

About PwC’s Cleantech Practice

PwC’s Cleantech Practice provides services and advice in assurance, tax, transactions, market entry, and business performance improvement to companies across the cleantech sector and the breadth of industries it impacts. Our broad network of industry sector professionals combines a detailed knowledge of government policy and regulation with strong private enterprise experience, providing us with an in-depth understanding of key industry issues around strategy, operations, regulations, risk, technology, and finance. As the service provider of choice for emerging and established cleantech companies as well as organizations and utilities, we can help you to develop, commercialize, deploy, and maintain go-to-market strategies for your products and services across the cleantech ecosystem.

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2014 Biofuels Market Insights Survey

PwC’s Cleantech Practice
April 2014

About the survey

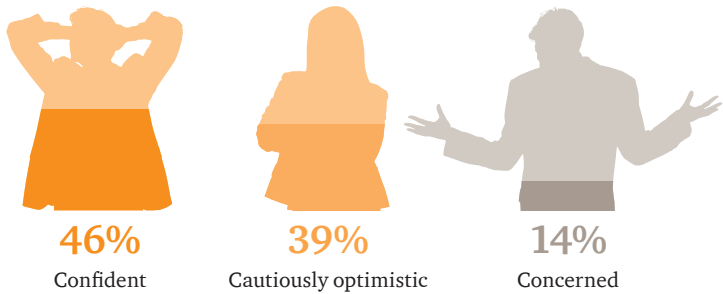
We asked industry leaders for their thoughts on the biofuels market. In addition to the survey results, we'd like to bring a few key insights to your attention:

- As expected, government/policy support is the most significant industry concern, while concern over execution risk is lower than expected.
 - Access to capital is a bigger concern than technology risk and product costs.
- Interestingly, both Canada and the EU outrank Brazil as key regions for future growth. Asia, the Middle East, and Africa lag significantly.
 - The majority of respondents have great confidence in the long-term success of drop-in fuels.
- The role of cosmetics as an end product in both the near- and long-term is quite prominent, possibly due to the high margin nature of the business.
 - The role of venture capital funding in future biofuels production, at 54%, is much higher than expected.

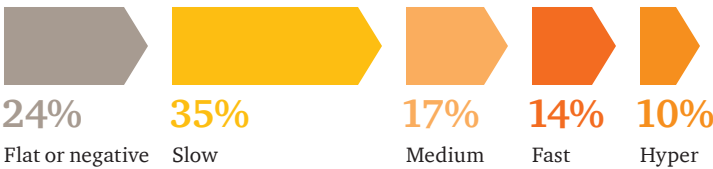
Note: percentages may not add up to 100% due to rounding

Revenue and profitability

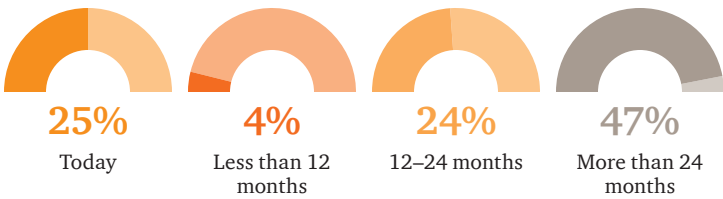
Confidence in company prospects for revenue growth over the next 12 months



