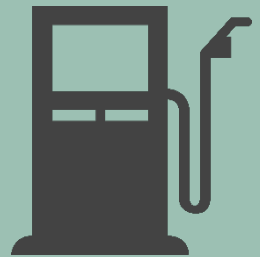
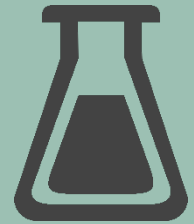
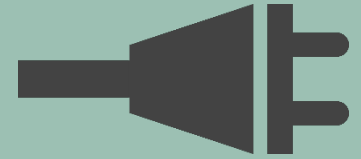


# The Supply Chain Imperative

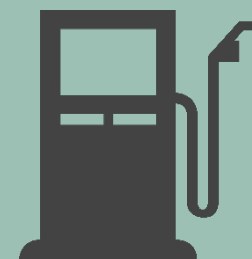
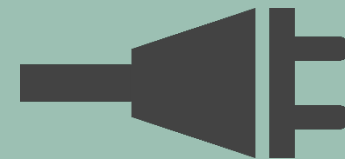
ABFC Keynote Address • June 7, 2016 • Miami, FL



Kelly Tiller, PhD  
President & CEO  
Genera Energy Inc.



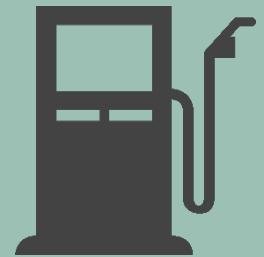
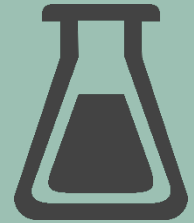
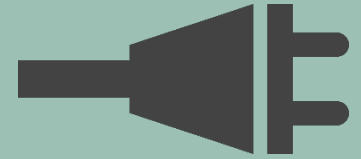
# Feedstock Agnostic

