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#### Why Study Sugar Platform now? Several open questions to answer

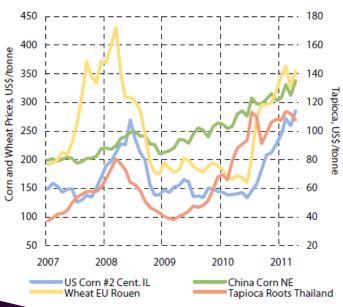
- If industry acceptance of biomass sugars for general use can be realized, can they be competitive with other sugar sources?
- Can a 2G ethanol plant making biomass sugars be competitive with dedicated 2G ethanol plants?
- Is there a winning process concept for making biomass sugars?
- What are biomass sugar processes cost sensitive to?



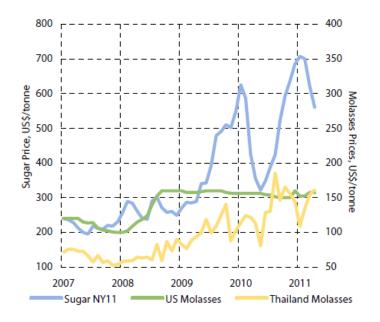
### What are Biomass Sugars Competing With? Prices increase due to growing industry demand

#### Fast rise in sugar prices in recent years

#### Diagram 1: Prices of major raw materials in the starch sector



#### **Diagram 2: Sugar and molasses prices**



SOURCE: LMC INTERNATIONAL LTD., SUGAR BULLETIN 2011

ON A DRY BASIS, 150 USD/MT MOLASSES EQUATES TO ~400 USD/MT-SUGAR

### The 2G "Food Pyramid" A Balance of Quality Cost to Volume and Profit Margin

Pharma and cosmetics

High Demands on Purity
High Value
