

# MHUB

## 2022 Investor Report

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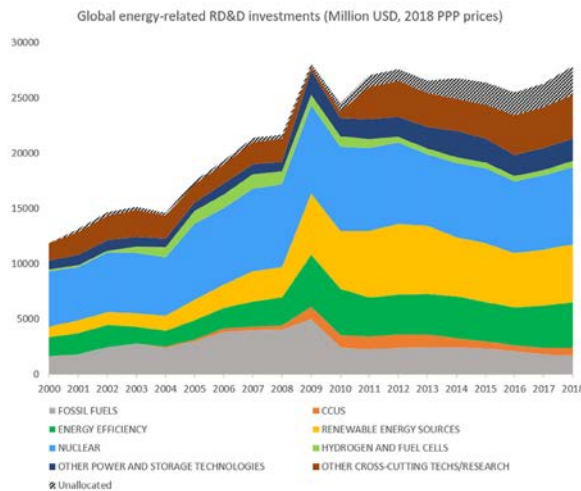
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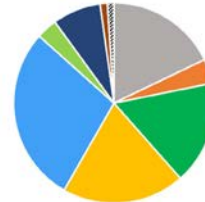
# Return of the CleanTech Revolution to Full Speed:

The COVID 19 pandemic is giving way to a more manageable endemic phase. As the world emerges into a “new normal,” attention has been captured by society’s more fragile conditions for stronger resiliency. In the hopes of mitigating future global upheavals and humanitarian strains, industries, investors, and governments are refocusing. One area where this is unfolding visibly is with climate and clean energy. The post-pandemic lens has refocused on recession-resistant investments. Specifically, on the favorable conditions for clean energy adoption to meet carbon reduction goals that, so far, have continued to be punted. Just how has the picture changed to make this possible? What’s different today than two decades ago when money poured into the first ClimateTech boom?

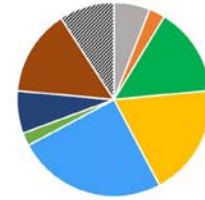
When most people think about climate and clean energy solutions, EVs, solar panels, and wind farms come to mind. But while clean energy has been coming in and out of focus for so long, a lot has been happening outside this more mainstream understanding. This report will outline what the “full picture” looks like, where areas of market opportunity exist, and what still needs to happen to effectively commercialize new technologies.



The portfolio of global government energy-related RD&D in 2009



The portfolio of global government energy-related RD&D in 2018



Fang Zhang et al. “From fossil to low carbon: The evolution of global public energy innovation”  
WIREs Climate Change, Volume 12, Issue 6 (2021). <https://doi.org/10.1002/wcc.734>

## THE FULL PICTURE

To oversimplify the last three decades, the 20th century was focused on scientists recognizing the problem and governments reconciling what to do about it. While the start of the 21st century began with an eruption of private sector investment and governments still grappled with what to do about it. Now, technological advancement, increased global demand, increased cost and impact of natural disasters attributed to climate change, weaponization of energy access from Russia, and global alignment on decarbonization has created a new ClimateTech landscape, discussed below.

## INNOVATION AND ADOPTION

First, the rate of innovation and adoption has accelerated. Increases in public and private energy and environmental R&D spending is leading to a wave of startup activity met by industry collaboration. Renewable technologies have rapidly progressed down the cost curve so their levelized costs of energy (LCOE) are competitive with fossil fuels. These forces have led to a 28.2% CAGR for energy storage<sup>1</sup> over the past five years and a projected 19.1% CAGR<sup>2</sup> for smart grid between 2021 and 2026. 87% of new U.S. utility scale generation capacity in 2021 was renewable.<sup>3</sup> It is projected that it would require a \$2.5 trillion hardware investment into renewables and demand response to achieve grid resiliency by 2035.<sup>4</sup> To do this effectively though data and hardtech, intelligence must be at the center of the investment.

