



Advances in the Commercial Production of Biobased Products

> Stephen J. Gatto Chairman & Chief Executive Officer

> > October 11, 2012

# We Make Renewable Chemicals

We displace petroleum by making the same chemicals from renewable feedstocks with no green price premium & reduced environmental impact.



### Not all chemicals are created equal<sup>™</sup>





NO GREEN PRICE PREMIUM

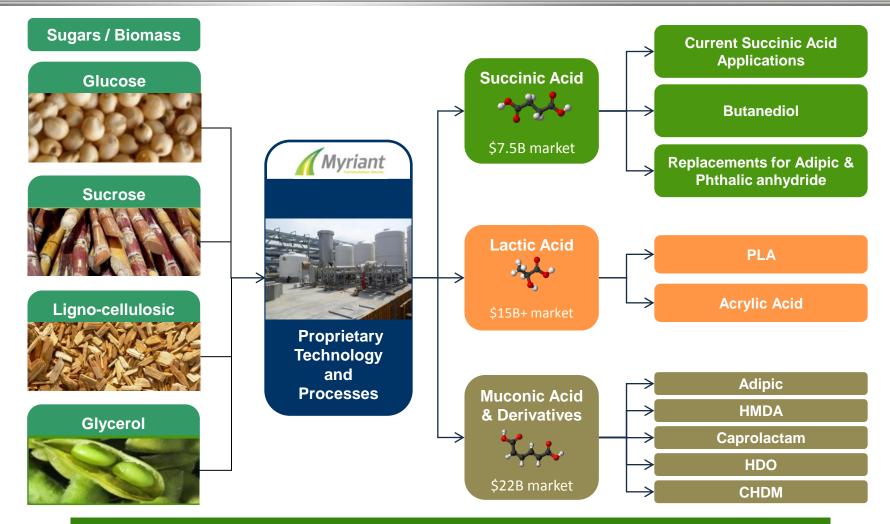






BIO Pacific Rim, October 11, 2012

#### Renewable Chemicals Platform Addressable Markets >\$40 Billion



D(-) Lactic Commercialized, Bio-Succinic Acid at Commercial-Scale



# Our Differentiators Enable Sustainable Growth

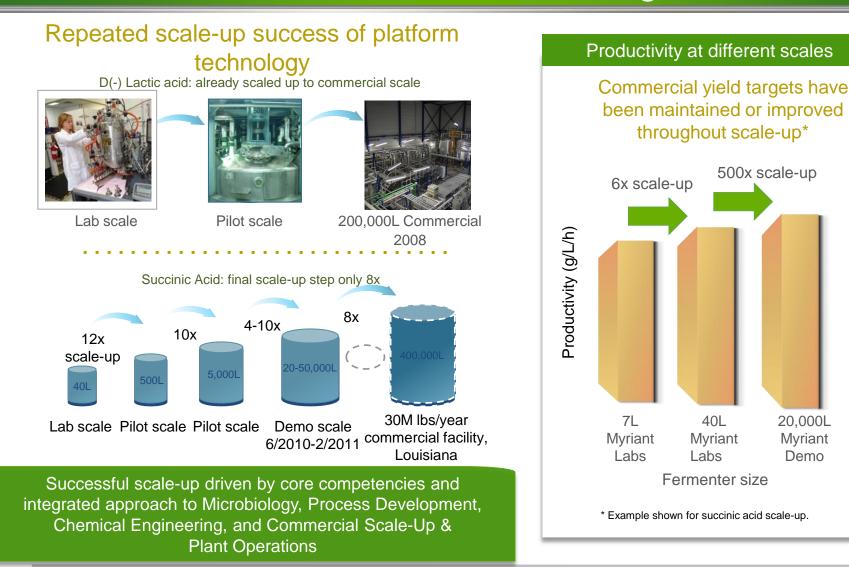
#### Proven technology platform

- $\checkmark$  In house experts in yeast, bacteria and organic acids
- ✓ Fully integrated from lab to commercial production
- ✓ Demonstrated cost competitiveness without subsidies
- Fully funded first plant, sold out and oversubscribed
- Commercialized product
- Bankable business capable of securing project finance
- Top-tier strategic relationships

Accelerates pace of portfolio commercialization (Bio-Acrylic Acid)
Enhances financial flexibility
Drives significant value



# Repeated Successes Scaling from Lab to Manufacturing





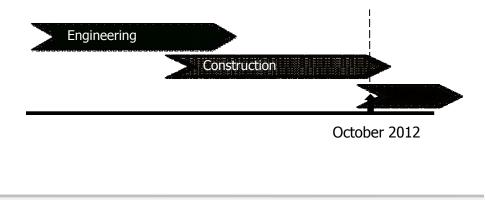
### Leuna Plant Supports Early Commercialization





