



REQUEST FOR APPLICATIONS

Greentown Labs requests applications from innovative startups with material innovations for automotive efficiency and shared and future mobility, as well as materials and process innovations for recycling. Go Move 2022 with [BASF](#) and [Magna](#) seeks to decarbonize the lifecycle impact of the automotive industry.

Program Benefits for Startups:

- A structured platform to engage leadership from BASF and Magna and explore potential partnership outcomes, including but not limited to joint pilots, joint development, purchase orders, and/or investment opportunities
- \$25,000 in non-dilutive grant funding
- Mentorship, networking opportunities, and partnership-focused programming from the Greentown Labs community of climatetech startup experts
- Exclusive access to the Greentown Labs, BASF, and Magna networks
- Desk space and membership within Greentown Labs for the duration of the program

What We're Looking For

The transportation sector is responsible for [16 percent](#) of global greenhouse gas emissions. As the sector electrifies, materials innovation and vehicle lightweighting is more important than ever for achieving energy efficiency. In addition, materials used in vehicle construction should be recycled, but today this is not a simple process. Finally, a future with greater shared mobility requires materials with higher durability as use concentrates in a smaller number of vehicles.

We're looking for startups at TRL 4-8 with material and recycling process innovations that decarbonize the lifecycle impact of the automotive industry.

Program Scope

The program scope includes i) Materials Innovation for Automotive Efficiency and Reducing Lifecycle Emissions, ii) Materials Design for Recycling and New Recycling Techniques, and iii) Materials Innovation for Shared and Future Mobility.

1. Materials Innovation for Automotive Efficiency and Reducing Lifecycle Emissions

- Materials that enable radical reduction in weight
- Materials that improve automotive aerodynamics (e.g. texture, smart materials, and/or morphing materials)



- Materials that lower the carbon footprint of the automotive manufacturing process (e.g. use lower temperatures, use novel curing mechanisms, use biobased materials, and/or reduce waste in the painting process)

2. Materials Design for Recycling and New Recycling Techniques

- Recycling process innovations, including new sorting approaches and/or rapid analytics and identification of in line material composition, selective recovery of materials, and recycling of Automotive Shredder Residue (ASR)
- Painted plastics recycling, including processes that facilitate the separation of the paint (e.g. upon trigger or via an additive)
- New materials and joining techniques that enable the recycling of multimaterial, including recyclable thermosets and recycling the reinforcement in materials
- High value use of mixed plastics waste, especially those used in the automotive industry (e.g. PA, PBT, POM, PP, and PC)

3. Materials Innovation for Shared and Future Mobility

- New concepts for hygienic surfaces
- Increased durability in materials, such as self-healing plastics and coatings
- Dirt, ice & snow shedding solutions that may include dirt repelling, self-cleaning, and anti-fouling properties
- Material alternatives that create durable, weatherable, and aesthetic exterior surfaces

Partnership with BASF and Magna

BASF and Magna are open to the following types of partnerships with startups selected for this program:

- Pilot (jointly with both partners)
- Joint development (with either partner)
- Investment (with either partner)
- Purchase orders (with either partner)

Eligibility

- Submit your completed application through the [online portal](#) by September 30, 2022.
- Be available for virtual and/or in-person interviews after the application deadline, if selected for further rounds.



- Disclose the status of any intellectual property (IP) relevant to your submission. **Do not submit confidential information in the application process.** Awardees will enter into non-disclosure agreements to protect their IP throughout Go Move 2022.
- Applicants may apply from anywhere in the world.
- If you are selected as a Go Move 2022 participant, a CEO/founder of your company will be required to attend all program events to enjoy full program benefits. All program events will take place at Greentown Labs Headquarters in Somerville, MA, with the exception of Workshop 2, which will be virtual (Zoom). A tentative timeline is as follows:
 - Kickoff Event: November 16, 2022
 - Workshop 1: December 14-15, 2022
 - Workshop 2: January 15-16, 2023 (*Virtual*)
 - Workshop 3: March 29-30, 2023
 - Final Showcase: May 11, 2023
- Greentown is committed to increasing diversity, maintaining an inclusive community culture, and creating a more sustainable planet for all. We welcome applications from founders and teams of all backgrounds, regardless of their ethnicity, race, gender, religious beliefs, sexual orientation, age, marital status, veteran status, or whether or not they have a disability.

Greentown Labs

Greentown Labs is a community of climate action pioneers working to design a more sustainable world. As the largest climatetech startup incubator in North America, Greentown Labs brings together startups, corporates, investors, policymakers, and many others with a focus on scaling climate solutions. Driven by the mission of providing startups the resources, knowledge, connections, and equipment they need to thrive, Greentown Labs offers lab space, shared office space, a machine shop, an electronics lab, software and business resources, a large network of corporate customers, investors, and more. With its headquarters in Somerville, Mass. and a recently-opened incubator in Houston, TX, Greentown Labs is home to more than 140 startups and has supported more than 330 startups since the incubator's founding in 2011. These startups have collectively created more than 6,500 direct jobs and have raised more than \$1.2 billion in funding. For more information, please visit www.greentownlabs.com or [Twitter](#), [Facebook](#), and [LinkedIn](#).

Greentown Go

With a mission of decarbonizing the key greenhouse gas-emitting sectors, Greentown Go programs inject momentum and traction into startup-corporate collaborations, unlocking the power of climate solutions at scale. Greentown Go programs operate along five tracks, corresponding to the five major greenhouse gas-emitting sectors: Go Build (buildings), Go Energize (energy and electricity), Go Grow (food and agriculture), Go Make (manufacturing), and Go Move (transportation). Each track leverages the same proven, year-long Greentown



Go framework that has delivered dozens of partnership outcomes to date, including pilots, licensing agreements, investments, joint development agreements, and more.

About BASF

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. Around 111,000 employees in the BASF Group contribute to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio comprises six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. BASF generated sales of €78.6 billion in 2021. BASF shares are traded on the stock exchange in Frankfurt (BAS) and as American Depositary Receipts (BASFY) in the U.S. Further information at www.basf.com.

About Magna

Magna is more than one of the world's largest suppliers in the automotive space. We are a mobility technology company with a global, entrepreneurial-minded team of over 161,000 employees and an organizational structure designed to innovate like a startup. With 60+ years of expertise, and a systems approach to design, engineering and manufacturing that touches nearly every aspect of the vehicle, we are positioned to support advancing mobility in a transforming industry. Our global network includes 340 manufacturing operations and 89 product development, engineering and sales centres spanning 28 countries. For further information about Magna [(NYSE:MGA; TSX:MG)], please visit www.magna.com or follow us on Twitter @MagnaInt.

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