

## Dow Kokam in New Ultra-Compact Electric Vehicle

*LUMENEO's new NEOMA EV powered by Dow Kokam's XSYSTM*

Dow Kokam is a SAIL I & II portfolio company

In conjunction with the Paris Motor Show, Dow Kokam announces its agreement to supply advanced lithium-ion battery systems to the French electric vehicle (EV) manufacturer LUMENEO to power the NEOMA EV. The innovative all-electric ultra-compact car can seat four passengers in a vehicle that is only 2.69 m long. Dow Kokam is supplying its XSYSTM 7 kWh lithium-ion energy system, featuring water thermal management, which increases vehicle range in winter and improves battery lifetime and safety. LUMENEO worked closely with Dow Kokam to incorporate this advanced battery solution in

the new flexible NEOMA vehicle.

"We are excited to partner with LUMENEO to produce an innovative electric vehicle that offers a real and viable option for ultra-compact EV driving with a convenient and capable ride," said Jean-Francois Herchin, Vice President of Dow Kokam. "Dow Kokam's revolutionary energy storage technology provides the right combination of energy density and size to meet the custom needs of the streamlined and sleek NEOMA."

Each NEOMA will feature two Dow Kokam XSYSTM 7 kWh batteries, for a 14 kWh system that gives each vehicle up to 140 kilometers of electric-only range, and requires only four hours to recharge. Dow



Kokam's superior battery system, coupled with LUMENEO's electric motor, provide highly efficient performance, and can reach speeds of up to 110 km/h. The NEOMA is ideal for routine urban driving, and its all-electric system means the NEOMA generates no CO2 emissions, smoke or noise when it is running.; greatly improving the driving experience.

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## Inc. Names Xtreme Power to its Hire Power List

Xtreme Power is a SAIL I & II portfolio company

Three Austin, TX companies are among 10 across the state of Texas to be recognized by *Inc.* magazine for adding employees.

*Inc.* magazine last week released its Hire Power Awards, recognizing those companies and industries that are still hiring. The report looked at how many employees had been added

during the past three years.

Surveying and Mapping Inc. — SAM Inc. — is ranked No. 4 among the top 10 Texas companies. The company, which has expanded its initial offering of land surveying services to include digital aerial mapping, full-service subsurface utility engineering, utility coordination and geographic information system services, added 207 jobs over three years, according to *Inc.*



Energy storage and system developer Xtreme Power Inc. landed at the No. 5 spot among Texas companies, adding 191 jobs. Volusion Inc., an e-commerce technology company, is ranked No. 8 on the state list for adding 176 jobs over the three-year time span.

### Quick Facts

- ❖ Last quarter saw worldwide cleantech venture investment total \$1.56 billion
- ❖ More than 65% of our fresh water is used in agriculture and efficient food production for an increasingly urban population

## Father of Green Chemistry Joins SAIL Advisory Board

Paul Anastas, Ph.D., a former Assistant Administrator of the US Environmental Protection Agency for Research and Development, has joined the advisory board of leading cleantech investment firm, SAIL Capital. Dr. Anastas joins the ranks of other cleantech, science, and technology ‘heavy weights’ on SAIL’s board, including David Miller, former Mayor of Toronto and a member of the C40 Climate Leadership Group; and Ronald W. Hart, Ph.D., an advisor to, and chair of multiple commissions and task forces at the White House, who is credited with developing the first direct proof that DNA is causal in certain forms of cancer.

In addition to his position as Assistant Administrator of the EPA, Anastas also served concurrently as the EPA’s Science Advisor from 2010-2012, and in both the Clinton and G.W. Bush Administrations, where he

held posts in the Office of Science and Technology Policy, including Assistant Director where he had responsibility for environmental issues. Dr. Anastas now serves on the faculty of Yale University as the Teresa and H. John Heinz III Professor in the Practice of Chemistry for the Environment, and is Director of Yale’s Center for Green Chemistry and Green Engineering. He is widely known as the “Father of Green Chemistry” for his work in founding the field of designing chemicals that have reduced toxicity and processes that produce less waste.