High Profit

Food and Feed

Bioplastics and Polymers

Bulk chemicals and fuels

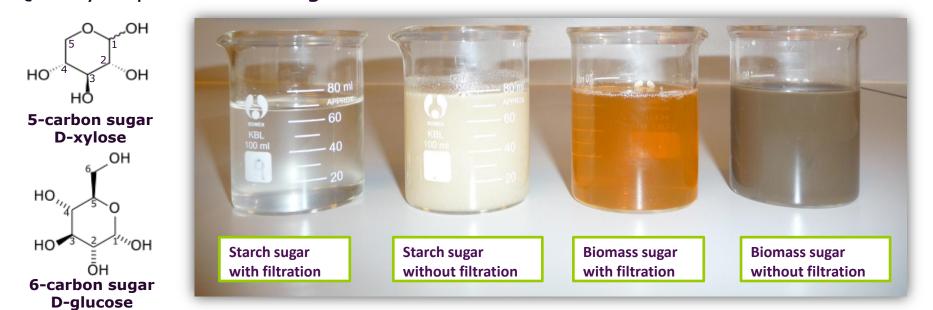
#### Energy and Heat

 High Demand on Resources

- High Sensitivity to Feedstock cost
  - High Motivation to apply biomass

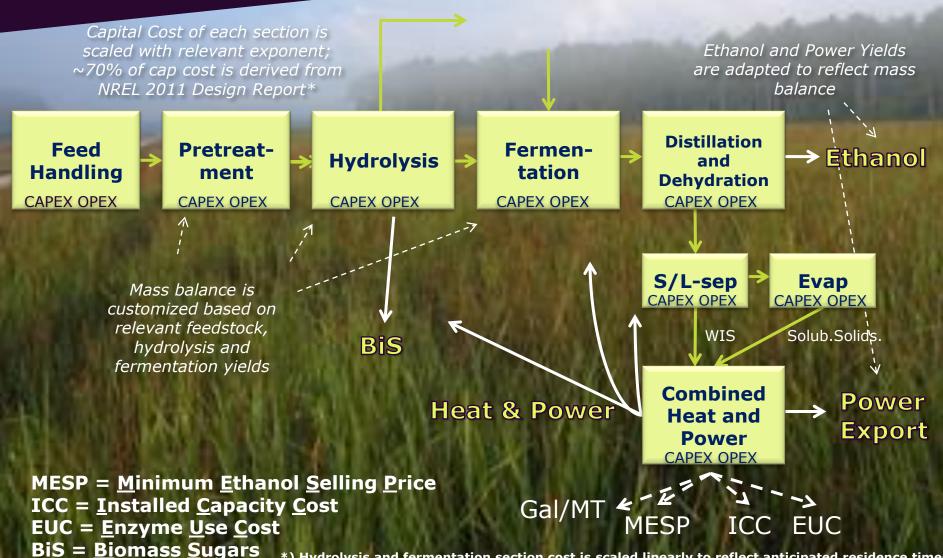


#### Not All Sugars are Created Equal Quality Aspect of the Sugar Cost



	Starch Sugar	Biomass Sugar	Extra cost
Solid/Liquid Separation	N/A	Necessary for organic acids production and catalytic reactions	Sugar yield loss and Capital cost
Sugar Concentration	75 wt%	10 wt%	~\$100/MT through filtration and evaporation to 75%TS
Sugar Purity	Quite clean sugar	Mixture of C5 and C6 sugars Many unknown compounds toxic to strain or catalyst	Fermentation yield reduction

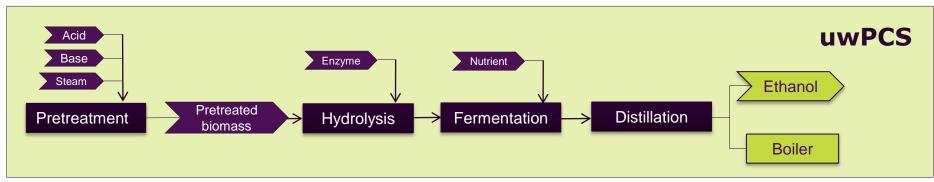
#### Production Cost Model Mass Balance, Energy Balance and Capital Cost Scaling

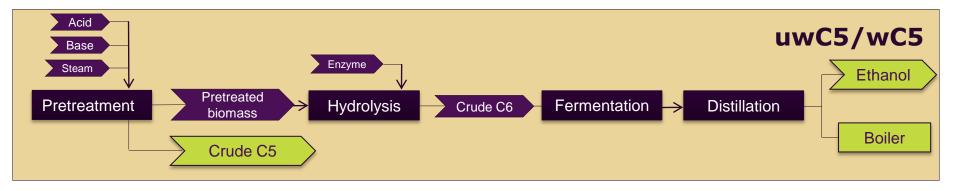


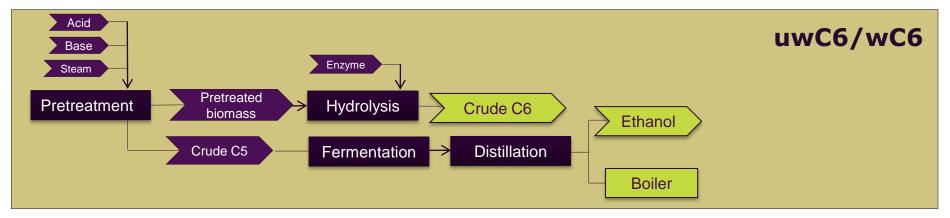
\*) Hydrolysis and fermentation section cost is scaled linearly to reflect anticipated residence times

