

# Cellulosic Ethanol Commercialization



**Jim Imbler, President and CEO**  
**Canadian Renewable Fuels Summit**  
**December 1, 2010**

# Converting Cellulosics into Fuels and Chemicals

- Feedstock agnostic
  - “Grow where we go”
- Low conversion cost
  - 40% higher yield
- Multiple products
  - Advanced biofuels and chemicals
- Minimize risk
  - Known processes and natural organism
- Compete with lowest cost alternative
  - Must be economical vs. oil to succeed

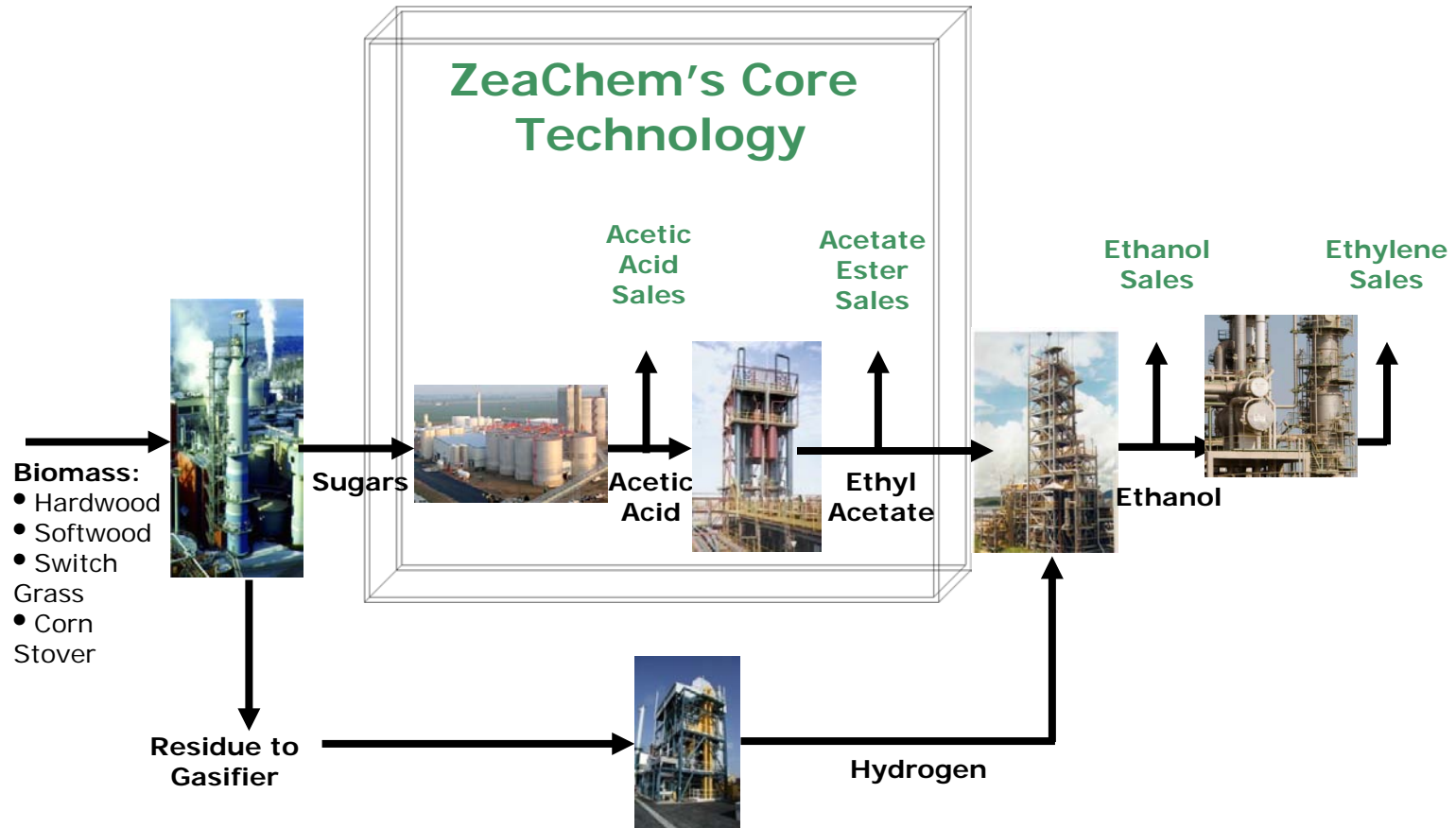


# Company History

- Founded in 2002
- Series A (\$6MM) in 2006
  - Led by MDV and Firelake Capital
  - Proved technology at lab scale
- Series B (\$34MM) in 2008
  - Co-led by Globespan and PrairieGold
  - Valero Energy Corporation
  - Money raised for demo plant
- Current Status
  - Demo facility construction is underway and fully funded
  - US DOE grant \$25MM
  - Solid cash position

