

A concrete, mature and scalable solution to reduce global and local emissions

December 2018

Listed on Euronext Growth: ALGBE

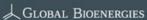




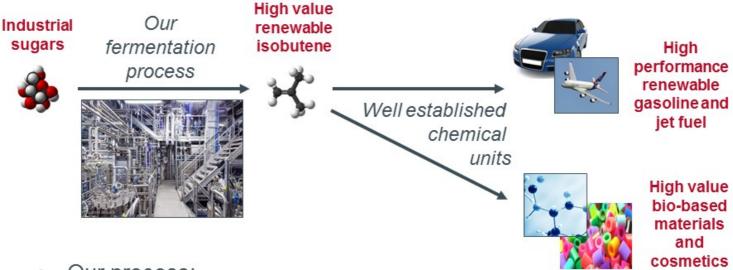
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## Our carbohydrate-to-hydrocarbon fermentation process



- Our process:
  - Engineered bacteria based on a novel synthetic biology approach
  - Fermentation process to a gas, bringing game changing operational advantages

#### **Executive summary**

- A unique Science, based on an innovative Synthetic Biology approach. Strong IP position.
- The technology is now mature: High performances reached. Scale-up in progress.
- 3. First commercial plant in sight. Will bring GBE to breakeven.
- 4. Potential to broadly deploy the technology worldwide beyond first plant.
- Significant reduction in CO<sub>2</sub> emissions, and improvement of air quality in cities.
- Why invest now? Intense newsflow and value creation expected in the short term.

Each of these elements is explained in the next 6 slides, and then detailed in the appendix section.

#### 1. Unique Science and strong IP

 We taught bacteria to convert sugars into isobutene, a gaseous 4-carbons building-block molecule traditionally derived from fossil oil (>15 million tons/yr)

beet or cane sucrose, corn or wheat glucose, straw or wood sugars...

Genetically engineered bacteria

Isobutene

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

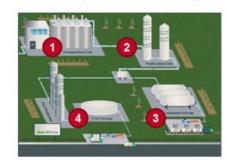
#### 2. The technology is now mature

- 2018: Major breakthroughs achieved at lab-scale on yield and productivity.
- · Lab-scale 2017 performances reproduced at demo-scale.
- First ton produced in 2017.



#### 3. First commercial plant in sight

- IBN-One: Joint-Venture with Cristal Union
  - Engineering entrusted to Technip and IPSB
  - >€100m Capex for a 50,000 tons/year capacity
- Many Letters of Intent received to purchase products:
  - Total volume exceeding plant capacity
  - >10,000 tons in high-premium markets (cosmetics and specialty fuels)
- High profitability potential
  - First-of-a-kind plant means residual technology risk...
  - ...offset by first mover's advantage: high value markets
- Progressing with fundraising plan GBE intends to keep a significant equity position in IBN-One
  - → Licensing revenues + dividends would bring GBE to breakeven



#### 4. Technology deployment

- Progress and success of IBN-One will be adoption trigger:
  - High availability of sugar → Sugar players looking for new markets
  - Potential for tens of plants in the medium term in OECD to reduce carbon footprint and improve air quality in cities
- Potential for thousands of plants in the longer term with rising pressure on fossil oil resources:
  - GBE's business model based on Joint-Ventures and licensing. Final equity position in plants will depend on each specific opportunity
  - Ongoing discussion with large industrialists about a strategic alliance to help deploying the technology
- Potential to move down in the value chain and become the first Major in renewables

## 5. 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 CO₂ emissions by up to 1 billion tons, representing several % of the global CO₂ figures
- Gasoline using isobutene-derived octane boosters produce far less particles
  - → Mexico city successfully improved its air quality based on mandatory addition of isobutene derivatives. This approach should generalize.

