

# Cellulose Ethanol is ready to go

#### **Biofuels for Transportation**

Global Potential & Implications for Sustainable Agriculture, Energy, and Security in the 21st Century

June 7, 2006 Washington, D.C.

By Jeff Passmore, Executive Vice President Iogen Corporation Ottawa, Canada



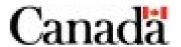
### Who is Iogen?

- Headquartered in Ottawa, Canada, Iogen Corporation is a leading industrial biotechnology company specializing in cellulose-based enzyme technology
- Iogen designed, owns and operates the world's first and largest cellulose ethanol demonstration facility making ethanol from biomass
- Active since late 1970s
- \$190 million spent or committed to date
- 190 employees
- Partnerships









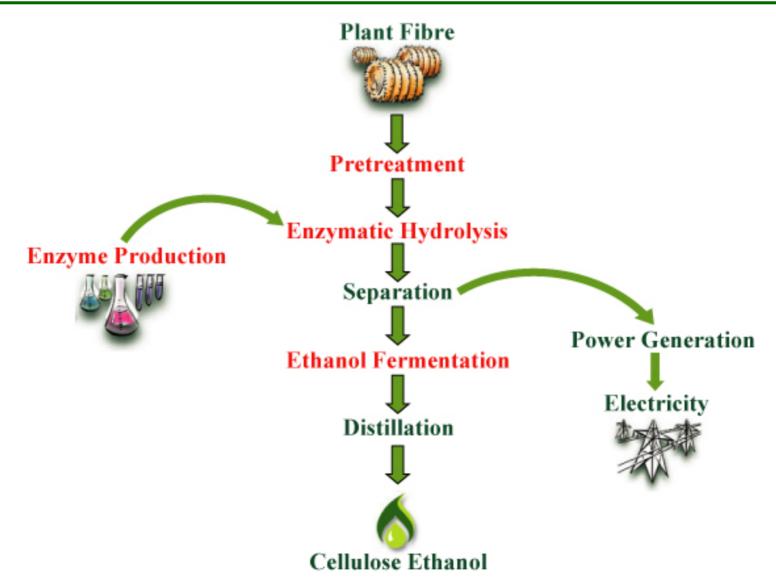


# Iogen's cellulose ethanol demonstration facility





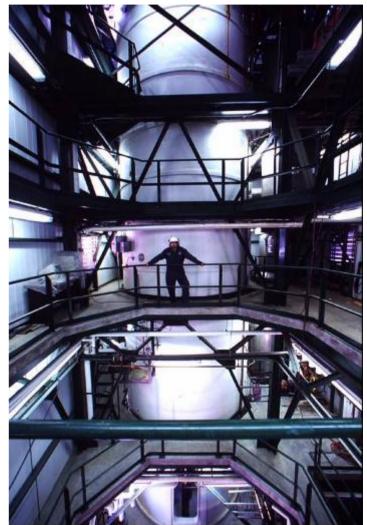
### Iogen's cellulose ethanol process





# Demonstration scale cellulose ethanol plant







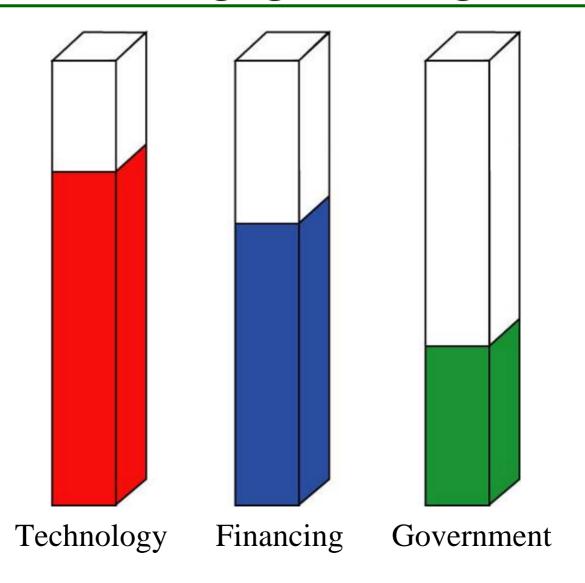
# **Demonstration scale cellulose ethanol plant**







