

Reporting On Our Progress

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Authors



Elyse Winer

MARKETING PARTNER



Ken DiPoto

CFO



Material Impact

Part 1:

Creating a Material Impact



Adam Sharkawy & Carmichael Roberts

Message from our Founders

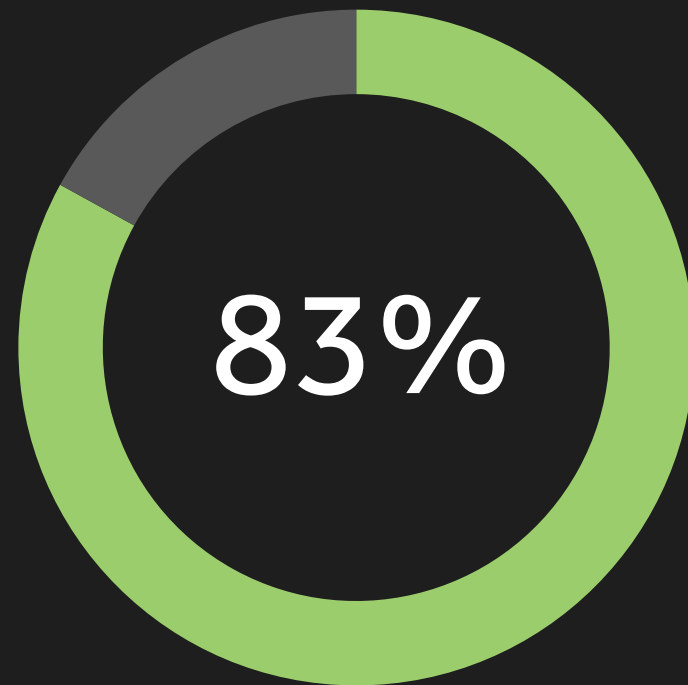
When we founded Material Impact, we didn't set out to build an impact or diversity focused fund. But it turns out, impact is inherently woven into the business models of each of our companies. And the diversity of our team and of our founders is best in class. We're proud to be leading the way in these categories, but it's worth pointing out that prioritizing impact in today's global economy just makes good business sense. And that studies continue to prove that more diverse teams perform better operationally and financially. These things are no longer considered "nice to haves," they are venture and business imperatives. As you'll see, at Material Impact this is literally in our DNA.



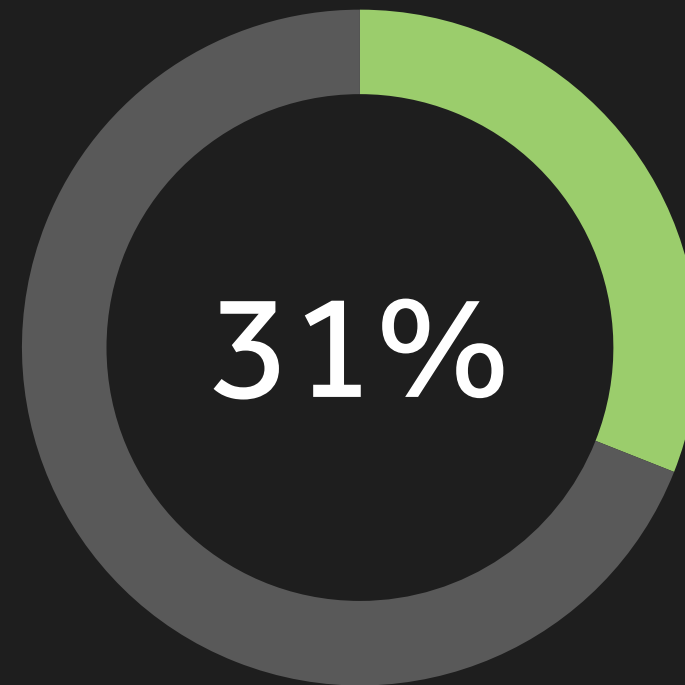
Material Impact

Part 2:

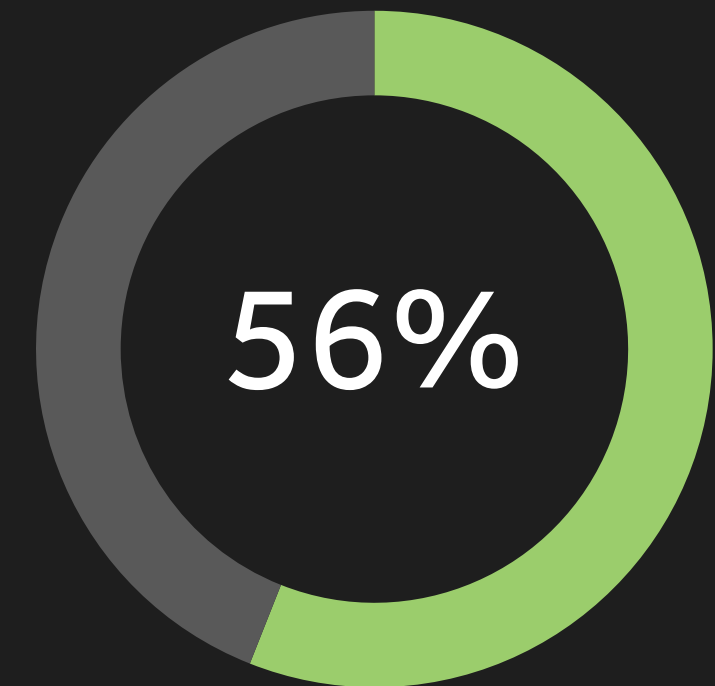
Diversity



83% of the Material Impact core team are female and from underrepresented minority groups*



31% of our portfolio companies are led by female founders



56% of our portfolio companies are led by a founder from an underrepresented minority group

* Underrepresented people of color, Asian Americans and Pacific Islanders, Immigrants