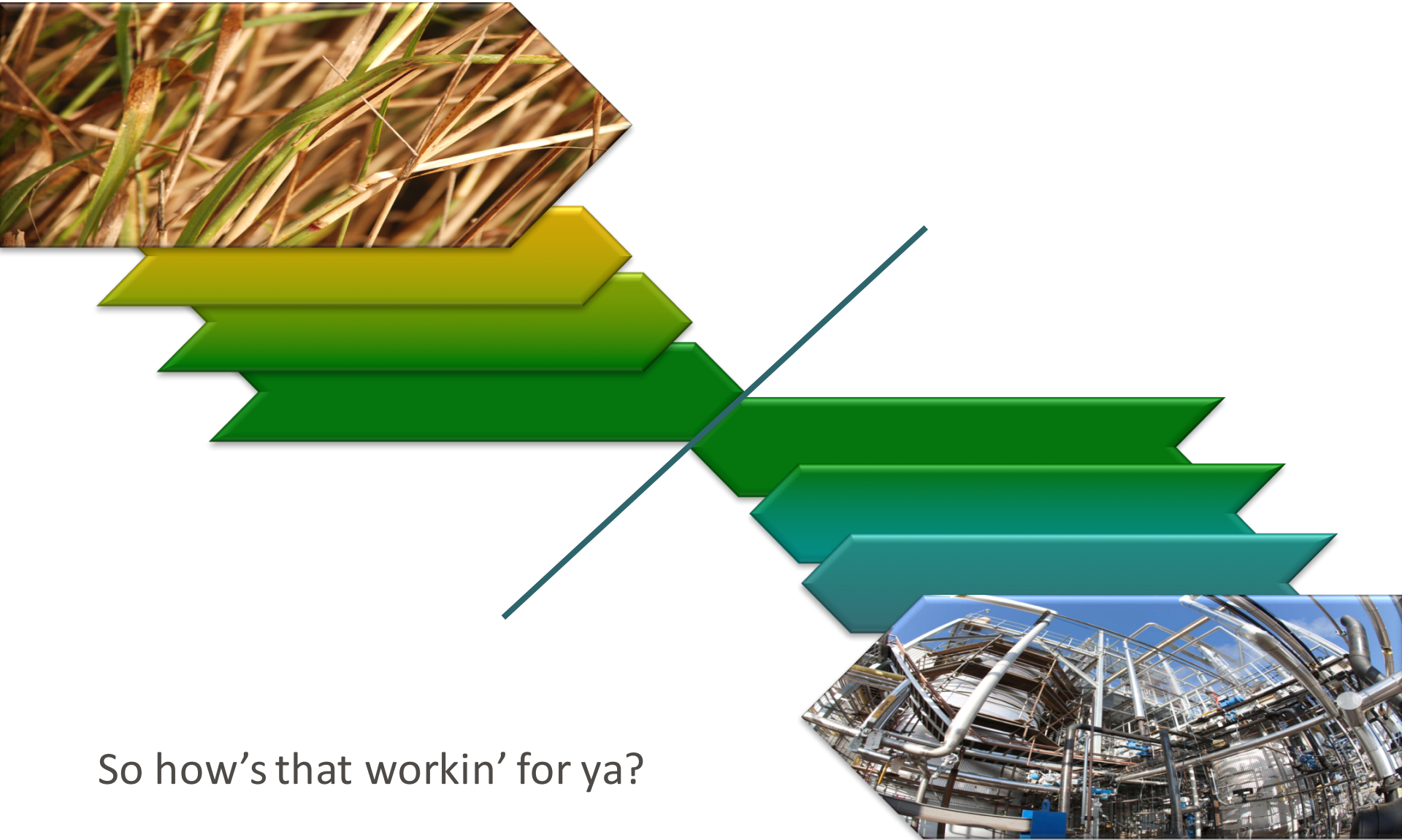






the  
**Right Feedstock**  
for the  
**Right Process**  
in the  
**Right Place**  
at the  
**Right Time**  
in the  
**Right Format**  
at the  
**Right Cost**





So how's that workin' for ya?





- There are no fantasy feedstocks
- Feedstocks are expensive
- Fixing feedstock problems is REALLY expensive
- Designing around feedstocks is actually much more effective—and cheaper—than redesigning to accommodate feedstocks

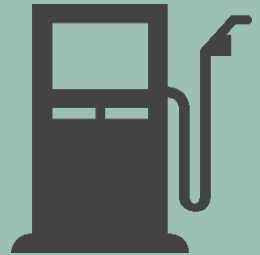
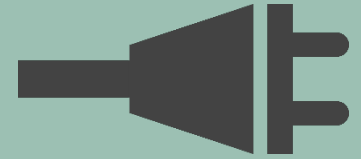
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*Even good feedstocks can behave badly  
... and they will if left to chance.*

---



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# Genera's Integrated Biomass Supply Approach

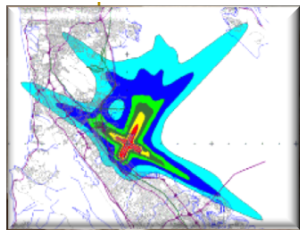


## Feasibility & Planning

## Agrished™ Management

## Supply ASSURE® System

## BIN-SPEC® Processing



*Data-Rich Feedstock Supply & Cost Model*



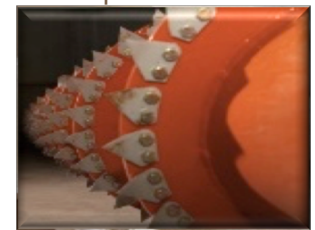
*>95% establishment rate success*



*Max Axle Weight per Truck Increases Efficiency*



*Optimized Location & Scheduling, Traceability*



*Project-Specific System Design*



*Land Accumulation & Contract Management*



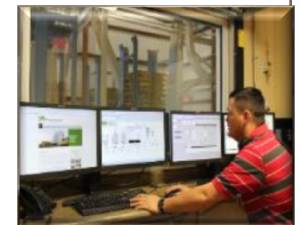
*Optimized Harvesting Across Multiple Systems*