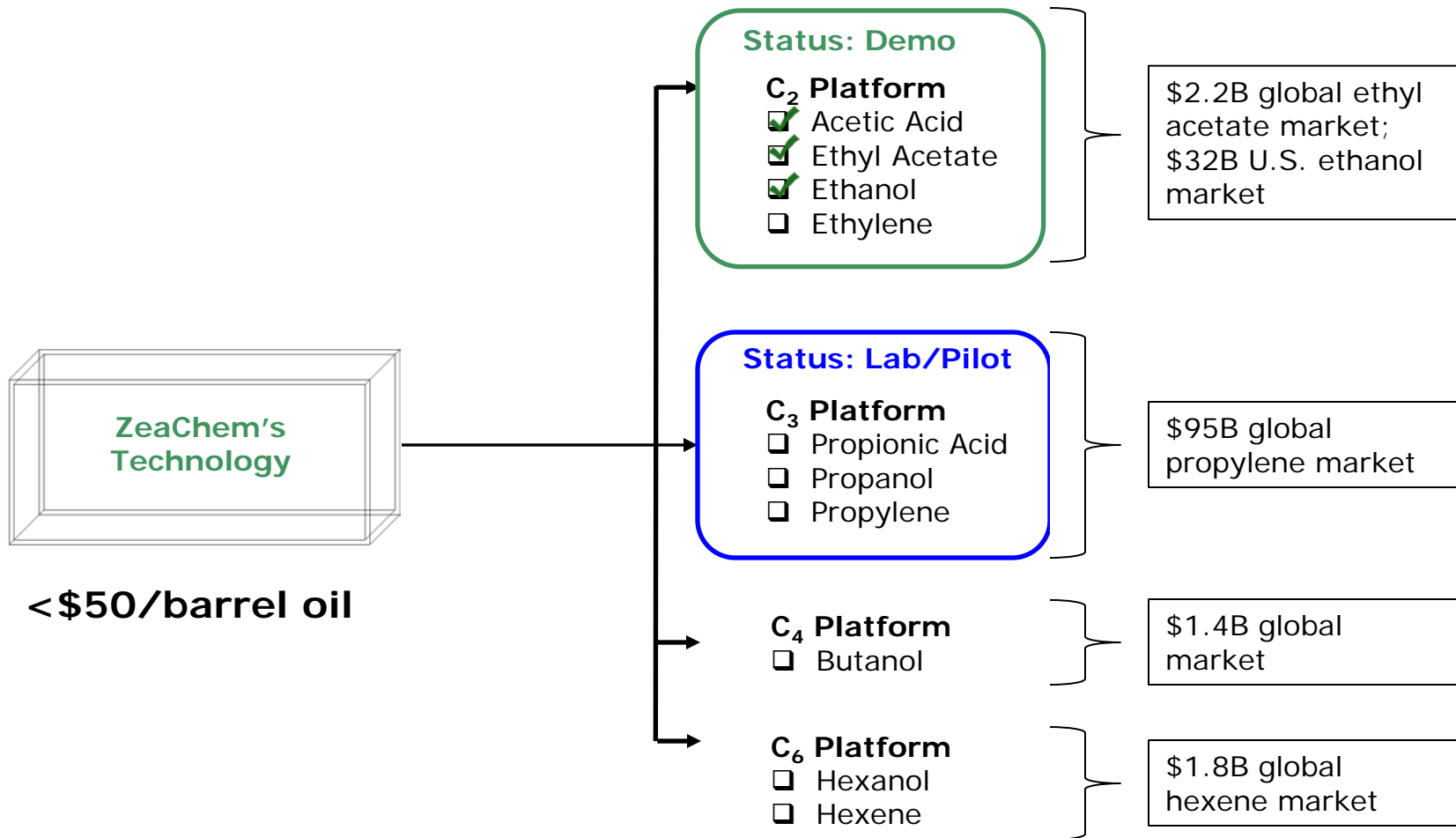


# ZeaChem's C<sub>2</sub> Platform



Novel integration of known processes, natural organism (no GMO) = low risk

# Product Platforms and Markets



# Dedicated Energy Farms

- ZeaChem process is feedstock agnostic
  - Hardwood, softwood, grasses, ag residues
- Dedicated sustainable energy crops
  - Geographic diversity, “Grow where we go”
- Contract with GreenWood Resources
  - Supply high yield hybrid poplar feedstock
- Benefits