The Material Impact Core Team



Adam Sharkawy
Co-Founder & Managing Partner



Carmichael Roberts
Co-Founder & Managing Partner



Elyse Winer
Marketing Partner



Sidney McLaurin
Partner



Corinna Chen
Partner

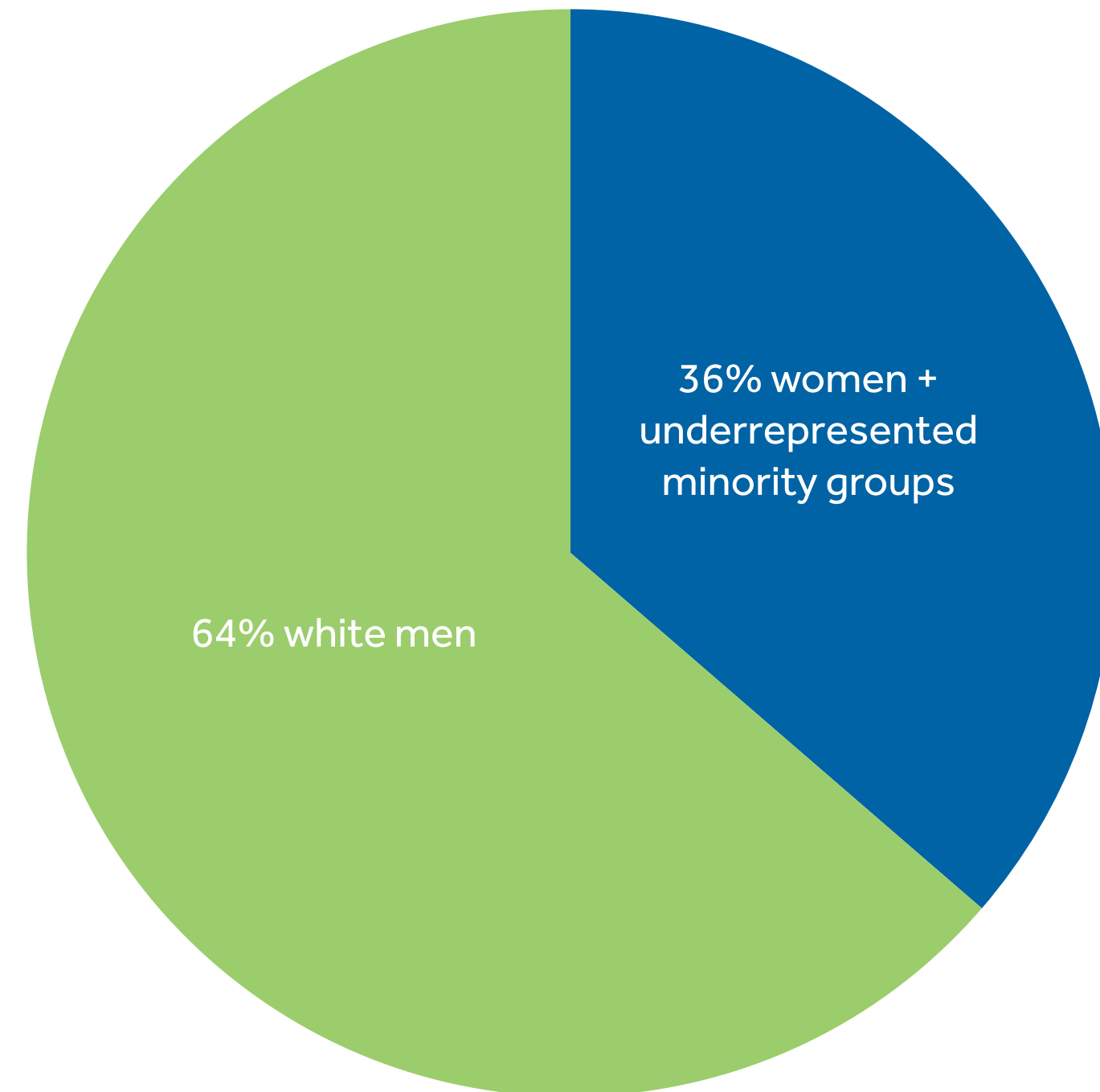


Ken DiPoto
Chief Financial Officer

The Material Impact Portfolio

When it comes to diversity, our companies lead by example.

36% of the people working in our portfolio companies are Women and Underrepresented Minority Groups



Material Impact Portfolio Diversity

The Diversity of our Founders

INTRODUCING THE ALL-STAR LINEUP



B

ACEIL HALABY

Bloomer Tech

Co-Founder & COO

BloomerTech

tailoring cardiovascular healthcare to women

AGE

31

BORN

Boston, raised in Lebanon

STATS

- 1st Place Startup Pitch Competition, Harvard Arab Conference
- 1st prize-Hitlab Pitch Competition
- MassChallenge Finalist 2020
- Accepted for design semester in Japan during undergrad
- MVP/captain in High School varsity football





**ALICIA
CHONG RODRIGUEZ**

Bloomer Tech

Co-Founder & CEO

BloomerTech

tailoring cardiovascular healthcare to women

BORN

Costa Rica

STATS

- Female Founder 100
- Medtech Boston 40 under 40
- MIT Graduate Woman of Excellence 2017
- Legatum Fellowship
- MIT Sandbox Innovation Fund

Alicia Chong R





BEN STERN

nohbo

Founder & CEO

nohbo

AGE 21

BORN Seattle, Washington

- STATS**
- Thiel Fellowship
 - Shark Tank
 - The Paradigm Challenge Grand Prize Recipient
 - Fortune 18 Under 18
 - Influencer Top 30 under 30 Entrepreneur
 - Young Entrepreneur Award

A handwritten signature in black ink, appearing to read 'Ben Stern'.





