



## **Integrating the Algae Process for Producers**



**National Algae Association**

28 March 2011

**A BREAKTHROUGH TECHNOLOGY TO TRANSFORM ALGAE INTO OIL**

# Safe Harbor Statement



Matters discussed in this presentation contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. When used in this press release, the words "anticipate," "believe," "estimate," "may," "intend," "expect" and similar expressions identify such forward-looking statements. Actual results, performance or achievements could differ materially from those contemplated, expressed or implied by the forward-looking statements contained herein, and while expected, there is no guarantee that we will attain the aforementioned anticipated developmental milestones. These forward-looking statements are based largely on the expectations of the Company and are subject to a number of risks and uncertainties. These include, but are not limited to, risks and uncertainties associated with: the impact of economic, competitive and other factors affecting the Company and its operations, markets, product, and distributor performance, the impact on the national and local economies resulting from terrorist actions, and U.S. actions subsequently; and other factors detailed in reports filed by the Company.

# Algae Industry Beginning to Mature



## q Deal Flow:

- q Dec 2010: Martek sold to DSM for \$1B all cash.
- q Mar 2011: Solazyme announces \$100MM IPO.

## q Proving Up:

- q Solazyme: 80,000 liters of fuel to USN in 2010, commitments for ½ million more.
- q MBD Energy launches one-hectare flue-gas fed demonstration project in Australia.
- q VG Energy's algal biofuels announces potential price parity with oil.

## q Commercialization:

- q Martek's life'sDHA™ and life'sARA™ found in 99% percent of U.S. infant formulas.
- q Successful testing of Solazyme's Soladiesel™ and Solajet™, as well as Algenist™.

Just a few examples of a maturing industry.

# Customer Demand for Integrated Vendors



- q OriginOil has learned from its producer customers, MBD Energy (Australia) and Genesis Ventures (Mexico): minimize the vendors.
- q Benefits:
  - q Maximized efficiency
  - q Centralized responsibility
  - q Better pricing leverage

"One vendor would be best."



Industrialized Algae

# THE ENGINEERING LINEUP

A BREAKTHROUGH TECHNOLOGY TO TRANSFORM ALGAE INTO OIL

# Engineering Processes for Growers



## Upstream

- Growth Systems
- Feedstock Prep
- Nutrient Injection
- Growth Control

## Midstream

- Growth-Phase Extractions
- Harvesting
- Finish Stage

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# Engineering Processes for Growers



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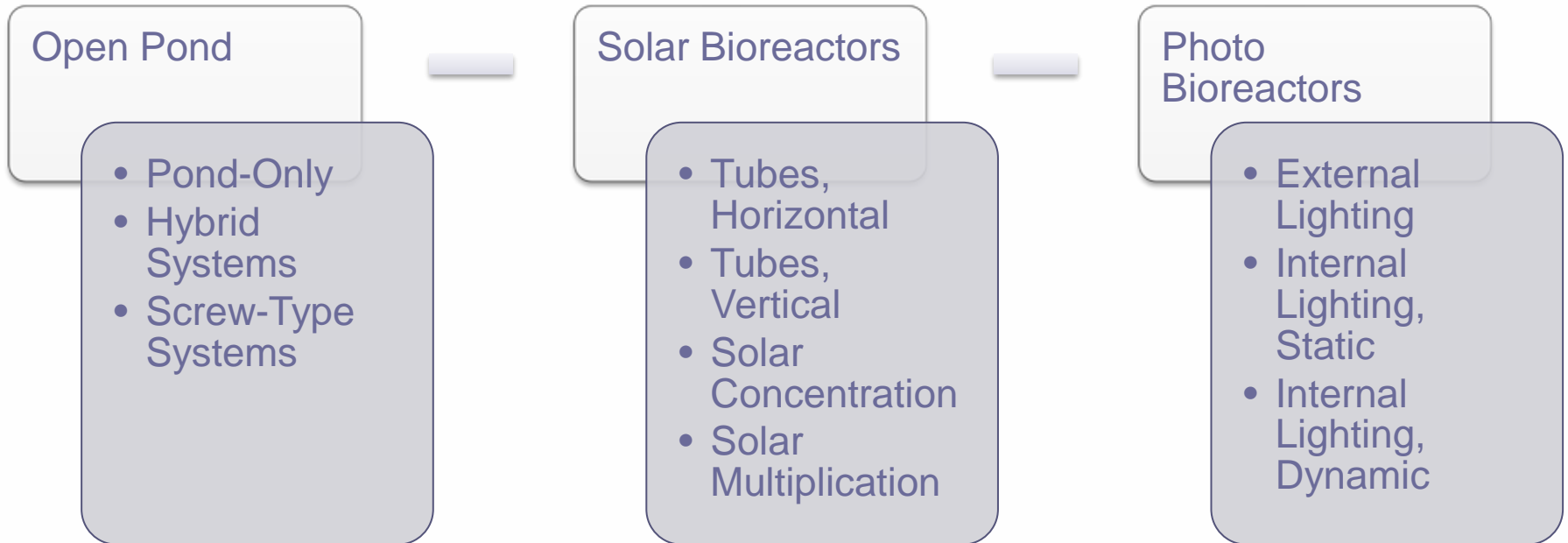
## Midstream