Company's expected revenue growth over the next 12 months

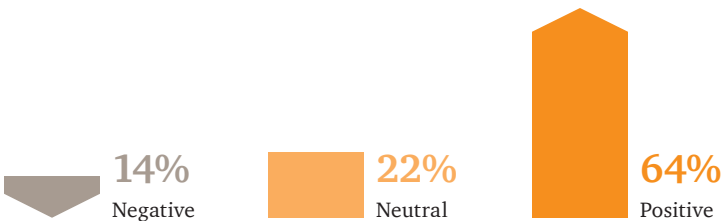


Company's expected time until becoming profitable



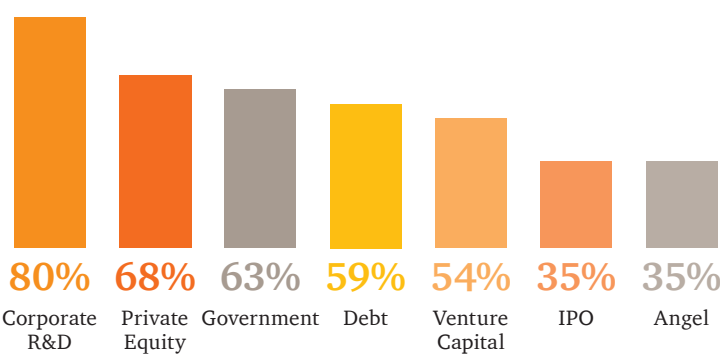
Government attitude

US respondents' perception of the US government's attitude toward bioenergy



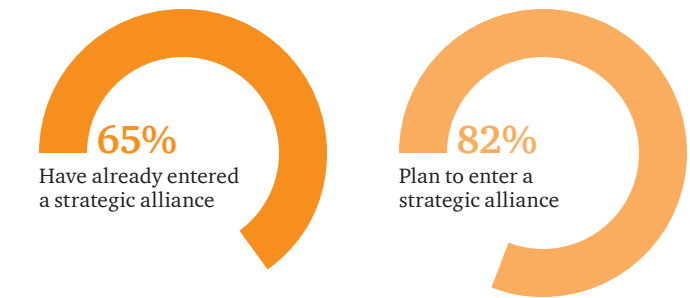
Funding sources

Percentage of respondents who believe these sources will fund biofuels in the next 12-24 months



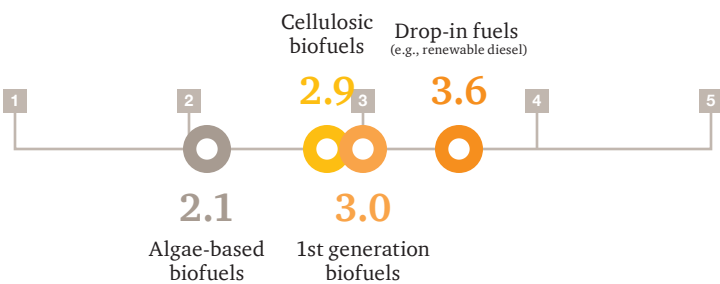
Strategic alliances

Have entered a strategic alliance in the last 12 months versus plan to enter a strategic alliance in the next 12 months



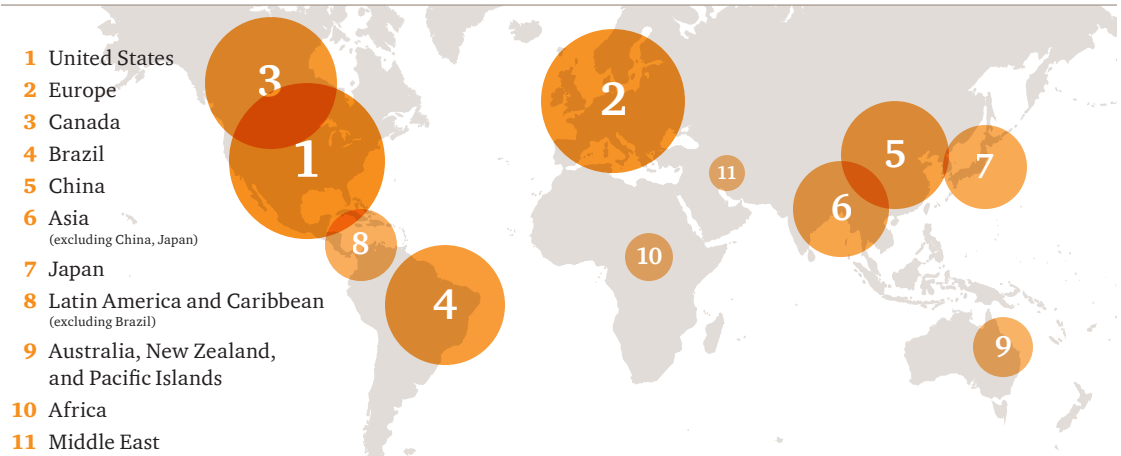
Technology

Average confidence in the long-term success of technologies (most confident: 5)