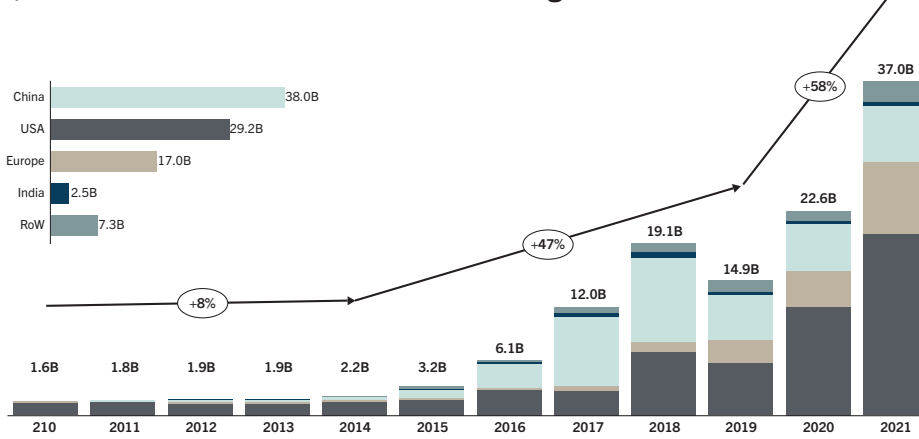
## MARKET DEMAND AND ALIGNING POLICY

Second, there are unique local and global pressures that are driving meaningful policy and legislative action. Locally, communities are more aware of the impact of carbon producing industry in their backyards, putting pressure on cities, counties, and states to disallow environmentally concerning activity in their communities. Globally, Russia's invasion of Ukraine has led to uncertainty in the economic stability and safety of surrounding countries. This is driving a need for reduced reliance on historical energy providing countries and adoption of local sources. Local and national policies are influencing demand and aligning. From the Paris Climate Agreement internationally, infrastructure and America COMPETES Act

of 2022 federally, and the Clean Energy Jobs Act locally in Illinois, governments are strategizing ways to incentivize climate action and increased energy independence. These initiatives will create an environment of accelerated commercialization of technologies worthy of investment. With continued adoption of renewables and energy storage, deregulation of energy production

HOLONIQ, GLOBAL IMPACT INTELLIGENCE

### \$37B of Climate Tech Venture Funding for 2021



Source: HolonIQ, 3 January 2022. All numbers rounded and may not sum exactly due to rounding. Excludes PE transactions. All years calculated at historic FX.

"Global Climate Tech Venture Capital Report - Full Year 2021," Holon IQ, January 4, 2022, <https://www.holoniq.com/notes/global-climate-tech-vc-report-full-year-2021/>

<sup>1</sup> "Global Energy Storage Market Size, Share, Development, Growth and Demand Forecast to 2022," P&S Market Research, July 07, 2017, <https://www.globenewswire.com/news-release/2017/07/07/1041306/0/en/Energy-Storage-Market-to-Reach-26-137-Million-by-2022-P-S-Market-Research.html>; "Battery Energy Storage Market Size, Share & COVID-19 Impact Analysis," Fortune Business Insights, March, 2022, <https://www.fortunebusinessinsights.com/industry-reports/battery-energy-storage-market-100489>

<sup>2</sup> "Smart Grid Market," MarketsandMarkets Research Private Ltd., October 2021, <https://www.marketsandmarkets.com/Market-Reports/smart-grid-market-208777577.html>

<sup>3</sup> Kim Zou and Sophie Purdom, "Lessons from Plaid for a future energy unicorn," last modified March 11, 2021. <https://climatetechvc.substack.com/p/lessons-from-plaid-for-a-future?s=r>

<sup>4</sup> Kim Zou and Sophie Purdom, "Lessons from Plaid for a future energy unicorn," last modified March 11, 2021. <https://climatetechvc.substack.com/p/lessons-from-plaid-for-a-future?s=r>





and distribution in the U.S., and permitting, high voltage DC would deliver an incredible impact on the sector driving generational levels of innovation and growth.

## INCREASED INVESTMENT

Third, investors are approaching opportunities with stronger quantitative and qualitative investment strategies, ensuring more capital is available along development continuums. R&D cycles are getting shorter, higher exit values are now possible, and opportunities to monetize early are lessening the risks associated with long hold-times for investments. Funding climbed from \$1.9B in 2013 to \$37B by 2021;<sup>5</sup> the 1950% increase was 3.5 times the growth rate of VC investment into artificial intelligence.

Chicago has taken a lead here with Energize Ventures, Energy Capital Partners, and Breakthrough Ventures together closing over \$650M of new funds. Globally, four new funds, each over a billion dollars, have been recently announced.

The above market realities position this industry sector to be ripe for disruption and thus opportunity. The challenge for investors is determining what of the wide breadth of technologies will give the greatest return and what markets and industries will be the biggest beneficiaries.

## MARKET OPPORTUNITIES BY SECTOR

Behind China, the United States is the second-largest consumer of electricity out of any country in the world, using 3.9T kilowatt-hours (kWh) every year. Over 50% of energy consumed in the U.S. comes from the industrial and transportation sectors.<sup>6</sup> Further, as referenced in the table below,<sup>7</sup> these heavy energy-consuming industries are relying predominately on petroleum and natural gas at levels that are 6.2x greater than renewable energy and nuclear power.

