

KPMG Corporate Finance LLC acted as exclusive placement agent for Newterra Group Ltd. on its growth equity investment round



KPMG Corporate Finance LLC

Capital Raise

C\$27.3 million
October 2013

KPMG Corporate Finance LLC

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About the engagement

KPMG Corporate Finance (KPMG CF) acted as exclusive placement agent for Newterra Group Ltd. (Newterra) on its growth equity investment round. Newterra is a Brockville, Ontario-based global leader in designing and manufacturing modular water treatment systems. Newterra is a market leader in providing advanced systems that utilize its proprietary Membrane Bioreactor (MBR) and MicroClear™ flat-sheet membrane module technology to treat organic contamination in water to near drinking water conditions in modular, compact, energy-efficient, and self-contained plants. International customers include FORTUNE 500 oil and gas, mining, industrial, and food and beverage companies in addition to major engineering firms, municipalities, and private real estate developments.

The funding will accelerate Newterra's ongoing expansion in Brockville and at its German facility to meet global demand for its advanced water treatment technology. It will also support expansion, hiring, and research and development at the Newterra Centre of Excellence for Advanced Water Treatment in Brockville.

Newterra retained a KPMG CF team consisting of U.S. Cleantech and Canadian Energy bankers from KPMG Corporate Finance LLC and KPMG Corporate Finance Inc., respectively. KPMG CF leveraged its Cleantech and Energy sector specialization to position the unique product characteristics of Newterra and its rapid growth and penetration into new markets. This also represented a coordinated, international marketing effort between the U.S. and Canada firms to primarily target U.S. financial sponsors. KPMG CF's efforts resulted in the identification of multiple U.S. private equity and venture investors interested in Newterra. Ultimately, existing investor XPV Capital led the round with additional capital provided by new investors led by Angeleno Group and joined by RobecoSAM, Ontario Venture Capital Fund, Black Coral Capital, and West Investments.

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KPMG Corporate Finance LLC

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