

SAIL Selected as a World Economic Forum Global Growth Company



This month, SAIL was selected as a Global Growth Company (GGC) by the World Economic Forum. This is a huge honor and a testament to SAIL’s global leadership in the cleantech industry. GGC was formed in 2007 to engage dynamic high-growth companies with the potential to be tomorrow’s industry leaders and to become a driving force of

economic and social change. As a member, SAIL will benefit from networking with the world’s leading business and policy experts, peer-to-peer collaboration and experience exchange, and industry-specific knowledge sharing. Membership in the Community of Global Growth Companies is by invitation only and includes the world’s fastest-growing corporations.

Energy Storage Gets a Big Boost in Los Angeles

On Wednesday, February 13th the California Public Utilities Commission (CPUC) unanimously approved a long term procurement decision ordering Southern California Edison (SCE) to procure between 1,400 and 1,800 megawatts of electrical capacity in the Los Angeles basin. The decision was made to ensure adequate available electrical capacity to meet peak demand, and to protect the safety and reliability of the local electrical grid.

Of this amount, no more than 1,200MW of this capacity can

be procured from conventional gas-fires resources. Additionally, at least 50MW is required to be procured from energy storage resources. The last requirement states that at least 150MW must be procured through preferred resources consistent with the Loading Order in the state’s Energy Action Plan (energy efficiency, demand response, and distributed generation), or through energy storage resources.

Janice Lin, Executive Director of the California Energy

Storage Alliance (CESA) and Managing Partner of Strategen Consulting, LLC, said that “this landmark decision represents a major breakthrough for energy storage market development in California and nationwide.” According to Lin, “required energy storage procurement under this decision provides a much needed market-signal that energy storage will be considered as a key asset class to help California address its long term local reliability and environmental quality needs for clean energy resources.”

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Upcoming Conferences:

- Microgrid World Forum, March 12-14, Irvine, CA
- Cleantech Forum, March 18-20, San Francisco, CA
- Image H2O’s 4th Annual Water Entrepreneur Showcase, March 20, San Francisco, CA
- The Greentech Media Networked Grid, March 20-21, Westlake Village, CA
- Infocast’s 6th Annual Storage Week, April 2-4, Austin, TX

Samsung, Xtreme Power to Develop Energy Storage Solutions

Xtreme Power is a SAIL I & SAIL II portfolio company

The Center for the Commercialization of Electric Technologies chose Samsung SDI and Xtreme Power to install a 1MW/1MWh Lithium Ion based battery energy storage system at the Reese Technology Center in Lubbock, Texas as part of a Smart Grid Demonstration Project (SGDP).

The \$27 million demonstration project is jointly funded by center partners and the U.S. Department of Energy as part of the American Recovery and Reinvestment Act (ARRA) of 2009 managed by the center. The project is known as Discovery Across Texas, Technology Solutions for Wind Integration in ERCOT.

The energy storage system will be owned and operated by South Plains Electric Cooperative (SPEC) as one of several project technologies to serve the SGDP objectives of wind integration.

The Samsung SDI and Xtreme Power system will be connected to SPEC's distribution grid at the Reese Technology Center as part of an ongoing wind technology program managed by GroupNIRE and Texas Tech University. The energy storage system will focus on combining utility scale energy storage with wind energy.

Potential uses for the system include mitigating intermittent fluctuations of a number of nearby wind turbines, regulating the distribution bus voltage, serving as spinning reserve, and providing frequency support during the loss of generation.

The project marks the first order for the newly formed Samsung SDI / Xtreme Power alliance. Coupling Samsung SDI's Lithium Manganese Oxide (LMO) battery with Xtreme Power's Xtreme Active Control Technology (XACT), the two firms have partnered to create an optimal energy storage solution for renewable integration and grid support.

"Taking part in the CCET project gave us yet another chance to demonstrate our expertise in matching power storage with renewable power generation, which is vital for realizing our green energy future. We are honored to work with Samsung SDI to bring a reliable, efficient, and cost-friendly solution to the energy storage and power management market," said Alan Gotcher, Chief Executive Officer of Xtreme Power. "Our XACT control platform, which can be integrated with the full range of battery technologies, will break new ground in the industry when paired with Samsung's unique technology."

Xtreme Power's XACT platform is unmatched in its ability to provide high power output within fifty milliseconds accurately and precisely without infringing upon safety protocols. This exclusive venture will enable Xtreme Power and Samsung SDI to offer a versatile product capable of not only enhancing the value of renewable generation, but also increasing the reliability of the electric grid.

"We appreciate the opportunity to participate in the CCET BESS project to demonstrate the value of integrating energy storage with renewables. Also, the strong combination of Samsung SDI and Xtreme Power will provide customers with solutions meeting their unique needs in energy storage backed by significant experience and capabilities in lithium ion batteries and system integration," said Y.C. Yoon, EVP and Head of Energy Solutions of Samsung SDI.



Enerpulse Releases New Line of Pulstar Pulse Plugs for Motorcycles



Enerpulse is a SAIL I & SAIL II portfolio company

Enerpulse, Inc. has released its new line of Pulstar Pulse Plugs for cruiser motorcycle applications. Enerpulse attended the American V-Twin Dealer Show from February 15-17th to exhibit its new line. The two new Iridium Pulstar Pulse Plugs, be1it and he1it, are designed to provide quicker throttle response with the

V-Twin cruiser owner in mind.