	Petroleum	Natural Gas	Renewable Energy	Coal	Nuclear
Industrial	33%	41%	9%	4%	12%
Transportation	90%	4%	5%	0%	1%

Critically, this presents a fundamental problem in our energy market. It also presents a great opportunity for change, but it's nearly impossible to create a blanket solution for addressing these problems. Each industry and company must tailor solutions based on the current risks they are facing and reporting metrics they have access to. Here are four major industries with particular problems that need to be addressed for a clean energy future: energy grid and storage, hardware

<sup>5</sup> "Global Climate Tech Venture Capital Report - Full Year 2021," Holon IQ, January 4, 2022, <https://www.holoniq.com/notes/global-climatetech-vc-report-full-year-2021/>

<sup>6</sup> "Which Countries Use The Most Energy?" Energy Professions, accessed May 2022, <https://www.energyprofessionals.com/what-industries-use-the-most-energy>

<sup>7</sup> U.S. Energy Information Administration, Monthly Energy Review, Table 1.3 and 10.1 (April 2021), preliminary data

and semiconductors, software/e-commerce, and transportation. They also present financial opportunity through new innovation.

### Smart Energy Grid & Energy Storage Systems

**21.05% CAGR, \$153.75B IN 2028<sup>8</sup>**

Utility companies, government and communities have agreed for decades that the U.S. electric grid needs significant upgrading to meet the demands of the future. According to the U.S. Department of Energy, “more than 70% of the nation’s grid transmission lines and power transformers are over 25 years old, creating vulnerability.” Grid modernization is key to ensuring that the energy systems we rely on to power our lives and keep our economy going are strong, reliable, and secure.

With a growing number of renewable energy sources being added to the system, and high demand uses like data centers, chip manufacturing, and EV charging, the complexity of the U.S. energy grid grows. This is an opportunity for system, process and component level simplification ultimately driving modernization and efficiency gains.

### Hardware and Semiconductors

**8.6% CAGR, \$803.14B in 2028<sup>9</sup>**

Information and computing technology is expected to account for as much as 20% of global energy demand by 2030.<sup>10</sup> Tech companies that manufacture or regularly purchase components for computers, smartphones, wearables, etc. face a high environmental burden. Microchips are key components in everything from washing machines, to blood pressure meters, and artificial intelligence applications. When it comes to energy consumption and carbon output, the usage of the hardware is demanding, but the actual manufacturing of the chips is even higher.

It typically takes three to four months for a disc of silicon to go through the multiple stages required to process them into the actual finished product. Along each stage, the incredibly valuable wafers make their way through rows of automated machines, adding layer after layer of microscopic material. This process consumes 1 terawatt of electricity per year per facility (i.e. a “fab”), which is the same amount of power required

<sup>8</sup> “Energy Storage Systems (ESS) Market Size [2022-2028] | to Reach USD 13220 Million and Exhibit a CAGR of 12%,” Market Reports World, published April 18, 2022. <https://www.globenewswire.com/news-release/2022/04/18/2423534/0/en/Energy-Storage-Systems-ESS-Market-Size-2022-2028-to-Rich-USD-13220-Million-and-Exhibit-a-CAGR-of-12-Global-Market-Share-Growth-Demand-Key-Players-Revenue-Gross-Margin-Recent-Devel.html>; “Smart Grid Market to Rise to USD 140.53 Billion by 2028,” Fortune Business Insights, published January 31, 2022. <https://www.globenewswire.com/news-release/2022/01/31/2375364/0/en/Smart-Grid-Market-to-Rise-to-USD-140-53-Billion-by-2028-Active-Efforts-to-Reenergize-Existing-Grid-Infrastructure-to-Support-Growth-Fortune-Business-Insights.html>

<sup>9</sup> “Semiconductor Market Size, Share & COVID-19 Impact Analysis,” Fortune Business Insights, April, 2022, <https://www.fortunebusinessinsights.com/semiconductor-market-102365>

<sup>10</sup> Alan Crawford, Ian King, and Debby Wu, “The Chip Industry Has a Problem With Its Giant Carbon Footprint,” Bloomberg, last modified April 8, 2021. <https://www.bqprime.com/global-economics/the-chip-industry-has-a-problem-with-its-giant-carbon-footprint>



by a city of 100,000 residents.<sup>11</sup> There are an estimated 130 fabs around the world, consuming approximately enough energy to power New York and Los Angeles for an entire year.

Chip manufacturers, like Intel, are leading in the adoption of renewable energy sources. Even with increased reliance on renewable sources, tremendous opportunity exists to adopt innovative solutions that drive efficiencies in the use of energy within these facilities. New technologies that reduce ultrapure water consumption, reduce greenhouse gas emissions, and increase carbon capture will quickly prove valuable at the scale existing manufacturers operate.

### **Software, SaaS, Business Services, and E-commerce** **27.5% CAGR, \$716.52B in 2028<sup>12</sup>**

On its own, software doesn't consume energy. All energy consumed by software is done so indirectly through the hardware it utilizes. Companies that fall within this category typically operate large data centers, which require a huge amount of electricity to power, cool, and maintain servers, storage drives, network devices, and all the other hardware pieces that allow the data center to run smoothly.

Estimates show that data centers worldwide use roughly 416 terawatts of electricity per year (roughly 3% of the world's electricity use).<sup>13</sup> The United States' data centers alone consume more than 90B kilowatts of electricity a year, which requires roughly 34 giant coal-powered plants to create that much energy.