LUCIANO BUENO

Galy

Founder & CEO



AGE

29

BORN

Sao Paulo, Brazil

STATS

- Forbes 30 under 30 Brazil
- Top 50 Stars of Sustainable Textiles – Apparel Insider



ZACHARY SUN, PhD

Tierra Biosciences

Founder & CEO



AGE

34

BORN

Pittsburgh, Pennsylvania

STATS

- Tierra's work highlighted in The Economist & TechCrunch
- Speaker/presenter at conferences sponsored by GoogleX, BioDuro, DARPA, Cyclotron Road/DoE, SynBioBeta, AIChE, and SIMB





**IRINA
SHIYANOVSKAYA, PhD**

Folio Photonics

Co-Founder & CTO

Folio Photonics

BORN

Kiev, Ukraine

STATS

Author of over 50 publications
and 11 patents in °ptics,
organic electronics, flexible
displays and photophysics

Adjunct Professor of Physics
at Case Western Reserve
University





RIDHI TARIYAL

NextGen Jane

Co-Founder & CEO



AGE 40

BORN North India

- STATS**
- Blavatnik Fellow (1st class)
 - Illumina Accelerator Graduate (3rd class)
 - Ferloyn Fellow (3rd class)
 - 2020 US Frontiers of Engineering Speaker





MAHER DAMAK, PhD

Infinite Cooling

Co-Founder & CEO

InfiniteCooling

AGE

31

BORN

Tunis, North Africa

STATS

- EarthX 30 under 30
- Grand Prize–MIT \$100K Entrepreneurship Competition
- Lemelson–MIT Student Prize
- First Prize–DOE Cleantech UP National Competition
- World Technology Award
- Diamond Prize–MassChallenge



TAYMUR AHMAD

actnano

Founder & CEO

 **actnano**

BORN

Karachi, Pakistan

STATS

Dell Founders 50

"Visionary of the Year" award
by Surface Mount Technology
magazine

A handwritten signature in black ink, appearing to read 'Taymur Ahmad', written in a fluid, cursive style.








NISHITA DEKA, PhD

sonera **Co-Founder & CEO**




AGE30

BORNSan Diego, California

STATS

SRC Fellowship, EECS's Chair's Excellence Award, NDSEG Fellowship, NSF Graduate Research Fellowship, Albert Dorman Future Leader Award, Discovery Scholar Honor, Philip S. Biegler Memorial Award for Outstanding Academic Achievement in Electrical Engineering, Rose Hills Undergraduate Research Fellowship, Carl & Sterling Franklin Scholarship, Astronaut Scholarship, WiSE Undergraduate Research Fellowship, Cardinal Health National Merit Scholarship, Trustee Scholarship, Viterbi Merit Research Award







**KARINA
MARTINS DA COSTA**

Lynq

Co-Founder & President

lynq

BORN

Rio de Janeiro, Brazil

STATS

1st place - Startup Weekend
Lisbon 2010

Author of Bridging Startups-
Accelerators as a pre-seed
funding mechanism for the
development of tech
startups in Portugal.

Started Techstars Anywhere
Accelerator

Unconscious Bias Training

Stanford | SPARQtools

Our fund recently began the Stanford unconscious bias training curriculum. The aim of the training program is to apply best-in-class research to understand where bias is most prevalent in the asset allocation process. These data-driven insights help us address any blind spots and ensure that we continue to invest in underrepresented women and people of color.





Material Impact

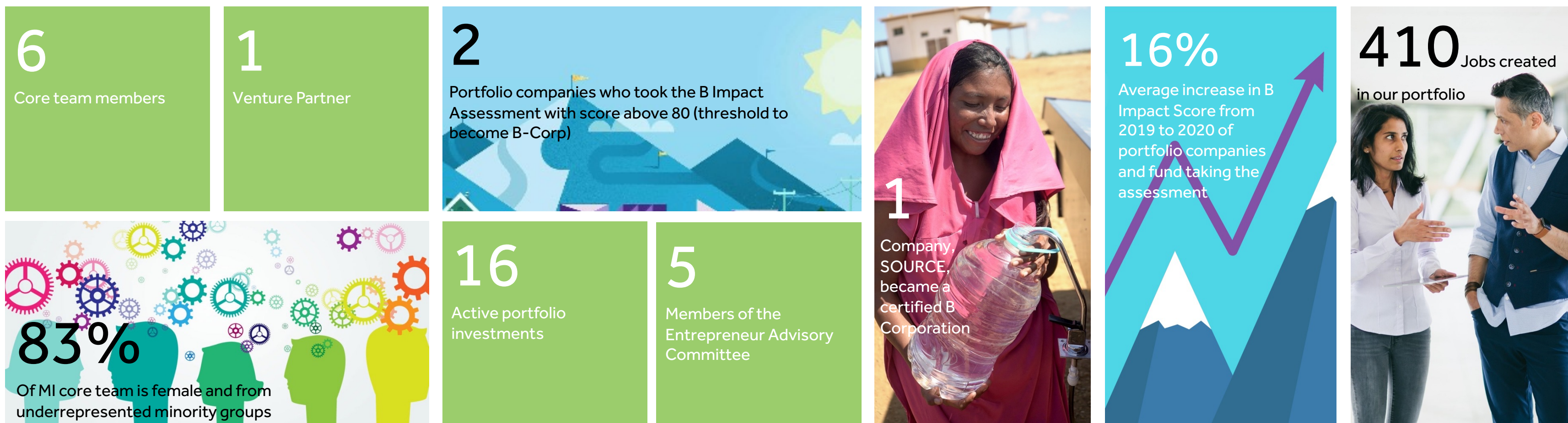
Part 3:

Impact



2020 Snapshot

In 2020, we experienced meaningful growth within our team, across our portfolio, and through our impact.





We believe

That we can build businesses that create value for our limited partners and for planet earth

We have partnered with B Corporation to annually measure and manage the impact performance of our fund and our portfolio of world-changing companies





B IMPACT ASSESSMENT (BIA)

A comprehensive and industry-specific tool designed to measure the social and environmental impacts of a business.



