



*The Isobutene process:  
short term opportunity and  
long term potential*

Q2 2019

*Listed on Euronext Growth: ALGBE  
Eligible to SRI investments*



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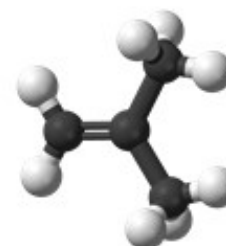
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## Mission

We prepare a more socially and environmentally responsible world for the next generation



## Producing bio-isobutene



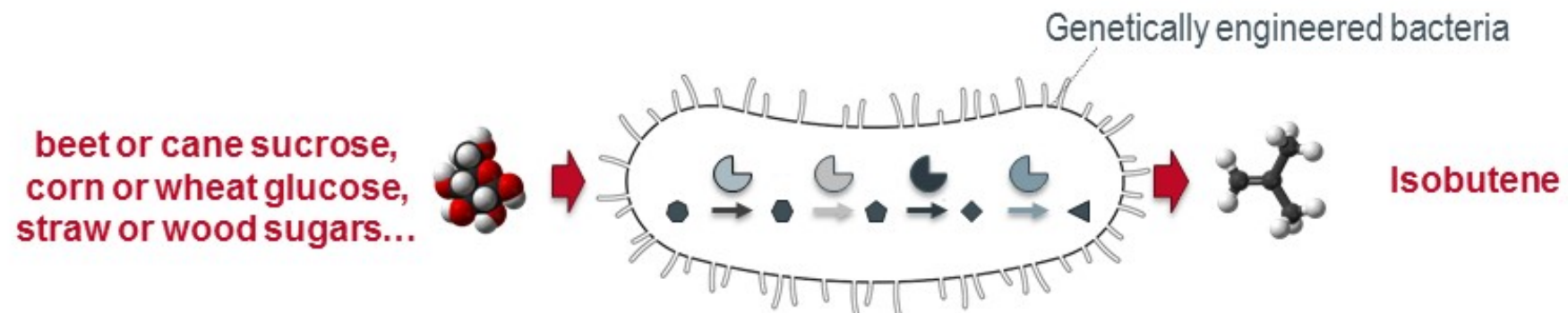
We have developed a unique, innovative process to convert renewable resources into isobutene, a platform molecule widely used in fuels and cosmetics

## Why Isobutene?

- On the short term, with oil price  $< \$120/\text{bbl}$ , renewable products are more expensive than their oil-based equivalents.
  - Need to target markets where bio-based products are sold with a high price premium
  - Isobutene is THE molecule with the largest high-premium market: tens of thousand tons in the cosmetics, sufficient for several plants
- On the longer term, with a higher oil price and/or increasing commitments from States to preserve the environment, bio-based isobutene could become core for sustainable road and air transportation.
  - Biofuels market to continue its progression

## Unique Science and strong IP

- We have engineered bacteria to convert renewable resources into isobutene, a gaseous 4-carbon building-block molecule traditionally derived from fossil oil (>15 million tons per year)



- No biological starting point because Isobutene is not produced in Nature → We created an artificial metabolic pathway, first ever. Huge technology barrier overcome.
- First ever fermentation process to a gas. Brings key benefits: abrogation of product-to-strain toxicity and simple purification scheme.
- Metabolic and chemical engineering breakthroughs covered by an IP fortress surrounding a know-how citadel.



## The technology is now mature

- 2018: Major breakthroughs achieved at lab-scale on yield and productivity
- Scale-up efforts in progress at pilot and demo scale