  - Efficient harvesting, cost effective
  - “Store on the stump”
  - Integrate energy crop + biorefinery = minimal footprint, low CO<sub>2</sub>



\* Canada has excellent woody biomass resources

# ZeaChem Technology Deployment

Lab → Pilot → Demo



## Milestones:

- Proven at lab scale
- Raised \$6MM for pilot



## Milestones:

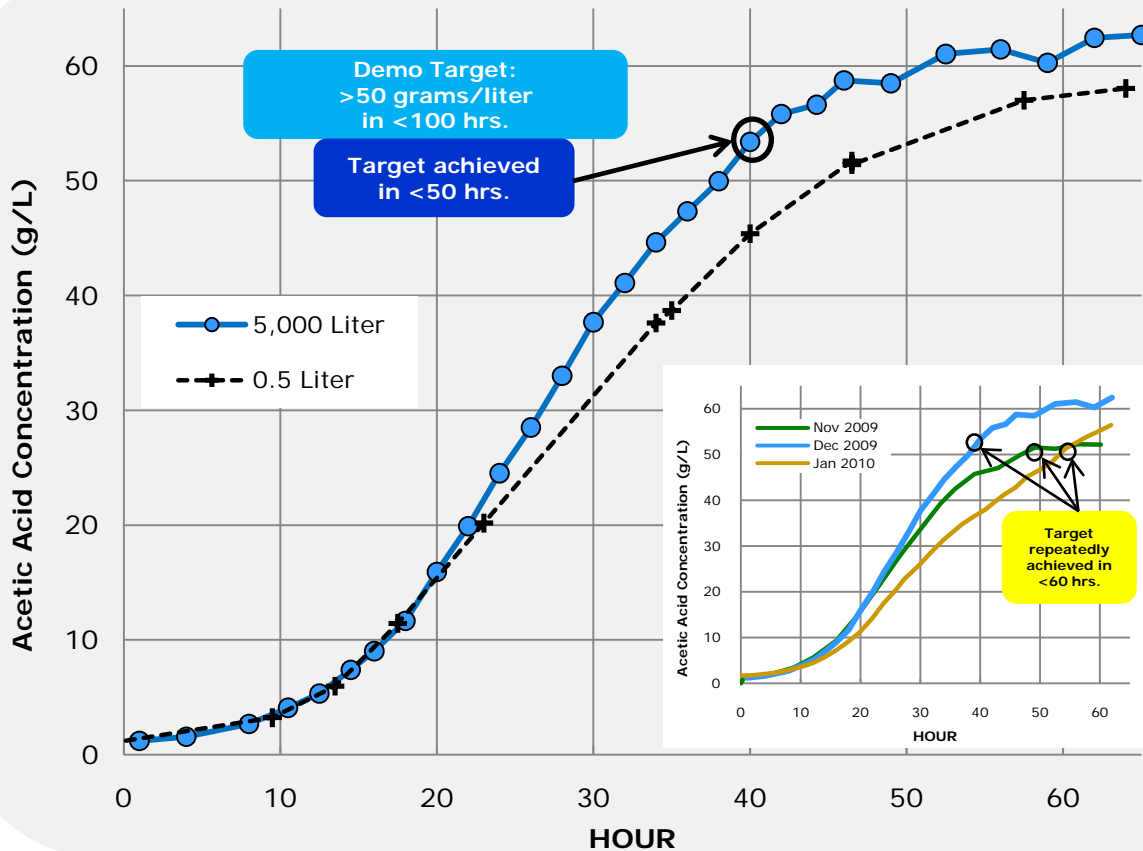
- Proven at non-integrated pilot scale
- Successfully fermented mixed sugars and hydrolyzates
- Raised \$34MM to support demo