#### 6. Why invest now?

- The golden era for renewables is coming:
  - Trends: Oil availability down, sugar availability up
  - Citizens and States now expect concrete green solutions
- The company is at the tipping point between technology development and commercial deployment. Value of this new stature not expressed yet in stock price.
- An intense newsflow expected in the short term:
  - IBN-One moving forward: new investors joining in...
  - Strategic alliance to launch worldwide deployment of the IBN process
  - Crating value from GBE's non-IBN assets
  - \_

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# Appendix 1: Our Science is unique

#### Global Bioenergies founded 10 years ago by:

- Philippe Marlière, a visionary scientist, and
- Marc Delcourt, a seasoned entrepreneur

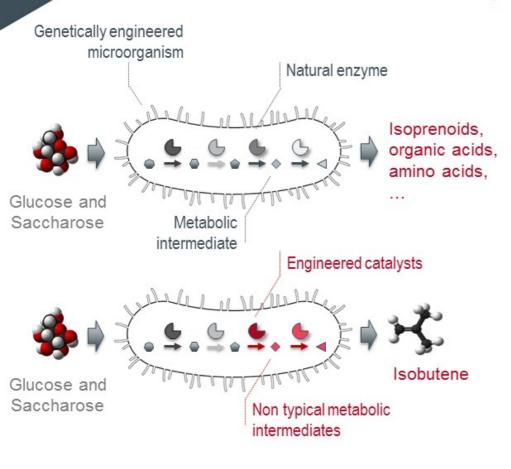
Developing a biological process to produce renewable gasoline is our mission since day 1, starting from a paper project

At that time, several companies were involved in creating biological processes to produce innovative biofuels

- All were targeting pathways existing in Nature, that they would improve
- All were targeting liquid products

- Goal: develop a biological process to produce renewable gasoline
- Upside: fermentation to a gas will bring key benefits, such as alleviation of product-to-strain toxicity and simplification of purification scheme
- Means: teach bacteria how to convert sugars into isobutene, a gaseous
   4-carbons molecule easily convertible into high-performance gasoline
- Technology barrier: isobutene is not produced in Nature No biological starting point...
- Solution: a new synthetic biology approach combining metabolic engineering and protein engineering

#### A new synthetic biology approach



#### Classical metabolic engineering approach:

introduce, in a well domesticated microbe, a cascade of natural biochemical reactions, in order to produce the compound of interest

#### Global Bioenergies' approach:

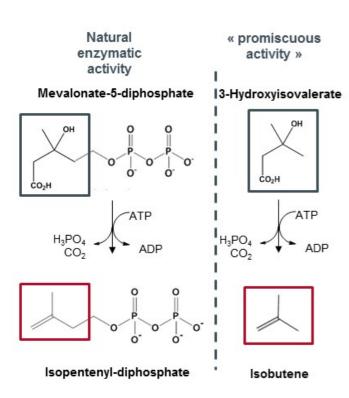
introduce in the microbe a cascade of biochemical reactions including non naturally occurring reactions fostered by engineered catalysts designed by Global Bioenergies

# Seesigned reactions Scoy ALE designed reactions Scoy ALE designed reactions Scoy ALE designed reactions Scoy HO COS HO

# Design of several metabolic pathways to IBN

- Upstream segment: natural reactions, but core metabolism was completely rewired in order to increase yields beyond the limits of current production strains (see details in WO2013007786)
- Downstream segment: non naturally occurring reactions catalyzed by engineered bio-catalysts

# Generating new enzymatic reactions (1/2): lead discovery



#### An approach based on analogies

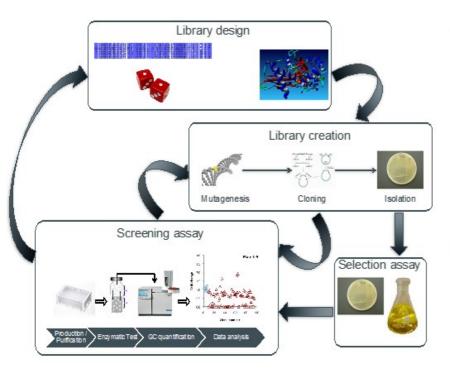
- Identify enzymes whose product share structural properties with IBN or intermediate to IBN
- 2. Test for potential activity for IBN (or intermediate to IBN) production by so called "promiscuous activity"
- 3. Identify "leads" (enzyme with desired activity)

#### The growing potential of the strategy

Back in 2008: analogies identified by eye, and tests conducted on a few dozens of candidate enzymes (example on the left)

2017-2018: computational identification of candidates and tests conducted on thousands of candidate enzymes chosen by computational approaches, encoded by synthetic DNAs at continuously decreasing costs

