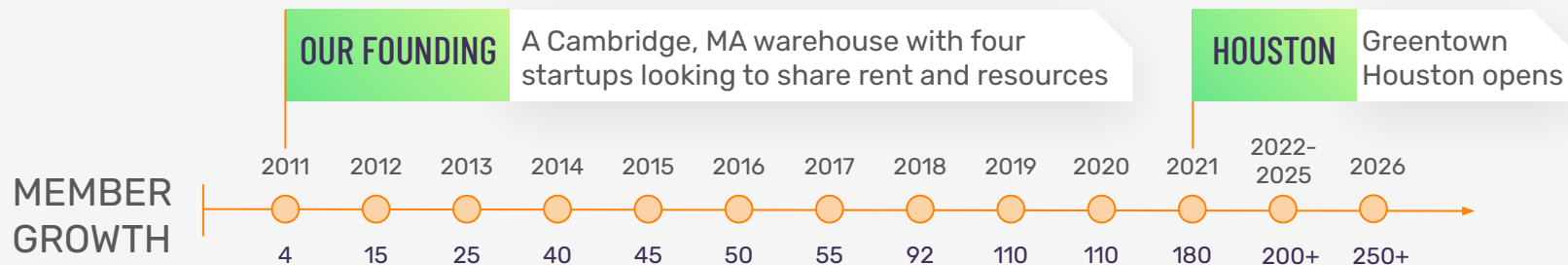
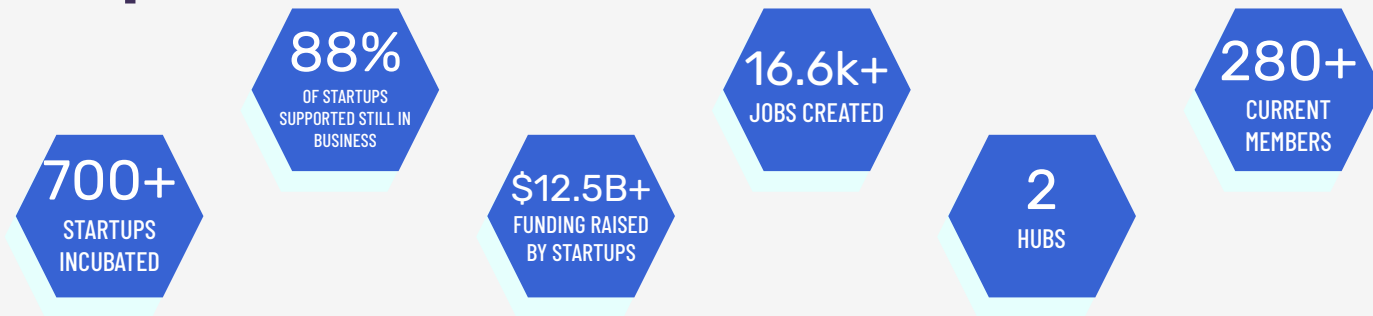
Corporate and capital support for technologies via open-innovation and investor programs



PURPOSE

Mission-obsessed, inspiring ecosystem-wide commitment and action

A Home for Climate + Energy Startups



Greentown's Incubators



BOSTON: THE WORLD'S CLIMATE-INNOVATION CAPITAL

- Incubator in Somerville, MA
 - 150 startup members
 - 100,000 square feet
- High density of climatetech startups
- Robust ecosystem of 100+ colleges and universities
- Booming private sector and VC landscape
- Catalytic government support

"This is a hard place to be and not get excited, with the amount of energy and innovation that's happening."

— GE Vernova CEO Scott Strazik

+



HOUSTON: THE WORLD'S ENERGY-TRANSITION CAPITAL

- Incubator in Houston's Ion Innovation District
 - 100 startup members
 - 30,000 square feet
- Center of energy industry—4,600+ companies
- 40% of workforce tied to energy
- Strong CVC network
- 100+ colleges and universities

"Greentown Labs is in the energy capital of the world and gives unparalleled access to major industry players, other founders I can talk to, and resources. We have had our most rapid growth after coming to Houston and joining Greentown."