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- Harvesting
- Finish Stage

**Red = OriginOil Technology Present**

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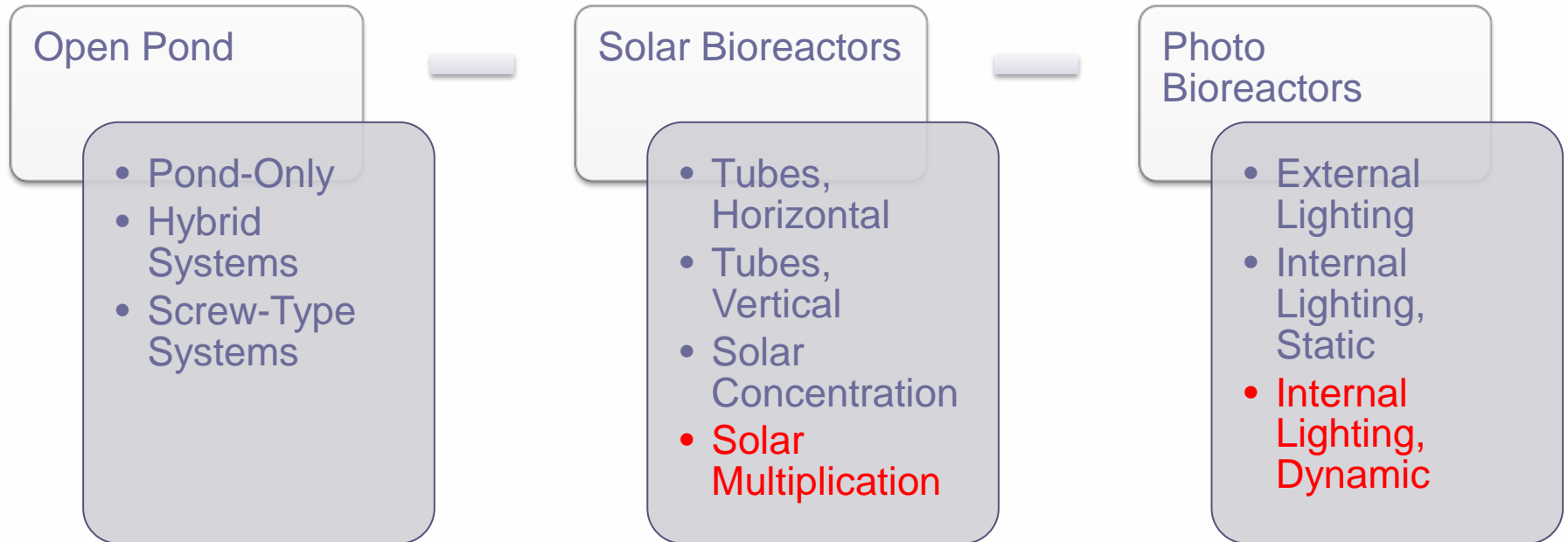
# Upstream – Growth Systems