**Commercial  
plants**

**2012  
R&D in Evry,  
France**

40L



**2015  
Pilot plant in  
Pomacle, France**

500L

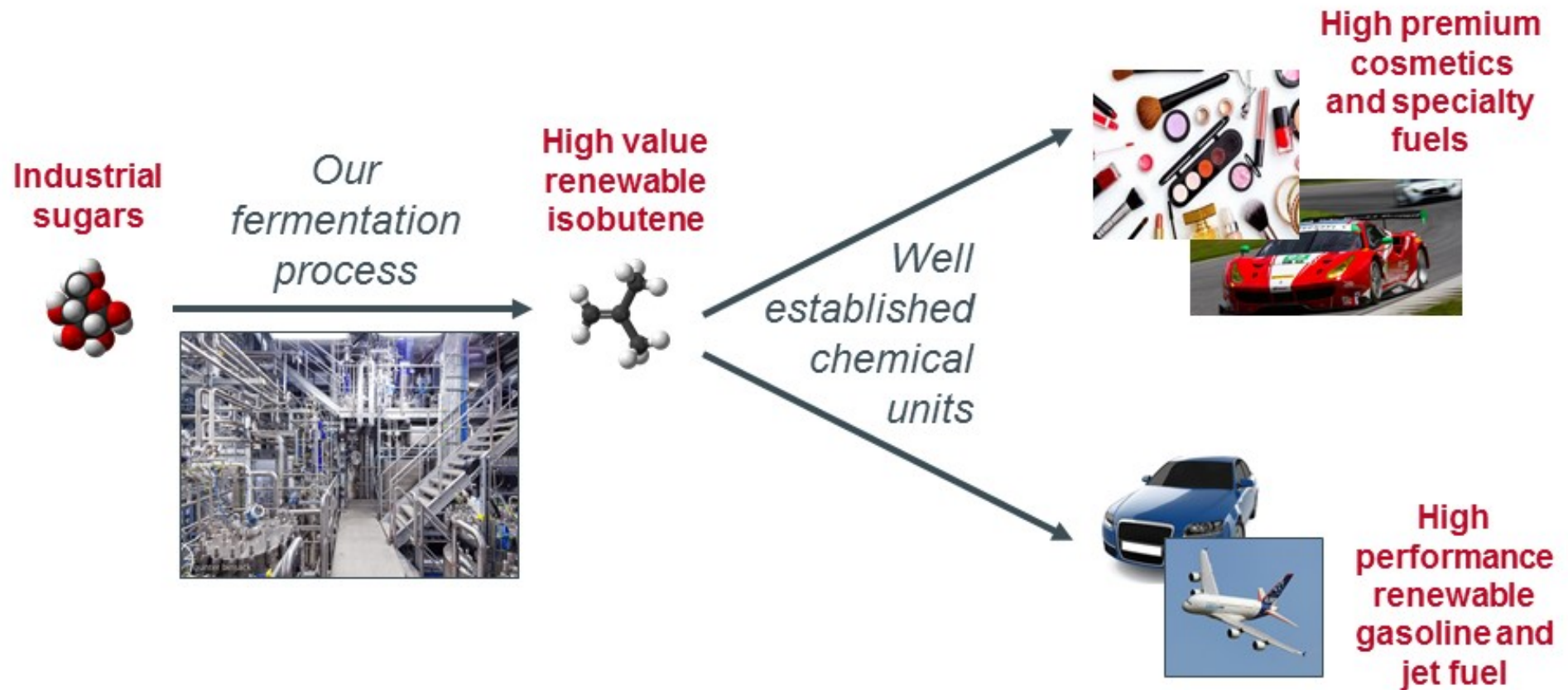


**2017  
Demo plant in  
Leuna, Germany**

5,000L



# Our carbohydrate-to-hydrocarbon fermentation process





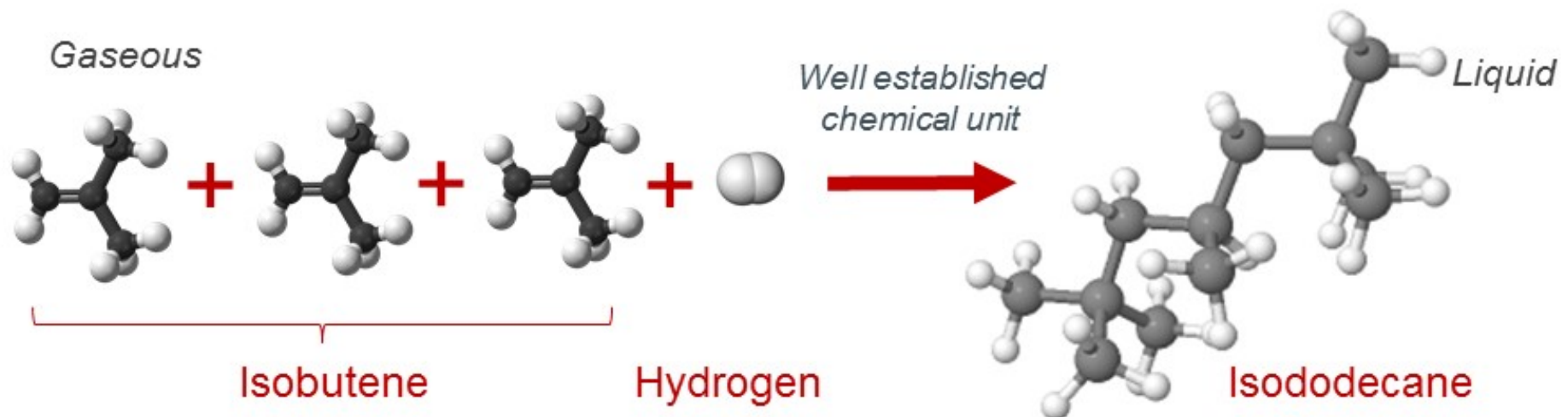
## Environmental impact

- Life cycle analysis indicates 69% reduction in CO<sub>2</sub> emissions when compared to oil-derived gasoline.
  - The process has the potential to reduce CO<sub>2</sub> emissions by up to 1 billion tons, representing several % of the global CO<sub>2</sub> figures
- Gasoline using isobutene-derived octane boosters produce far less particles
  - Incorporating 34% of isobutene derivatives reduce particles emissions by 60%
  - A solution for polluted cities, specially in Asia

## What can we use isobutene for?

1. Conversion into isododecane
2. Conversion into isooctane
3. Conversion into ETBE
4. Direct sale for on purpose use

# 1. Isododecane (1/3) fact sheet



- Isododecane is widely used as an emollient in cosmetics.
