



TRANS **GREENTECH**

TABLE OF CONTENTS

EXECUTIVE SUMMARY	3
Company Ownership.....	Error! Bookmark not defined.
Company Location	4
Use of Funds	5
Projected Development Cost.....	7
Projected Start-Up Cost.....	9
TRANS GREENTECH: AN OVERVIEW	10
Byproducts	10
Manufacturing Process	12
Venture Timeline	13
MARKET ANALYSIS SUMMARY	14
Market Segmentation	16
Fuel Industry Analysis.....	17
Competitors	20
Competitive Edge	21
STRATEGY & IMPLEMENTATION SUMMARY	23
Objectives	23
Marketing Strategy	23

EXECUTIVE SUMMARY

Trans GreenTech, LLC (also referred to as “the Company”) will service multiple markets, using algae to produce biofuel, valuable feed & nutraceuticals, and fertilizer. Supported by practices that are environmentally friendly, technology driven, economically profitable, and address several growing concerns. Using reverse water treatment practices, hydro-processing, and CO2 extraction in tandem with today’s automation & controls and business applications, Trans GreenTech’s operations will cultivate, harvest, and process algae to produce algal oil which will be refined and marketed as middle distillate biofuel; and biomass which will be marketed as animal feed products, organic fertilizer, and dietary supplements. Modeled similar to farms producing alternative fuels from the cultivation of crops, Trans GreenTech will develop 70 acres, dedicated to the cultivation, processing, and storage of algal based products with an initial production capability of over 90,000 tons of quality algal biomass derived products per acre annually. In terms of competition, upon completion, Trans GreenTech is proposing a production minimum 70,000 bpd. Well over 16 million gallons of biofuel per acre per annum.

Currently, biofuel producers in the U.S. can generate just over 2 billion gallons per year. Federal law mandates the use of 36 billion gallons by 2022. Trans GreenTech will help bridge this capacity gap, enabling fuel distributors and dispensers to meet EPA goals. In the near term, Trans GreenTech’s biofuel efforts will be supported primarily by laws requiring government entities and fuel distributors to use increasing amounts of biofuels in combination with the volatility of the fossil fuel market. While the price of petroleum fell dramatically in 2014 and remains near a 10-year low, there are good reasons to anticipate upcoming oil price increases. While Trans GreenTech is not reliant upon high petroleum prices to achieve the financial projections depicted within this business plan, this likely increase in crude oil prices will support the Company’s long-term success and expansion.

Trans GreenTech’s biomass derived products will act as a high-quality substitute for DDGS, which can be used as fertilizer and enhancement of livestock and aquatic feed. With a healthy nutritional composition, algal biomass also has the added value of being consumed as a supplement to your current diet. While Trans GreenTech will compete with a wide range of energy and supplemental ingredient companies, not one competes directly against the Company’s combined biofuel and byproduct operations.

Trans GreenTech will initially focus on private clients, hypermarkets and distributors for biofuel sales with a long-term strategy of government contracting. The sales efforts for biomass will be aimed towards domestic aquatic & livestock farms and various crop farmers with a long-term goal of foreign animal and crop farmers and global nutraceutical sales.

The founder is currently seeking \$10,000,000 in seed capital to transition the project from concept to shovel ready. Funding will be used to finalize process systems, obtain land or gain site control, obtain construction documents, and obtain permitting. Funding will be in exchange for pro rata venture equity stake, investment to overall investment cost.

Company Location

Venture expected location: TBA

Use of Funds

Start-up & Development Expenses	
Testing and Certification	\$4,000
Personnel Cost	\$29,620,496
Professional	\$54,000
Marketing/Advertising	\$820,000
Software	\$2,602,505
FF&E	\$9,000,000
Insurance	\$1,817,199
Legal	\$2,500,000
Inventory & Supplies	\$102,708,160
Utilities	\$925,000
Equipment Maintenance	\$300,000
Office Expenses	\$375,000
Security & Surveillance	\$500,000
Transport/Logistics	\$750,000
Auditing	\$1,225,000
Recruiting	\$5,793,900
Property Taxes	\$1,100,000
Misc.	\$700,000
Total Start-up & Development Cost	\$160,795,260