IMPACT AREAS ASSESSED

Governance: A company's overall mission, ethics, accountability, and transparency

Workers: A company's relationship with its workforce

Community: A company's supplier relations, diversity, involvement in local community and the product/service's impact on social issues

Environment: A company's environmental performance through facilities, materials, emissions, energy use and the product/service's impact on environment issues

Customers: Whether a company sells products or services that promote public benefit and if those products/services solve a social or environmental issue

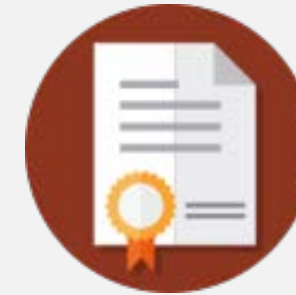
ANATOMY of the ASSESSMENT

The yearly assessment balances reviewing operational impact (day-to-day impacts of running a business) and impact business model (whether the intentional design of your business creates specific positive outcomes for one or more stakeholders).



Material Impact scored 108.2 out of 200 — almost **4X** the industry average.

83% of Material Impact's team are female and from underrepresented minority groups



Governance: 9.1
(vs. 1.6 benchmark)



Workers: 39.3
(vs. 7.3 benchmark)



Community: 27.6
(vs. 5.2 benchmark)



Environment: 3.5
(vs. 9.8 benchmark)



Customers: 28.5
(vs. 10 benchmark)

Where we invest



Food & Water: Breakthroughs in access to healthy, safe and affordable food and water sources



Underrepresented Healthcare: Consumer-driven, democratized and distributed health information for underrepresented segments of the population



Industrial Productivity: Innovations to increase manufacturing supply chain productivity and throughput



Transportation: Novel ways to transport and protect people, goods and technologies



Sustainable Manufacturing & Materials: Processes that minimize environmental impact, utilizes biomaterials and feed the circular economy



Data Storage & Security: Technologies to ensure the resilience and protection of data and information

The **17** United Nations Sustainable Development Goals

In 2020 we chose to highlight the Sustainable Development Goals (SDGs) on which our companies focus to achieve meaningful impact. We are proud to report that 11 of the 17 SDGs map directly to our thematic investment areas.



Mapping to the UN Sustainability Goals



Food & Water:



Transportation:



Underrepresented Healthcare:



Sustainable Manufacturing & Materials:



Industrial Productivity:



Data Storage & Security:





Material Impact

IMPACT

SUSTAINABLE MATERIALS & MANUFACTURING



Sustainable
Manufacturing &
Materials



Mission:

To create lab-grown applications that revolutionize cotton production, safeguard our environment and disrupt the industry.

Impact Thesis & Metrics:

By producing cotton from cells- not plants – in a lab instead of on huge farms, this innovation makes it possible to grow the same cotton everybody loves, but in a more sustainable way. Galy's lab-grown cotton can be grown anywhere, without being dependent on soil and weather conditions, and without exhausting our planet.

GALY'S COTTON USES

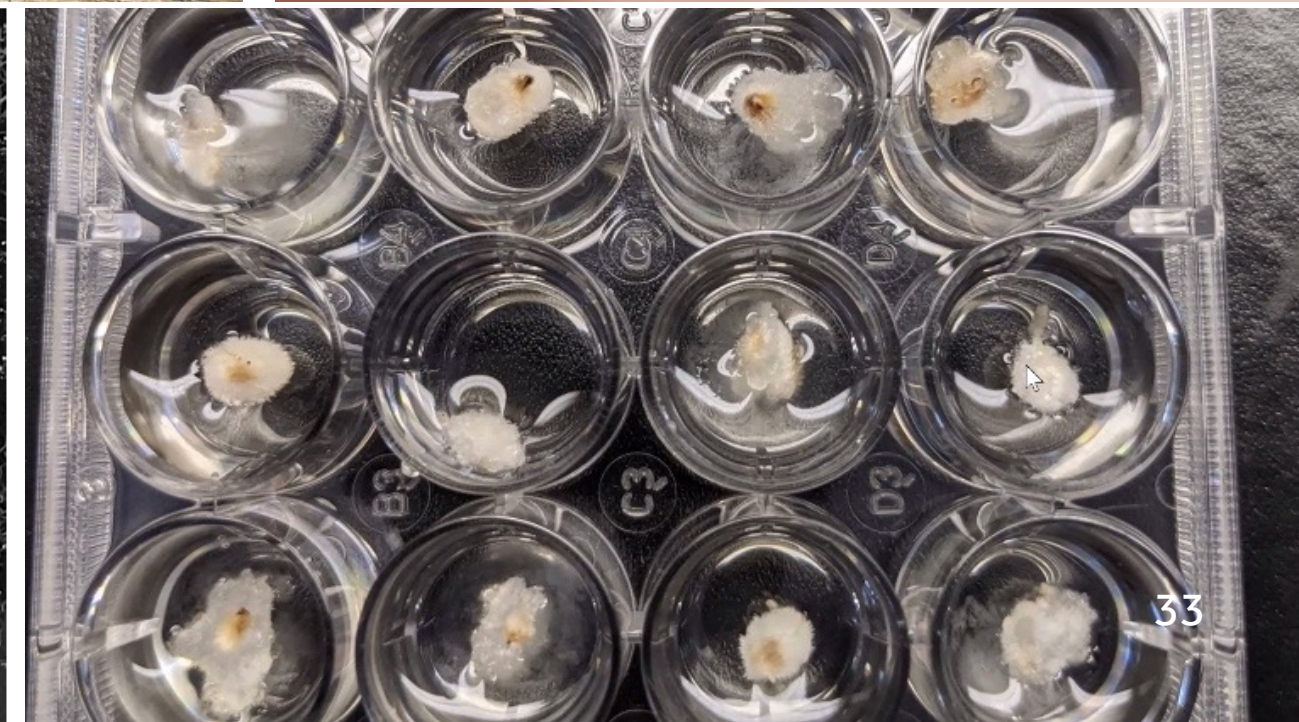
77% LESS WATER

GALY'S COTTON USES

80% LESS LAND

GALY'S COTTON HAS

84% SMALLER CO2 FOOTPRINT





Sustainable
Manufacturing &
Materials



Mission:

To eliminate the cycle of reducing, reusing, and recycling by replacing plastic products - starting with the not-so-caring self-care industry.