- Isododecane is also one of the very few options for bio-jet fuel, already approved for blending up to 50% into fossil jet fuel.

Note: Isohexadecane (combination of 4 isobutene molecules) also applicable to both markets, with smaller volumes – included in the term “isododecane” in further slides.



## 1. Isododecane (2/3) market opportunity in the cosmetics

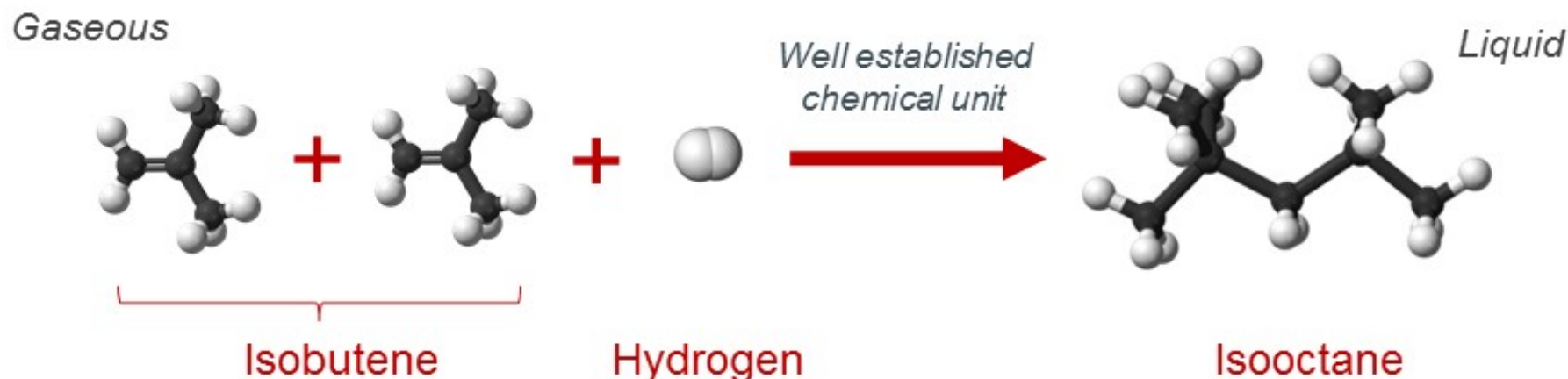
- Isododecane has an existing market in the cosmetics of ~20,000 tons/yr
- Current main emollient for cosmetics is being phased out
- Isododecane is the only substitute with comparable level of performance
- Cosmetic companies are looking for bio-based compounds to increase their level of naturality
- Collaboration with L'ORÉAL PARIS since 2016
- Market for bio-based isododecane in the cosmetics expected to reach up to 100,000 tons/year within a few years
- Several Letters Of Intent executed with distributors and brand owners for a total of up to 10,000 tons/year with price between €4,000 and 10,000 per ton

