

## Ontario Emerging Technologies Fund Names **SAIL** as a Qualified Investor —*SAIL is the First American Cleantech Firm to Receive Approval as a Qualified Investor*

Recently the Ontario Emerging Technologies Fund (OETF) announced that it approved **SAIL** Capital Partners (**SAIL**) as a Qualified Investor. **SAIL** is the first American Cleantech firm to receive this approval.

In 2009, the Province of Ontario established the OETF. The Ontario Capital Growth Corporation (OCGC) manages the OETF, a \$250 million co-investment fund that directly invests in innovative, high-growth, private, Ontario companies alongside Qualified Investors. The OETF's

mandate: respond to challenges faced in raising capital for Ontario-based companies in sectors like cleantech, life science, advanced health technologies, digital media, and information and communications technologies.

"Ontario is an epicenter of cleantech innovation and having OCGC as a partner allows **SAIL** to leverage greater capital to help these companies grow into global leaders," said Peter Polydor, Vice President at **SAIL**.

As a Qualified Investor, **SAIL** sits amongst other investors

who share the OETF vision. The OCGC subjects Qualified Investors to a rigorous diligence process. Only firms with a "proven track record of success" successfully make it though the stringent due diligence process.

"**SAIL** would like to thank the Ontario Emerging Technologies Fund for their recognition and support of **SAIL**—especially as we plan to expand further into Canada and more specifically, Ontario," added Walter Schindler, Managing Partner at **SAIL**.

## FlexEnergy Deploys the World's Cleanest Power Platform at Fort Benning U.S. Army Base

**FlexEnergy** is a **SAIL II** Portfolio Company.

The first military deployment of a commercial-scale FlexEnergy Powerstation™, is operating at Fort Benning U.S. Army Base after a ribbon cutting ceremony earlier this month. The Flex Powerstation™ processes and eliminates waste methane gas, a highly potent and polluting greenhouse gas, and generates electrical energy with near zero environmental emissions making it the cleanest power platform in the world. This

installation produces enough energy to power about 250 homes and scaled up.

In attendance at the ribbon cutting included high-level representatives of the U.S. Army, the Department of Defense (DoD), the Department of Energy (DoE), and the U.S. Senate and the House of Representatives. Executives from the Bechtel and the Fluor Corporations, the former EPA administrator and current Flex Board Member, Stephen Johnson, as well as Members from **SAIL** Capital Partners also attended

the ceremony.

A joint venture between the DoD and the DoE (i.e. the Environmental Security Test Certification Program) funded the project with \$1.25 million of government grants. Walter Schindler, Managing Partner at **SAIL**, noted, "This project will both save the Department of Defense money and help them reduce their carbon footprint. The Flex Powerstation™ is one of the most capital efficient investments in the history of the federal government."

[www.flexenergy.com](http://www.flexenergy.com)

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### News Briefs:

- CNS Response's PEER Online™ Featured in a Story on Eating Disorders on KTVK's "Good Morning! Arizona" (November 2011)
- U.S. Representative Frank Guinta (NH-R) Visits FlexEnergy's Manufacturing Plant in Portsmouth, NH (November 2011)

## Liberian President Inaugurates WaterHealth's and Coca-Cola's Safe Water Center

WaterHealth is a SAIL I and SAIL II Portfolio Company.

Liberian President, Ellen Johnson-Sirleaf, inaugurated a water treatment and distribution facility in Caldwell, Liberia. The Coca-Cola Africa Foundation and WaterHealth International (WHI) jointly funded the project under their Safe Water for Africa (SWA) partnership.

The strategic partnership works with underserved communities to drive the expansion of WHI's successful and innovative clean water delivery model. In Liberia, alone, the SWA aims to build 30 WHI Centers by the end of 2012. "I applaud Coca-Cola's and WHI's efforts to increase access to clean water in Liberia. As we rebuild our country, we need all stakeholders to come together behind our common

goals, and Coca-Cola is clearly providing a strong example to other corporations. It demonstrates how the private sector can partner with others, like WHI, to make a concrete difference in the day-to-day lives of Liberians by making safe drinking water available to the 10,000 residents of Caldwell," said President Johnson-Sirleaf.

