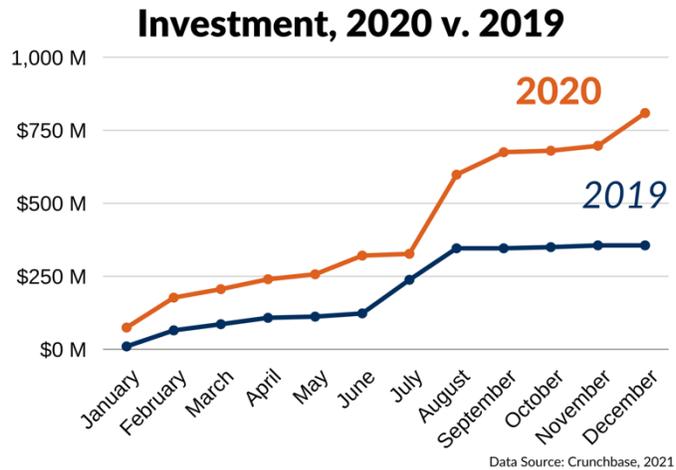


2020 YEAR-END INVESTMENT REPORT

Greater Baltimore’s Start-Up Companies Thrive in 2020

Amidst the health and economic challenges posed by the COVID-19 pandemic, the Greater Baltimore region’s diverse and resilient economy posted one of its best investment years on record. The Region’s start-ups received over **\$808 million of total investment in the calendar year 2020**. This number is more than double the \$355 million received in calendar year 2019. This growth exemplifies Greater Baltimore’s status as a hub for entrepreneurship and innovation, especially in the BioHealth and technology industries.



The \$808 million total for Q3 does not include investments in real estate development, or in Greater Baltimore's existing high-value companies. Investments were tracked for companies at the pre-seed, seed, Series A, Series B, Series C, and Series D rounds, as well as Private Equity investments in early- and mid-stage growth companies.

The first quarter of 2020 saw over \$206 million invested across Greater Baltimore, with more than \$175 million going to cybersecurity and information technology companies. This was led by Baltimore City’s **ZeroFox**, which raised \$74 million in February. Other early 2020 standouts include Baltimore County-based **NAYAX** raising \$60 million, and **Huntress**, **b.Well Connected Health**, and **EnVeil** each raising over \$10 million.

The second quarter of 2020 saw almost \$115 million invested across Greater Baltimore, with a heavy emphasis in BioHealth. This was led by Baltimore City-based **AsclepiX Therapeutics** raising \$35 million, alongside fellow Baltimore-based

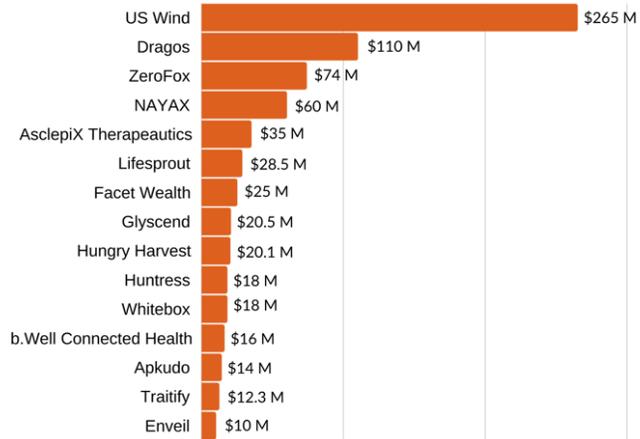
companies **Lifesprout** and **Glyscend** raising \$28.5 million and \$25 million, respectively.

The third quarter of 2020 was by far the largest at \$362 million, led by a massive equity investment of \$265 million in Baltimore City-based **U.S. Wind**. Other standouts from the third quarter include finance start-up **Facet Wealth**

raising \$25 million and growing e-commerce leader **Whitebox** raising \$18 million. Third quarter closed a successful fundraising year for agricultural start-up **Hungry Harvest**, which brought in \$20.1 million in 2020.

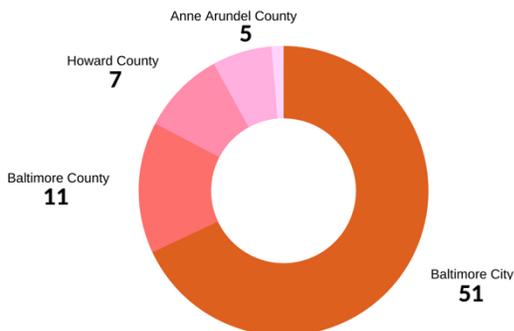
The Region finished strong in Quarter 4, with \$133 million invested. This was led by Howard County-based **Dragos's** \$110 million Series C round, the largest start-up funding round for any company in Greater Baltimore in 2020. Following Dragos's cybersecurity raise, Baltimore City-based IT start-up **Apkudo** raised \$14 million, while Baltimore BioHealth companies **ReGelTec** and **Fusiform Medical** raised \$4 million and \$2.9 million, respectively. Highlights of Q4 investment in the Region follow the annual summary at the end of this report.

