

Sail Venture Invests \$3M In Water Filtration Co MicroMedia

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DOW JONES CLEAN TECHNOLOGY

11/4/2009 – Sail Venture Partners on Tuesday disclosed a \$3 million investment in advanced wastewater treatment systems developer MicroMedia Filtration Inc., sticking to one of its primary clean technology investment themes -- water.

Costa Mesa, Calif.-based Sail sees water treatment, movement, purification and usage in agriculture as a growth area in the next five to 10 years, at least. It identified a \$10 billion market for domestic small- to medium-scale wastewater treatment facilities, the area in which MicroMedia's technology is best applied, said David Jones, managing partner at Sail Venture, in an interview with Clean Technology Insight.

"We have a saying in our firm that E=H₂O, that the energy industry and the water industry are codependent," said Jones.

Sail was the sole investor in MicroMedia's Series A round of financing, and it will help the company direct the funding towards development of MicroMedia's management team and marketing of the technology. Jones said that MicroMedia Filtration, or MMF, has about \$300 million in business sales prospects in its pipeline.

MMF's wastewater treatment process can save clients money and space because it doesn't require ponds for filtration and uses 80% less power than existing technologies, said Jones, who has joined the company's board. The system also helps reduce emissions of greenhouse gases and other pollutants, aiding municipal and other water utilities to meet increasingly stringent regulations on emissions.

The technology uses proprietary chemical and biological materials in separate tanks and removes contaminants. The system is computer-controlled for accurate filtration and the resulting water is clean enough to flow back into the environment.

"What we saw in MMF is a really unique technology that we think has not been employed to date in the wastewater industry," said Jones. Hank Habicht, also a managing partner of Sail Venture, will join the company's board of directors.

Sail's investment comes from its second clean technology fund, which is closing this month at \$250 million. MMF is the second water technology investment from the fund, the other being a \$1 million investment in Activelon Cleaning Solutions LLC, which developed a hand-held device that ionizes tap water into a cleansing and disinfectant agent.

Sail has another investment in WaterHealth International, which develops purification water systems using ultraviolet light for low cost systems. The firm has invested \$5 million in WaterHealth since 2006 from its first fund.

<http://www.sailvc.com>

<http://www.activeion.com>

<http://www.mmfwater.com>