The AgSci Cluster – Adding Value to the Agricultural Sector

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Montreal, July 20, 2015
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Company Overview

Offices

- Montreal, QC Headquarters
- Minneapolis, MN R&D Facility

Manufacturing Sites

- Pomacle, France Demonstration Plant
- Sarnia, Canada Under Construction (2015)
- North America Second Plant (2017)
WHAT WE DO: BUILDING BLOCK CHEMICALS FROM SUGAR INSTEAD OF OIL

A revolutionary way of using this....

Instead of this...

To produce these... and more!
WE LINK AGRICULTURAL PRODUCTS WITH GLOBAL CHEMICAL MARKETS

CDN Agriculture → Sugar → Succinic Acid Production → Global Chemical Markets

Transformation of agriculture into value added products
Highly skilled, well paid manufacturing jobs
Export of finished goods globally
OUR ADVANTAGE
CHEAPER AND CLEANER
A $10 BILLION MARKET OPPORTUNITY

Target building blocks

Bio-based 1,4-Butanediol (BDO) $4.3 bn
Bio-based Succinic Acid (SA) $4.0 bn
Bio-based Tetrahydrofuran (THF) $2.2 bn

Resins & Coatings
Plastics
Adhesives
Personal Care
Plasticizers
Polyurethanes
Lubricants
Spandex & Polyesters
Artificial Leather
OUR CHEMICALS ARE INNOVATIVE SUSTAINABILITY WITH DIFFERENTIATED PERFORMANCE

Where Bio-based Succinic Acid Can be Formulated To Give Performance

- **Upper**: Synthetic Leather
  - Softer, Abrasion Resistant, Tear Strength

- **Midsole**: Good Flexibility and Elongation

- **Plastic Parts**: Logo, Shoe Laces
  - Bio-Based

- **Adhesives**: Solvent Resistance, Strength, Controlled Cure

- **Outsole**: Stiffness and Strength

High performance textile coatings with a significant renewable content
VALUE IN WOOD AND METAL COATINGS

**Wood coatings**
- Adhesion
- Colour
- Surface Gloss
- Solvent Resistance
- Stain Resistance

**Metal coatings and protection**
- Improved Abrasion
- Scratch Resistance

**Synthetic leather and coated fabrics**
- Solvent Free
- Improved Abrasion Resistance
- Softness
- Improved Solvent Resistance

**Leather Finishing**
- Waterborne Coating
- Gloss retention
THE PURPOSE OF THE PROJECT
SUCCESSFUL MARKET DEVELOPMENT

Push: Suppliers ➔ Chemical Producers ➔ Formulators Manufacturer ➔ Retailer ➔ Consumer

Pull: Consumers

Reinventing the green process

- Differentiation with new more sustainable products
- Better H&E Profile
- Reduces dependency on fossil feedstocks

- Corporate sustainability
- Changing goals
- Brand Equity
- Consumer needs
OUR GOAL - PULL THROUGH AND FASTER ADOPTION

...so what are we doing with Woodbridge and Alberta Agriculture
THE PURPOSE OF THE PROJECT
SUCCESSFUL MARKET DEVELOPMENT

Monomer  Polymer  Transformation  Incorporation

- bioamber
- Stepan
- coim S.p.A.
- Alberta Agriculture and Rural Development
- faurecia

- RENEWABLE SUCCINIC ACID
- BIOBASED POLYESTER POLYOLS
- AUTOMOTIVE FOAMS/PARTS
- INCORPORATED INTO THE CAR

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Bio-SA and CO₂ Reduction:

- 1 Ton of SA results in
  - 1.8 Ton Polyester Polyol
  - 6.2 Ton Polyurethane
  - 9 T CO₂eq Reduction

- Based on BioAmber Eco Calculator using 3rd party field-to-gate LCA estimation
- Polyol and CPU savings estimated from formulation and bio-based carbon analysis
- Approximate, assuming that all other parameters are equivalent to adipic systems
PROJECT SCHEDULE

2015
Q1
MANUFACTURE POLYOLS
Q2
ASCERTAIN WHICH FORMULATIONS MOST PROMISING
Q3
BENCHMARK FORMULATIONS AGAINST EXISTING FOAM FORMULATIONS
Q4
SYNTHESIZE PROTOTYPE PEPS AT 1-5 LITER SCALES TO SUPPORT FOAM APPLICATION PROTOTYPES

2016
Q1
MANUFACTURE POLYOLS
Q2
MAKE THE PROTOTYPE FOAMS OF SELECTED AUTOMOTIVE FORMULATIONS
Q3
BENCHMARK FORMULATIONS AGAINST EXISTING FOAM FORMULATIONS
Q4
SYNTHESIZE PROTOTYPE PEPS AT 1-5 LITER SCALES TO SUPPORT FOAM APPLICATION PROTOTYPES

Manufacture the Polyols and Compare Against Existing Foam Formulations
Make the Polyols and Compare Against Existing Foam Formulations

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Our Sarnia Plant

Sarnia Plant Mechanically Complete in Early 2015

KEY FACTS
• $136M investment
• Largest succinic acid plant in world
• Over 200 construction jobs
• 60 full time jobs
• Sugar from Ontario farmers
• 100% of product exported