## 1. Isododecane (3/3) market opportunity as Sustainable Jet Fuel

- Jet fuel is the most dynamic segment of the oil industry: +5% per year
- Market of 250 million tons fuel per year almost entirely based on fossil oil
- Only 4 different technologies provide biofuel batches for demonstration flights
- Norway has introduced a 0.5% mandate for Sustainable Aviation Fuel by 2020
- Roadmap for Europe under discussion
- Massive tax incentives soon expected
- Isododecane already validated for blending up to 50% into jet fuel
- GBE manufacturing process to be registered using a fast-track process
- One Letter Of Intent executed for up to 10,000 tons/year at a price including a significant premium over fossil Jet Fuel



## 2. Isooctane (1/2) fact sheet



- Isooctane is the gold standard for gasoline engines (octane rating 100)
- It can be blended in fossil gasoline in high proportion, much higher than ethanol (blendwall at 10%)
- It has specific high premium markets in specialty fuels



## 2. Isooctane (2/2) market opportunity in specialty fuels

- Car racing
- Marine gasoline (outboard engines)
- Aviation gasoline (propeller engines)
- Off-road gasoline: forestry and gardening tools...
  - Need for low particles-emitting fuels to limit the exposure of workers
  - Isobutene derivatives are known to dramatically reduce the level of particles emitted
  - Impact on health and limited cost per worker and per day → large premium
- Letters Of Intent to acquire 5,500 tons per year of isooctane for specialty fuels, at a price between €3,000 and 8,000 per ton



### 3 .ETBE (1/2) fact sheet



- ETBE is an octane booster additive reducing the level of ultra-thin particles at the exhaust pipe. Can be blended up to 22% in European gasoline.
- Presently, only the ethanol part is bio-based, i.e. one third of the molecule.
- We produce 100% bio-based ETBE, with the potential to increase the renewable fraction in gasoline up to 22%.
- Our 100% bio-based ETBE was added in 2018 in the French list of biofuels eligible to tax incentives.

### 3. ETBE (2/2)

## opportunity for on-road gasoline

- Biofuel mandate in Europe for 7% by energy content in gasoline, ramping up to 10.6% by 2023
- 10.6% by energy means 15% ethanol by volume, well beyond the blendwall of 10% → need to find drop-in alternatives and/or move to flexfuel
- Very high tax incentive in several European countries including France
- Partnership with  since 2011 :
  - R&D
  - Engine and on-road testing done
  - Regulatory
- 3 Letters Of Intent from major retailers for a total of 32 to 39,000 tons of fully renewable ETBE per year





## 4. Liquefied isobutene

### Various market opportunities

#### Domestic gas



**Butagaz**

- Isobutene can easily be liquefied, stored, and shipped to address various markets:

- Liquefied isobutene can be added to butane and propane bottles for domestic and industrial use
- It can be used in processes to manufacture methacrylic acid, a key component for paints
- It can be polymerized into plastics and rubbers

#### Paints



**ARKEMA**  
INNOVATIVE CHEMISTRY

- Specifications of our bio-isobutene validated in these markets together with industry leaders

#### Plastics and rubber



**ARLANXEO**

- Several additional niche markets identified with high price premiums.

## Moving to commercial scale exploitation

IBN-One, the first commercial plant project, is on its way and has the potential to become the most profitable plant in the field.

Global Bioenergies' main milestone is to bring it to life.