The be1it size fits a number of applications including many bikes from Honda, BMW, Harley Davidson, and Yamaha. In total, the pulse plug can fit more than 640 motorcycle applications. Motorcycle enthusiasts should visit www.pulstar.com to find the

right plug for their bike.

These plugs are part of Enerpulse's Powersport line of Pulstar Pulse Plugs and work well with many powersport applications including ATVs and snowmobiles.

WaterHealth International Launches First Urban Installation

WaterHealth is a SAIL I & SAIL II portfolio company

Water Health India (WHIN) launched its first urban packaged drinking water plant at Nagaram in Hyderabad on Wednesday. Katherine Dhanani, U.S. Consulate-General of Hyderabad

inaugurated the plant. With this inauguration, WHIN launches its 'Dr. Water' brand in the urban market. The company runs over 500 water purification plants across India, Africa, and Southeast Asia with plans to double that number in 2013.



Walter Reed Commences PEER Interactive Trial

CNS Response is a SAIL I & SAIL II portfolio company

Officials from Walter Reed National Military Medical Center announced on February 12th plans for a large-scale new brain activity study to pinpoint what happens when troops suffer depression, with the hopes of identifying new medications or treatments that could solve the problem.

The study will use new technology from CNS Response Inc., which will allow military researchers to track electrical activity in the brains of 2,000 troops and civilians suffering from depression. They'll compare the results with

thousands of others in the firm's online registries, allowing experts to develop new treatment approaches.

"One of the big secrets of psychiatry is that we don't know exactly how the drugs work," said George Carpenter, CEO of CNS Response. "Right now it's all trial and error. But this could provide more answers."

He said results could point to why some patients are resistant to medications and whether others are receiving too many different drugs. Sen. Ben Cardin, D-Md., said the study might also show whether a connection exists between the numerous drugs that troubled troops are prescribed

and the rising rate of suicide in the military.

"The mental health and well-being of those who have volunteered to serve our nation must remain one of our highest priorities," he said in a statement. "There is more work to do and we will use this data in this study to continue to strengthen suicide prevention and overall mental health efforts."

Carpenter said the study will launch over the next few weeks and take six months to complete. Interim results could be released as early as this fall.

PSE&G Proposes \$4B for Grid Resiliency

When Hurricane Sandy hit New Jersey in late October, Public Service Electric & Gas, one of the state's largest utilities, had 1.7 million customers without power and saw about \$300 million in damage to just the utility, which does not include any costs for the power plants that supply PSE&G.

"Business as usual is not enough," Ralph Izzo, CEO of PSE&G, said at the Agrion Energy & Sustainability Summit in New York City. Izzo announced that the utility does not just want to rebuild for reliability, but also for future resiliency given the increase in intense storms. Not only is Izzo thinking about rebuilding in a new way, but also about how business will change for utilities down the road.

"People depend on electricity in a way they didn't when we designed the system," he said during his keynote. Demand is growing at slower rates, but reliable power is more important than ever.

PSE&G proposed a package of \$4 billion in upgrades to the New Jersey board of public utilities called Energy Strong Infrastructure. Some of that money will go to raising at-risk infrastructure to be more flood-resistant, but it will also go to protect critical facilities and deploy smart grids across the distribution network.

Had these investments already been in place before Sandy, Izzo said that outages would have been cut in half and restorations would have gone faster for

those that did lose power. If \$4 billion seems like a substantial price tag, the even more surprising figure is that the investment is designed without any rate increase.

Along with the infrastructure proposal, PSE&G is also looking to invest an additional \$300 million in energy efficiency, beyond what the utility already invests in its energy efficiency programs. To harvest all the low-hanging fruit of energy efficiency, PSE&G has turned to regulators for reform to make energy efficiency a core investment, just as a circuit breaker or meter would be. "There's nothing cleaner than a power plant that doesn't need to run," said Izzo. "Until every window is caulked, smart meters will remain a hard sell."



SAIL News

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Sources:

World Economic Forum
The Hindu
Enerpulse, Inc.
San Francisco Business Times
Bloomberg New Energy Finance
Stars and Stripes
Electric Light and Power
PennEnergy
Greentech Media

SAIL Capital Partners (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, Enerpulse, SNTech, FlexPower, 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.

President Obama Promises Energy Efficiency in State of the Union Address

All eyes were on the US on February 20th as President Barack Obama delivered his annual State of the Union address. The leader of the world's largest economy promised to "do more" to protect the climate even if there was opposition in the Congress, through executive actions.

"If Congress won't act soon to protect future generations, I will. I will direct my Cabinet to come up with executive actions we can take, now and in the future, to reduce pollution, prepare our communities for the consequences of climate change, and speed [up] the transition to more sustainable sources of energy," Obama said.

Specific targets outlined include doubling energy efficiency by 2030, doubling renewable generation by 2020 and establishing a fund for research and development of petroleum substitutes for the transport sector. The US has seen a steady increase in its renewable energy capacity, which almost doubled from 44GW in 2008 to 86GW in 2012, according to Bloomberg New Energy Finance data.

Even as Obama was unveiling the overall plan of action for US sustainable energy, there were positive strokes from other directions. The Interior Department announced its decision to prioritize 23 renewable energy projects – totaling

5.3GW in capacity – on public lands in Arizona, California and Nevada, and Australia's pension provider AMP invested \$US100 million in North American wind developer Capistrano Wind Partners.

