



SAIL SNAPSHOT

Profitable Impact Investing – Top Quartile Performance – Investing in Leaders

SAIL CAPITAL PARTNERS OVERVIEW

ABOUT US

SAIL was founded in 2002 as a pioneer in cleantech investment. Today it is a leading cleantech venture capital and private equity firm with a global vision of technologies, markets and opportunities. We invest in cleantech companies with proven technologies, visionary leadership and exciting growth potential. In this era of profound changes in the way we produce and consume valuable resources, SAIL focuses on exceptional profit opportunities as a result of inefficiencies in the global markets.

PHILOSOPHY

Our team invests in leading cleantech companies which focus on solving critical global natural resource challenges by utilizing innovative technology and world-class management. We know the best innovations must be packaged in business models that deliver value to customers. Our objective is to apply our experience and relationships to assist our portfolio companies in achieving a winning combination of sustainability and profitability.

SAIL TEAM

SAIL's Partners are a diverse team of successful entrepreneurs, corporate executives, experienced investors, government insiders and seasoned venture capitalists. Our team's broad range of skills includes, but is not limited to: operations, financing, deal structure, growing and managing successful organizations, legal expertise, and energy and environmental policy. Our industry backgrounds are equally diverse and encompass government, technology, environmental science, food & agriculture, energy, legal, safety and financial services.

SAIL'S PORTFOLIO COMPANIES

ENERGY



WATER



GREEN INNOVATION



CLEANTECH SNAPSHOT

ENERGY

- In 2010, combined global revenue for solar PV, wind power and biofuels surged 35.2% over the prior year growing from \$139.1B to \$188.1B - *SFCED*
- \$56B: the amount of grants and tax incentives available to the renewable energy and efficiency industries in the U.S. alone - *EIA*
- 75%: the percentage growth of global renewable energy capacity since 2004 - *EIA*
- In 2010, renewable energy provided 10% or 425 billion kilowatt hours of electricity out of a U.S. total of 4120 - *EIA*



WATER

A huge water market is emerging as the major new cleantech market opportunity as scarcity drives demand for treatment and desalination solutions. - *Ernst & Young Cleantech*

- Total projected cumulative spending needed to modernize water infrastructure 2005-2030: \$41 trillion
- According to the World Health Organization, for every \$1 invested in water and sanitation, there is an economic return of between \$3 and \$34
- 1 in 8 people world wide do not have access to safe and clean drinking water - *WHO*



GREEN INNOVATION

Green Innovation refers to all other categories of cleantech, some of which include agriculture, material science, sustainable building and pollution control.

- U.S. green building market value will balloon from \$71.1 billion in 2010 to \$173 billion by 2015 - *EL Insights*
- Issues that can be addressed by green agriculture investments include water, nitrogen, phosphorous, synthetic fertilizer, local foods, pests, and organics.
- Green chemistry represents a market opportunity that Pike Research forecasts will grow to approximately \$100 billion by 2020.



CLEANTECH INVESTING IN 2011

- VC Investment in cleantech totaled \$8.99 billion, the second highest since 2008.
- The sector with the most deals made was Energy Efficiency, with 150 deals.
- M&As saw an exceptional year for cleantech: 391 deals and a record dollar volume of \$41.2 billion, up 153%.

Source: *The Cleantech Group*

TESTIMONIALS

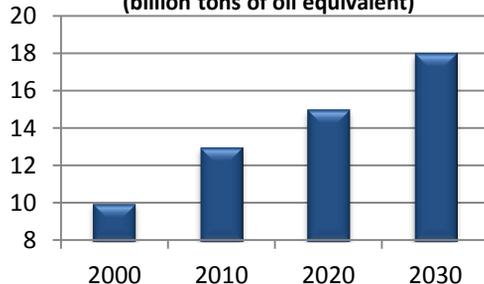
"Aside from their investment acumen, I can also vouch for the substantial value SAIL adds to their portfolio companies post-transaction. While all PE and VC firms make the claim, not all follow through. From what I have seen, you are more active and effective in support of your portfolio companies than just about any firm in the sector. From my perspective, this feature of SAIL will continue to pay dividends for the Fund for years to come. Not only do your existing companies benefit, but SAIL maintains its reputation as a company-friendly and value-added fund in an otherwise competitive marketplace."

- Skip Grow, Managing Director, Morgan Stanley

"SAIL is a team of proven entrepreneurs who are highly skilled in due diligence. They have been a tremendous support in scaling not only our organization but the cleantech industry in general."

- Nicholas Parker, Exec. Chairman, Cleantech Group

Global Energy Demand
(billion tons of oil equivalent)



80% Global Demand Increase Between 2000-2030
Source: *IEA*



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