# Generating new enzymatic reactions (2/2): high-throughput enzyme engineering

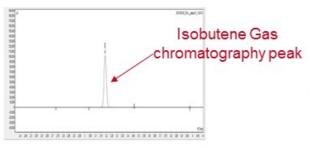


- 2009-2012: Global Bioenergies develops its own core technology for enzyme engineering: a High-Throughput Screening (HTS) platform based on an automated gas chromatography readout. The first engineered catalysts (improved "leads") are produced
- 2018: An integrated platform combines the potential of HTS and computational design, to deliver new bio-catalysts with high activity, sustaining the high performances of the isobutene production process

#### Development of the isobutene process at the lab scale



1L Fermenter



- A prototype bacterial strain containing all the genes encoding for each enzyme of one of the pathways was generated in 2011 and led to a detectable level of renewable isobutene in a 1L fermenter
- Isobutene process was developed further, in order to achieve commercial performances, using:
  - New generations of enzymes engineered by Global Bioenergies
  - Strain optimization by molecular biology tools, enhanced by "Omic" approaches (transcriptomics, proteomics, metabolomics)
  - A fermentation platform of 34 bioreactors (1L to 42L) for analysis, coupled to a powerful analytic platform (HPLC, GC, MS, and LC-MS)

## A complete IP fortress...

- Global Bioenergies' metabolic pathways to IBN are extensively IP protected
- Patents on new enzymatic reactions, enzyme variants operating these, and processes using these
- We today have exclusive rights on more than 35 patent families either owned, co-owned, or exclusively licensed

#### ... with a know-how citadel

 Fermentation is a Cuisine-like field where black art is everywhere, because it is based on multiparametric recipes combining microbiology and chemical engineering L GLOBAL BIOENERGIES

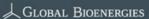
# Appendix 2: A mature technology

# Yield performances today

Stoechiometry says:



	Yield (Kg of sugar necessary to produce 1 kg of isobutene)	Comment
Stoechiometric	3	
Final target	3.8	A part of the sugar is necessary for bacterial growth and maintenance
2011	> 1.000.000	Early strains were working very poorly
2018	< 5	Incremental progresses still ongoing to get closer and closer to the final target.



#### Renewable gasoline: collaboration with



- Isobutene produced at Demo plant converted into isooctane and ETBE
- A mix containing in total 34% renewable content (ETBE + isooctane) was produced and tested on the Montlhéry circuit using a normal Audi car
- The mix fulfilled the European EN228 gasoline norm and could thus be sold and used in any standard gasoline car
- France recently added Global Bioenergies' isobutene derivatives in the list of biofuels eligible to tax incentives

Watch the video





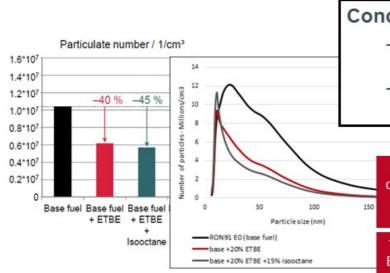


#### Life cycle analysis: 69% reduction in CO<sub>2</sub> emission

- ETBE was studied by EVEA, an independent company specialized in life cycle analysis
- Conclusion of this preliminary analysis was that it would produce 69% less CO<sub>2</sub>
  if compared to fossil gasoline when produced in a commercial-scale plant
- Rule of thumb calculation: for each ton of fossil gasoline substituted by renewable gasoline, two tons of CO<sub>2</sub> emissions are saved
- Study will need to be redone once IBN-One, the first commercial plant, up and running

#### Massive reduction in particles emission

- Literature says isobutene derivatives are non particulogenic octane boosters, outperforming the incumbents, aromatics
- Mexico City already massively used isobutene derivatives to improve its air quality
- We entrusted FEV, the main engine testing specialist, with the mission to confirm such literature claims



#### Conclusions:

- 20% isobutene mobility will reduce particles in cities by 40%.
- As a comparison, 20% electric mobility will reduce particles in cities only by 20%.

→ The US Environmental Protection Agency (EPA) calculated that each \$ invested as part of the Clean Air Act brought a return on investment exceeding \$30 (less cancers, less pulmonary diseases, less work days lost...)