Start-up Assets	
Land	\$25,000,000
Facility	\$449,091,213
Inventory & Supplies	\$102,708,160
Software	\$2,602,505
FF&E	\$21,000,000
Refining System	\$24,000,000
Extraction System	\$21,500,000
Water Reservoir & Power Station	\$5,000,000
Centrifuge(s)	\$96,000,000
Bioreactor Unit(s)	\$399,899,464
Turbine(s)	\$6,300,000
Pump(s)	\$7,000,000
Fuel Storage Unit(s)	\$5,400,000
Algal Mass & Oil Storage Unit(s)	\$43,200,000
Harvest Reserve Unit(s)	\$20,000,000
Cultivation Reserve Unit(s)	\$14,400,000
Harvest/Clarifier/ Wash Unit(s)	\$52,800,000
DAF System(s)	\$13,800,000
Reverse Osmosis Unit(s)	\$3,600,000

CO2 Tank(s)	\$112,000,000
Fuel Dispensing System(s)	\$60,000
Chemical Dispensing Unit(s)	\$200,000
Tractor(s)	\$90,000
Fuel Tank and Freight Trailer(s)	\$2,400,000
Spray Dryer(s)	\$2,000,000
Packaging System(s)	\$2,163,125
Warehouse Equipment	\$735,000
Automation & Controls	\$3,750,000
Total Start-up Assets	\$1,436,699,467

Projected Development Cost

Expenses	
Personnel Cost	\$7,905,000.00
Professional	\$25,000.00
Marketing/Advertising	\$70,000.00
Office Expenses	\$200,000.00
Utilities	\$300,000.00
FF&E	\$12,000,000.00
Payroll Taxes	\$16,800.00
Insurance	\$1,208,245.89
Legal	\$2,000,000.00
Software	\$188,900.00
Auditing	\$350,000.00
Recruiting	\$553,350.00
Security & Surveillance	\$300,000.00
Property Taxes	\$550,000.00
Misc.	\$75,000.00
Construction Cost	
Soft Cost	\$136,114,899.49
Hard Cost	\$312,976,313.13
Land	\$25,000,000.00
Equipment Cost	
Refining System	\$24,000,000.00
Water Reservoir & Power Station	\$5,000,000.00
Extraction System	\$21,500,000.00
Centrifuge(s)	\$96,000,000.00
Bioreactor Unit(s)	\$399,899,464.35
Turbine(s)	\$6,300,000.00
Pump(s)	\$7,000,000.00
Fuel Storage Unit(s)	\$5,400,000.00
Algal Mass & Oil Storage Unit(s)	\$43,200,000.00
Harvest Reserve Unit(s)	\$20,000,000.00
Cultivation Reserve Unit(s)	\$14,400,000.00
Harvest/Clarifier/ Wash Unit(s)	\$52,800,000.00

DAF System(s)	\$13,800,000.00
Reverse Osmosis Unit(s)	\$3,600,000.00
CO2 Tank(s)	\$112,000,000.00
Fuel Dispensing System(s)	\$60,000.00
Chemical Dispensing Unit(s)	\$200,000.00
Tractor(s)	\$90,000.00
Fuel Tank and Freight Trailer(s)	\$2,400,000.00
Spray Dryer(s)	\$2,000,000.00
Packaging System(s)	\$2,163,125.00
Warehouse Equipment	\$735,000.00
Automation & Controls	\$3,750,000.00
Testing and Certification	\$4,000.00
Developmental Total	1,336,135,098

Projected Start-Up Cost

Expenses	
Personnel Cost	\$18,716,250.00
Professional	\$29,000.00
Marketing/Advertising	\$750,000.00
Software	\$2,413,605.00
FF&E	\$9,000,000.00
Payroll Taxes	\$2,982,446.25
Insurance	\$608,953.13
Legal	\$500,000.00
Inventory & Supplies	\$102,708,160.20
Utilities	\$625,000.00
Equipment Maintenance	\$300,000.00
Office Expenses	\$175,000.00
Security & Surveillance	\$200,000.00
Transport/Logistics	\$750,000.00
Auditing	\$875,000.00
Recruiting	\$5,240,550.00
Property Taxes	\$550,000.00
Misc.	\$625,000.00
Start-up Total	\$147,048,964.58

TRANS GREENTECH: AN OVERVIEW

Trans GreenTech will operate an algae farm that produces a variety of sustainable and environmentally friendly products. Algae offers many advantages over other sources renewable fuels and products. Growth is much faster than land-based crops due to its ability to grow without dedicated energy to structures like roots or leaves; algae are 10 to 100 times more productive than soy, corn, or other traditional bioenergy sources,¹ due to more efficient continuous harvesting and processing as compared to only annual or semi-annual production. Algae can also be grown nearly anywhere with a water source.