# Successful Commercialization of Emerging Technologies





# The road to commercialization: Build stakeholder alliances April 2004 - Cellulose ethanol launch





### Demonstrating product use: Vehicle trials Bonn, Germany - June 2004



Former Chancellor Schroeder visits Iogen display booth in Bonn



Luxury courtesy cars fuelled with cellulose ethanol



# Demonstrating product use: Cellulose ethanol fuels NRCan and AGCan Fleets Since Dec. 2004





## Demonstrating cellulose ethanol use



9,000 mile road test of cellulose E85 GMC Yukon - Aug. 2004



Cellulose ethanol fuels G8 leaders' vehicles Gleneagles, Scotland - July 2005



Cellulose ethanol fuels flex fuel fleet at COP11, Montreal Nov. /Dec. 2005



### Commercial plant rollout: Understand all site evaluation criteria

#### **Assess commercial/country risk:**

#### **Feedstocks**

• Type, availability, cost, ease of collection

#### **Government Policy**

• Tax situation, fuel mandates, financial incentives

#### Infrastructure Issues

• Water availability/cost, road network, rail, power and natural gas price

#### **Investment Climate**

• Tax rates, industrial development incentives, financing options

#### Ethanol & Co-Product Sales

• Off-take customers, refinery locations, market proximity

### Iogen Cellulose Ethanol Plant

#### Preliminary Global Feedstock Availability Assessment

Total wheat, coarse grains (corn, barley, oats, rye, sorghum) and sugar cane bagasse production\* highlights for 1996/1997 (metric tonnes) from USDA world agricultural supply estimates.

Rice straw – country estimates. \* Assumption: 1:1 grain/straw ratio EU W-97 G-10 Canada W-26 G-26 East Europe W-33 G-50 Ukraine W-17 G-13 USA W-60 G-278 **Yurkey W-16 G-10** China W-114 G-135 R-150 **SC-15 SC-20** Vietnam R-28 Mexico W-3 G-26 Thailand R-15 SC-20 **SC-17** India W-64 SC-57 R-80 Indonesia R-35 Brazil SC - 56 > 300 million tonnes > 150 million tonnes > 50 million tonnes Australia W-18 G-8 > 20 million tonnes Argentina W-14 G-15



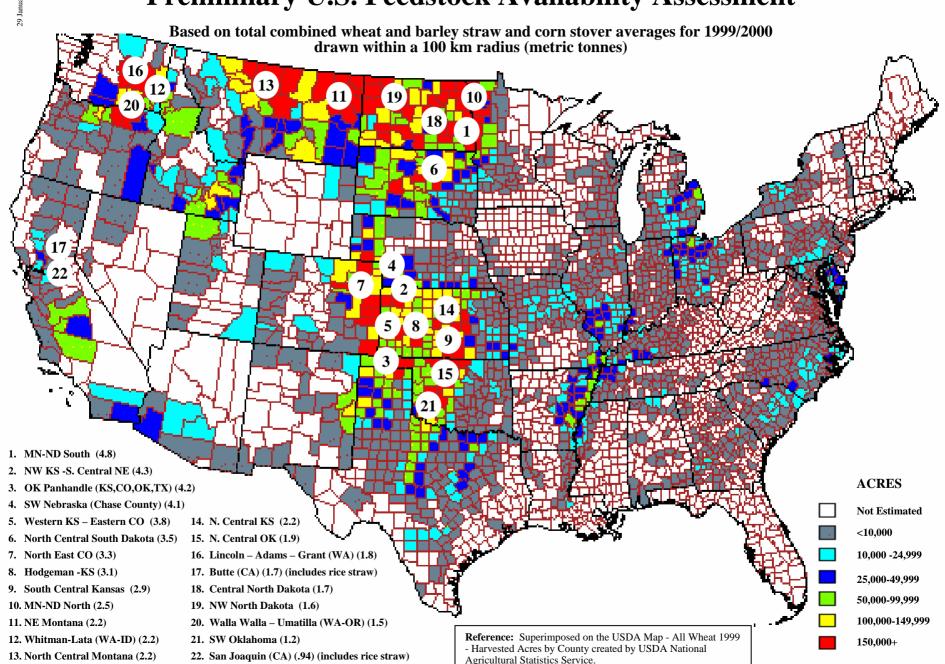
# Possible plant site locations: Germany



