

The Isobutene process: short term opportunity and long term potential

October 2019

Listed on Euronext Growth: ALGBE Eligible to SRI investments



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These factors include, among other things, commercial, technical and other risks e.g. associated with estimation of the price of carbohydrate resources, the meeting of development objectives and other investment considerations, as well as other matters not yet known to the Company or not currently considered material by the Company.

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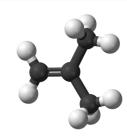


#### Mission

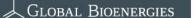
We prepare a more socially and environmentally responsible world for the next generation



# Producing bio-isobutene



We have developed a unique, innovative process to convert renewable resources into isobutene, a platform molecule widely used in cosmetics, and also offering a clear opportunity for renewable jet fuel



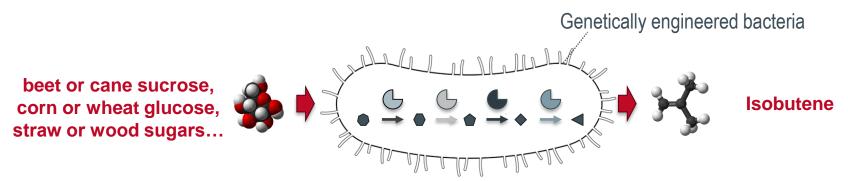
# Why Isobutene?

- On the short term, with oil price < \$120/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 <u>THE</u> 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 air transportation.



# 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 <u>artificial</u> metabolic pathway, first ever. Huge technology barrier overcome.
- First ever <u>fermentation process to a gas</u>. 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





# Two main opportunities

Industrial sugars



Our fermentation process



High value renewable isobutene



Well established

chemical units



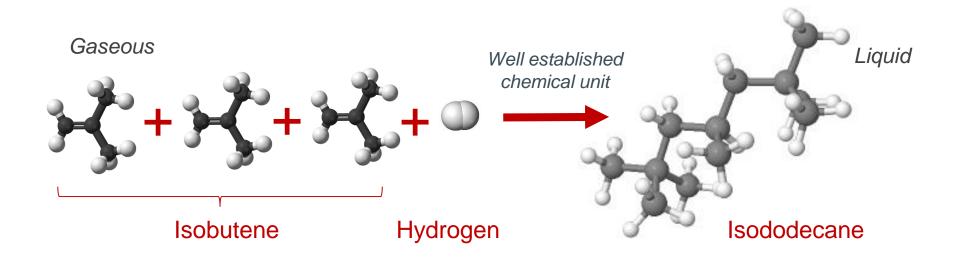
High performance cosmetics from natural origin



Renewable, sustainable jet fuel



# Cosmetics (1/2)



- Isododecane and other isobutene derivatives are widely used as emollients in cosmetics.
- Combination of high performance AND natural origin
- Price much higher than the price in fuels



# Cosmetics (2/2)

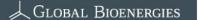
- Isobutene derivatives have an existing market in the cosmetics of ~20,000 tons/yr
- Current main emollient for cosmetics is being phased out
- Isobutene derivatives substitute with comparable level of performance
- Cosmetic companies are looking for bio-based compounds to increase their level of naturality
- Collaboration with L'ORÉAL 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 15,000 tons/year with price between €4,000 and 10,000 per ton



#### 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
- Air shame spreading → need for action
- Massive tax incentives soon expected
- Isobutene derivatives 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





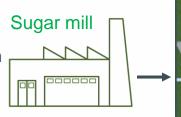
# Moving to commercial scale exploitation

IBN-One, a Joint-Venture with sugar player Cristal Union, has the project to finance, build and operate the first plant

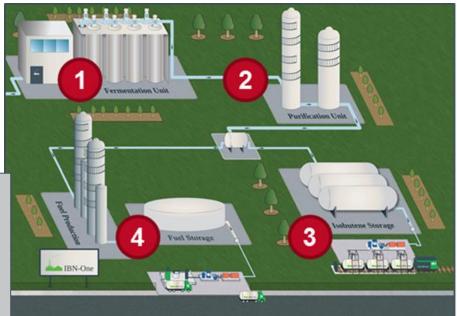


#### **IBN-One:** Rationale

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



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



- 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 €1.5m 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 Biotechnologie
- CAPEX estimated at €140m
- Preliminary studies were targeting road fuel as the main output
- We are now moving to Cosmetics as main output in order to harness a higher value opportunity → additional engineering studies in progress
- IRR to reach 20% or even more
- Investment bank mandated to get the project financed by infrastructure investors by summer 2020



#### **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, and if GBE was retaining 25% of the equity, the licensing + dividend streams from the sole IBN-One plant could bring GBE breakeven.

# Roadmap

Next X plants (in licensing/JV business model)

Deployment in renewable jet fuel

Next 2-5 plants (in licensing/JV business model)

Combined cosmetics and jet fuel

Expected start-up of operations after 2027

First plant: IBN-One

Mainly cosmetics

Expected start-up of operations between 2023 and 2027

2022: expected date for the start-up of operations, provided that the plant is financed in 2020, and assuming a construction duration of 2 years



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







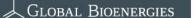


French reimbursable grant €7.4m over 2016-21

European grants - €12.6m over 2017-22

- €5.7m directly to GBE / €2m already received
- €3.3m to IBN-One / €500k already received (accounted at 50% in consolidation).
- The rest will be received based on expenses + financial and technical milestones (€3.1m already validated and expected within weeks)

€9m already received by GBE. The rest will be received based on expenses and technical milestones



# **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. Joint-Venture with Cristal Union with the objective to get the first plant financed, built and operated.
- 4. Potential to replicate the technology beyond first plant. Aim is bring to life one of the rare technologies for sustainable jet fuel

# A seasoned management team...



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



Frédéric Ollivier Chief Technical Officer



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

Presidents



VP Metabolic engineering
25 years at DuPont.
Received ACS award in 2007



# ...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

# Karine Lignel Director at CM-CIC Investissement



A trained engineer active in Venture Capital since 2000

# Marc Delcourt Co-founder and CEO



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

**Alain Fanet** 



Entrepreneur and for more than executive 20 years

Pierre Lévi



Former CEO of Faurecia and Groupe Salins

### Philippe Marlière Co-founder

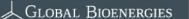


Visionary scientist. Has pioneered the translation of biology into industrial applications

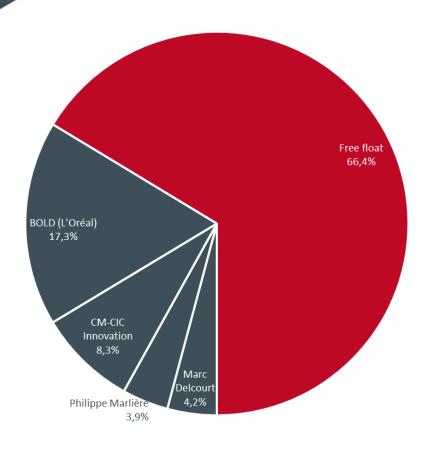
# Muriel Atias Chief Investment Officer at BOLD



**Observer** 



# Equity and finances



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

8,718,930 + 372,884 **— = 9,091,814** 

