

# Beta Renewables

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Strategy & Status

# Beta Renewables: Sustainable Chemistry



BETARENEWABLES

**Beta Renewables is a joint venture**, created in October 2011, between Chemtex and the investment firm TPG (Texas Pacific Group)

**Novozymes**, Denmark-based world-class biotech company acquired **10% share** of Beta Renewables in October 2012

**Beta Renewables** owns and licenses the **Proesa®** technology

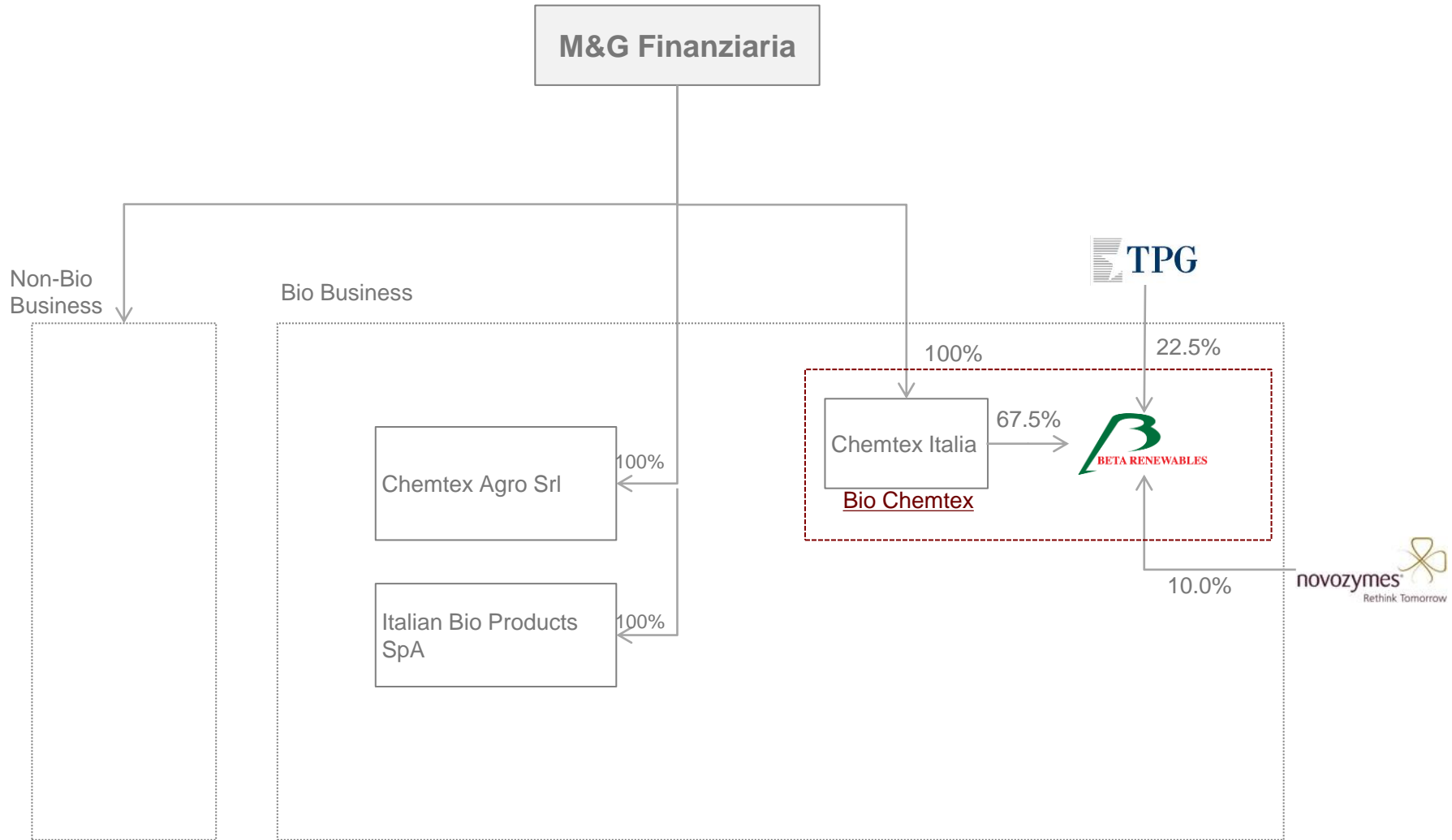
**1st commercial-scale 2GE biofuels plant** in Crescentino (Italy)