The particles from gasoline problem is now recognized. In Europe, filters will become mandatory in new cars in 2019. These are expected to filter only a part of the particles.

#### Achievements 2014-18

- Improve the strain performances dramatically (engineer enzymes and pathways, rewire the core metabolism, cut side leaks, define operating conditions...)
- Scale the process up from 1 to 5,000L: design, build and operate a pilot and a demo plant
- Define and reduce to practice the downstream processing unit produce and purify isobutene batches
- Convert isobutene into isooctane, ETBE, bio-Jetfuel and emollients for cosmetics
- Perform engine and road testing
- Prepare commercial scale exploitation by designing a first commercial plant together with EPCs

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Appendix 3: First commercial plant in sight

## Moving to commercial scale exploitation

IBN-One, the first commercial plant project, is on its way.

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

- IBN-One is today a 50-50 Joint-Venture between Global Bioenergies and Cristal Union
- Cristal Union:
  - €2.5b in revenues
  - #4 in the sugar industry in Europe
- High availability of sugar because of the end of the European quota system
  - → Sugar players are looking for additional markets
- Global Bioenergies' process is a bridge to large existing markets
- IBN-One's mission is to finance, build, and exploit the first commercial plant based on Global Bioenergies' process



#### IBN-One: where are we today?

- GBE and CU already invested €1m each in the project
- The French State (Investissements d'Avenir) provided complementary financing
- Engineering: preliminary studies have been completed by





- Regulatory context: Isobutene derivatives are now in the list of biofuels eligible to tax incentives
- · Many Letters of Intent signed with industrial leaders
  - Total plant capacity covered
  - 20+% at high premium: 2 to 5 fold the price of fossil equivalent (World market for high premium isobutene derivatives now estimated in tens of thousand tons).

## Market opportunity in the cosmetics

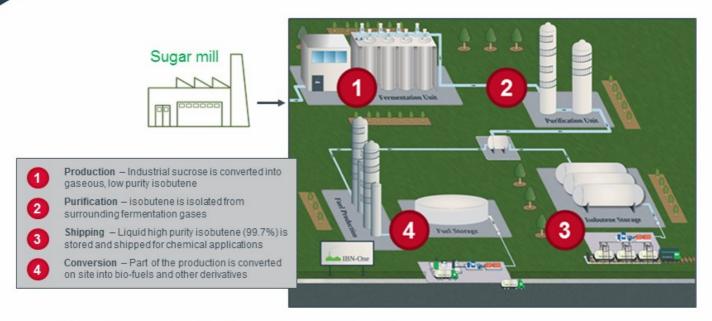
syoss

- Isododecane (trimer of isobutene) is widely used as an emollient in many rinsed and non-rinsed products
- The present market of emollients is exceeding 300,000 tons per years
- Silicons are the dominant molecule in the emollients, but are presently phased out because:
  - Environmental impact when used in rinsed products (Persistent Organic Compounds)
  - Side-effects on the skin (pore clotting) in non-rinsed products
- Isododecane has the potential to replace silicons
- Brand owners are looking for naturality → bio-based isododecane is sought for very actively
- Market
  - In tens of thousand tons
  - Including a high premium (>2 folds the fossil equivalent)
  - Validated by several offtake LOIs





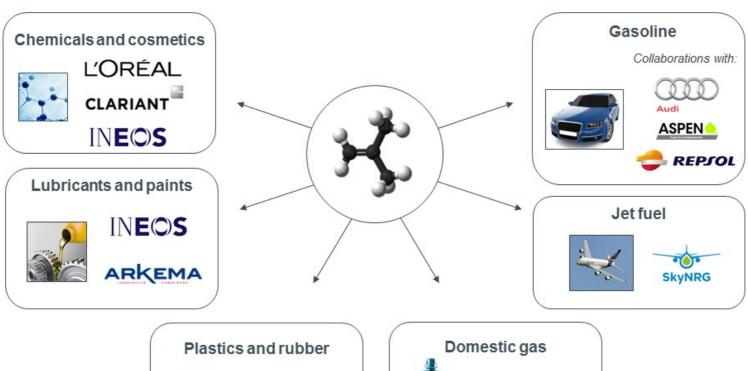
#### IBN-One: Artist's view



- IBN-One will produce several products:
  - Biofuels (such as full-Renewable ETBE, to be blended in gasoline streams, or Sustainable Aviation Fuel, to be blended in kerosene)
  - Isobutene derivatives for the chemical and cosmetics industries
  - High-purity isobutene, to be converted by clients into high-value end-products



