



Ontario Clean-Tech Sector Set To Grow

Innovative Clean-Tech Venture Capital Fund Comes to Ontario

NEWS

April 5, 2012

Ontario welcomes a new venture capital fund that will help the province's cutting-edge clean technology companies grow and create jobs.

The \$100 million fund is a joint venture of SAIL Venture Partners, part of California-based [SAIL Capital Partners](#), and Stifel Nicolaus Canada Inc., a subsidiary of [Stifel Financial](#). It will invest in companies with innovative, ready-for-market products across the clean-tech sector, including energy, water and green innovations.

SAIL Venture Partners is one of the first American clean-tech venture capital funds to come to Ontario and its establishment here represents a strong vote of confidence in the quality of Ontario's clean-tech sector.

Through support and guidance provided by Sustainable Development Technology Canada, SAIL was attracted to Ontario and Canada because of the significant opportunities in the clean-tech sector and a record of fostering innovation.

Providing the right climate to attract investment and build business is part of the McGuinty government's plan to ensure that families, businesses and international investors continue to look to Ontario as a great place to live and work.

QUOTES

"Ontario is building a strong business climate and that work is paying off. There is growing confidence in the clean-tech sector as demonstrated by this commitment by SAIL Venture Partners."

— [Brad Duguid](#), Minister of Economic Development and Innovation

"SAIL Venture Partners investing in Ontario's clean energy economy is a clear sign of the economic opportunities that exist in the province. The clean-tech sector is a key part of Ontario's plan to create and support good jobs, replace dirty coal and build a healthier future for generations to come."

— [Chris Bentley](#), Minister of Energy

“By fostering clean-tech innovation and business, Ontario will benefit by being at the forefront of this burgeoning industry and job creation. Ontario is helping to create the next frontier of clean technology, becoming the capital of clean-tech in Canada, and SAIL is excited to be a part of this development.”

— [Walter Schindler](#), Managing Partner, SAIL Capital Partners

“SAIL’s entry into the market is just another indicator of Ontario’s growing reputation as a global financial hub, particularly for clean-tech financing. Toronto Stock Exchange and TSX Venture Exchange have become leading destinations for financing clean technology companies. One of TFSA’s key priorities is to support this growth and help establish this leadership position – and we are confident that SAIL’s arrival will stimulate others to follow.”

— Janet Ecker, President, [Toronto Financial Services Alliance](#)

“A vibrant Venture Capital community is essential to get SDTC’s maturing portfolio of high growth clean-tech companies to scale in the global market place. SDTC is thrilled to see our valued partner SAIL Capital Partners recognize this remarkable investment potential in Canada by opening an office in Toronto.”

— Vicky Sharpe, President & CEO, [Sustainable Development Technology Canada](#)

“Cleantech organizations need capital to bring ideas and innovation to life. A vibrant private venture capital community combined with an effective public capital marketplace will help ensure that cleantech organizations of all sizes fund their future growth and competitiveness and contribute to Ontario’s and Canada’s success.”

— Kevan Cowan, President, TSX Markets and Group Head of Equities, [TMX Group Inc.](#)

QUICK FACTS

- [SAIL Capital Partners](#) is a qualified investor under the Ontario Emerging Technologies Fund.
- SAIL has invested in a number of today’s leading clean-tech companies, including Xtreme Power, The Cleantech Group, Dow Kokam, Enerpulse, Activeion, SNTech, FlexEnergy, Paragon Airheater Technologies, Ice Energy, M2 Renewables, Clean Technology Solutions, CNS Response, and WaterHealth International.
- Ontario’s clean energy strategy has leveraged more than \$27 billion in new investment and economic opportunities.
- Ontario’s green energy initiatives have helped create more than 20,000 jobs and are on track to create 50,000 jobs, while building a healthier future for all Ontarians.

LEARN MORE

Find out more about Ontario’s [plan to support job creation](#).

Read more about the [Ontario Emerging Technologies Fund](#).

Read the [2012 Ontario Budget](#).

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

Sustainable Development Technology Canada (SDTC) is an arm's-length foundation funded by the Government of Canada which has received \$1.05 billion as part of the Government's commitment to create a healthy environment and a high quality of life for all Canadians.

SDTC operates two funds aimed at the development and demonstration of innovative technological solutions. The \$550 million SD Tech Fund™ supports projects that address climate change, air quality, clean water, and clean soil. The \$500 million NextGen Biofuels Fund™ supports the establishment of first-of-kind large demonstration-scale facilities for the production of next-generation renewable fuels.

SDTC operates as a not-for-profit corporation and has been working with the public and private sector including industry, academia, non-governmental organizations (NGOs), the financial community and all levels of government to achieve this mandate.

The **Toronto Financial Services Alliance** is a public/private initiative whose mandate is to enhance and promote the long-term competitiveness of Toronto as a premier global financial centre. Its membership encompasses core financial services companies – banks, brokerages, investment fund managers, insurance companies – as well as partner sectors – accounting, law and education. The TFSA was created in 2001 by the financial services industry, in partnership with the City of Toronto and now has the support of the federal and provincial governments. For more information, please visit www.tfsa.ca.

TMX Group's key subsidiaries operate cash and derivative markets for multiple asset classes including equities, fixed income and energy. Toronto Stock Exchange, TSX Venture Exchange, TMX Select, Montreal Exchange, Canadian Derivatives Clearing Corporation, Natural Gas Exchange, Boston Options Exchange (BOX), Shorcan, Shorcan Energy Brokers, Equicom and other TMX Group companies provide listing markets, trading markets, clearing facilities, data products and other services to the global financial community. TMX Group is headquartered in Toronto and operates offices across Canada (Montreal, Calgary and Vancouver), in key U.S. markets (New York, Houston, Boston and Chicago) as well as in London and Beijing. For more information about TMX Group, visit our website at www.tmx.com. Follow TMX Group on Twitter at <http://twitter.com/tmxgroup>.

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