Trans GreenTech will continuously cultivate, harvest, and process algae to produce two essential byproducts: oil and biomass. The algae's high lipid content allows the Company to readily extract the oil and process it using established, proven methods not available in the conversion of soy or waste vegetable oil, which will then be converted into middle distillate biofuel(s). In the long term, this oil presents the potential to be processed into other types of fuel, including gasoline, and even for use in DHA based supplements or cosmetics. After the oil is extracted, the remaining biomass will be packaged and sold as aquatic & livestock feed, fertilizer, and nutraceuticals.

Byproducts

- **Organic fertilizer**, the functional equivalent of “dried distiller’s grains with soluble” (DDGS) which research has shown can increase crop yield by 50%² while retaining the marketing and environmental benefits of organic farming. Algae offers a more cost effective product that reduces the need for supplemental fertilizers. Rich in potash algae presents a better product.
- **Middle Distillate Biofuels**, Trans GreenTech will benefit from the enormous amount of research conducted by the U.S. on alternative energy production over the past few decades. Applying those achievements to efficiently and profitably produce middle distillate biofuels (JET A, JET A-1, and Diesel) leveraging the high productivity of algae to overcome the limits and volatility of other alternative fuel production practices.
- **Supplements**, exceeding the boundaries of most supplements algal mass derived supplements can be marketed as aquatic feed, livestock feed, or dietary supplements. Utilizing its robust composition of DHA, Calcium,

¹ U.S. Department of Energy. *Algal Biofuels*. Source: <http://www.energy.gov/eere/bioenergy/algal-biofuels>

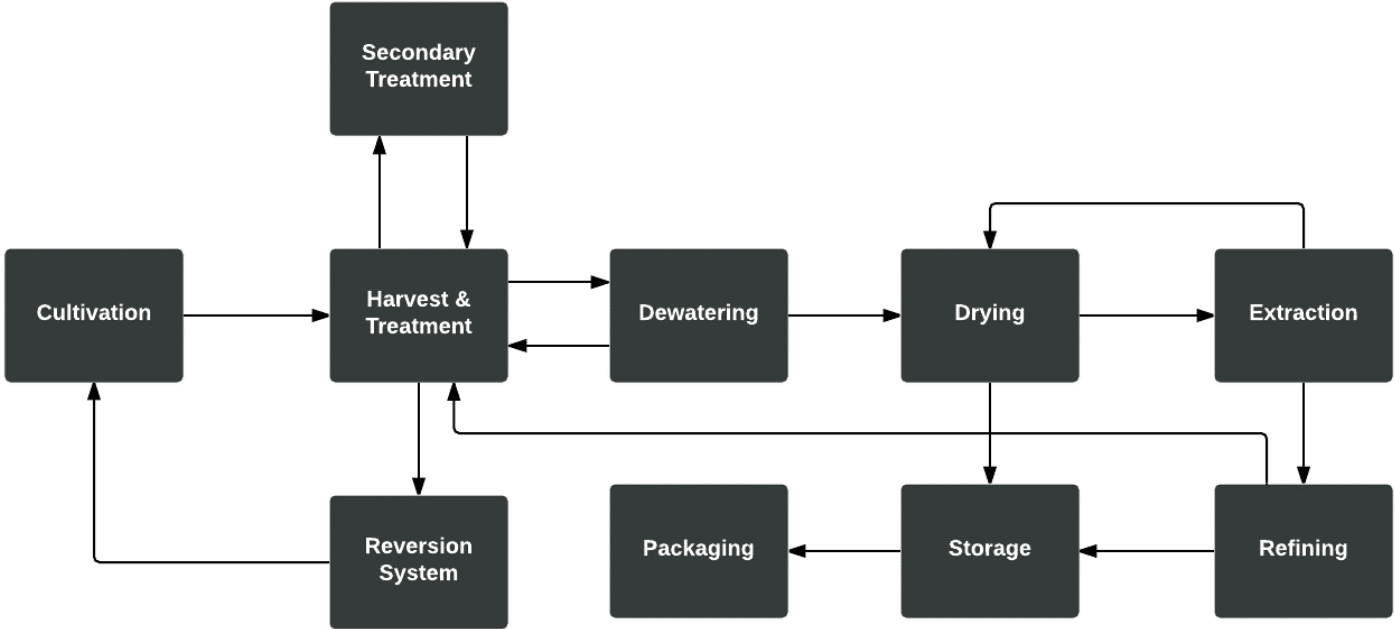
² Science Daily. *Ethanol Byproduct Could Be Useful as Fertilizer for Weed Control*. July 2008. Source: <https://www.sciencedaily.com/releases/2008/07/080712143153.htm>