# Ecosystem of expected off-takers for IBN-One and future plants: biofuels and more...

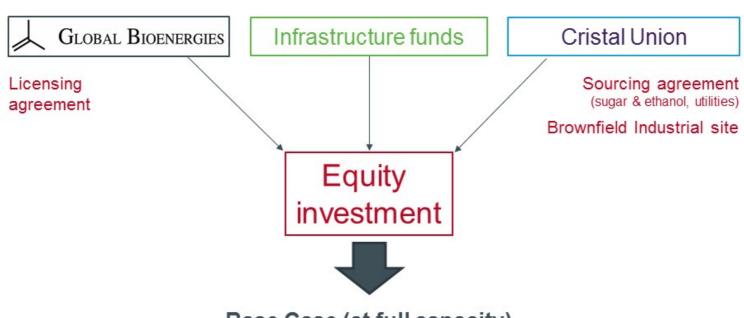








# A co-ownership / licensing business model



#### Base Case (at full capacity)

Production: 50,000 tons/yr (isobutene and derivatives)

EBITDA = 45 M€/yr

Net Result = 30 M€/yr

- IBN-One is a specific case:
  - High profitability in base case scenario due to first-mover's advantage
  - Global Bioenergies plans to invest in IBN-One and to remain a significant shareholder on the long term (25+%)
- · Dividend will add to licensing revenues
- Revenues range from €13m/yr in base case scenario, up to €20m/yr in the best case scenario with high premium niche markets delivering more profits

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# Appendix 4: Potential to largely deploy the technology

## Deployment path

- 1. IBN-One up and running Commercial Flagship
- 2. Have several other Isobutene commercial plants emerging
  - JV/Licensing business model
  - Partners from the upstream (sugar and other agri players) or downstream (chemical companies using isobutene as a feedstock, oil players...)
  - Equity investment in JVs to be adapted to each opportunity
- 3. Worldwide deployment of the technology through a strategic alliance with an Industrialist (EPC for example)

#### **Business Overview of EPCs**

- EPC: Engineering Procurement and Construction large corporations involved in the build-up and maintenance of plants.
- Key players: Bechtel, Halliburton, TechnipFMC, Linde, ThyssenKrupp, Neste Engineering Solutions...
- Currently develop technology licensing as part of their growth strategy:
  - Broad global business development outreach
  - Provide technical and financial guarantees on technologies
  - Synergistic with their core business units



#### Rationale for a strategic alliance with an EPC

- Geographic exclusivity for site-specific upstream design package for new Isobutene plants → will place the EPC in the pole position for the further construction deals
- Counterpart of such privileged situation:
  - EPC to give access to its licensing capabilities and teams
  - EPC to fund GBE on the short and mid term.



#### Longer vision: going down the value chain

- Technology licensing will make the company profitable
- Becoming a production partner, by investing in the JVs, will bring additional value – similar to oil Majors having stakes in oil fields
- However: A large part of the value lies in Applications and Products

Opportunity: Global Bioenergies to become a product company to seize more value

- Organizing the market access will be the next move:
  - Create a centralized trading entity buying the IBN to avoid competition between isobutene plants
  - Build the BtoB consumer commercial network. Construction of the ecosystem in progress
  - BtoC distribution and branding remains out of reach, except specific options under evaluation

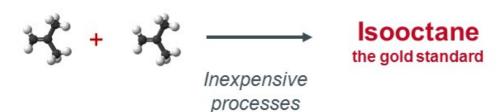
Progressive downstream integration to position Global Bioenergies as the first Major in renewables

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## Appendix 5: Large reduction in CO<sub>2</sub> emission and improvement of air quality in cities