Rocky Findley, General Manager of Equatorial Coca-Cola Bottling Company, notes, "Coca-Cola understands that for it to be successful over the long-term, the communities in which it operates must also be sustainable—economically and environmentally—with strong local support systems. We partnered with WHI to build healthy communities in Liberia by providing access to safe, clean drinking water to at least 300,000 Liberians."

Sameer Mithal, Executive Vice-President of WHI, explained, "The Center produces World Health Organization quality water using a combination of technologies to treat locally available surface water. The WHI technology is as effective as any modern large-scale municipal water treatment system. Just like traditional potable water systems, we also ensure the long-term sustainability of the Center by charging a small fee for water purification services. We create jobs in the communities where we operate by hiring a local workforce." WHI already installs, operates and maintains hundreds of decentralized water treatment facilities throughout the developing world.

[www.waterhealth.com](http://www.waterhealth.com)



## C100 Cleantech Brings Venture Capital Support to Canada

California's most powerful Canadian venture capitalists broaden their attention from I.T. to cleantech. The C100, a group of Canadian executives working together to support Canadian cleantech startups, in the last 18 months has resulted in over \$380M in investments into C100 companies. The C100's initiative: build Canada's budding green technology sector.

"We would like to model ourselves after the success we've had in I.T., but we recognize that cleantech is a different animal," notes Jonathan Quick, Executive Director for Vantage Point Capital, a Charter C100

Member. "It will require more capital, closer collaboration with industry incumbents and forming strategic partnerships ... We want to create those billion-dollar seminal cleantech companies."

The group offers something many young startups would consider more valuable than money: Connections.

The C100 charter members include both venture capitalists as well as operating companies such as Tesla and Proctor Gamble.

Rather than look at the traditional players such as producers of wind and solar

power, the C100 plans to seek out emergent ideas, such as smart grid, green building and water innovation.

"The difficulty facing cleantech in Canada is not innovation, but commercialization and firms like ours want to help take them to market," added Peter Polydor, Vice President at SAIL Capital Partners, another Charter C100 Member.

Although Canada's venture capital industry recently placed more attention on cleantech, Canadian cleantech investments still lag behind those in the U.S. C100 works to change that fact.



## CNS Response Adds Valuable Intellectual Property to their PEER Online™ Database

CNS Response is a SAIL I Portfolio Company.

CNS Response, Inc., (OTCBB: CNSO) recently acquired a neurometric platform and other intellectual property rights. This property may help physicians better understand positive or negative patient responses to Transcranial Magnetic Stimulation (TMS) treatments. Physicians can access the data via CNS Response's PEER Online™ database in 2012.

TMS is a non-invasive outpatient procedure that uses magnetic fields to stimulate areas of the brain thought to control mood. The U.S. Food and Drug Administration approved TMS, thereby allowing hundreds of

physicians to use TMS as an alternative for patients who previously failed one or more antidepressants for treatment of depression.

"The TMS responsivity data helps physicians learn how patients with similar EEG patterns responded to TMS, thereby enabling doctors to effectively guide patients most likely to receive help from TMS treatment," said Dr. Daniel Hoffman, Chief Medical Officer for CNS Response. "Physicians, patients and payers will find this information very helpful."

CNS Response's PEER Online™ enables physicians to analyze the data from patients with similar EEG patterns. Ascertain a medication's

effectiveness (or lack thereof) not only means lower healthcare costs, but it also means healthier (and happier) patients.

"Helping doctors share information regarding what worked and what didn't work for patients with similar EEG results is the objective of PEER Online™," said CNS Response's Chief Technology Officer, Brian MacDonald. "We expect this data to be a significant and valuable addition to our PEER Online™ database and the company's ongoing efforts to build better evidence for the mental health care industry."