IBN-One

a Joint Venture with



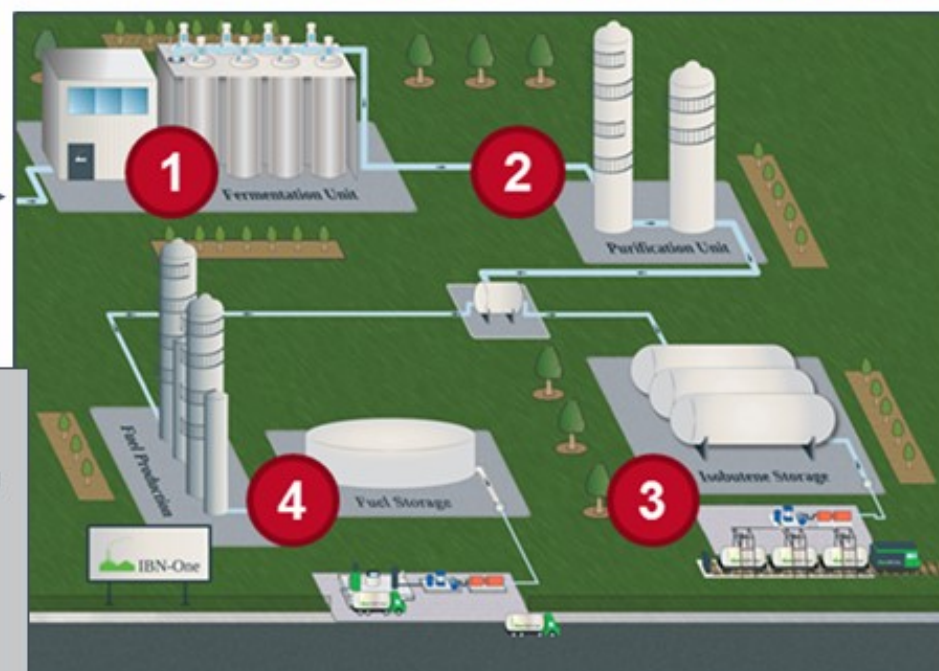
CRISTAL UNION

Ownership at parity by  
Global Bioenergies and Cristal Union  
(#4 player in the European sugar  
industry - €2.5b in revenues)



Sugar mill

- 1** **Production** – Industrial sucrose is converted into gaseous, low purity isobutene
- 2** **Purification** – isobutene is isolated from surrounding fermentation gases
- 3** **Shipping** – Liquid high purity isobutene (99.7%) is stored and shipped for chemical applications
- 4** **Conversion** – Part of the production is converted on site into cosmetics, bio-fuels and other derivatives



## IBN-One: Rationale

- High availability of sugar because of the end of the European quota system  
→ Sugar players are looking for additional markets
- IBN-One's mission is to finance, build and operate the first commercial bio-isobutene plant, thus bridging industrial grade sugar and high-value new markets
- Capacity: 30,000 tons isobutene and derivatives



## IBN-One: status update

- GBE and CU already invested €1m each in the project
- The French State (Investissements d'Avenir) provided complementary financing
- Engineering: preliminary studies by  TechnipFMC and  **IPSB**  
Ingénierie de Procédés  
Sucres et Biotechnologies
- CAPEX estimated at €120m + commissioning €20m
- Preliminary studies were targeting ETBE as the main output
- We are now moving to Cosmetics as main output in order to harness a higher value opportunity → additional engineering studies to be performed
- Markets also to be tested:
  - Isododecane for jet fuel
  - Isooctane for specialty fuels
  - ETBE to be blended in gasoline
  - Liquefied isobutene for LPG and other uses

## IBN-One: sensitivity analysis



All scenarios made for IBN-One producing at maximum capacity (30,000 tons)

← Nominal case: 15kt cosmetics (i.e. 50% of the production):

- IRR of ~25%, much higher than the industry standards, sufficient to balance the first-of-its-kind risk
- IRR independent of oil price

