**Biography**

**Walter L. Schindler** is an investor, strategist, and lawyer who started as an associate at the international law firm Gibson Dunn & Crutcher from 1980 to 1987, became a Partner of the law firm from 1988 to 1999 and was the managing partner of its Orange County Office from 1996 to 1999, the three years of that office’s greatest growth in revenues, profits and lawyers in its history. In his legal career he became well known throughout the US and Europe as a leading value creation strategist in extraordinary situations.

Afterwards, Walter became the founder and Managing Partner of *SAIL* Capital Partners LLC (2000-present), an early pioneer and thought leader in sustainable investment in the United States. Under his leadership *SAIL* Capital was selected by the World Economic Forum as a member of its Community of Global Growth Companies and was nominated for Private Equity Manager of the Year by *Foundation & Endowment Money Management*. In addition, *SAIL* Capital was chosen by the U.S. Department of Commerce to co-lead with Deutsche Bank the first U.S. Trade Mission on Clean Energy to Germany and to participate in the first Impact & Sustainable Investment Trade Missions to Europe, meeting with investors in Zurich, Amsterdam, and London. He has also been a guest participant in the Australian American Leadership Dialogue, a private group of government and industry leaders from both countries.

SAIL Capital is now selling its entire remaining venture capital portfolio through a global investment bank and is contributing all of its merchant bank assets to Frost & Sullivan Investment Partners LLC, a new international joint venture with the world’s leading international consultancy focused on emerging technologies and industries. Frost & Sullivan is based in Silicon Valley and has 1800 consultants in 45 countries. As of July 1 Walter is serving as CEO of Frost & Sullivan Investment Partners LLC, which is backed by a long-standing European multi-family office and is currently investing in sustainable energy and water projects throughout the world.

In 2014 Walter was elected to the Board of Directors of Fulbright Canada, the Foundation for Educational Exchange between Canada and the United States of America ([www.fulbright.ca](http://www.fulbright.ca/)), which provides all Fulbright Scholarships between the two countries. Walter has also served as a member of the North American Advisory Board of [The Cleantech Group](http://www.sailcapital.com/portfolio-green-innovation/cleantech-group-portfolio) and the Advisory Board of US Bank, and is a long-standing member of the Chief Executive Roundtable of the University of California at Irvine. In addition, he is a member of the Board of Directors of The Cleantech Open, the world’s largest accelerator of cleantech companies, based in Silicon Valley.

When Walter served as the managing partner of Gibson, Dunn & Crutcher’s Orange County, California office, the office grew under his leadership to one of the largest and most successful offices in its worldwide network.  His 19-year career included advising clients on some of the most successful IPO’s and mergers in the US during that time, including Allergan, Callaway Golf, Fluor, Pacific Mutual Life Insurance Company (regarding the spinoff of PIMCO), PacifiCare (regarding its merger with FHP), SafeGuard Health, and Ultrasystems. He was the lead strategic advisor in over 60 successful mergers, acquisitions, and IPO’s as well as over 25 renewable power projects. His assignments included advising Pacific Mutual Life Insurance Company with regard to the creation and execution of the exit strategy for its investment in PIMCO and working on the IPO of Ultrasystems Inc., the first renewable power project developer to go public in the US.  He has 36 years of broad and deep experience in sustainable energy and renewable power projects and related exit experience.

Walter is a native of New Orleans, was an Eagle Scout, earned his B.A. in 1973, M.A. in 1976 and Ph.D. in 1977 all with honors from Yale University and his J.D. in 1980 with honors from Harvard Law School. In 1972 Yale University selected Walter to be a Bates Traveling Fellow in residence at Clare College, Cambridge University.

In 1974-75 he studied as a Fulbright Scholar in Italy at the University of Florence, where he studied Dante under the leading Dante scholar Professor Francesco Mazzoni and translated Italian poetry into English.  At Yale Graduate School he was awarded the Mary Cady Tew Prize in 1975 (then awarded by Faculty to the best first-year graduate student in the humanities and social sciences). He is the author of a book of original poetry (*The Napoleon House*; published by Archon Books) and a book on the life and poetry of John Milton (*Voice and Crisis: Invocation in Milton’s Poetry*; also published by Archon Books).

***Further detail on the years at Gibson Dunn & Cutcher:***

**1980-87:** Advised Ultrasystems Inc. on its IPO (1981), growth strategy and exit (1988) as *the first renewable power project developer in the US to go public*; participated in the growth strategy for developing, designing, engineering, constructing and operating many of the first US renewable power projects in the 1980’s.

**1985:** Ultrasystems public stock became the single best performing stock in the USA on either NASDAQ or NYSE; it also became the largest client of the Orange County office and the fifth largest worldwide client of Gibson Dunn & Crutcher.

**November 1987**: Elected Partner of Gibson Dunn and Crutcher (last partner to be elected after only 7 years as an Associate), effective January 1, 1988.

**1980-1999**: Represented many of the emerging growth companies in Southern California; for example, New Horizons Computer Learning Centers grew from a single person start-up to the largest corporate computer training company in the world.

As another example, the Callaway Golf IPO was the best performing IPO in US history up to that point. Walter was the strategic advisor on the IPO pricing strategy.

**1989-91**: Represented Security Pacific National Bank in all of its LBO loan transactions, including the largest loan in its bank history; all of those loans were successfully repaid, even distressed loans. Merged into Bank of America.

**1992-94**: Represented Pacific Life Insurance Company in creating the growth and exit strategy for PIMCO. PIMCO grew under Allianz to be the largest bond manager in the world with $2 trillion of assets under management (AUM). Bill Gross is the leading bond manager in the USA, now at Janus Capital Group.

**1996**: Recruited all outside board members of the RemedyTemp Board of Directors and created the growth and IPO strategy for RemedyTemp, a temporary staffing company. Its IPO became the second best performing IPO of 1996, underwritten by Dillon Read; represented the Founder in connection with the gift naming the McDonough School of Business at Georgetown University.

**1995-98**: Created Aeneas Investments LLC, a new $10 million hedge fund with only one limited partner; made a noteworthy early investment in Fair Isaac & Company (inventor of the FICO score, a pioneering machine-learning algorithm company) prior to adoption of the FICO score by Fannie Mae and Freddie Mac and the US credit industry. Also invested early in the first rational drug design company, Agouron Pharmaceuticals, which eventually was acquired by Pfizer Inc. at an exponential multiple.