\$10M+ Recipient Companies



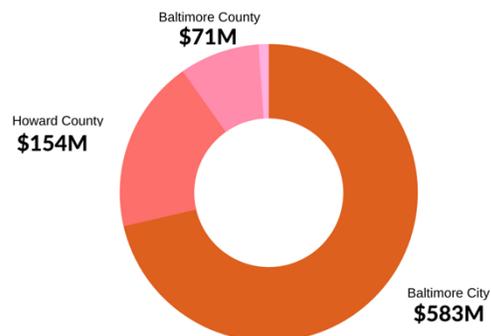
Data Source: Crunchbase, 2021

Top Jurisdictions, by Deal Count



Data Source: Crunchbase, 2021

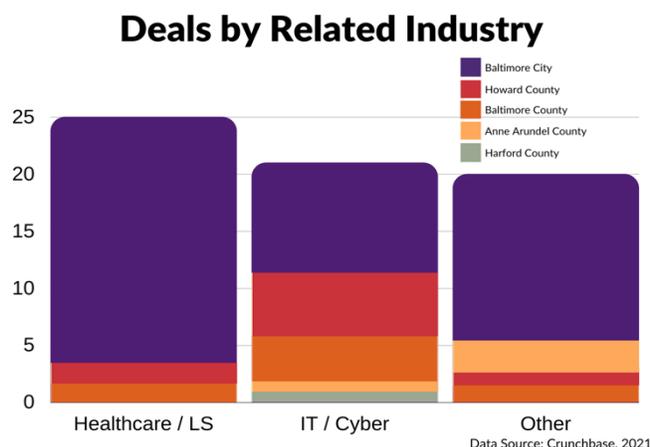
Top Jurisdictions, by Deal Value



Data Source: Crunchbase, 2021

In 2020, **Baltimore City** reported the most deals and the highest total investment value, with 51 deals valued at \$583 million. This is 376% of Baltimore City’s total of \$155 million across 2019. **Baltimore County**-based companies reported the second most investments, with 11 investments valued at \$71 million. This is 150% of total Baltimore County investment in 2019. **Howard County**, though third in deal count (7), reported the second highest deal value at \$154 million. Howard County reported the smallest improvement at 114% of the previous year’s total of \$135 million. **Anne Arundel County** followed with 5 deals, and **Harford County** reported 1 deal.

The most common industry for investment in 2020 was BioHealth, with \$135 million invested across 25 deals. However, the technology and other industry categories each reported more than double this dollar amount, with \$332 invested in Greater Baltimore’s IT & cybersecurity companies across 21 deals, and \$342 million invested in



other industries across 20 deals. These were led by investments in energy (**U.S. Wind**), fintech (**Facet Wealth**), and distribution (**Hungry Harvest & Whitebox**).

Greater Baltimore’s remarkable investment total of \$808 million in 2020 underscores the Region’s significant value to Maryland and to the world. Despite unprecedented challenges amidst a global pandemic, the Region’s diverse industries and highly skilled workforce continued to innovate and expand. Looking ahead, the work accomplished in Greater Baltimore in 2020 -- whether it was done in the office, the lab, the home office, or on the couch -- may lead to innovations that change the world.

Special Feature: TEDCO’s 2020 Investments in Greater Baltimore

The Maryland Technology Development Corporation (TEDCO) invests in the most promising early-stage technology start-ups across Greater Baltimore and the state

of Maryland. In 2020, **TEDCO** invested more than **\$3.5 million in Greater Baltimore start-ups**, as well as \$6.75 million in local university-based research.

The EAGB tracked seventeen of these start-up investments, ranging from \$50,000 to \$750,000 in value. Of these, twelve were in BioHealth, four were in information technology, and one was in biofuel technology. **Baltimore City** companies reported the highest number of TEDCO investments (10 deals valued at \$1.8 million). **Howard County** followed with 5 investments valued at \$1.35 million, while **Baltimore County** companies received 2 investments totaling more \$400,000.

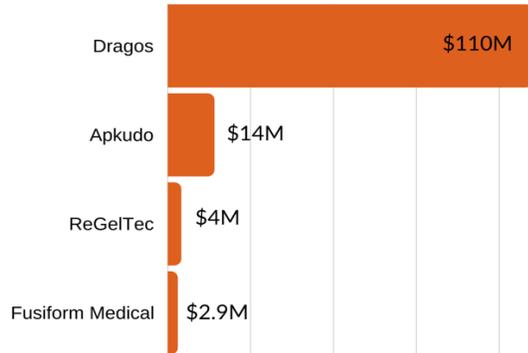
Howard County's **Attila Security** received the largest investment of \$750,000, leading a strong contingent of Howard County cybersecurity companies. Meanwhile, nine of Baltimore City's ten investments were in BioHealth. To learn more about TEDCO's 2020 investments across Greater Baltimore, [click here](#).

Q4 2020 INVESTMENT HIGHLIGHTS

Greater Baltimore's start-ups and early-stage companies enjoyed a strong fourth quarter in 2020, with 14 investment deals totaling more than \$133 million. This is a substantial improvement over 2019, in which investment slowed significantly in Q4 with 13 deals valued at less than \$10 million total. The resilience of Greater Baltimore's economy despite significant pandemic-related headwinds is laudable; each investment tells the story of Greater Baltimore's enduring impact within the innovation landscape.

The \$133 million total for Q4 does not include investments in real estate development, or in Greater Baltimore's existing high-value companies. Investments were tracked for companies at the pre-seed, seed, Series A, Series B, Series C, and Series D rounds, as well as Private Equity investments in early- and mid-stage growth companies.

\$1M+ Recipient Companies



Data Source: Crunchbase

Of the \$133 million, \$110 million went to Howard County-based **Dragos's** Series C round; Dragos is a world-leading cybersecurity firm protecting critical infrastructure for government and corporate clients. Baltimore City-based **Apkudo**, a leader in the management and lifecycle of connected devices, received \$14 million in their Series B round. In BioHealth, Baltimore City's **ReGelTec** received \$4

million in Series A funding to develop minimally invasive spinal implants and **Fusiform Medical** received \$2.9 million to optimize orthotics and prosthetics manufacturing.

Other notable investments in Q4 include \$725,000 to Baltimore City-based **Novel Microdevices** (BioHealth), \$700,000 to Howard County's **Bricata** (cybersecurity), and \$383,000 to Baltimore County's **DOOR Ventures** (investment management IT).