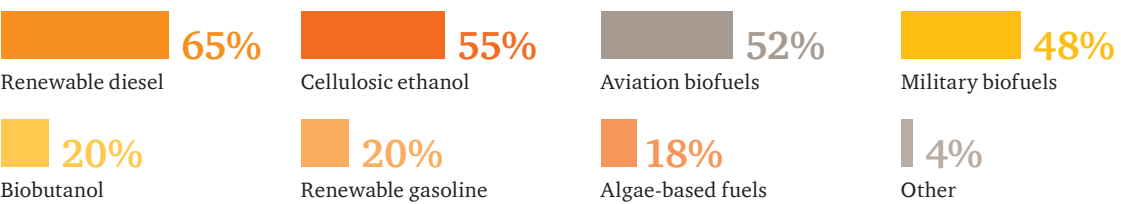
Regional growth

Regions considered most important for company's overall growth prospects over the next 12 months



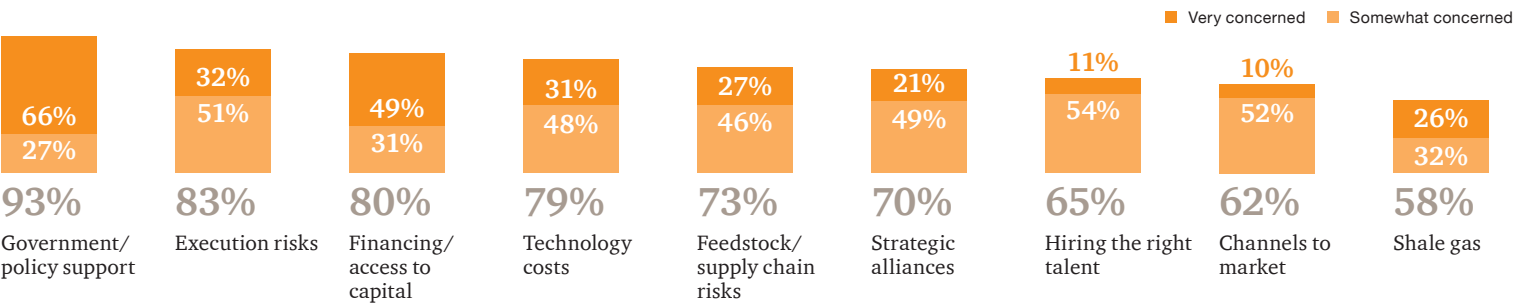
Markets

Percentage of respondents who believe these emerging fuel types or markets expected to reach one billion gallons or more in global production volume by 2020



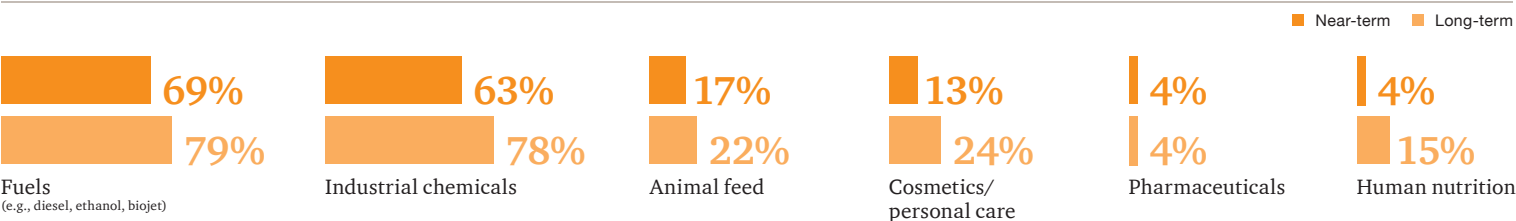
Concerns/impacts on growth

Percentage of respondents who feel a given area of concern could impact business growth



End products

Percentage of respondents who believe these end products are important to their overall commercialization strategy in the near- and long-term



Demographics

Company headquarters:

- 80% United States
- 7% Canada
- 7% Europe
- 1% Asia (excluding China, Japan)
- 1% Latin America and Caribbean (excluding Brazil)
- 1% Japan
- 1% Australia, New Zealand, and Pacific Islands
- 1% Other

Company stages:

- 38% Research & development
- 41% Early commercialization
- 21% Fully commercialized

Company types:

- 23% Division of large corporation
- 70% Private company
- 7% Publicly traded company

Job titles:

- 39% CEO, Owner, President, or Chairman
- 24% SVP, VP, EVP, or Board Director
- 27% Director or Manager
- 10% Other