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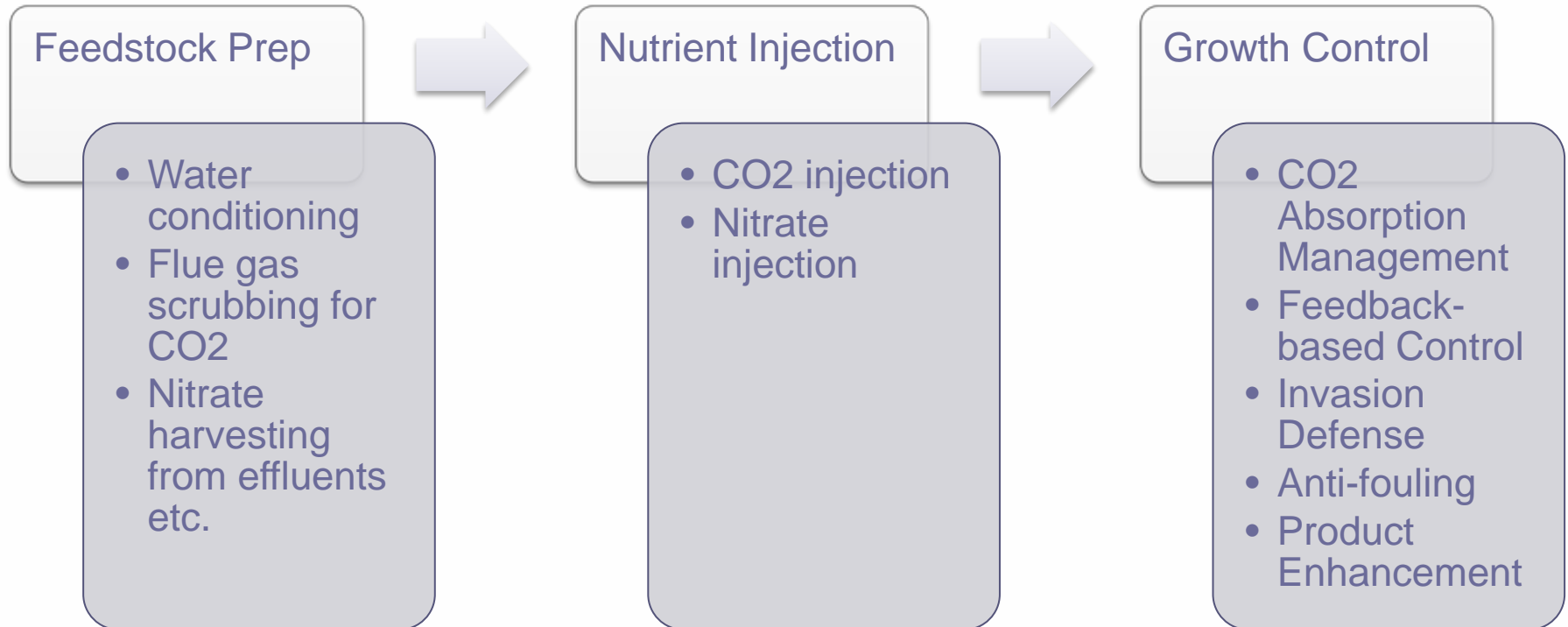
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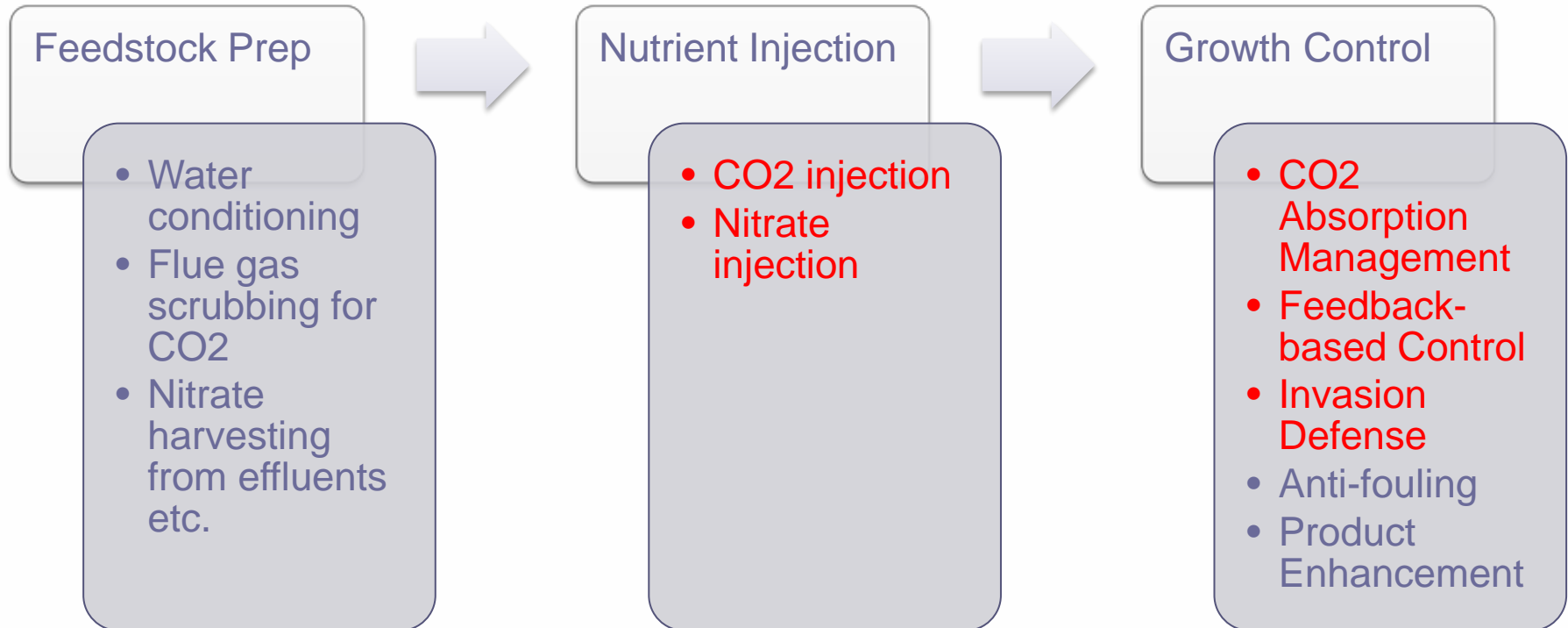
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# Upstream – Growth Support Processes