#### Demonstration & special production plant

- In construction: Mechanical completion and start up Q4 2012
- Capacity: 3.0 M lbs expandable to 6.0 M lbs
- Facility will become a demo facility for future products
- Designed to produce high purity succinic acid <u>Project schedule:</u>





## **Commercializing Bio-Succinic Acid**

#### **Project Highlights**

- 30M lb/year commercial plant
- Commercial start-up in Q1'13
- Plant capacity is sold-out and oversubscribed

#### **Strategic Finance**

- \$50M DOE Cost Sharing Award
- \$25M USDA B&I Loan Guarantee
- \$10M Lake Providence Port & DOTD

#### **Economic Development**

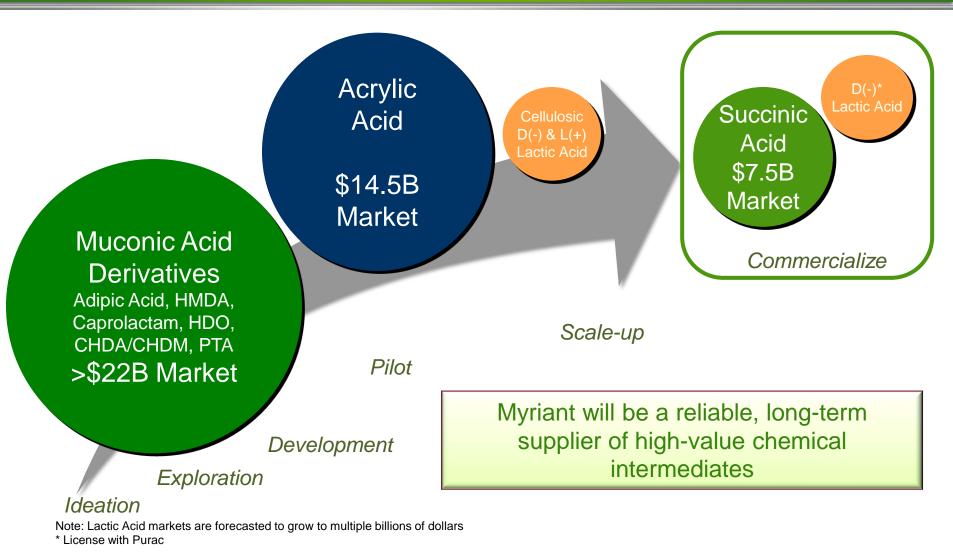
- 50 Direct Jobs
- 300+ Construction Jobs
- 250+ Indirect Jobs



#### **Expansion Planning Currently Underway for 2<sup>nd</sup> U.S. Plant**

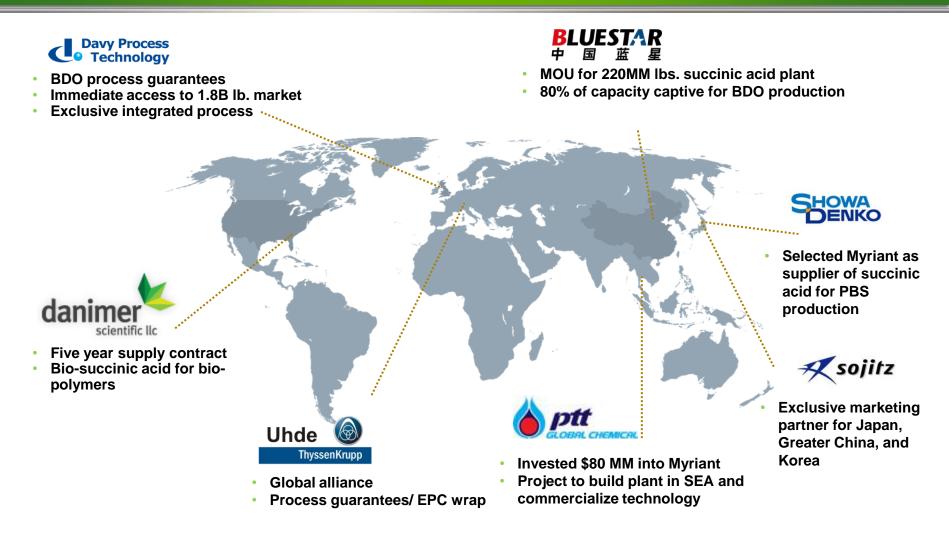


# Diversified Product Pipeline Creates Sustainable Value for Investors



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# 2012 and Beyond: Top Partners and Customers Accelerate Commercialization









# Thank you!