[www.cnsresponse.com](http://www.cnsresponse.com)



## Guinness Commissions a \$70,000 WaterHealth Center

WaterHealth is a SAIL I and SAIL II Portfolio Company

Guinness Ghana Breweries Ltd (GGBL) in collaboration with WaterHealth International (WHI) commissioned a WHI Center (water treatment plant) for the Zenu Ashiaman community in the Greater Accra Region. The \$70,000 state of the art facility, sponsored under GGBL's community investment program (Water of Life), qualifies as the company's largest investment in one water project to date. The WHI Center brings clean, potable water to 12,000 community residents.

WHI Centers house water purification equipment to treat locally available water via a

combination of sedimentation, pre-filtration and ultra violet technologies. Each Center produces World Health Organization quality water. WHI Centers offer this water for an affordable, nominal usage fee, thereby ensuring the sustainability of the Centers.

The Water of Life program recognizes that across Ghana there are different water needs that require relevant technology and flexible solutions. The program also recognizes that water projects must be sustainable and owned by the local communities. WHI Centers squarely fit this description. The for-profit WHI model ensures sustainability and

because WHI hires local community members to manage the Centers, WHI creates numerous jobs in the communities in where it operates.

This GGBL and WHI collaboration provides another example of placing private money into a for-profit business model to produce invaluable results such as empowering communities through access to clean drinking water, creating jobs within the communities where the Centers operate and improving the overall quality of life for community residents.

[www.waterhealth.com](http://www.waterhealth.com)





**SAIL Capital Partners** ([www.sailcapital.com](http://www.sailcapital.com)) is a leading cleantech investment firm with a global vision of technologies, markets and opportunities. We invest in cleantech companies with proven technologies, visionary leadership, measurable impact and exciting growth potential. We have invested in a number of today's leading cleantech companies including Xtreme Power, Ice Energy, The Cleantech Group, Dow Kokam, Enerpulse, Activeion, SNTech, FlexEnergy, Paragon Airheater Technologies, M2 Renewables, Clean Technology Solutions, CNS Response and WaterHealth International. SAIL has offices in California, New York, New Orleans and Washington D.C. as well as a global network of investors and advisors.



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- WaterHealth International
- National Post
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*This is an informal newsletter about SAIL and its portfolio companies. It is not an official report and may not be relied upon for any investment purpose. SAIL is not responsible for the accuracy of external source information.*

**Speaking of SAIL**

**November 17 – Toronto, Canada**

**Peter Polydor** will participate in the press conference as well as the launch of the *C100 Cleantech*, an esteemed organization of venture firms, Fortune 500 executives and entrepreneurs dedicated to supporting Canadian technology, entrepreneurship, and investments.

**November 10 – Toronto, Canada**

**Walter Schindler** will speak at the *SDTC Cleantech Focus*. His panel will focus on “How to Finance Canada’s Cleantech Future.”

**November 10 – Toronto, Canada**

**Peter Polydor** will speak at the *SDTC Cleantech Focus*. His panel will focus on the

“Canadian Cleantech Path to Market and Success.”

**November 7 – Austin, TX**

**Hank Habicht** will speak at the *IMN Energy and Global Resources: The Texas Nexus* conference. His panel will speak about growth areas in clean energy and clean technologies as well as the nexus between Texas’s and California’s cleantech industries.

**October 11 – Fullerton, CA**

**Sarah Pavlik** spoke at *Western State University College of Law*. She spoke to students about applying their Juris Doctorate in non-traditional legal occupations like private equity and cleantech.

**October 9 – Malibu, CA**

**Hank Habicht** spoke at the *Pepperdine University School of Law*. His panel discussed and answered questions regarding the “Justice Department: Reagan to Obama.”

**September 29 – New Orleans, LA**

**Walter Schindler** spoke at the *Tulane Business Forum*. He explained, “How Cleantech Investing is Both Profitable and Effectual.”

**September 12 – Irvine, CA**

**Walter Schindler** spoke at *CleanTech OC’s 2011 Conference and Expo*. His panel “Cleantech by the Numbers,” discussed the latest investment trends in cleantech and sustainability.