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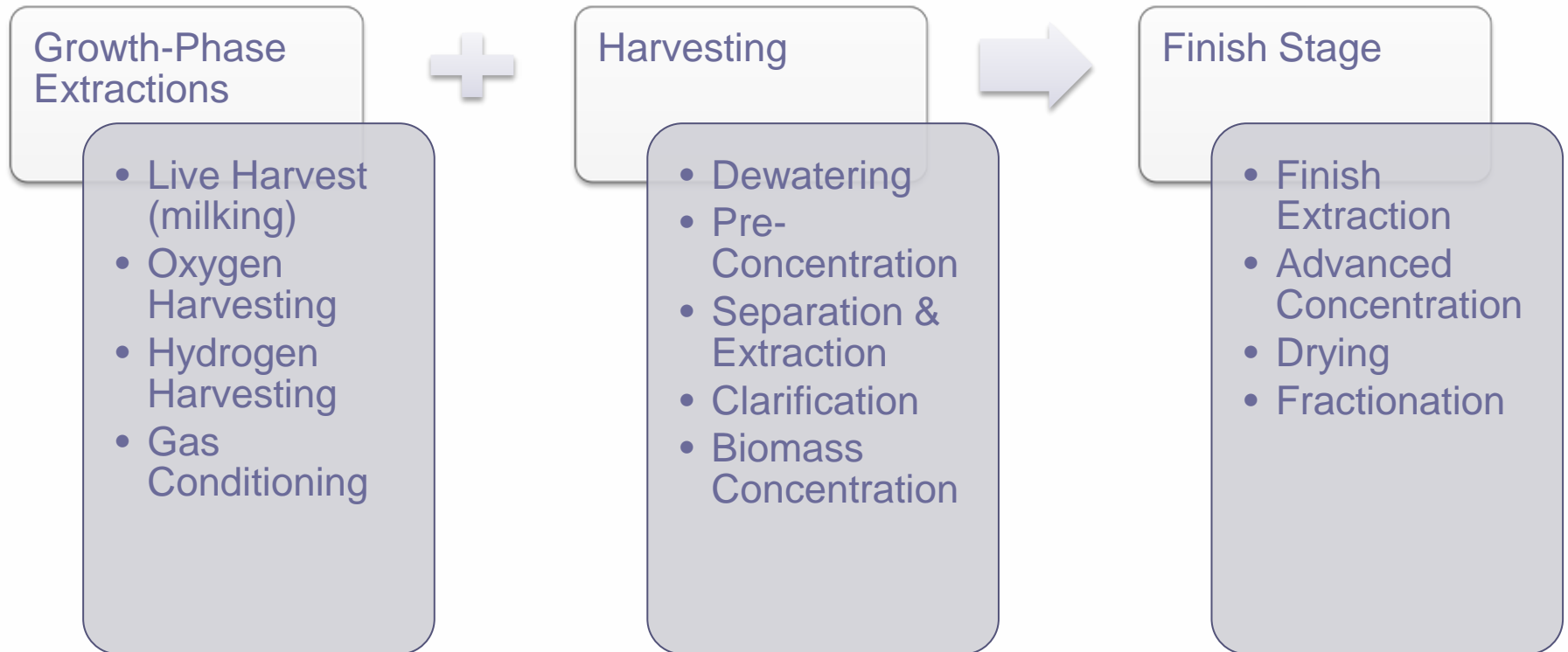
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