### Process Options Biomass to Crude Sugars Using Dilute Acid Pretreatment





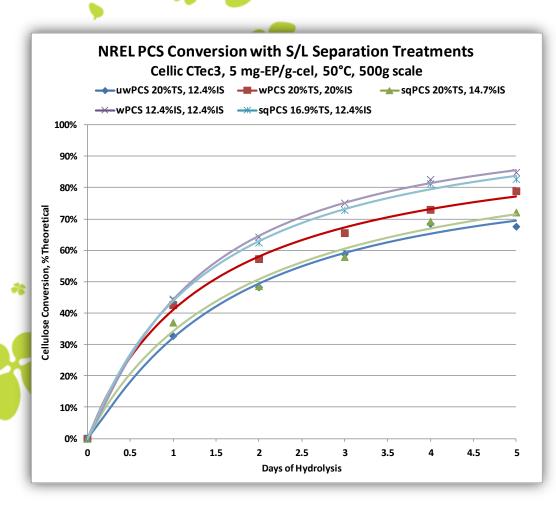






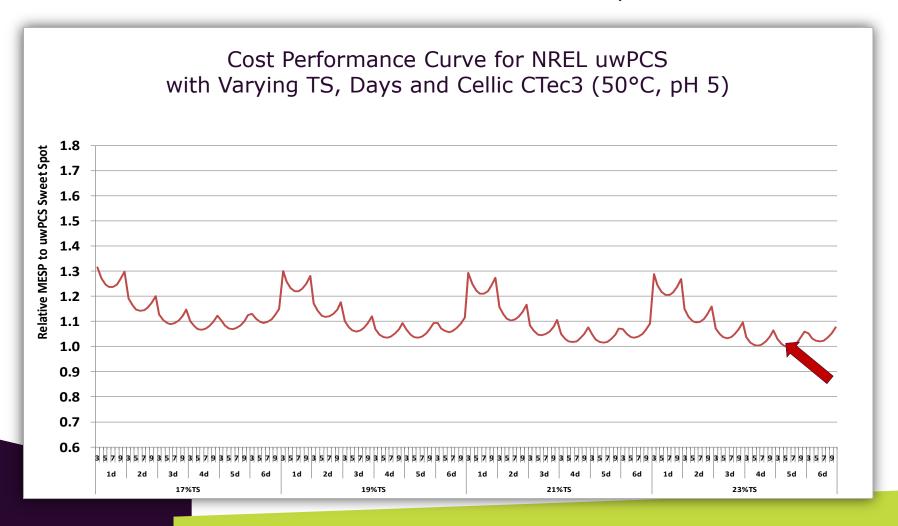
# Hydrolysis Data Whole Slurry & Washed vs. Squeezed with CTec3

- Cellic enzymes give superior performance even at low efficiency S/L separation
- Cellic can reduce or eliminate need for washing steps during separation





### Sweet Spot Results Cellic CTec3 is able to reduce dilution water in the process



CONSISTENT LOWEST MESP WITH 4-5 DAYS OF HYDROLYSIS

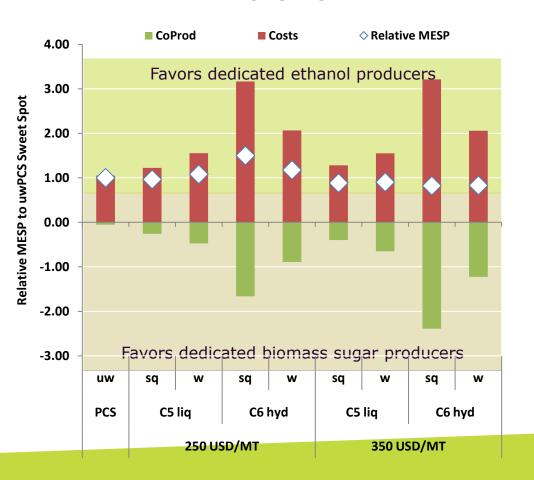


# Sweet Spot Results

#### C6 Hydrolysate Processes are More Sensitive to Market Price

#### MESP Factors of Different Processes with Varying Sugar Price

 Tipping point for crude biomass sugars in the area of 300 USD/MT



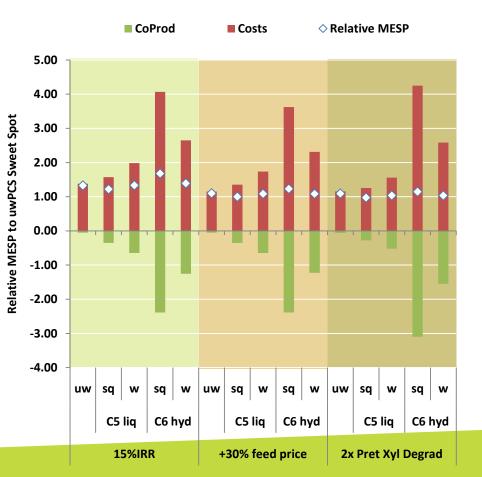
BASE CASE CONDITIONS: 2000 MT/DAY, 7%IRR, DILUTE ACID PRET, WHOLE SLURRY HYDROLYSIS, C5 FERM



### Sweet Spot Results IRR, Feedstock & Pretreatment

- Profitability requirement impacts cost sensitivity
- Feedstock and Pretreatment have small effect on process differentiation

#### **MESP Factors of Different Processes** with Varying Significant Cost Factors



BASE CASE CONDITIONS: 2000 MT/DAY, 7%IRR, DILUTE ACID PRET, WHOLE SLURRY HYDROLYSIS, C5 FERM



## Take Aways

- Biomass sugars can be an effective way to improve the cost picture for 2G Ethanol
- 2G separation technology does not need to be too sophisticated to make biomass sugars as a coproduct
- Specific quality requirements for biomass sugar will drive purification and microorganism development

C6 to Sugars with C5 to Ethanol is a more interesting case, but more sensitive to cost fluctuations

# **Thanks**

Xin Li Lorraine Putnam Haiyu Ren Sarah Teter Niels Fischer NREL

16/10/2012