# Beta Renewables – JV Structure



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# Our Business Model



BETARENEWABLES



- ✓ Owns the PROESA<sup>®</sup> technology
- ✓ Invests in the R&D for continuous process improvement
- ✓ Licenses the technology worldwide
- ✓ Provides performance guarantees
- ✓ Supports licensees on biomass supply chain, off-take, financing
- ✓ Will own/operate the commercial site in Crescentino, Italy



- ✓ Exclusive engineering partner
- ✓ Supplies, at a minimum, a basic engineering and key equipment package
- ✓ Provides mechanical guarantees
- ✓ Qualifies EPC contractors
- ✓ Conducts R&D activities on behalf of Beta
- ✓ Support in commissioning, start-up and training

# Beta Renewables + Novozymes



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+



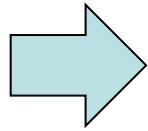
To Jointly  
Develop  
& Market  
PROESA<sup>®</sup>  
and CTEC<sup>®</sup>

- ✓ Beta Renewables and Novozymes have both a co-marketing and a joint development agreement in place
- ✓ Long-standing collaboration has led to substantial reduction in cost of enzymes per unit of cellulosic ethanol
- ✓ Partnership of two industry leaders boosts confidence in the technology
- ✓ Guarantees on enzyme performance and cost incidence de-risks the technology
- ✓ Parties are committed to ongoing improvements in enzymes and process
- ✓ Ensuring secure and most competitive enzyme supply to our customers

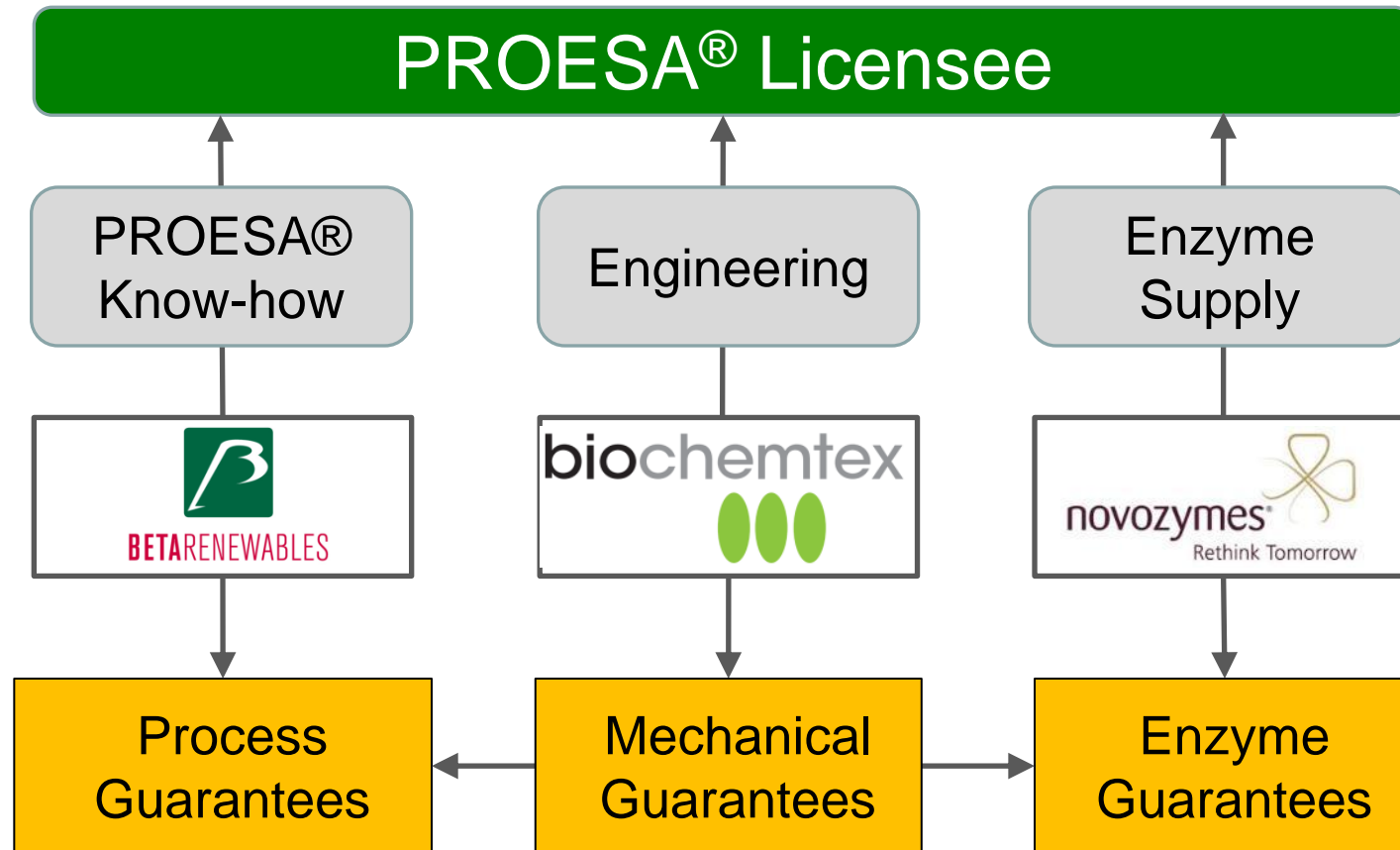
# Our Joint Value Proposition: a Solid Foundation