#### Largest Product Opportunity : Renewable gasoline



- Octane rating 100
- · Blendable up to 35%
- No/low emission of particles



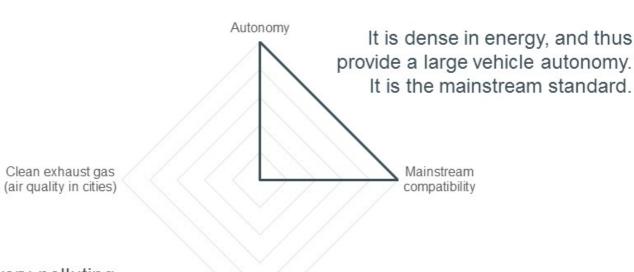
- Octane rating 110
- Blendable up to 23%
- No/low emission of particles

Business opportunity: to replace aromatics\* as gasoline octane boosters in urban areas

\* Aromatics are the incumbent octane boosters, at the origin of ultrafine particles: #1 health issue of gasoline



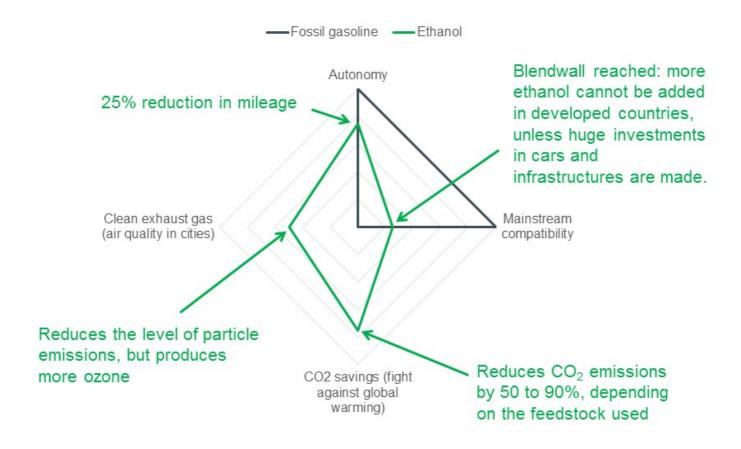
#### Fossil gasoline



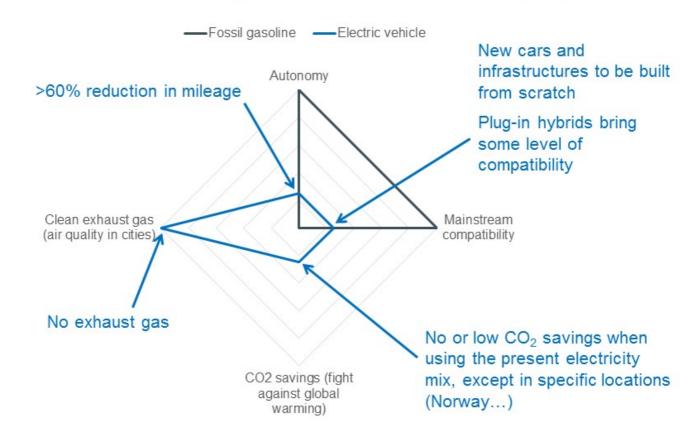
It is very polluting, globally and locally

CO2 savings (fight against global warming)

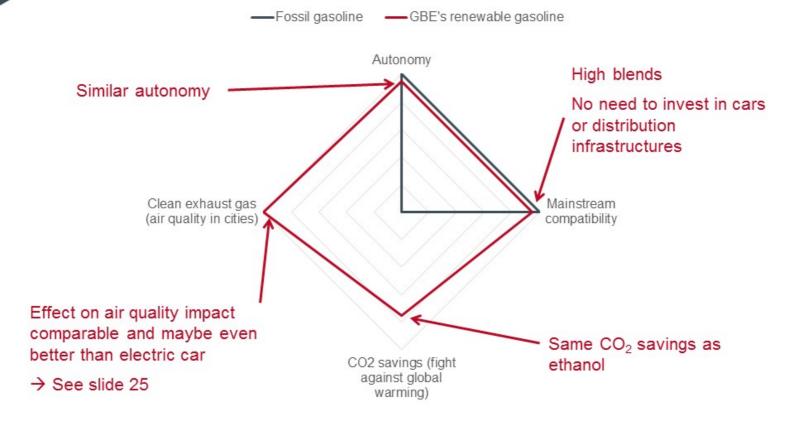
#### Ethanol: a good substitute, now at its limits in OECD



