

## FlexEnergy Announces Commercial Order to Gammel Engineering

FlexEnergy is a SAIL II Portfolio Company.

FlexEnergy Inc., an energy technology company based in Irvine, California, announced the first commercial order of its Flex Turbine™ MT250 EX to Gammel Engineering GmbH, a German leader in heating plants, combined heat and power plants, district heating, industrial plants and building services. Gammel's order comes as FlexEnergy announces the third generation of its industry-leading turbines, including the Flex Turbine™ MT250 EX and Flex Turbine™ MT250 G3, during the Power-Gen International 2011 conference.

The Flex Turbine™ MT250 EX removes the original combustor and fuel system from the standard gas turbine configuration, giving customers the flexibility to integrate the MT250 with their individual external heat applications. The MT250 EX is the only turbine in its class to offer such options. This external heat turbine is an ideal solution for biomass and concentrated solar power installations.

"FlexEnergy is honored to offer Gammel Engineering an innovative turbine solution to use biomass combustion heat for power generation," said Joe Perry, CEO of FlexEnergy Inc. "This project shows the

### FlexEnergy

versatility of the MT250 design and its adaptability to be integrated in larger systems and utilize heat that is a by-product of various processes."

"This project with FlexEnergy is a great way to reduce our plant's environmental footprint, increase efficiency, and generate savings that will positively affect our bottom line," said Klaus Rohmoser, Vice President of Gammel Engineering.

The Flex Turbine™ MT250 G3 and Flex Turbine™ MT250 EX are available for purchase immediately.

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## Swiss Deluxe Hotels Appoints Chemical-Free Cleaner, ActiveIon, as its Preferred Supplier

Activeion is a SAIL II portfolio company.

Located in 21 destinations within Switzerland, Swiss Deluxe Hotels (SDH) represents 40% of the country's five-star hotels. The statistics are impressive—last year, SDH hotels hosted 800,000 overnight stays.

Recently, SDH appointed chemical-free cleaning device manufacturer, ActiveIon as its preferred supplier.

ActiveIon is a perfect fit for SDH. ActiveIon's ionator EXP allows these high-end hotels to maintain or exceed cleanliness standards, improve health and hygiene, reduce cleaning costs and increase sustainability—time after time.

Since 1993, SDH's Standards of Excellence, a unique concept of quality promotion, are applied to and adhered by each member hotel. SDH appoints the country's top suppliers as part of its focus on excellence.

Care and attention is inevitably placed on the selection of its suppliers-- in fact, the Preferred Supplier list incorporates quality brands such as Bentley, Calanda-Biere, Dom Perignon, Granini Fruchsaefte, Lamborghini, Lipton, Moevenpick Wein, Rolls-Royce, SwissLife, Unilever and now ActiveIon.

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

### News Briefs—December 2011:

- M2R Named to New England Venture Summit's Top 2011 Innovators List
- SAIL closes another investment in FlexEnergy during Q42011
- M2R Featured on Sarah Backhouse's Future 360
- SAIL Named #1 VC firm in OC for 4th year in a row by Orange County Business Journal

## Dow Kokam Battery Park Construction on Schedule for 2012 Opening—Dow Kokam Battery Manufacturing Creates Jobs for Michigan Residents

Dow Kokam is a SAIL II portfolio company.

Marking 18 months after breaking ground, the Dow Kokam Midland Battery Park, a 400,000 square foot lithium-ion battery manufacturing facility in Midland, Michigan is on track to begin advanced battery productions in 2012. To date, the project required 650,000 man-hours for construction. Installation of state-of-the-art battery production line equipment will manufacture Dow Kokam's advanced lithium-ion cell technology—i.e. a perfect fit for transportation,

defense and stationary applications.

"Dow Kokam will be introducing some of the most advanced lithium-ion battery technology in the world because this company was created to draw on the best capabilities from each of its partners," said David Pankratz, Vice-President of Operations at Dow Kokam. "Kokam's superior battery cell technology and design, paired with Dow Chemical's expertise in large scale manufacturing and Dassault SVE's battery pack and system integration knowledge give Dow Kokam

leading battery system capability. Installation of our production equipment marks an important milestone in the transfer of technology to Dow Kokam's Midland facility."

In September, Dow Kokam started to install highly specialized and proprietary manufacturing equipment purchased from a few Korean vendors including Kokam Companies, Ltd. Once installed and operational, Dow Kokam employees from the Great Lakes Bay Region, will run the production lines.

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



## The 4 E's of a New Energy Economy: Energy Security, Economic Security, Environmental Security and Equity

A New Energy Economy means advancement of the "4 E's": Energy Security, Economic Security, Environmental Security, and Equity.

**Energy Security:** Energy efficiency and renewable energy reduce our heavy dependence on foreign oil, as well as relieve stress from our overtaxed, high-emitting coal plants. Hybrid technology, electrification, natural gas vehicles, and third generation bio-fuels offer an opportunity to radically shift the geopolitical influence oil holds on our society.

Today, our troops in the field risk their lives to transport diesel fuel to power remote generators in dangerous parts of the world. We owe them an alternative that will eliminate that risk. Clean-energy technologies have the

power to do just that.