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To de-risk the technology, enabling profitable deployment and bankable projects



# Support throughout a PROESA® Project's Lifecycle



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## Enable

## Deploy

## Empower

Development

Engineering

Construction

Start-up

Operations

- Project feasibility study and investment estimates
- Qualify feedstock in pilot plant
- Optimize process parameters and enzymes for feedstock
- Support in the development of a biomass supply chain (Chemtex Agro)
- Support in financing

- Basic engineering package
- Qualify EPC contractors
- Permitting support and procurement of critical equipment
- Support in the construction and start-up of the plant
- Start-up and training

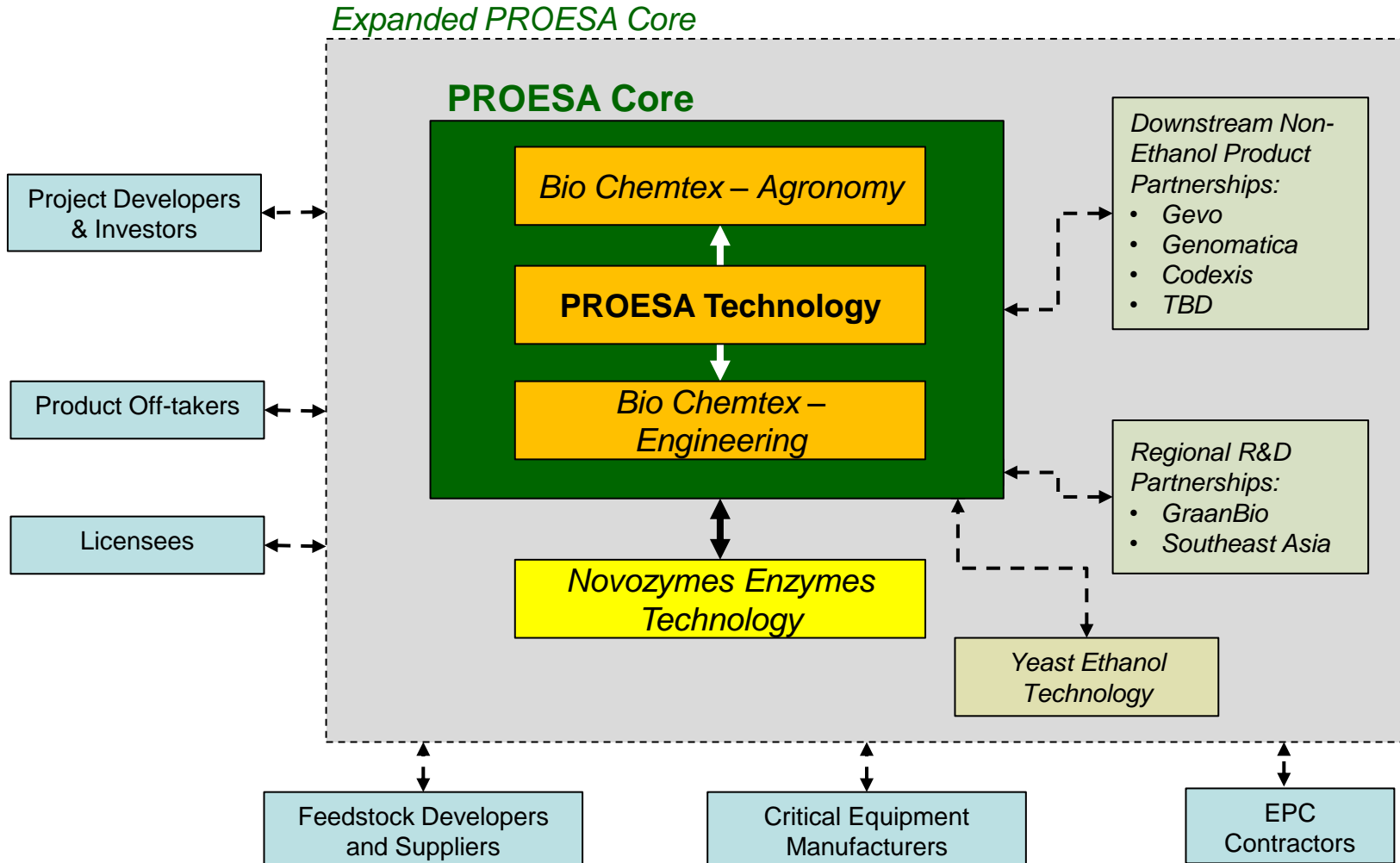
- Support in establishing product off-takes
- Ensure joint performance guarantees hold
- Provide ongoing customer support
- Supply of enzymes and yeast (through our biotech partners)

# Strategic Partnerships



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Beta Renewables is continuing to establish partnerships across the entire technology and deployment value chain to capitalize on its' 1<sup>st</sup> mover advantage





# PROESA®: A Platform Technology



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## Non-Food Cellulosic Biomass

PROESA®

Cellulosic Sugars

Lignin

C5-DERIVED CHEMICALS  
C6-DERIVED CHEMICALS  
(C5+C6)-DERIVED CHEMICALS

ENERGY

LIGNIN-DERIVED CHEMICALS

NOW

NEXT

Later

Ethanol

N-Butanol  
Iso-Butanol  
Butanediol  
Fatty Alcohols  
Ethylene Glycol

Lactid Acid  
Green Diesel  
Succinic Acid  
Acrylic Acid  
Adipic Acid  
Green Gasoline