Potassium, along with its high percentage count of carbohydrates and protein as the foundation.

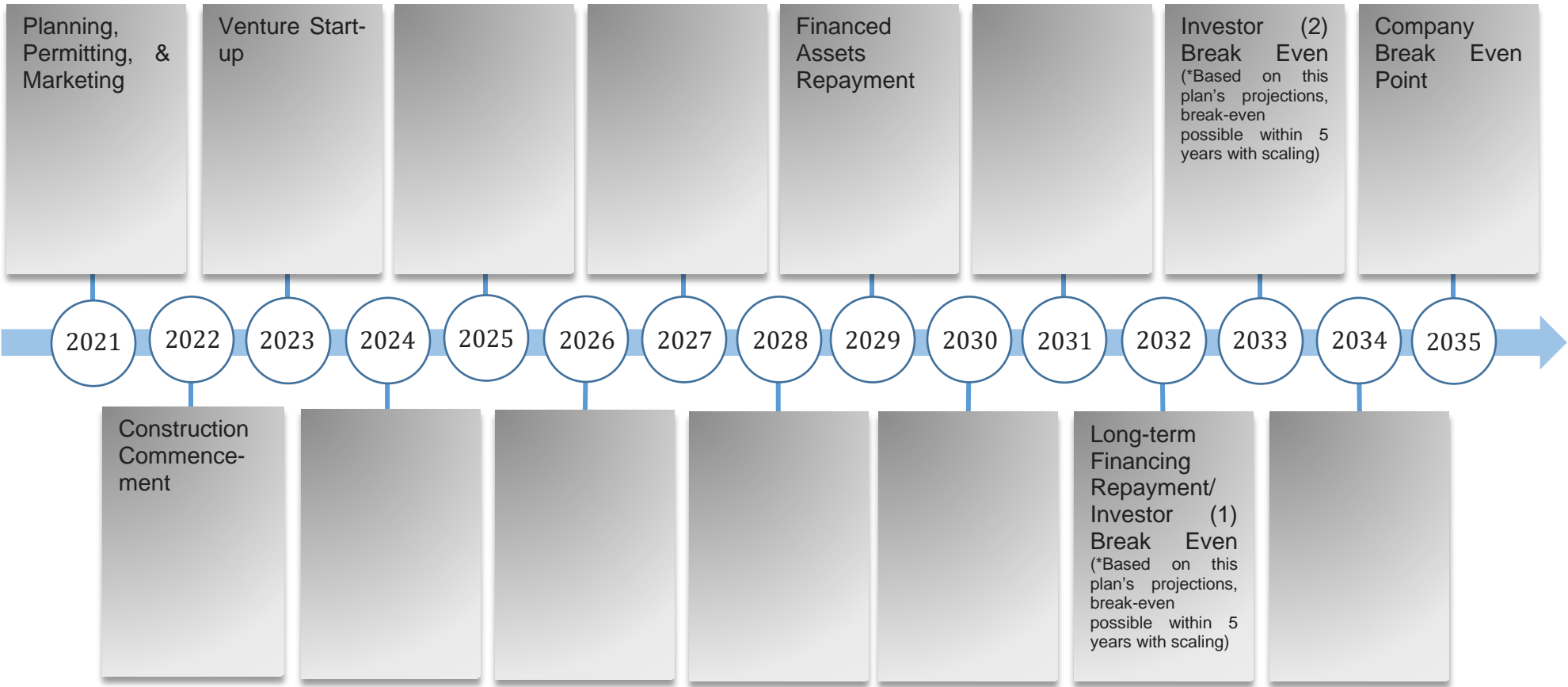
- **Livestock & Aquatic Feed**, in comparison to DDGS, algae presents a more natural product for aquatic species sold on the market, algae also offers a well-rounded feed for livestock as well. Removing the need for calcium supplements, offering DHA, an incomparable carbohydrate source, and a higher percentage by mass composition of protein.