*Moisture management, safety & security are critical*

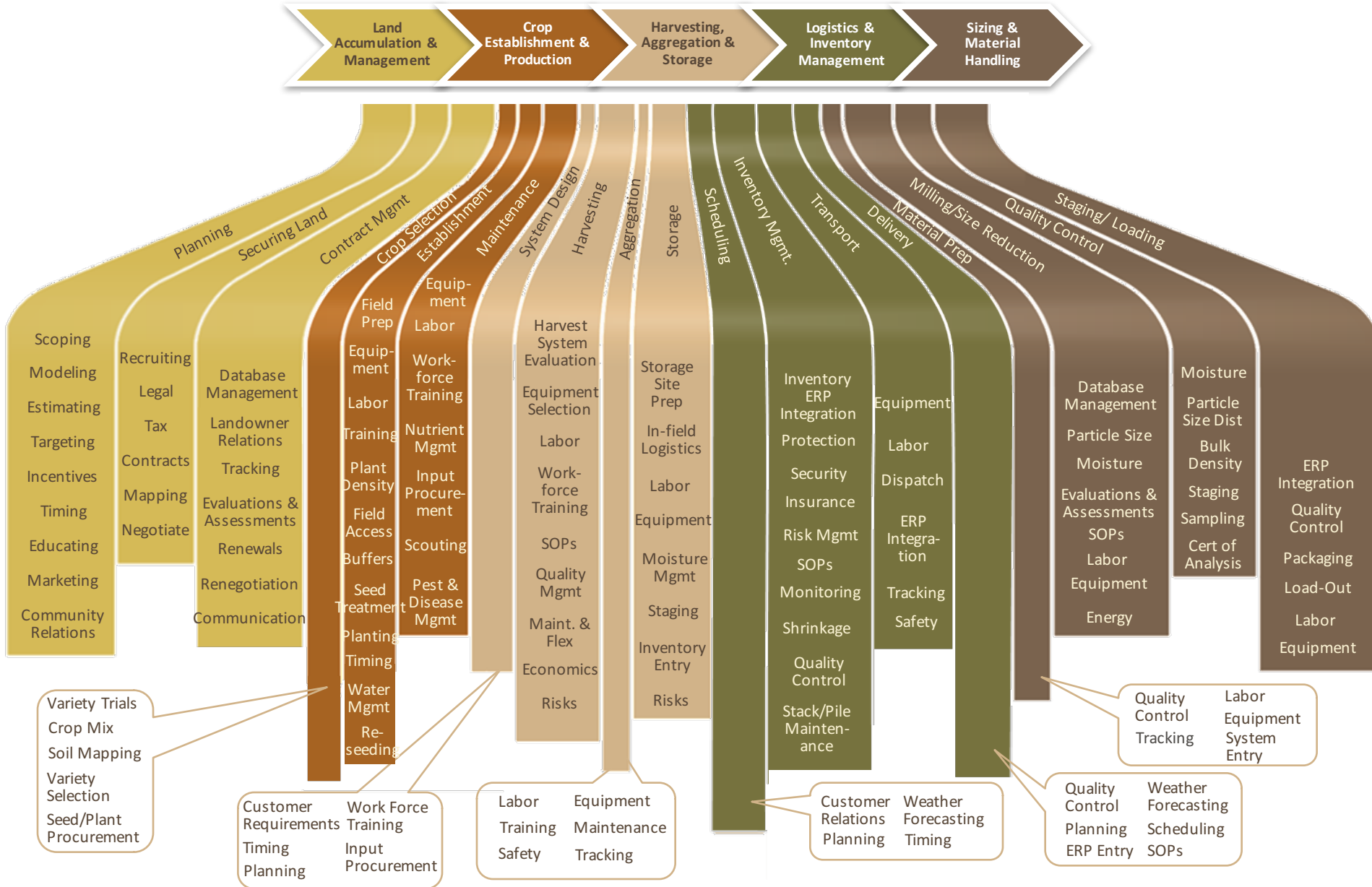


*Maintain Quality & Minimize Cost*



*Risk Management & QA/QC*

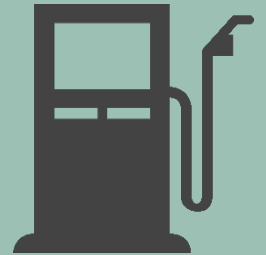
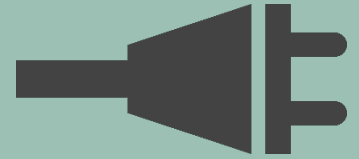
# Complex Supply Chains Require Operational Excellence







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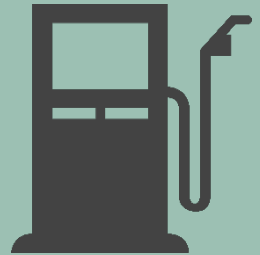
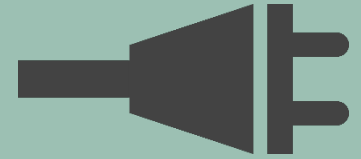
# So Which is Best???

- Field access
- Harvest window
- Equipment availability
- Equipment cost
- Labor requirements
- Storage considerations
- Safety considerations
- Bulk density
- Material handling & flow