And this is just the beginning. Consumption is expected to double every four years. This is largely due to our increasing demand for internet and smart technologies. Today most of the energy consumed by data centers comes from non-renewable sources. Luckily, leading corporations who are the largest users worldwide, such as Google, Facebook, Amazon, etc., are pushing for full adoption of carbon-free energy sources by 2030. Innovation associated with improved cooling solutions, improved energy management, and accelerated efficiency of renewable energy sources will be quickly adopted and impactful to this high margin, high growth, and highly consolidated market. One specifically exciting industry revolutionizing solution is new leading edge heat sink technology that shifts away from traditional convection heat sinks to radiative heat sinks. This technology, when commercialized, will dramatically reduce the energy needs associated with cooling data centers.

<sup>11</sup> Vineeth Venugopal, "The prodigal microchip," last modified May 1, 2021. <https://spie.org/news/photonics-focus/mayjune-2021/the-prodigal-microchip?SSO=1>

<sup>12</sup> "Software as a Service (SaaS) Market Size, Share & COVID-19 Impact Analysis," Fortune Business Insights, January, 2022, <https://www.fortunebusinessinsights.com/software-as-a-service-saas-market-102222>

<sup>13</sup> Dr. Rado Danilak, "Why Energy Is A Big And Rapidly Growing Problem For Data Centers," Forbes, last modified December 15, 2017. <https://www.forbes.com/sites/forbestechcouncil/2017/12/15/why-energy-is-a-big-and-rapidly-growing-problem-for-data-centers/?sh=39955c605a30>

## Transportation

**Electric Vehicles - 24.3% CAGR, \$1.32T in 2028<sup>14</sup>**

*(A subset of a much larger transportation market).*

The transportation sector is almost solely dependent on a single fuel source: petroleum. In 2020, petroleum products accounted for about 90% of the total United States transportation sector energy use.<sup>15</sup> Within the transportation industry, there should not only be a focus on the actual usage of the vehicle, but rather, the entire lifecycle from production to operation and finally, disposal.

Producing a vehicle can require almost as much energy as the actual usage of the vehicle. Based on estimates, it requires around 56,800 megajoules (MJ) to build a single car,<sup>16</sup> which, in simple terms, is the same energy output of 474 gallons of gasoline. Building a car requires almost as much energy as the average American driver uses in fuel each year (562 gallons of gas).<sup>17</sup> It is a similar narrative for other heavy-duty vehicles, trains, planes, and other major forms of transport.

The benefits of EVs are clear, and consumer adoption is growing. But the next wave of opportunity is in the manufacturing process itself. From the components to the end-product, technologies must be identified to more efficiently build new vehicles and recycle materials from decommissioned ones. The economics to incentivize investment are strong. Already auto manufacturers are realizing they need over 30% less staff to produce an EV than an internal combustion vehicle. This savings and competitive advantage will grow as supply chains evolve and adapt to the needs of tier 1 manufacturers. Both development and adoption of technologies to quickly and easily position manufacturers to deliver new and relevant components while being carbon neutral will be rewarding in this industry.

<sup>14</sup> "Global Electric Vehicle Market Size worth USD 1,318.22 Billion in 2028 | at a CAGR of 24.3%," Fortune Business Insights, published January 31, 2022. <https://www.globenewswire.com/news-release/2022/01/31/2375511/0/en/Global-Electric-Vehicle-Market-Size-worth-USD-1-318-22-Billion-in-2028-at-a-CAGR-of-24-3.html#:~:text=The%20global%20electric%20vehicle%20market,in%20the%202021-2028%20period>

<sup>15</sup> U.S. Energy Information Administration, Monthly Energy Review, Table 1.3 and 10.1 (2021), preliminary data

<sup>16</sup> Taylor Martin, "How Much Energy Does It Take to Build a Car?" last modified September 9, 2021. <https://www.motorbiscuit.com/how-much-energy-to-build-a-car/>

<sup>17</sup> Nick Smith, Tiffany Hudson, "Gas costs hundreds more for average American," News Nation Now, last modified October 11, 2021. <https://www.newsnationnow.com/business/your-money/gas-costs-hundreds-more-for-average-american/>



## MARKET OPPORTUNITIES IN THE MIDWEST

There has been a record level of Climate & Energy Tech VC activity in the Midwestern region. According to Crunchbase, over the past year, there have been 88 Climate & EnergyTech deals for Midwestern companies. Further, new

ClimateTech Funds are popping up at an unseen rate in the Midwest. In 2021 alone, Midwest-based Funds like Energy Capital Ventures (\$45M), Energize Ventures (\$125M), Volta Energy Technologies (\$150M), and Fontinalis Partners III (\$104M), all were raised, providing a plethora of regional capital throughout the ecosystem.

More broadly, Illinois, Michigan, Minnesota, and Ohio all represented US states that made Pitchbook's list of the "states with the highest growth of venture capital investment between 2016 -2020."