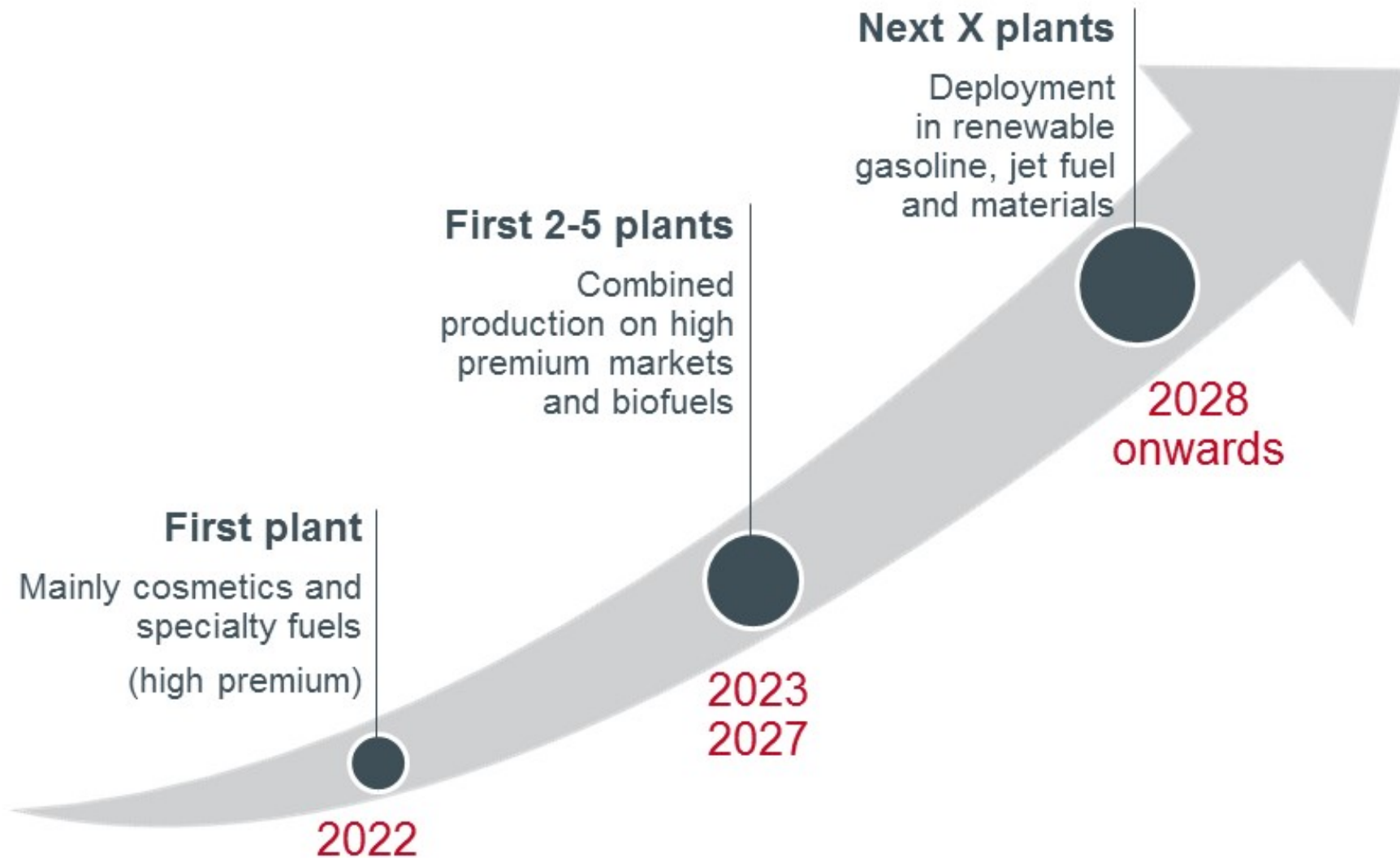
Hypothesis for selling price in cosmetics: €6/kg