This business plan contemplates a twenty-one acre, vertically integrated facility cultivation, harvesting, processing, refining, and operations. Trans GreenTech anticipates that, at initial start-up, the facility will be able to produce and distribute one million barrels of biofuel per year as well as more than 90,000 tons of other biomass derived products annually. In addition, by year 15 from ground breaking, the project will have reached a production capacity of 100,000 barrels of biofuel per/day and just under 5M tons of biomass derived products annually.

Manufacturing Process



Venture Timeline



MARKET ANALYSIS SUMMARY

The market for biofuel is the same as for petro-fuels. Based on the U.S. Energy Information Administration's (EIA) statistics, last year the U.S. produced just under 561.8 billion gallons of fossil fuel however consumed just under 634.9 billion gallons of fuel. With more than four-fifths of the overall energy consumption attributed to fossil fuels, biofuels are relatively nonexistent accounting for just over 16 billion gallons of the energy production realm. Moreover, the Energy Independence and Security Act of 2007 mandates the use of 36 billion gallons per year of renewable fuels by 2022.³ These figures illustrate the tremendous growth potential for biofuel; indeed, Q1 2016 production grew by 27.8% over Q1 2015,⁴ despite slumping prices in the petroleum market since 2014.⁵

US DEPARTMENT OF AGRICULTURE & US ENERGY INFORMATION ADMINISTRATION STATISTICS FUEL CONSUMPTION (BARRELS)

	YEAR	PRODUCTION	CONSUMPTION	DEMAND	
ETHONOL					
	2010		305,843	(305,843)	
	2011	331,646	307,294	(638,940)	
	2012	314,714	306,711	(621,425)	
	2013	316,493	314,657	(631,150)	
	2014	340,781	320,096	(660,877)	
	2015	352,520	332,306	(684,826)	"Over Production"
BIODIESEL					
	2010	8,177	6,192	(1,985)	
	2011	23,035	20,794	(2,241)	
	2012	23,588	21,406	(2,182)	
	2013	32,368	34,020	1,652	
	2014	30,452	33,735	3,283	
	2015	30,064	35,244	5,180	"Little Demand"
FOSSIL FUEL					
	2010	11,098,521,574	15,421,351,600	4,322,830,027	
	2011	11,543,347,408	15,145,990,680	3,602,643,271	
	2012	11,877,583,609	14,772,291,789	2,894,708,179	
	2013	12,239,550,148	15,143,705,825	2,904,155,677	
	2014	13,278,772,959	15,297,191,436	2,018,418,477	
	2015	13,375,836,101	15,116,521,107	1,740,685,006	"Potential Biofuel Market"

*Important. US imported over 3.5B barrels of fossil fuels and exported just over 1.7B barrels.