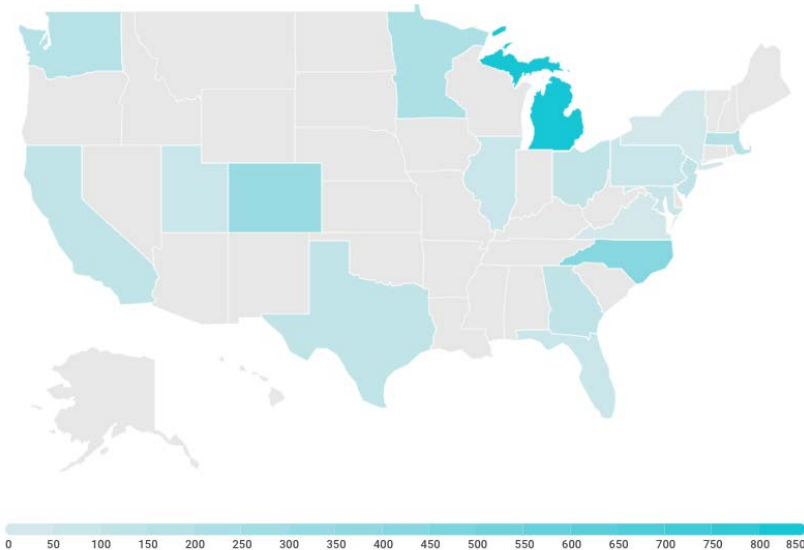
While the numbers certainly don't paint the picture that VC activity is waning on the coasts, it does portray that once "secondary" VC markets are emerging as real players. Entrepreneurs and investors are embracing the idea that a successful,

profitable company can be started anywhere, as capital and top talent span across the country.

The Midwest also boasts a competitive roster of intellectual capital, manufacturing capabilities, investment capital, and infrastructure. As it relates to clean energy and ClimateTech, the region boasts leadership in EVs, hydrogen vehicles, grid modernization, clean energy, battery storage, and most importantly a strong manufacturing base. Illinois in particular has infrastructure to support the complete CleanTech supply chain, from manufacturing facilities to trimodal logistics (coordinating supplies and getting products to market by truck, train, ship). It has access to the Great Lakes and Mississippi River and five of six national rail lines, acting as a central node in the supply chain. These characteristics have been a century old foundation for one of the strongest and most innovative manufacturing economies in the world. This knowledge base, along with existing research and legislative commitment, will drive a new wave of innovation to support revolutionary

### Where VC Investment Grew Fastest

States with the highest percentage growth of venture capital investment between 2016 and 2020, per Crunchbase data. Only includes states with at least \$1 billion in VC investment in 2020.



Chris Metinko, Gene Teare, "More Opportunity Than Capital: Venture Dollars Spread Throughout the US," Crunchbase, last modified May 20, 2021. <https://news.crunchbase.com/venture/fastest-growing-states-venture-capital-investment/>

tech adoption within the existing manufacturing ecosystem. From the carbon capture technologies being developed by LanzaTech, to EV manufacturing by Rivian, from new and more efficient renewable energy solutions from BlueDot Photonics to the adoption of wind and solar technologies serviced by companies like Invenergy, the puzzle pieces are aligned for multiple catalytic events for these hard technologies.

## OUR PREDICTION FOR THE SECTOR

The abundance of opportunity in climate innovation points to continued disruption in energy, now, more bolstered than ever by momentum from both the public and private sectors. Increasing government and private R&D spend, strong global climate pledges, and increasing venture funding are creating the right environment for disruptive startup and industry innovation. With governments and the growing tech economy looking to avoid the impacts of a recession, both will be much more deliberate about where money is spent. With the current strong headwinds and global commitments to climate and energy focused policy, this is one area where innovation cannot and will not stumble with fears of a recession. The authors of this report predict carbon capture technologies, energy storage and management solutions, improved cooling technologies, innovative use of radiant energy, solutions that increase solar panel collection efficiency, and technologies that support the transition to a carbon neutral supply chain will be the high point for investor returns.





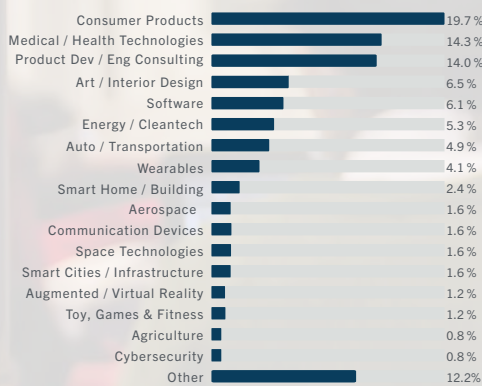
# CREATING THE CONDITIONS FOR PRODUCT INNOVATION TO THRIVE IN THE MIDWEST



A direct result of industry collaboration, mHUB was launched in 2017 to drive industry 4.0 in the Midwest. Its mission is to develop an entrepreneurial ecosystem around HardTech and hardware innovation and accelerate industry growth by cultivating a community of collaboration and connection between innovators, entrepreneurs, and manufacturers.

