Cygnet BioFuels



Cygnet BioFuels: Integrated Energy Systems Pamela Contag, PhD January 13, 2008



Myths and Realities of Biofuels

Realities

- Energy, Food, Water are interrelated
- Need "renewable" and "sustainable" energy sources
- From laboratory to commercialization: Long timeline, high capital cost.
- Time is short: Demand for energy, food and water are growing faster than our conservation measures.
- o The Earth is 3% freshwater

Myths

- The price of oil is irrelevant
- Capital is easy to come by for the "right" project
- o Water is not an issue
- There is free feedstock available
- Corn is a good feedstock
- o Corn is a bad feedstock

There is no "one" technology



Challenges to Widespread Commercialization and Adoption

- Access to Capital
- Balance between feedstock costs and fuel price
- Navigating between the Ag, Bio and Refining worlds
- Market share and penetration
- New and alternative infrastructure
- People resist change-so change needs to be invisible to consumer
- Technology and business model scalability
- Fuels is a commodity business, technology is squeezed between two commodities (need two traders, next to a scientist)



A Global Crisis And The Cygnet Solution

Non-sustainable energy consumption and the resulting climate changes currently threaten our global economy. There is no single renewable technology that will solve our problem thus **the only solution** is to integrate energy systems.



 Individuals, communities, cities, states, nations need to be collaborate on energy production and conservation

•No scalable options currently available to create synergies among energy technologies

•Cygnet proposes integrating energy generation technologies through invention and collaboration to create these integrated energy systems.



Synergies with Other Power Sources

BioRefineries

- Feedstock Costs 60%
- Energy costs 20%
- Site and Facility costs 6%

• Labor costs 14%

Power Generation Plants

- Biomass, Solar, Wind to:
 - Steam
 - Electric
- Large Sites
- Skilled Workers

- This calls out for synergy with other power sources. Biofuels (hydrocarbons) can be a storage molecule for the energy created through wind, solar and geothermal.
- This looks like a Utility Company, not a biofuels company. The opportunity is Integrated Utility Parks.



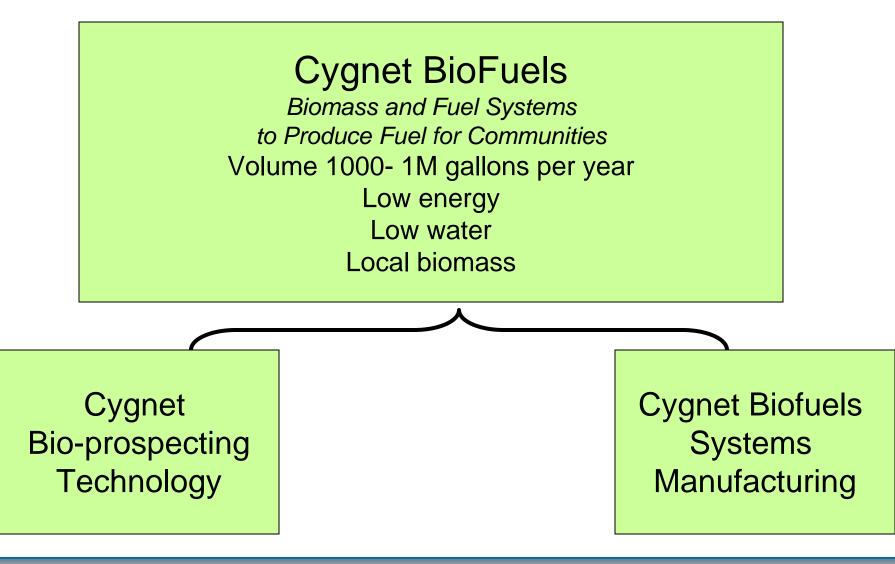
Cygnet's Energy Strategy

- We Own or Control Our Main Feedstock
- We Develop Our Microbes
- We Convert and Conserve and Store Energy from the Sun in Our Integrated System
- We Believe in Partnership and Collaboration for a Recession Resistant Business Model





Cygnet's Solution





The Cygnet Business Model

• Bioprospecting

- Strain provider
- Strain licensing (we retain assets most suitable for our needs)
- Technology licensing
- Royalties
- Fee for Service

• Engineered Systems

- Outsource Manufacturing (we retain equipment Royalties)
- Distribution Royalties
- License Royalties
- Logistics consulting
- Partners pay for infrastructure installation

We are Technology Experts







Cygnet Business Development Strategy

- Partner Bioprospecting
- Create Phase I prototype with specific partners
- Distributed model for technology (Micro and Macro Refineries)
- Customer Builds Infrastructure
- Operating efficiency is Most Advanced Feature
- Extensive Partnering
- Sell technology
- Sell our logistics capabilities
- Economics are built around specific growth and development needs for municipalities, states and nations



Cygnet Financing Strategy

- Partner with Investor to create a system for a specific site.
- Non-dilutive funding
- Raise equity
- Begin early commercialization of strains, systems and logistics support
- Create partnerships with individuals, corporations and governments for specific feedstock and locations



Cygnet Product and Revenue Timeline

• Standard Track-3-5 years

- Laboratory
- Large bench
- Pilot
- Demo
- Commercial
- Performance determined at Pilot
- Capital intensive track

- Cygnet Track 1-2 years
 - Selection of known technologies
 - Pilot integration with partner
 - Prototype installation and data collection at partner site
 - Outsource R&D
 - Scale up with specific partner
 - Distribution via partner
 - Replication at multiple sites
- By step two we know that the technology will perform
- Outsource for best use of capital



Why is now the time?

- We have a global crisis with no apparent single solution
- There is no "one technology"
- Integrating and distributing technologies takes time
- The positive effect to climate change takes time
- Energy dependency is not in any nations best interest
- We need water, food and energy to support our populations