Power

Heat / Steam

Aromatics  
Terephthalic Acid  
Phenols

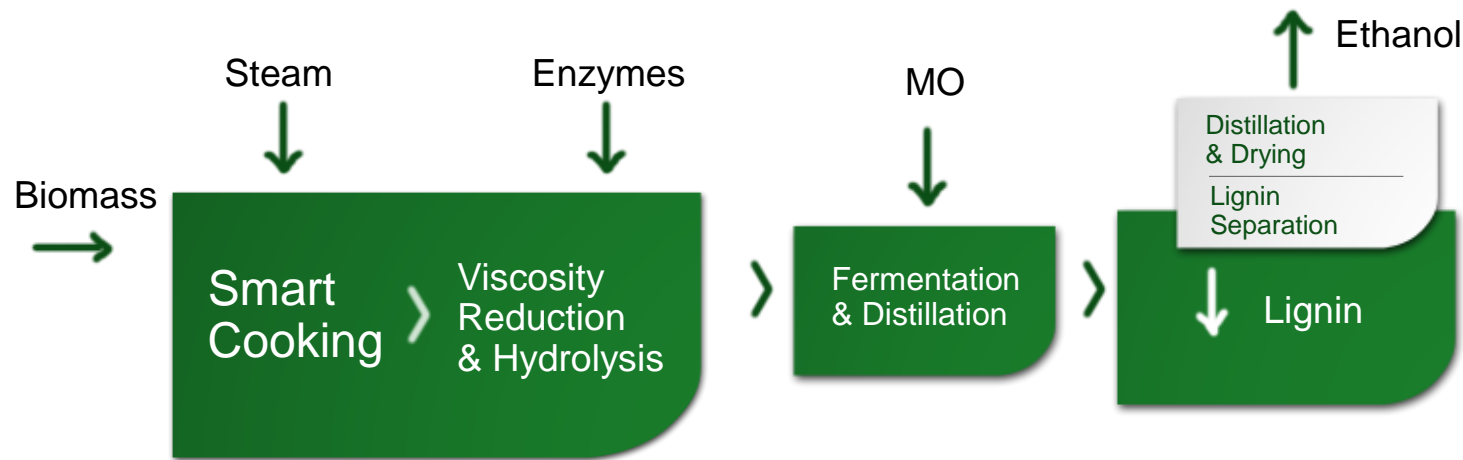
CRESCENTINO



# The PROESA® Process in a Nutshell



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## The Key Benefits of the PROESA® Technology :



Feedstock flexibility



Fully integrated process design using commercially established equipment



No chemical addition, optimal trade-off between high sugar extraction and low enzyme dosage



Industry leading capex and opex backed by performance guarantees



# Economics of 2G ethanol production

		USD/MT ethanol	Base case line	USD/MT ethanol
REVENUE	• Ethanol value	\$700		\$1100
INVESTMENT	• CAPEX*	\$1500		\$2500
CASH COSTS	• Biomass (\$20-60/dry ton)	\$100		\$300
	• Enzymes	\$150		\$200
	• Energy**	\$0		\$125
	• Labor	\$40		\$60
	• Other	\$40		\$60
LEVERAGE	• Debt	80%		20%
<b>IRR before tax</b>		<b>15-20%</b>		
<b>Cash costs</b>		<b>\$500-570/ton (1.5-1.7/gal)</b>		

\* USD/MT of yearly capacity. >20 years of operating life

\*\* 2G ethanol production is energy self-sufficient

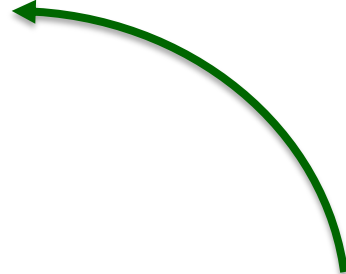
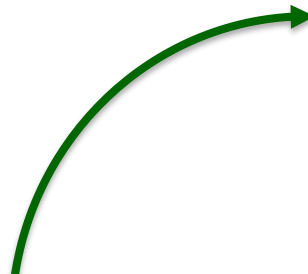


# It is no longer technology that needs to be solved



## Funding

- Bankability will come as first projects have proven successful
- Until then; equity and government support



## Biomass supply

- Biomass cost
- Preferably < \$50/dry ton
- Fixed biomass supply 10-15 years

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## Off-take

- Market price of ethanol
- Uncertainty on subsidy levels and blending mandates (policy risk)
- Export market opportunities



## Technology

- Proof of concept at scale
- Conversion guarantees

# Crescentino plant is ramping up according to plan; Confirmation of “base case line” expected in 2014



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Status of continuous optimization at Crescentino plant (@ biomass cost: USD 50/tdw)