## Business model

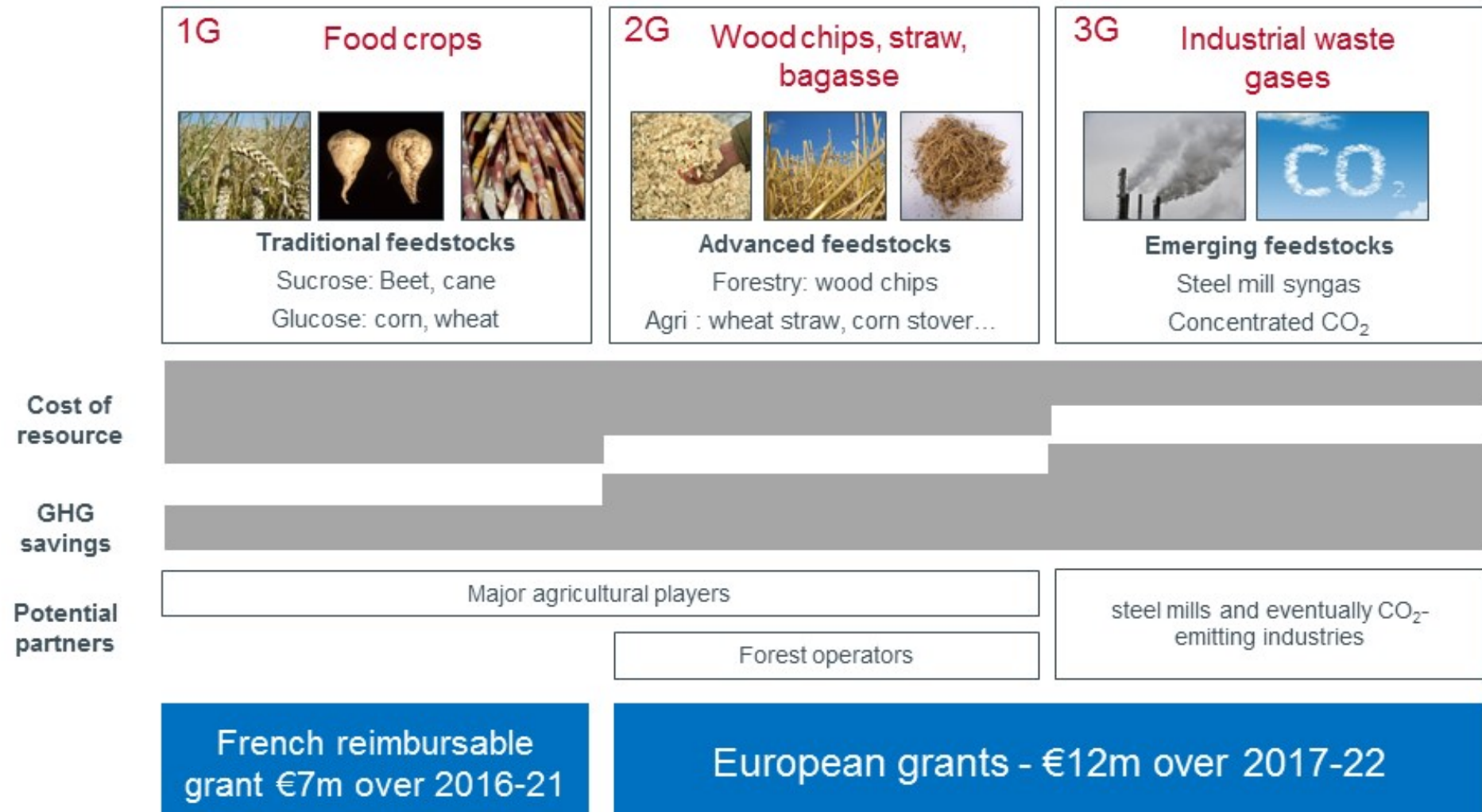
- Global Bioenergies' business model is based on licensing: upfront payment and royalties (5% of revenues).
- A business model based on building and operating plants would generate more value, but requires a large capacity to invest in CAPEX.
- Intermediate model: Joint-Ventures, where a part of equity will be retained by GBE and create a dividend stream additive to the royalty stream.
- In the nominal IBN-One case, with GBE retaining 25% of the equity, the licensing + dividend streams from the sole IBN-One plant will bring GBE breakeven.



## Roadmap



# Diversifying the feedstocks to reach lower costs and further improve environmental impact



## Fundamental Global Bioenergies' value

- IBN-One project:
  - Partial ownership of the IBN-One case
  - +
  - Value of the IBN-One royalty stream
- Longer term capacity to deploy the technology broadly:
  - Will progressively be revealed upon deals signed with third parties
  - Will depend on the evolution of market conditions (oil, sugar price, incentives for CO<sub>2</sub> reduction and air quality efforts...)