Impact Thesis & Metrics:

Nohbo develops, patents and commercializes single-use water soluble personal care "Drops" and "Slips" that dissolve without a trace.

- 95% of personal care products are thrown out after just one use
- 79% of these items are estimated to end up in oceans and landfills
- These products can take up to 400 years to decompose

For every 1 million drops used Nohbo saves:

15,590 POUNDS OF WATER

22,050 POUNDS OF PLASTIC

220 POUNDS OF PRESERVATIVE



IMPACT

Food & Water

SOURCE®

Mission:

To perfect drinking water for every person, every place. SOURCE Hydropanels are a sustainable water technology that uses the power of the sun to extract an endless volume of clean, reliable drinking water from the air.

Impact Thesis & Metrics:

SOURCE is solving for global water scarcity by providing a renewable, local water source that eliminates reliance on single use plastic, presents a cheaper alternative to bottled water and significantly decreases energy use. In 2020 SOURCE achieved its B Certification from B Labs, for its success in balancing purpose with profit.

INSTALLATIONS IN 45 COUNTRIES & 6 CONTINENTS

SERVED 1302 HOUSEHOLDS IN 2020

SERVED 107 BUSINESSES IN 2020

PROVIDED 1,222,369 LITERS OF WATER IN 2020

Certified



SCORE Y1 (2019): 112 (80 qualifies for B Corporation certification)

SCORE Y2 (2020): 112



InfiniteCooling

Mission:

To mitigate water scarcity around the world. Infinite Cooling's technology leverages electric fields to capture water from plumes leaving cooling towers, help power plants and other industrial processes dramatically reduce their water consumption and water treatment costs.

Impact Thesis & Metrics:

Infinite Cooling reduces water consumption in evaporative cooling tower systems by over 20% by capturing water from cooling tower plumes.

WATER SAVINGS

20% reduction in total plant water consumption

COST SAVINGS

\$1M annual savings in water sourcing and water treatment costs for a 600MW system

PLUME ABATEMENT

100% plume elimination on cooling towers retrofitted with Infinite Cooling's technology

B Impact Assessment™ SCORE Y1 (2020): 41





Material Impact

IMPACT

Industrial Productivity



Mission:

To enable sustainable manufacturing. The company's cutting fluid / coolant leverages Supercritical CO2 to efficiently cut metal while reducing water consumption and eliminating machining-induced risks of dermatitis, hypersensitivity pneumonitis, various cancers, and many other health problems.

Impact Thesis & Metrics:



- Eliminate health risks including dermatitis, hypersensitivity, pneumonitis, cancer and risk of bacterial infection
- Install safe infrastructure and rid manufacturing plants of unsafe emulsion toxins, spills and waste



- Elimination of health hazards and wastewater from machining
- Using waste CO2 as a resource
- Production of oil free parts



- Using waste CO2 as a resource
- Elimination of production and waste treatment of water and chemicals
- Higher utilization efficiencies for machine tools and cutting tools



- Eliminate water pollution caused by machining
- Increase public awareness on environmental and health hazards from traditional cutting fluids



- Helps eliminate excess nutrients, chemicals and metals from oceans
- Reduced dependence on oil

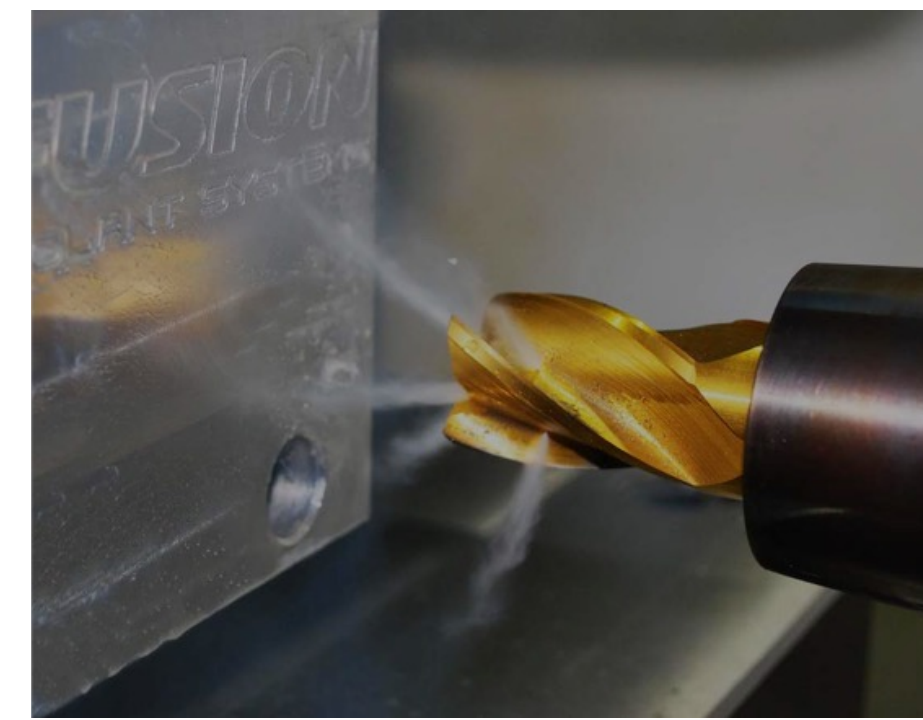


- Enabler for clean additive manufacturing, more flexible manufacturing systems, robotics, leaner production and dry manufacturing
- Educating industry on more productive, safer and cleaner manufacturing alternatives
- Delivers dramatic improvements in cycle time and tool life