#### Electric car: a good way to improve air quality in cities

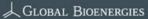


#### Renewable gasoline: combines all advantages

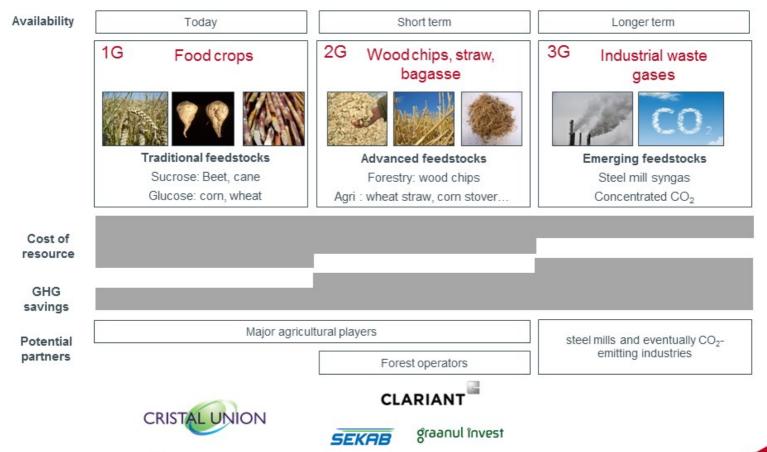


#### Metrics

Production Capacity	2,000 plants	10,000 plants	
Production (million tons)	100	500	As a reference, present gasoline market is 1,000 million tons per year. Jet fuel is 200 million tons.
CO <sub>2</sub> savings (million tons)	200	1,000	World total CO <sub>2</sub> emissions are 37,000 million tons
Land surface (million hectares)	40	200	World arable land is 1,400 million hectares.  First generation crops can be used for a large number of plants, but second generation will be neccessary to avoid weighing on food supply chains

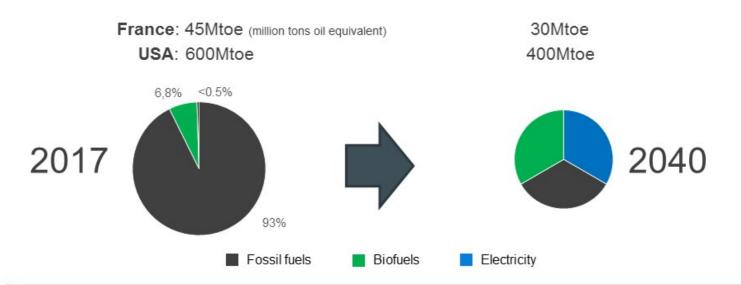


#### Diversifying the feedstocks





#### Vision for road transport in France and in the USA



#### **Transition Pillars**

Consumption reduction (better cars, shared transportation...)
Biofuels deployment

Increase in renewable electricity, new infrastructures, grids

#### **Impact**

Oil consumption down 75% CO<sub>2</sub> emissions down 60% Particles down >90% L GLOBAL BIOENERGIES

Appendix 6: Who are we today?

#### 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



Jean-Baptiste Barbaroux Chief Corporate Officer



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

Vice presidents



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



Claudia Erning
VP Investor Relations
Former Head of ECMOrigination 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-fonder and CEO

Entrepreneur with a scientific background. Has founded and managed industrial biotechs 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, administration, market launch or takeover of about 20 innovative companies



Karine Lignel – Director at CM-CIC Investissement A trained engineer active in Venture Capital since 2000

# Industrialists 5,4% CM-CIC Innovation 8,3% Seventure Partners 13,2% Philippe Marlière 6,8% Marc Delcourt

### Equity and finances

Average daily liquidity			
2012	€16k		
2013	€32k		
2014	€77k		
2015	€96k		
2016	€90k		
2017	€120k		
2018 YTD	€141k		

Existing shares as at Oct 1<sup>st</sup>, 2018 5,079,455 + Dilutive instruments (stock-options, warrants...) + 455,058 Fully diluted: = 5,534,513

7,2%