## mHUB IMPACT AND COMMUNITY BY THE NUMBERS

*Composition and success of member companies*



### TECH CONCENTRATION BY CLUSTER



Discovery 41%  
Delivery 21%  
Growth 38%

### COMPANY STAGE

**DISCOVERY:** Assessing customer demand before building a prototype, and identify necessary design pivot points along the way.

**DELIVERY:** Preparing for and executing product launch, while focusing on building a solid foundation that ensure product gains traction and build momentum..

**GROWTH:** Establishing systems to prepare for and support continued growth.



**More than \$721M**  
Revenue  
Generated



**More than \$1B**  
Funding Raised  
To-Date



**41%** of all funding  
efforts are in  
Venture-style  
Vehicles



**1398**  
Products  
Launched



**3987**  
Employees  
Hired

*The mHUB community includes over 350 active and alumni startups and small businesses supported by a deep talent pool of product designers and developers, entrepreneurs, engineers and manufacturers, corporate leaders, industry experts, mentors and investors. mHUB provides a hyper-resourced environment to entrepreneurs with the goal of commercializing new hardtech innovation that will lead to new businesses, intellectual property, investment, revenue and job creation. Since launching in 2017, the mHUB community has generated more than \$721M in revenue, launched more than 1,398 products, hired more than 3,987 employees, and raised over \$1B in capital.*

# MEMBER FUNDRAISING AMBITIONS

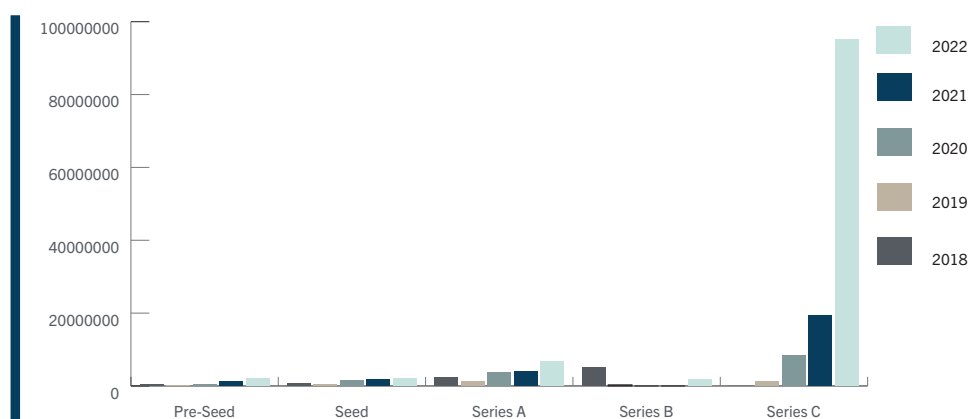
As mHUB primarily serves early-stage startups, four out of five of its members actively raising capital are seeking Friends & Family, Pre-Seed, Seed, or Series A rounds. Venture-style funding sources (equity, debt, and convertible notes) together make up 41% of fundraising efforts; non-dilutive grants make up a further 20%. Only 11% of member companies are using personal savings. Capital raised in 2021 increased dramatically at mHUB, especially in Pre-Seed (147% increase YoY), Series A (56%), and Series B (313%) rounds. Fundraising ambitions also grew dramatically: mHUB members plan to raise a collective \$190 million in 2022, a nearly 2x increase over prior-year targets.

## MEMBER FUNDING ASKS

Series	2017	2018	2019	2020	2021
Friends/ Family	n/a	n/a	n/a	1	3
Pre-Seed	8	7	10	6	3
Seed	21	25	20	6	21
Series A	5	7	10	11	5
Series B	4	1	2	1	3
Series C	0	0	2	4	1
N/A	n/a	n/a	n/a	2	4

*Companies are continuing to grow, with many advancing to later fundraising stages.*

## Fundraising Targets, 2018-2022 (by Series) (Average)



*Companies are asking for smaller rounds, while posting higher seed-series revenue than the average Midwestern hardware startup.*