- Elimination of heavy metals and hazardous chemicals from reaching inland freshwater ecosystems
- Using waste CO2 as a resource

B Impact Assessment™ SCORE Y1 (2019): 40
SCORE Y2 (2020): 45 (12.5% increase)





Industrial
Productivity



Mission:

To break the bounds of traditional chemistry to sustainably produce engineered materials that will advance industries across additive manufacturing, renewable energy, aerospace, consumer electronics and more. Leveraging advanced microwave plasma technology, the company tailors pure, best-in-class advanced materials all with sustainability as a focus.

Impact Thesis & Metrics:

6K's UniMelt is a highly sustainable production platform producing a fraction of CO₂ and zero solid and liquid waste byproducts.

6K's reduced impact on the environment:

100% of wastewater = 203 billion liters

70% of CO₂ GHG = 40 billion pounds

90% of water use = 188 billion liters

70% of energy use = 26 billion kWh



SCORE Y1 (2019): 41

SCORE Y2 (2020): 55 (34% increase YoY)



Material Impact

IMPACT

Underrepresented Healthcare



NEXTGEN JANE

Mission:

To democratize the delivery of good reproductive care for women. NextGen Jane's elegant, proprietary smart tampon system collects cells naturally shed from the reproductive tract for in-depth sequencing analysis and disease detection, enabling personalized and proactive care for every stage of a woman's healthcare journey.

Impact Thesis & Metrics:

The current state of women's health is plagued by an absence of good clinical data, disjointed medical interactions with poor outcomes. Due to a general lack of diagnostic tools, diseases like endometriosis, which today requires a major surgical intervention to diagnose, often take up to a decade to properly diagnose. The genomic data that Jane is collecting will increase the resolution of classifying, diagnosing and treating reproductive conditions.

Accessible: Collects meaningful healthcare data, on demand, from the comfort of a woman's home

Precise: Targeted data from targeted reproductive organs = targeted treatment plans

Early Detection: Removes systemic barriers women face in today's healthcare system to improve time to diagnosis



SCORE Y1 (2019):28
SCORE Y2 (2020): 29 (3.6% increase)



Mission:

To reinvent heart health for women.

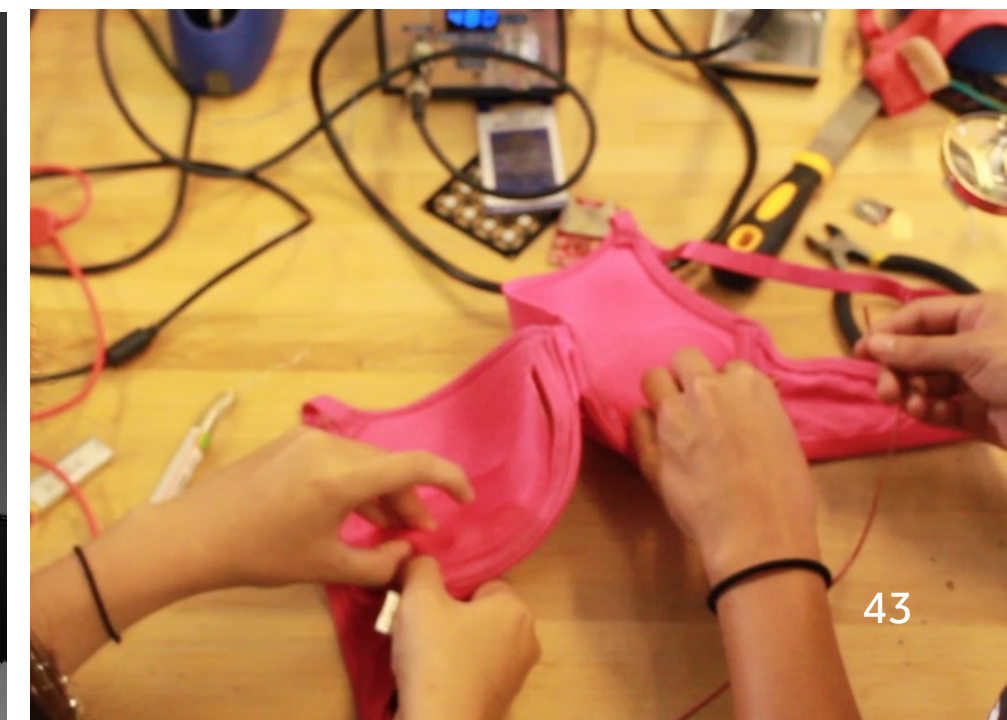
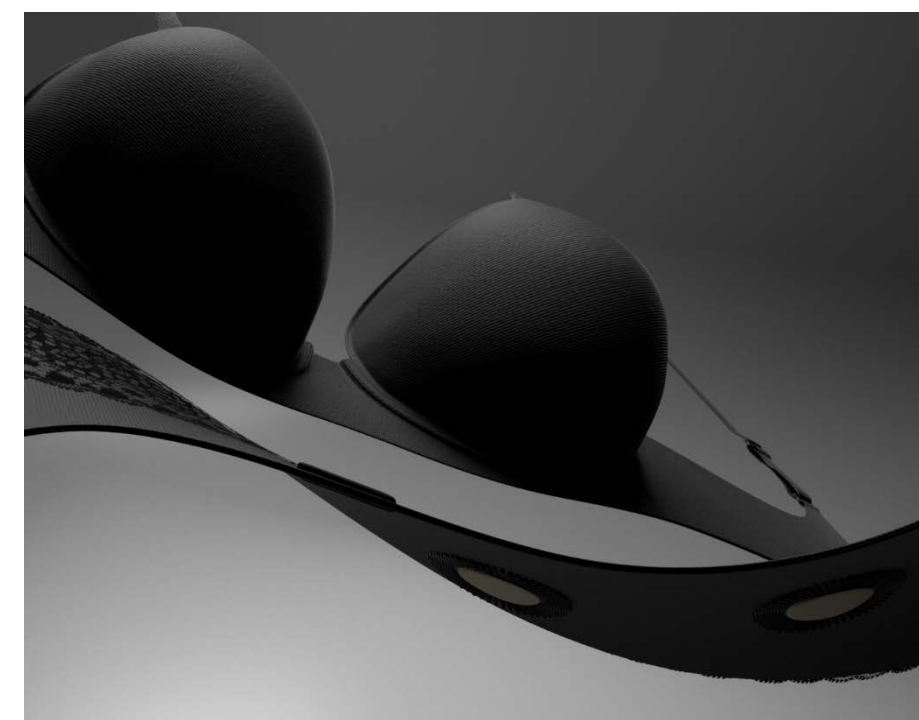
Impact Thesis & Metrics:

Despite novel solutions in the growing field of machine learning and AI, many industries are facing algorithmic biases due to 'missing data' from populations that are often overlooked; healthcare is no exception. Heart disease and stroke are the #1 causes of death and disability, and an increasing number of women show no prior symptoms before suddenly facing sudden cardiac death as their first sign of heart disease. There is a clear need for tailoring predictive tools and devices to female physiologies to bridge the gap in care. If we accelerate physiological data collection through tailored devices then we will increase the efficacy of prevention and intervention capabilities that can stop sudden cardiac death from taking the lives of women.

HEART DISEASE IS THE LEADING CAUSE OF DEATH IN WOMEN IN THE US (1 IN EVERY 5 FEMALE DEATHS)

ABOUT 1 IN 16 WOMEN AGE 20 AND OLDER HAVE CORONARY HEART DISEASE

WOMEN ACCOUNT FOR LESS THAN 40% OF PARTICIPANTS IN RESEARCH STUDIES





Material Impact

IMPACT

Transportation

**Mission:**

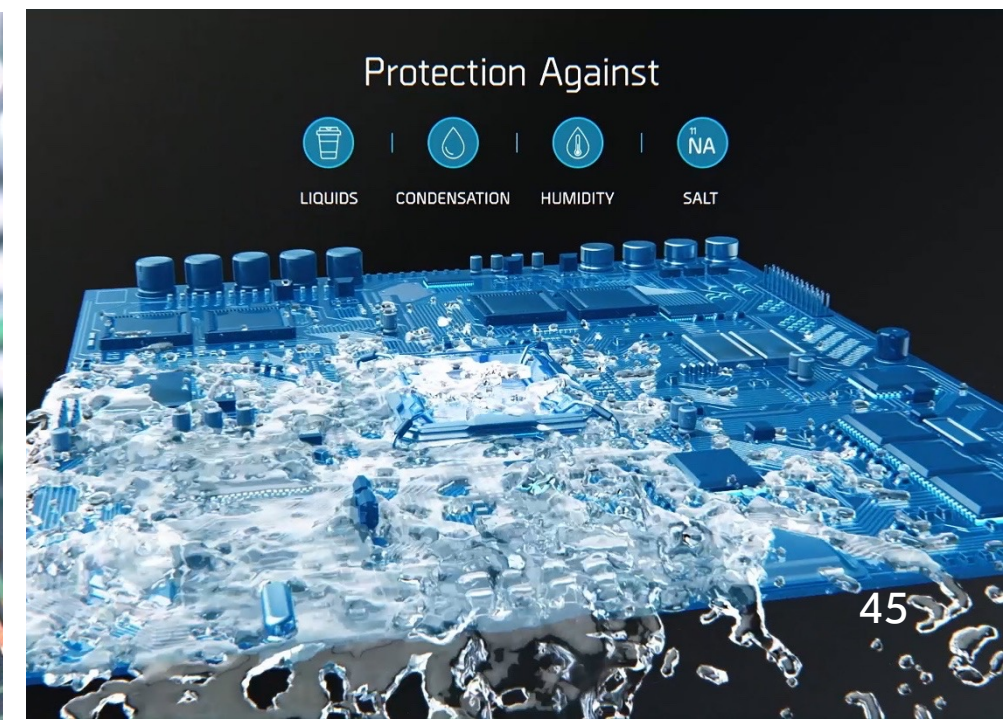
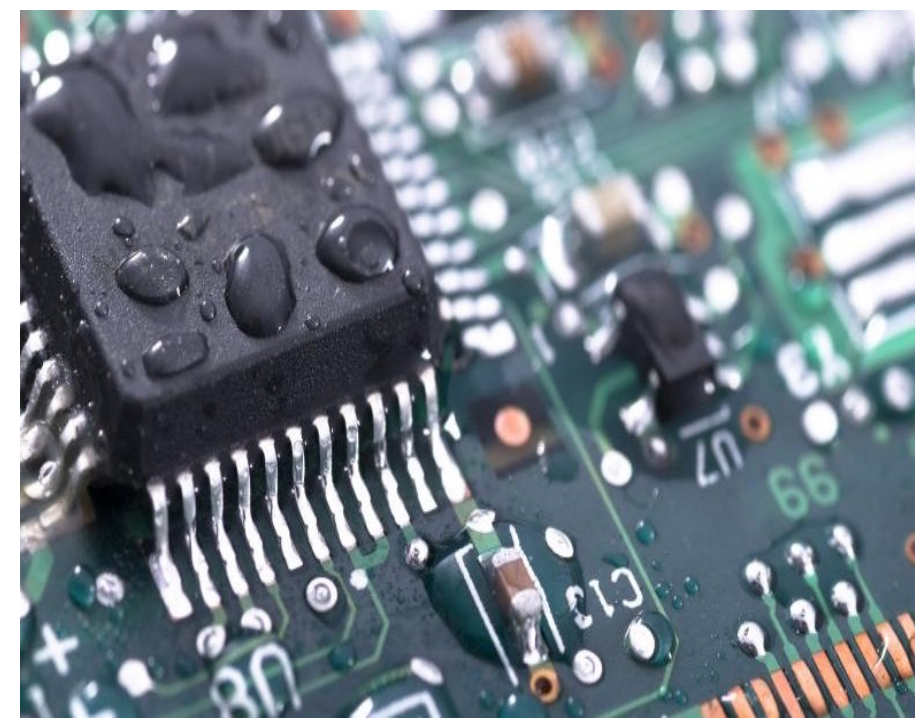
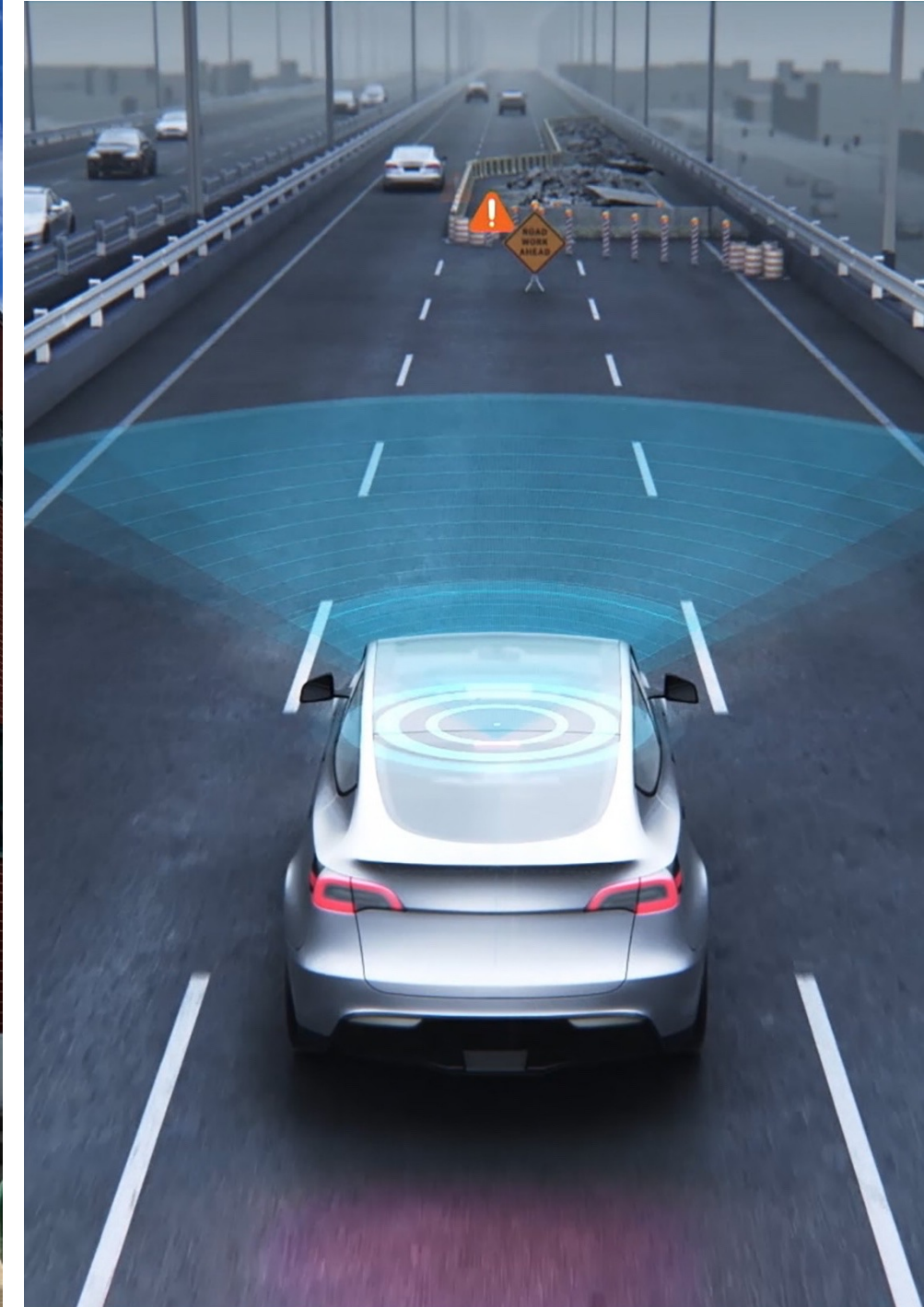
Life saving technology for autonomous driving systems.

Impact Thesis & Metrics:

One of the founding principles of actnano was that toxic conformal coatings could be replaced with higher performing and environmentally and worker friendly polymer coatings. Every device and component protected by Advanced nanoGUARD products represents a step toward manufacturing sustainability and healthier workers. As the company has moved into protecting Autonomous Driving components, actnano has become a critical, life saving technology that enables mobility and assures drivers and passengers that systems are safe from failure.

Our tech is human and environmentally safe and replaces an incumbent technology which is riddled with toxic components such as fluorine and VOC. Also, reduces use of plastic (sealing) and by extending the life of devices, decreases electronic waste. On top of that allows a much faster process and saves energy by not needing large curing ovens or vacuum chambers.

1.2 MILLION CARS PROTECTED WITH ACTNANO'S PROTECTIVE SOLUTIONS FOR AUTONOMOUS VEHICLES



Protection Against



LIQUIDS | CONDENSATION | HUMIDITY | SALT

Thank you!

Contact us if there are any questions.

Website www.materialimpact.com

Email
Address elyse@materialimpact.com