#### **Legend**

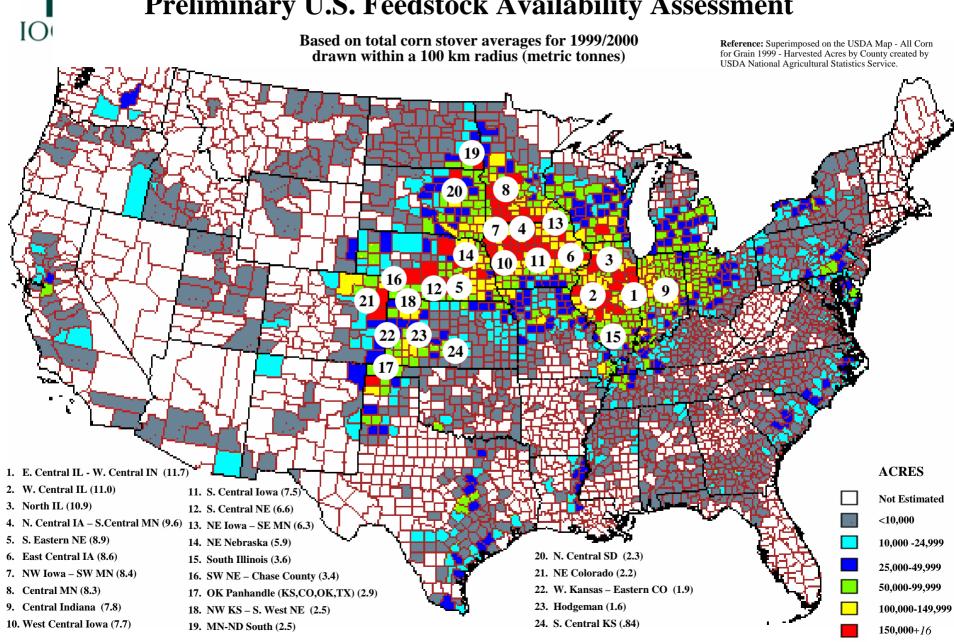
■ Wheat Straw

Iogen Cellulose Ethanol Plant Preliminary U.S. Feedstock Availability Assessment



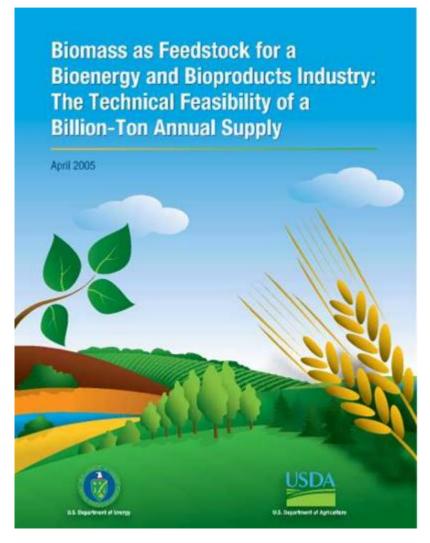


#### Iogen Cellulose Ethanol Plant Preliminary U.S. Feedstock Availability Assessment



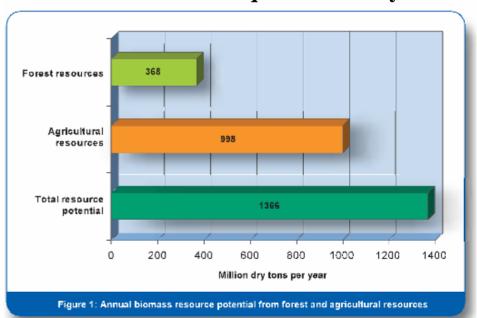


# DOE & USDA: Cellulose ethanol could displace over 30% of U.S. present petroleum consumption



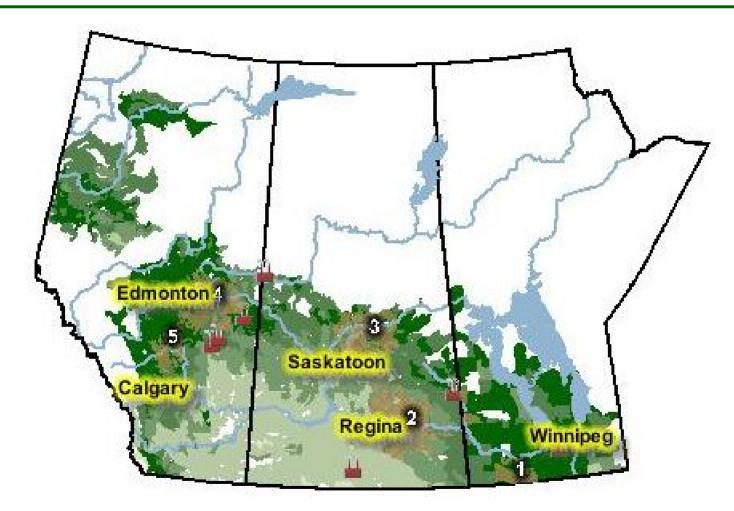
"The purpose of this report is to determine whether the land resources of the United States are capable of producing a sustainable supply of biomass sufficient to displace 30% of the country's present petroleum consumption (i.e. 60 billion gallons per year) ... 1 billion dry tons of biomass feedstock per year.

The short answer to the question ... is yes."





# Straw site modeling using Agriculture Canada GIS data





# Why does first plant commercialization need government risk sharing?

#### Commercialization of New Technology:

The project goes beyond a lender's normal 'project finance' lending risk.

"Because the project involves substantial new technology that is unproven at this scale, normal project financing is not available to it without a third party guarantee."

- Philip Evershed, Managing Director Investment Banking, CIBC World Markets, March 2004

"It is highly unlikely that a financial institution(s) would provide an unsecured loan larger than the amount required in a line of credit to operate the plant.... There is low likelihood that a late-stage venture capital company or a syndicate could provide the financing.... No venture capital company could be found that invests in this technology at this stage."

- Consulting and Audit Canada, July, 2004

"The project should not involve new technology. The reliability of the process and the equipment to be used must be well established, If a new technology is involved, more than a lending risk will be involved, unless the project borrowings are guaranteed by a strong credit such as a government agency.... Projects to produce ... energy from garbage, gasohol from feed grains or similar promising but untried processes cannot be financed as a project financing in the absence of a guarantee."

