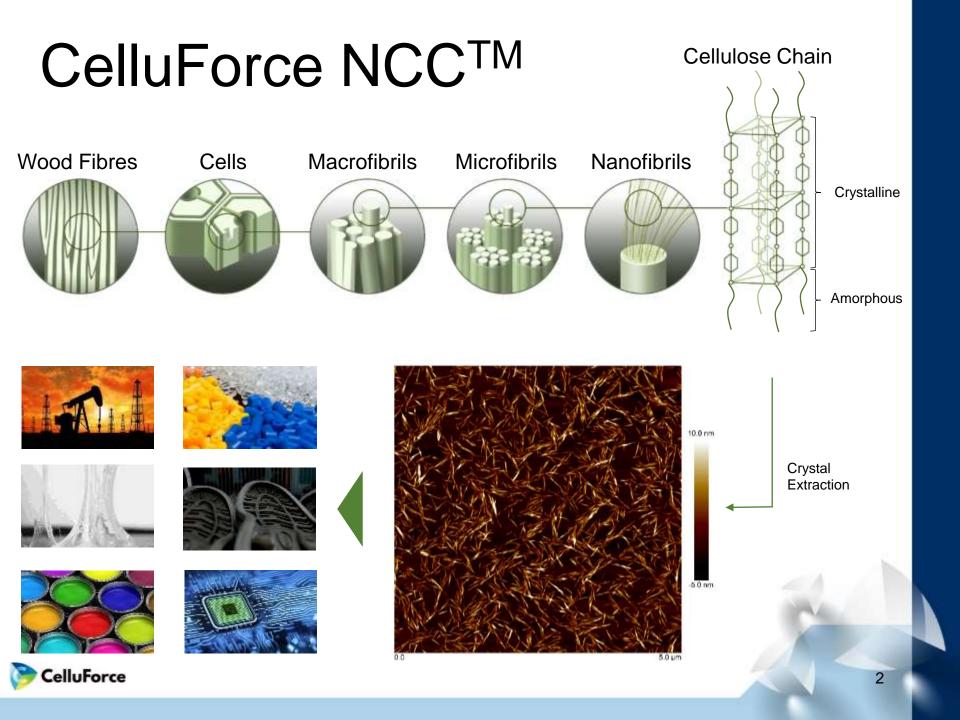
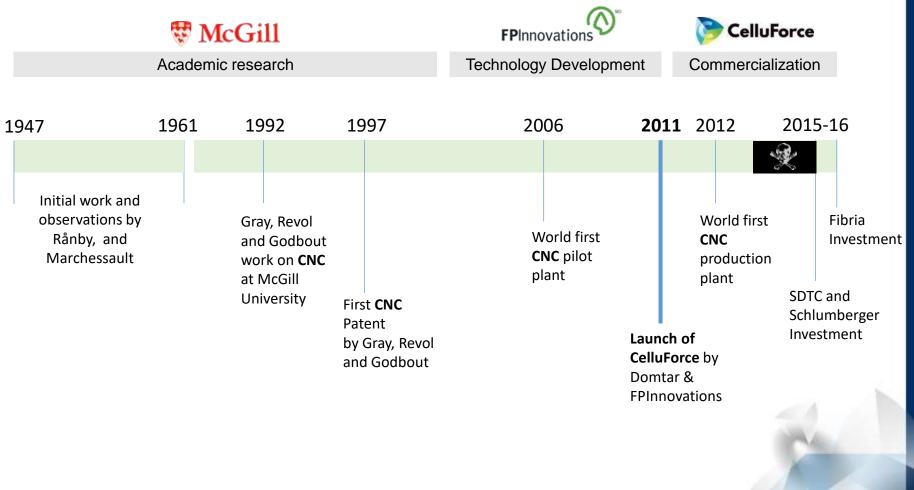
From Idea to Available Product – Getting to Commercial Scale

Sébastien Corbeil President and CEO





Scaling Up Journey





Production Technology



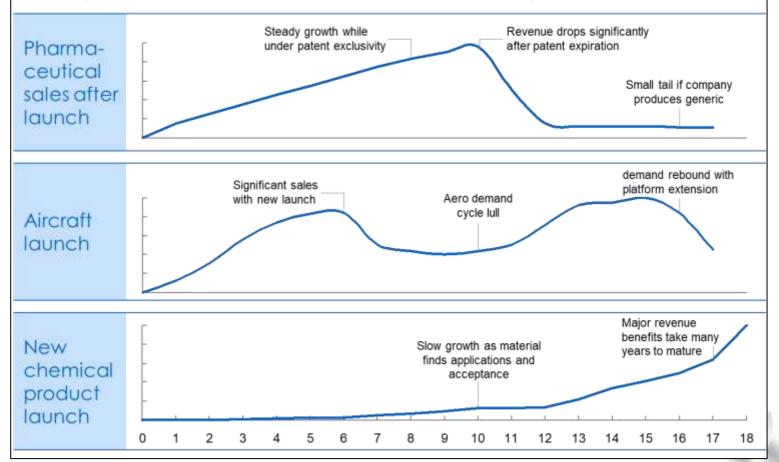






It takes time...

New product launches even in aerospace and pharmaceuticals typically have quicker revenue realization than new chemical products



Source: McKinzie and Company



Lessons Learnt

- Educate
- Building the plant early was a good thing
- Keep refining your production process
- Work twice as hard on developing applications
- Don't try to own all IP
- Find good and committed partners
- Remain agile
- Be resilient





Harness the power of nature to create better products