## Executive summary

1. A unique Science, based on an innovative Synthetic Biology approach. Strong IP position.
2. The technology is at late development stage: High performances reached. Scale-up in progress.
3. First commercial plant in sight. Will bring GBE breakeven. First-of-its kind risk balanced by high IRR.
4. Potential to broadly deploy the technology worldwide beyond first plant to reduce CO<sub>2</sub> emissions and improve air quality in cities.
5. Isobutene is the best case for industrial biology:
  - Large volume/large premium in the cosmetics, and
  - Huge potential for future deployment when the market is ready

## A seasoned management team...

### Executive committee



**Marc Delcourt**  
*Chief Executive Officer*



**Samuel Dubruque**  
*Chief Financial Officer*



**Macha Anissimova**  
*Chief Scientific Officer*



**Frédéric Pâques**  
*Chief Operating Officer*



**Bernard Chaud**  
*Head of Industrial Strategy*



**Luc Mathis**  
*Chief Business Officer*



**Jean-Baptiste Barbaroux**  
*Chief Corporate Officer*

### Vice Presidents



**Dr. Richard E. Bockrath**  
*VP Chemical engineering*  
Former Technical Director at  
DuPont



**Dr. Charles E. Nakamura**  
*VP Metabolic engineering*  
25 years at DuPont.  
Received ACS award in 2007



**Claudia Erning**  
*VP Investor Relations*  
Former Head of ECM-  
Origination at Berenberg Bank

## ...backed by a hands-on Board of Directors

**John Pierce**  
Chairman of the Board



*Leading American figure of the industrial biology sector, former Chief Bioscientist of BP*

**Marc Delcourt**  
Co-founder and CEO



*Entrepreneur with a scientific background. Has founded and managed industrial biotech since 1997*

**Philippe Marlière**  
Co-founder



*Visionary scientist. Has pioneered the translation of biology into industrial applications*

**Sébastien Groyer**  
Partner at Seventure Partners



*Has participated in the investment and administration of about 20 innovative companies*

**Karine Lignel**  
Director at CM-CIC Investissement



*A trained engineer active in Venture Capital since 2000*

**Alain Fanet**



*Entrepreneur and executive for more than 20 years*

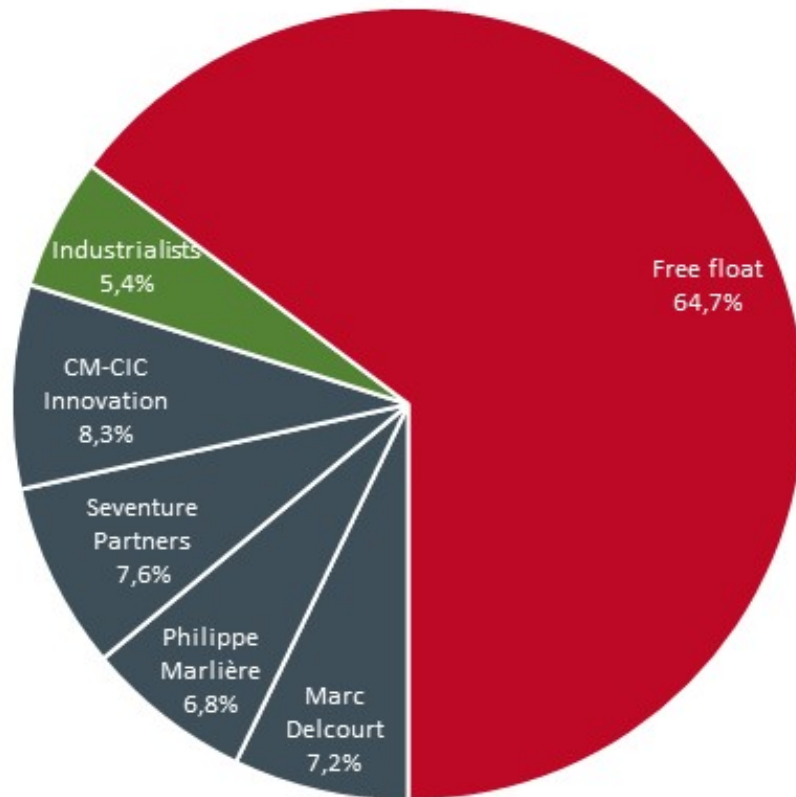
**Pierre Lévi**



*Former CEO of Faurecia and Groupe Salins*



# Equity



Average daily liquidity	
2012	€16k
2013	€32k
2014	€77k
2015	€96k
2016	€90k
2017	€120k
2018	€137k
2019 YTD	€61k

Existing shares as at April 1<sup>st</sup>, 2019  
 + Dilutive instruments (stock-options, warrants...)  
**Fully diluted:**

5,079,455  
 + 372,884  
 = 5,452,339