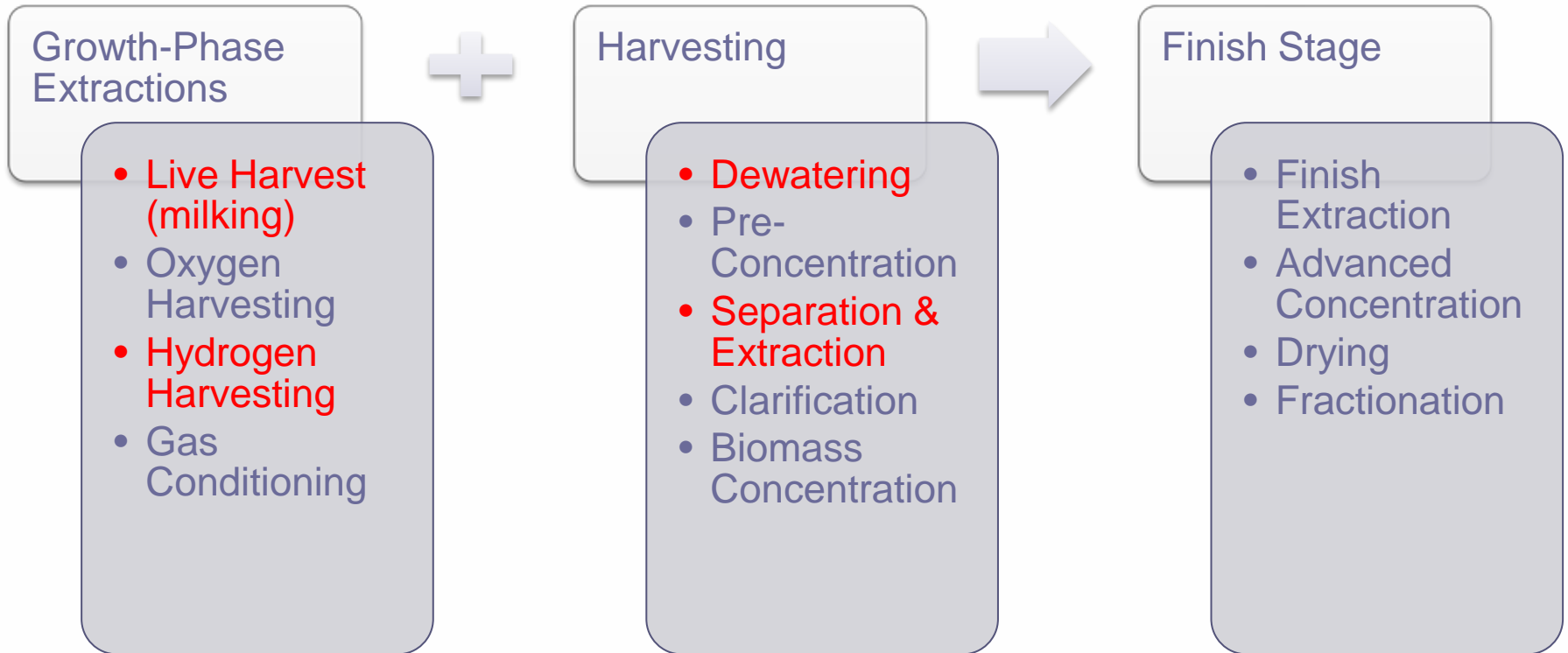
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# Midstream Systems