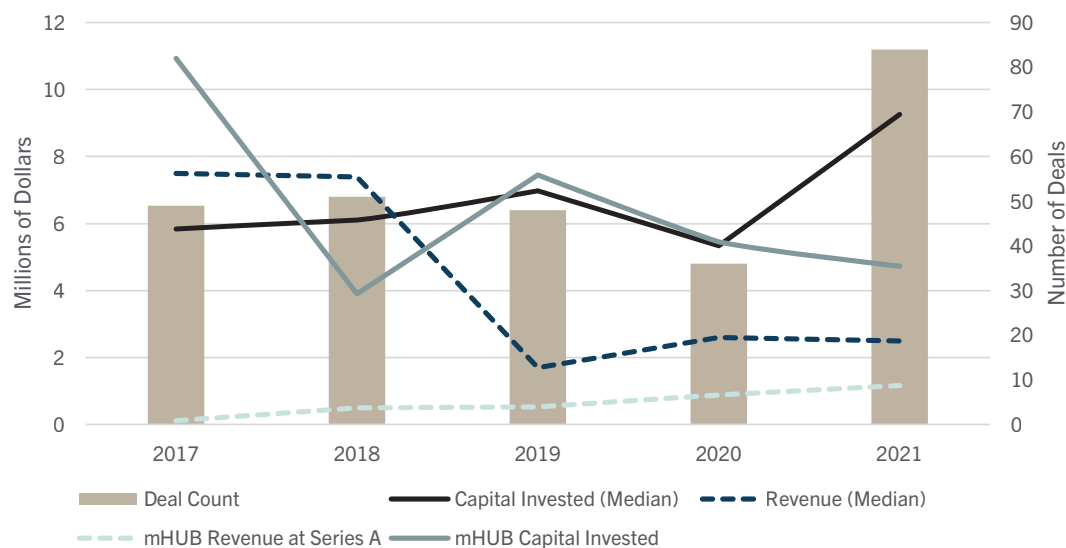


# START-UP MATURATION

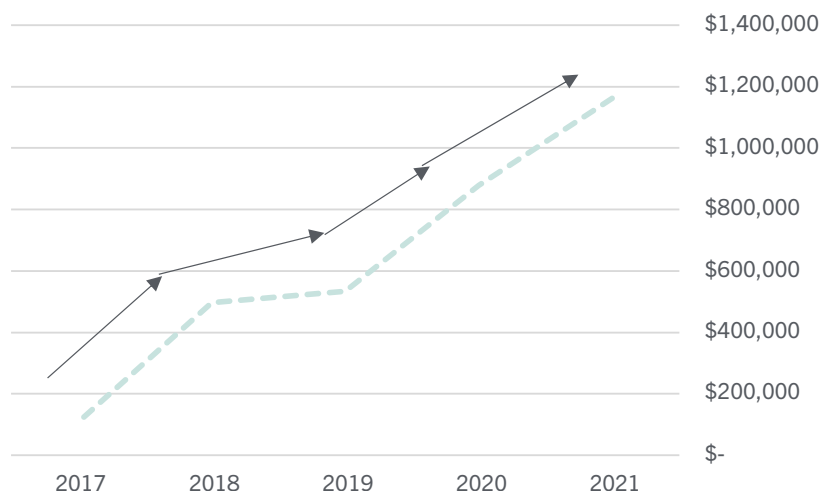
Since its founding in 2017, early-stage, high growth startups who have been supported and de-risked by mHUB go on to raise successful Series A rounds while growing revenue. The portfolio of startups connected to mHUB continues to mature YoY.