— Corrolitics CEO Anwar Sadek

Greentown's Startup Sectors

DECARBONIZING THE KEY GHG-EMITTING SECTORS + BUILDING RESILIENT COMMUNITIES



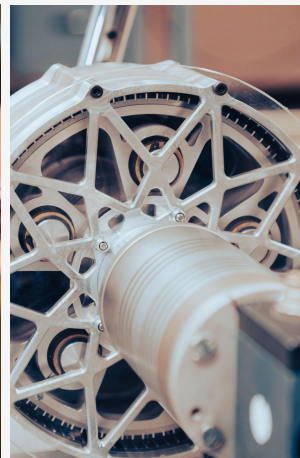
AGRICULTURE



BUILDINGS



ELECTRICITY



MANUFACTURING



RESILIENCY +
ADAPTATION



TRANSPORTATION

Members at a Glance

GREENTOWN STARTUPS

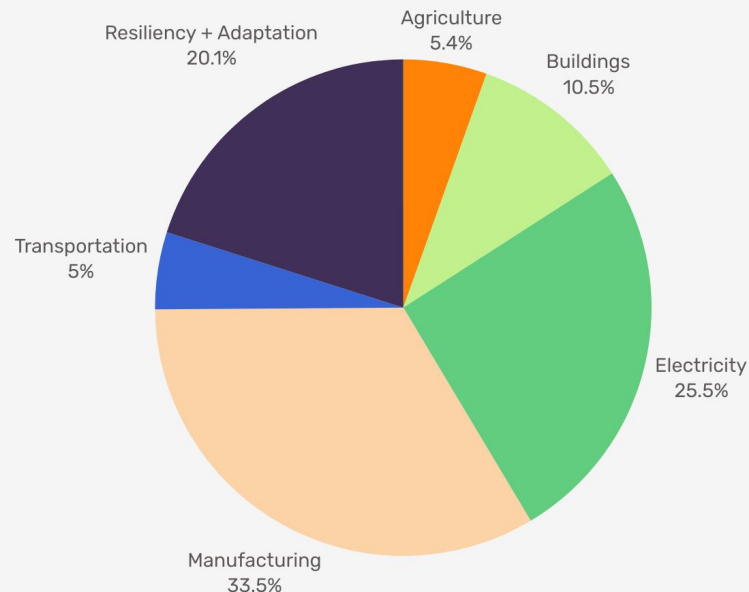
Average profile of an incoming Greentown member:



Average profile of a graduating Greentown member:



Members by Sector



Labs + Equipment

MEMBERS GAIN ACCESS TO MILLIONS OF DOLLARS IN SHARED TOOLS AND EQUIPMENT

PROTOTYPING LABS



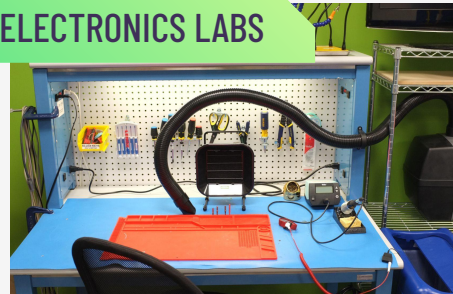
34k sq. ft. in Boston, 13k sq. ft. in Houston

MACHINE SHOPS



Drills, mills, lasers, CNCs, and more

ELECTRONICS LABS



With equipment from Keysight and Mitsubishi Electric Automation

TOOL SHOPS



Stanley, DEWALT, Irwin, Lenox, and Craftsman tools

WET LAB



26-bench, BSL-2, managed wet lab

Business, Software, + University Resources

MEMBERS GAIN ACCESS TO MILLIONS OF DOLLARS OF RESOURCES—HERE ARE JUST A SAMPLING

CAPITAL + FUNDRAISING



SOFTWARE



PROFESSIONAL SERVICES



UNIVERSITY RESOURCES



Access to Customers

STARTUPS GAIN

- Pilot, demonstration, and commercial opportunities
- Technological validation
- First deployments
- Customer discovery

CORPORATES GAIN

- Access to decarbonization technologies
- Cutting-edge R&D for innovation priorities
- Vetted network of best-in-class startups

65+

CORPORATE
PARTNERS

PARTNERS BECOME STARTUPS'...

FIRST
CUSTOMERS

MENTORS

PILOT SITES

ADVISORS

INVESTORS



Access to Capital

Greentown's Investor Program connects startups with the capital they need to scale.

Key program highlights:

- Curated startup-investor introductions
- Deal Flow Digests and Pilot Digests featuring startups that are fundraising and looking for pilot opportunities
- Invite-only investor networking sessions
- One-on-one investor and partner office hours
- Fundraising coaching and pitch feedback



Greentown's Funding Model

WE DON'T TAKE EQUITY IN OUR STARTUPS!

PHILANTHROPY

Donations and grants power our work



MISSION CAPITAL TO POWER GREENTOWN'S DIFFERENTIATORS AND GROWTH

INDUSTRY

Corporate partnerships and open-innovation programs



MEMBERS

The other two revenue streams let us keep member space fees market rate



BASIC SITE-LEVEL OPERATING EXPENSES



Thank You!