## Milestones:

- 10,000x fermentation scale-up met and exceeded targets
- Completed downstream conversion:
  - glacial acetic acid
  - commercial grade ethyl acetate
  - ethanol

# Fermentation Scale-Up



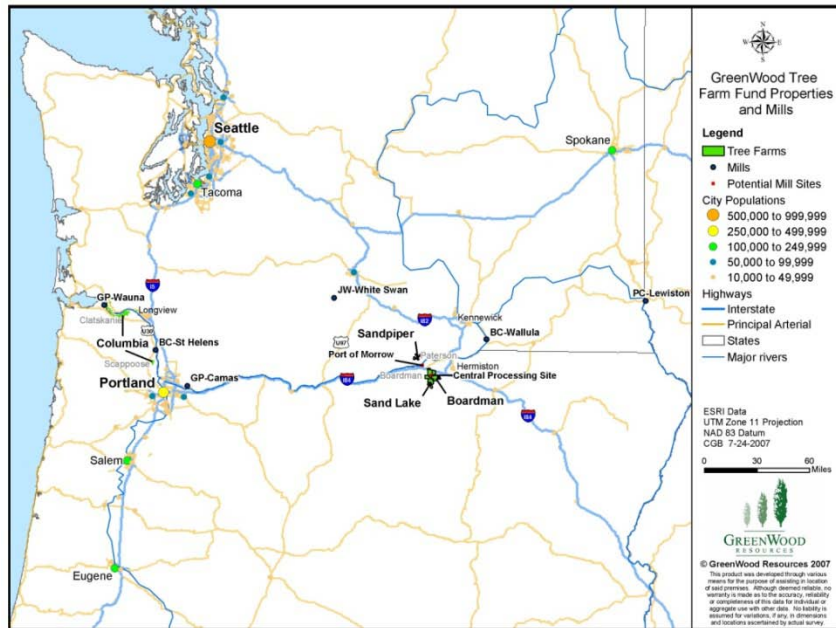
Scale-up  
Control



Acetic Acid

- 10,000x Scale-up
- Repeated numerous times
- Multiple vendor trials
- Glacial Acetic Acid, 99+% pure

# Integrated Biorefinery



Schematic of future facility

Photo courtesy of Matt Kegl. Diagram supplied by Burns & McDonnell

- 250,000 GPY capacity
- Produce ethyl acetate and cellulosic ethanol
- Hybrid poplar + others feedstocks
- 75 Construction jobs, 25 Operating jobs
- Capex and Opex Funded in Cooperation with US DOE



# Groundbreaking June 2, 2010



# Construction Underway



# ZeaChem's Business Model

---

1. License technology for early plants
2. Monetize markets, geographies and products
3. Once technology is established, utilize traditional project finance
4. Expand technology into other products and repeat
5. Compete with petroleum

# Thank You

---

Jim Imbler  
President and CEO  
ZeaChem Inc.

(303) 248-7772

[jimbler@zeachem.com](mailto:jimbler@zeachem.com)