*\*Based on mHUB's annual member survey and market analysis and PitchBook data*

## Market Comparison: Revenue and Fundraising for Series A (Midwest/Great Lakes; hardtech comparables; (2017-2021)

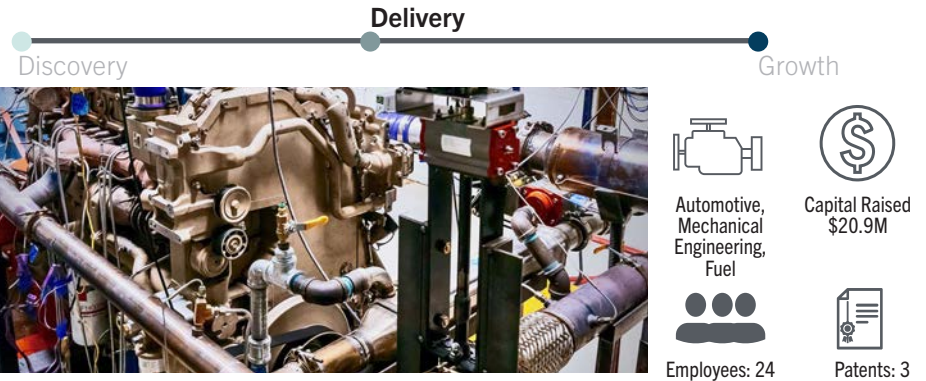


## High-Growth Member Funding Secured and Revenue (Series A, 2017-2021)



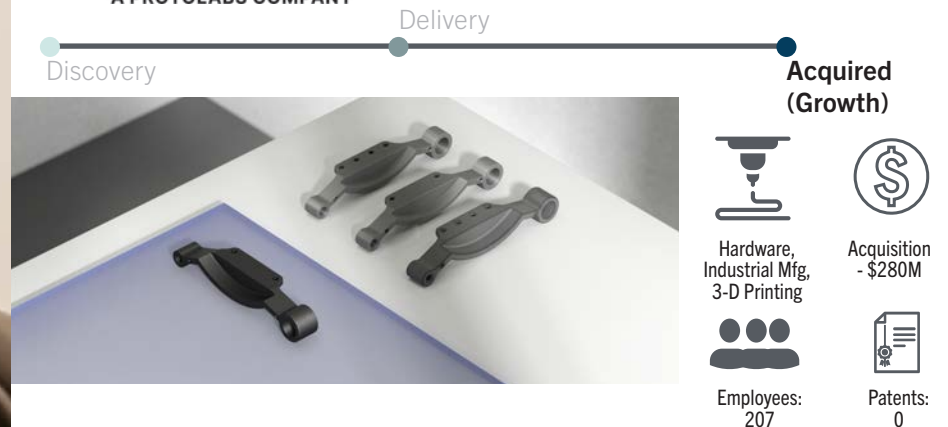


# A LOOK AT mHUB MEMBER COMPANIES



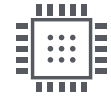
ClearFlame focuses on decarbonizing heavy-duty trucks in order to reduce our carbon emissions. In October 2021, ClearFlame announced that it secured \$17M in Series A financing to enable commercialization of the company's innovative engine technology for the long-haul trucking, agriculture, and power generation sectors. The financing was led by Breakthrough Energy Ventures with participation from Mercuria, John Deere, and Clean Energy Ventures. In February 2022, Clear Flame announced the completion of an on-road demonstration that allows heavy-duty diesel trucks to operate solely on renewable plant-based fuel. ClearFlame won "Innovation of the Year" at the 2021 Fourth Revolution Awards.

## HUBS A PROTO LABS COMPANY



Hubs is an online manufacturing platform that provides engineers with the resources that will help them create products more efficiently. Today, they work with hundreds of manufacturers globally, including Nissan, Merck, Intel, Amazon, and more, where customers can order custom parts in a broad range of materials using multiple manufacturing technologies. Leveraging state-of-the-art automation, such as machine learning to instantly quote costs and always-available production through a global network of hundreds of specialized manufacturing partners, Hubs has revolutionized manufacturing. In January 2021, Hubs was acquired by ProtoLabs for a reported \$280M, marking about two years since they raised \$18M in a Series C round led by Endeit Capital.





Computer Hardware



Capital Raised \$1.2M

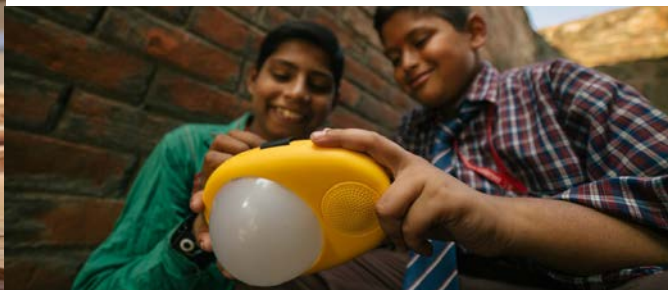


Employees: 3



Patents: 2

Computers are getting faster and with that, they are generating more and more heat. Founded in 2020, Maxwell Labs produces state-of-the-art radiative cooling solutions aimed at taking high-performance computing, discovery, and energy storage to the bleeding edge of what is possible. Through a combination of novel materials, machine learning, and embedded device design, Maxwell Labs is revolutionizing the technologies that will open the door to a new generation of computing. Their comprehensive solution enables apps to run 2x faster, datacenter hardware to operate 30% more efficiently, and time-to-failure prediction – made possible through integration of their core technologies in radiative cooling, thermal compounds, and AI-powered monitoring. Maxwell Labs completed the mHUB accelerator program in November 2021.



Renewable Energy, Clean Energy



Capital Raised \$237M



Employees: 1,650



Patents: 0

Over 2 billion people around the world live without access to the reliable electric grid, forcing them to use dim, dangerous kerosene lamps for light at night. Greenlight Planet is on a mission to deliver accessible energy that everyone can afford, so that people can live a safer, brighter, and more productive life. Greenlight Planet offers a wide range of trusted Sun King™ solar lamps and home energy systems and has installed their products in over 65 countries, serving more than 70M beneficiaries. The company raised \$90M in 2020 to expand its Pay-As-You-Go (PAYG) solar consumer financing business and consolidate its debt portfolio. Akira Partners and Orrick Herrington & Sutcliffe advised Greenlight Planet.



## MEMBER COMPANIES

mHUB has supported over 1,000 innovators and entrepreneurs.  
To view a list of the startups in the mHUB ecosystem,  
visit: [mHUBChicago.com/ecosystem](http://mHUBChicago.com/ecosystem)

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**Invest with us and strengthen the HardTech sector  
in the Midwest [mHUBChicago.com/ProductImpactFundI](http://mHUBChicago.com/ProductImpactFundI)**