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# Midstream Systems



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# OriginOil's Integration Plan



- q Don't build solutions where they already exist.
- q Start with the most obvious integration steps.
  - q Example:
    - § Pre-Concentration a natural integration target.
    - § OriginOil is in discussions to integrate this process.
- q Implement support services for direct clients:
  - q project management.
  - q Integration (solution provider).
  - q Remote support.
  - q Recruit field service organizations.

- Dewatering
- Pre-Concentration
- Separation & Extraction
- Clarification
- Biomass Concentration

Plan: 'Radiate Outward' from technology strengths.

## Types of Deals

- q Product Alliances
- q Mutual Integration
- q Joint Ventures (research, development, distribution)
- q Private Labeling
- q In-Licensing
- q Acquisition

OriginOil has a liquid and stable corporate platform for acquisitions.

# Out-Licensing



- q OriginOil will consider out-licensing non-core technology, while retaining a non-exclusive license for its direct customers.
- q Benefits:
  - q Technology will move faster in specialized hands.
  - q The non-core technology will still be available to OriginOil customers.
  - q OriginOil's focus will remain solidly on core technology.

OriginOil team now has licensing competency (Paul Reep).



# Two-Stage Commercial Model Retained



- q Immediate integration will assure scale-up success with Strategic Partners.
- q OriginOil will continue to pursue OEM and Licensing relationships for its proven and scaled-up technology.



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# The Best of Breed Algae System



- q Collaborating on a complete algae production process will ensure:
  - q Development of a 'Best-Of-Breed' algae production system.
  - q Long-term strong ties for all vendors on the value chain.
  - q OriginOil's embedded presence in as many systems as possible, worldwide.

By helping others shine, OriginOil will remain relevant with customers.

# Interested? Collaborate with us!



## q Executive Team:

- q Paul Reep, Sr. VP of Technology
- q Scott Fraser, VP Operations

## q Deal Team:

- q Chris Beaven, Sr. Dir. Bus. Dev & Public Affairs
- q Bill Charneski, Sr. Product Manager

## q Contact:

- q Email: [partners@originoil.com](mailto:partners@originoil.com).
- q Website: Sign up as a [partner](#).

# THANK YOU!

Riggs Eckelberry  
CEO, OriginOil, Inc.

## QUESTIONS?