**Economic Security:** Advancing a new energy economy creates jobs and economic prosperity. There is perhaps no industry in the world that faces a more significant opportunity to modernize and change than the energy industry. That opportunity extends from the generation sources, to the transmission, to the end consumption, to the management of energy all along the value chain. America should be at the forefront of that effort.

**Environmental Security:** There is perhaps no greater challenge facing the next generation than reducing harmful emissions associated with energy generation and consumption. We continue to see the staggering impacts of climate change throughout the globe. We have an

obligation to future generations to get our planetary house in order by decreasing emissions of harmful pollutants into our atmosphere and water. Fortunately, we have abundant opportunities to address these challenges within the energy sector.

**Equity:** Finally, we need to ensure that our move to clean energy is not achieved on the backs of our poorest citizens. Naysayers like to say that we can't afford clean energy. I would argue we can't afford not to pursue a new energy agenda. It is up to our generation to recognize and address the challenges of the 21<sup>st</sup> century with 21<sup>st</sup> century technologies and provide the world with the innovations that will lead us to a clean-energy future.



## Xtreme Power Receives Support from Capitol Hill

Xtreme Power is a SAIL I and SAIL II portfolio company.

US Sen. Ron Wyden (D-OR), FERC Commission John Norris, and leading energy storage companies like Xtreme Power, joined the Electricity Storage Association (ESA) on Capitol Hill to advocate for public policies that help spur energy storage innovation.

ESA hosted the briefing to garner support for recent federal legislation—the STORAGE Act of 2011, an investment tax credit for energy storage projects. This Act affirms the importance of smart policy to incentivize energy storage development.

"The STORAGE Act provides the missing piece to our nation's energy equation," said

Sen. Wyden. "Increasing investments in storage technology will make renewable energy more effective, while creating a more efficient electric grid that doesn't pick technology winners and losers. Technology neutrality lets the market decide which technologies work best. Whether it's a billion dollar pumped hydroelectric storage project or a Smart Grid water heater in your basement, our bill provides a real incentive to get that technology connected to the electric grid sooner rather than later."

FERC Commissioner John Norris said, "I strongly believe that energy storage holds great promise to help make our electricity more reliable and to

facilitate the achievement of important state and federal policy objectives, which include increased use of renewable energy resources and greater energy independence."

Praveen Kathpal of AES Energy Storage, a developer, and Mike Jacobs of Xtreme Power, an advanced battery manufacturer, also participated in the discussion and highlighted various active projects on the ground, which illustrate the success of energy storage technology.

The STORAGE Act fosters the development and commercialization of energy storage technologies as a means to solving the nation's energy and power challenges.

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



## FlexEnergy Unveils Third-Generation Flex Turbine™

FlexEnergy is a SAIL II Portfolio Company.

FlexEnergy Inc., an energy technology company based in Irvine, California, unveiled the third generation of its turbine systems, including the Flex Turbine™ MT250 G3 and Flex Turbine™ MT250 EX.

"FlexEnergy continues to offer the most innovative turbine systems in the industry, providing reliable, efficient, and cost-effective solutions," said Joe Perry, CEO of FlexEnergy Inc. "Our third-generation turbines leverage years of operating and development experience providing a best-in-class

customer experience."

The Flex Turbine™ MT250 G3 is the latest version of Flex's 250 kW turbine technology, providing a complete, pre-engineered package for customers. At the core of this system is a simple, powerful design, adapted and refined over a decade of development. With over 850,000 field operating hours running on methane or natural gas, the MT250 has proven to be the most reliable turbine in its class.

The new Flex Turbine™ MT250 EX provides customers with the flexibility to integrate the MT250 core turbine

technology with their specific external heat applications. The MT250 EX is the only turbine in its class to offer this capability. This external heat turbine is an ideal solution for biomass and concentrated solar power installations.

The Flex Turbine™ MT250 G3 and Flex Turbine™ MT250 EX are available immediately

[www.flexenergy.com](http://www.flexenergy.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, Washington D.C., and New Orleans as well as a global network of investors and advisors.



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**Sources:**

- FlexEnergy
- Hospitality.Net
- Bloomberg.com
- Dow Kokam
- Clean Edge
- PR Newswire
- Future 360
- PR.com

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**Speaking of SAIL**

**January 25 – Austin, TX**

**Walter Schindler** will speak at the *Opal Energy Investment Summit*. His panel will discuss private equity investments in a low carbon economy.

**January 23 – Toronto, Canada**

**Peter Polydor** will speak at the *Canadian Institute's Forum on Commercializing Cleantech*. His panel is titled: "The Leap from Cleantech Innovation to Commercialization."

**January 10 – Scottsdale, AZ**

**Peter Polydor** will speak at the *Opal Public Funds Summit*. His panel will discuss the private equity outlook for 2012.

**November 17 – Toronto, Canada**

**Peter Polydor** participated in 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** spoke at the *SDTC Cleantech Focus*. His panel discussed "How to Finance Canada's Cleantech Future."

**November 10 – Toronto, Canada**

**Peter Polydor** spoke at the *SDTC Cleantech Focus*. His

panel elaborated on the "Canadian Cleantech Path to Market and Success."

**November 7 – Austin, TX**

**Hank Habicht** spoke at the *IMN Energy and Global Resources: The Texas Nexus* conference. His panel spoke about the 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.