“SAIL is thrilled that Paul Anastas has joined our advisory board,” commented Walter Schindler, Managing Partner of SAIL. “His accomplishments in the field of green chemistry are second to none; we look forward to his expertise playing a part in our investments and the overall



growth of the firm.”

Since 2007, Dr. Anastas has served as co-founder and principal of the sustainability consulting group, Sustainability A to Z that assists clients from personal care, chemical, electronics, large retail, and government sectors to develop and operationalize their sustainability strategies. He is also on the advisory board of a start-up chemical company based in New Haven, CT, P2 Science, that specializes in renewable, bio-based chemicals including surfactants, material building blocks, flavors, and fragrances.



## SAIL Leads Certified Trade Mission to Germany

**Xtreme Power is a SAIL I & II portfolio company**

This month in Munich, SAIL Capital Partners is leading a U.S. Certified Trade Mission to Germany. The Mission’s objective is “introducing German clean energy investors to U.S. Funds so to provide German institutional investors with introductions to leading U.S.-based clean energy firms.”

The mission will connect U.S. clean energy private equity and venture capital fund managers with potential

investors from Germany.

This trade mission has been certified by the U.S. Department of Commerce. The mission is organized by Katsof Energy Consulting as the official certified trade mission organizer in partnership with The U.S. Department of Commerce, the U.S. Consulate in Frankfurt, Deutsche Bank, and SAIL Capital Partners. The mission is supportive of the Renewable Energy and Energy Efficiency Export Initiative, the only industry-specific export strategy announced in support of President Obama’s National

Export Initiative.

Certified Trade Missions and similar events coordinated in partnership with the US Commerce Department have attracted top funds from the U.S.

German investors in attendance will include institutions, corporations, family offices and others from across the energy and cleantech sectors. Other firms joining SAIL on the mission include Kleiner Perkins, Catamount Ventures and DBL Investors among select others.



**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, SNTech, FlexEnergy, Paragon Airheater Technologies, M2 Renewables, Clean Technology Solutions, CNS Response and WaterHealth International. SAIL has offices in California, Toronto, New Orleans and Washington D.C. as well as a global network of investors and advisors.



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**Sources:**

- Austin Business Journal
- Forbes
- Dow Kokam
- Inc. Magazine
- Cleantech Group
- Xtreme Power

**How to “C” Water: Water Innovation Summit**

Increased scarcity, new regulatory imperatives, public discontent over caustic treatments and practices, and the decline of the design-bid-build model (through which major infrastructure firms control supply chain) are all serving to accelerate innovation in water technologies. But what, if anything, is driving *utility adoption* of this innovation?

According to Jane Pagel of OCWA, there are 3 C's to keep in mind when analyzing utility innovation drivers: Cost, Crisis, and Cool.

◎ **Cost** captures energy savings and operational efficiencies for a water utility;

◎ **Crisis** covers water scarcity, stringent regulatory requirements, and the potential for contamination catastrophes; and

◎ **Cool** alludes to the use of social media to increase public awareness of water and provoke new ways of thinking about it.

Of the drivers defined above, the most compelling one is Crisis. As water scarcity remains an imminent concern and desalination still proves to be a costly option, water reuse is one of the hottest topics in the industry. Water reuse refers to wastewater that is collected, treated, and used without being released back into the natural water cycle. There are a host of barriers to this subsector, the largest of

which is public acceptance. OCWA addressed these barriers head on and developed solutions for getting around them. Those solutions were:

◎ **Talk about recycled water MORE** – the concept of water reuse is still commonly referred to as “Toilet to Tap”

◎ **Change reclaimed/recycled water’s legal categorization** as a “waste stream”

◎ **Adjust pricing models** to match supply with demand and to better reflect the value of water based on its source and use.



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