- Project Financing Sixth Edition, Nevitt & Fabozzi, Euromoney Publications, 1995



### Cellulose ethanol commercialization: Site selection is about the best business case

• The Energy Policy Act of 2005

- Includes U.S. gov't \$250 million loan guarantee on each of the first four qualifying cellulose ethanol plants
- 2006 Presidential State of the Union Address
  - "America is addicted to oil... Producing ethanol from wood chips, stalks or switchgrass to replace oil imports from the Middle East"
- Energy Secretary Bodman Feb/'06 testimony
  - The loan guarantee program is "a very high priority"



# Assure the government it is making a prudent decision

In order to minimize risk to the Government, risk sharing would be conditional upon the Government being satisfied that:

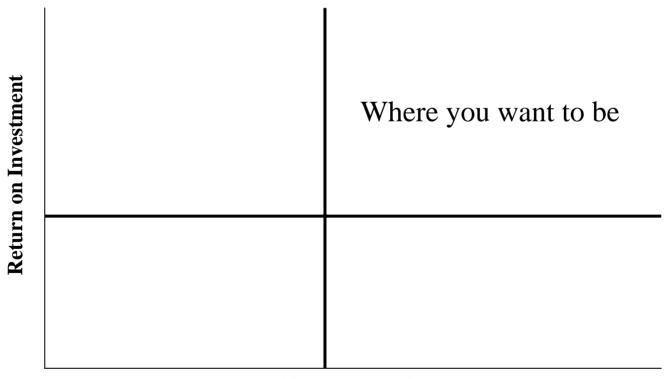
- 1. Iogen's Front End Engineering Development (FEED) has been completed and the expected Project Costs are acceptable;
- 2. The efficacy of Iogen's ethanol from cellulose technology has been adequately validated through operation of Iogen's demonstration plant;
- 3. The agreements in place for construction of the Project are acceptable;
- 4. The agreements in place for off-take of ethanol from the project are acceptable;
- 5. The agreements in place for procurement of straw feedstock for the project are acceptable;
- 6. Iogen and Iogen's Partners have the financial capacity to fund the equity portion of the Project;
- 7. The Project will generate sufficient cash flow to meet its proposed level of debt service with an acceptable safety margin;
- 8. The terms of the Project Loan are acceptable.



#### The commercialization decision

#### The business case involves:

- Ease of implementation in a given country
- Project return on investment



**Ease of implementation**