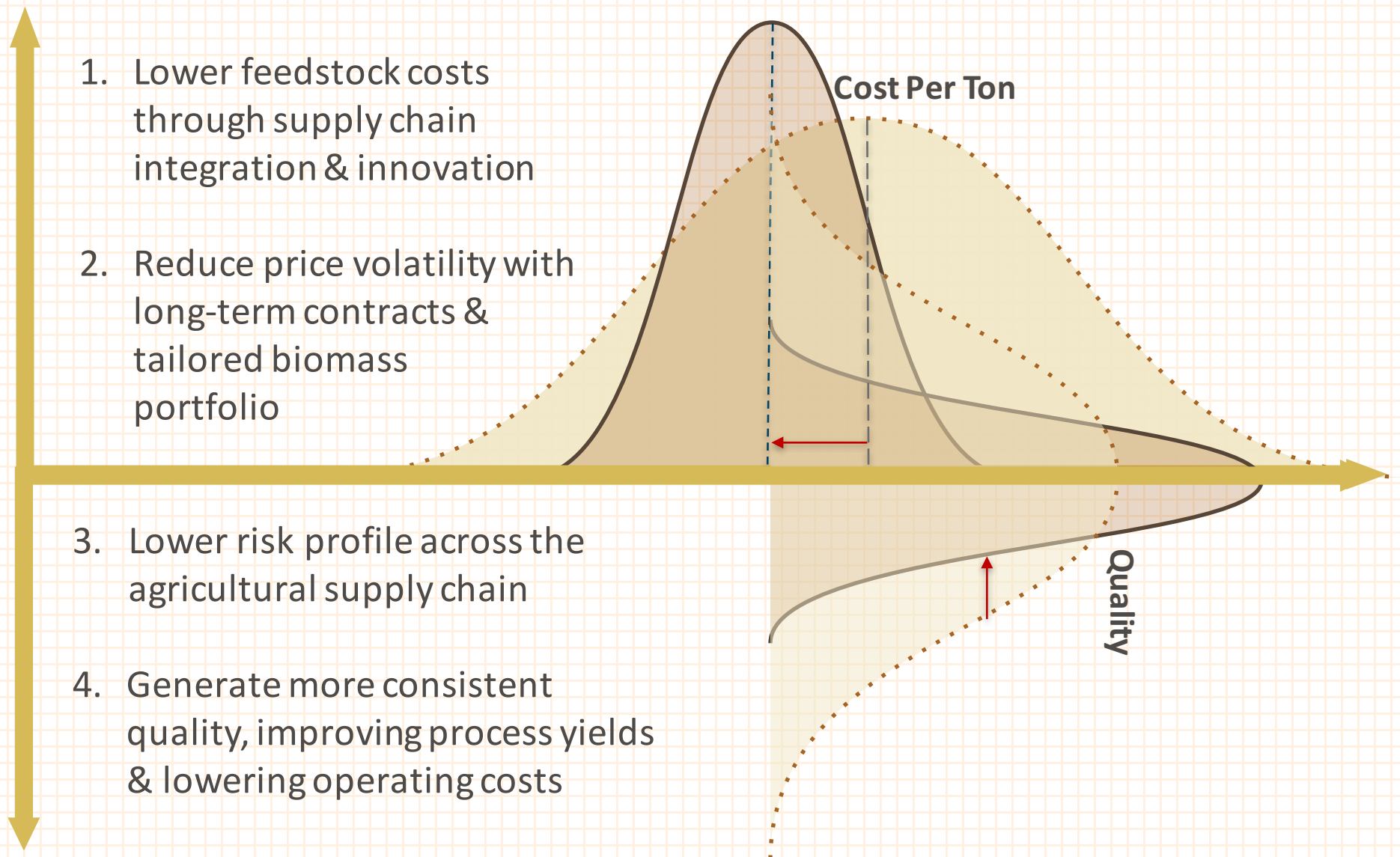




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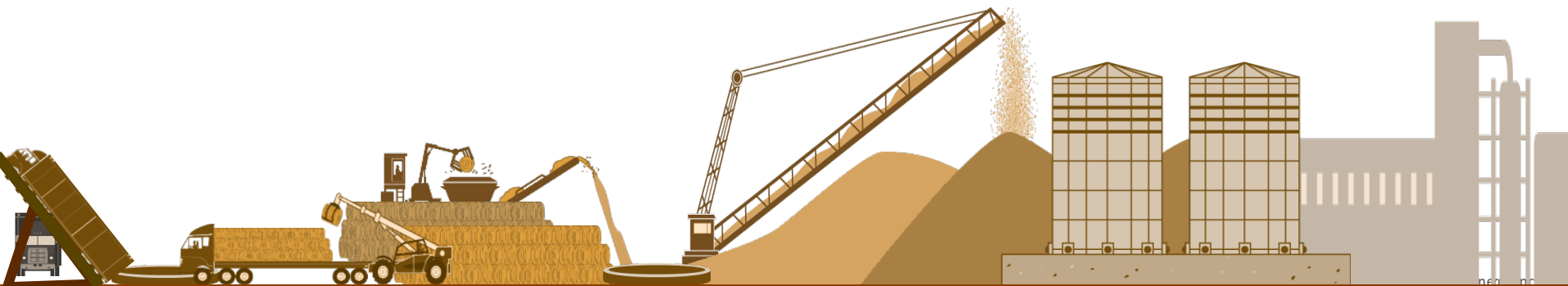






# Operational & Cost Improvement Opportunities

- Year-round just-in-time supply
- Efficiency in daily operational schedules (in spite of the weather)
- True understanding of the cost of each process
- Minimize non-biomass material in feedstock
- Minimize the cost of capital
- Cost effective dry-down solutions
- Cost effective buffer stock solutions





**GENERA  
ENERGY®**

*Delivering Sustainable Biomass Solutions*

For more information:

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President & CEO

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