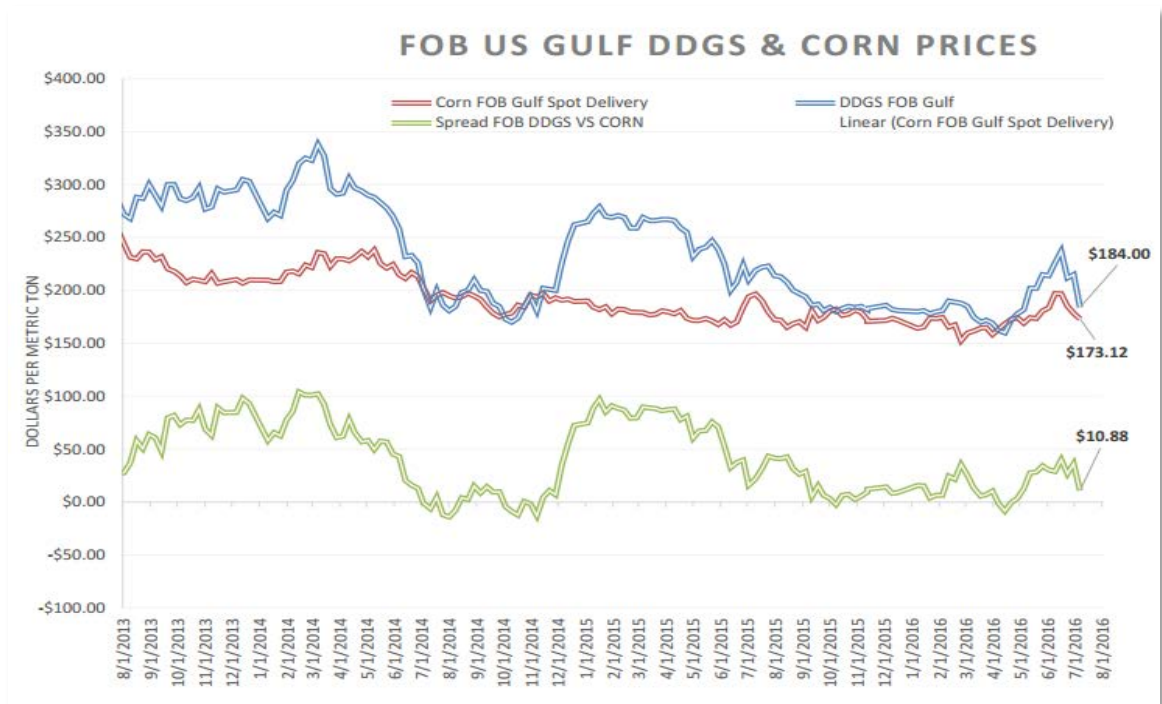
³ U.S. Department of Energy. *Energy Independence and Security Act of 2007*. Source: <http://www.afdc.energy.gov/laws/eisa>

⁴ U.S. Energy Information Administration. *Monthly Biodiesel Production Report*. June 2016. Source: <http://www.eia.gov/biofuels/biodiesel/production/>

⁵ Ibid.

Biofuel production varies widely from state to state. Most renewable fuels are made in states where soy and corn farming is prevalent, followed by states with major urban centers where waste vegetable oil can be collected and processed. Trans GreenTech's will target underserved and overpriced markets, and the Company's use of algae to produce drop in replacements to fossil fuels makes it more efficient both economically and environmentally, as opposed to existing renewable fuel and petro-fuel producers.

The Company's other main source of revenue will come from selling algae biomass byproduct that remains after oil extraction. This biomass contains a high proportion of nutrients, making it a healthier alternative or even supplement to DDGS, which is commonly the byproduct from corn or soy processing. DDGS commonly sells for between about \$175 per metric ton, typically during the summer after crops have been planted, to \$300 per metric ton, typically during the winter and spring when farms are being prepared for planting. The following chart shows bulk pricing for DDGS and corn.⁶



As can be seen in the above graph, DDGS is often even more valuable than the corn itself.

⁶ U.S. Grains Council. *DDGS Weekly Report*. July 7, 2016. Note that prices here are FOB, or loaded for shipment to the customer, and can vary considerably depending on the specific terms of each transaction. Source: <http://www.grains.org/buyingselling/ddgs/ddgs-weekly-report>

Market Segmentation

Biodiesel has three primary selling points. In blends, such as B5 (5% biodiesel, 95% petro-diesel) or B20 (20% biodiesel, 80% petro-diesel), it is a drop-in replacement for existing diesel with no modifications necessary to engines or infrastructure. Ethanol, marketed as E85, is limited to certain engines and is limited to in its ability to support existing demand. Biofuel however, is environmentally friendly; while burning biofuel releases about the same amount of pollutants as petro-fuel, the carbon released was recently captured from the atmosphere, whereas burning petroleum releases carbon that was sequestered millions of years ago. Finally, biofuel production is predictable; it requires farming, not drilling, and so is not reliant upon the factors of petro-fuels. Consequently, biofuel is appealing for both reducing net carbon output and increasing national security.

Most DDGS are shipped within the Midwest farm country or for export through West Coast or New Orleans, Louisiana, ports.⁷ Trans GreenTech will provide high quality, locally produced, organic fertilizers, livestock & aquatic feed, as well as nutraceuticals that compete aggressively against existing DDGS and similar products. The U.S. market for supplements is massive: market research firm IBISWorld has analyzed the *Vitamin and Supplement Manufacturing* industry and concluded that it “has experienced impressive growth in the past five years as the U.S. has become more health-conscious and supplement & feed manufacturers are continually striving to introduce new and innovative products that are keen on providing solutions for this booming trend.”⁸ IBISWorld projects the following for the industry:



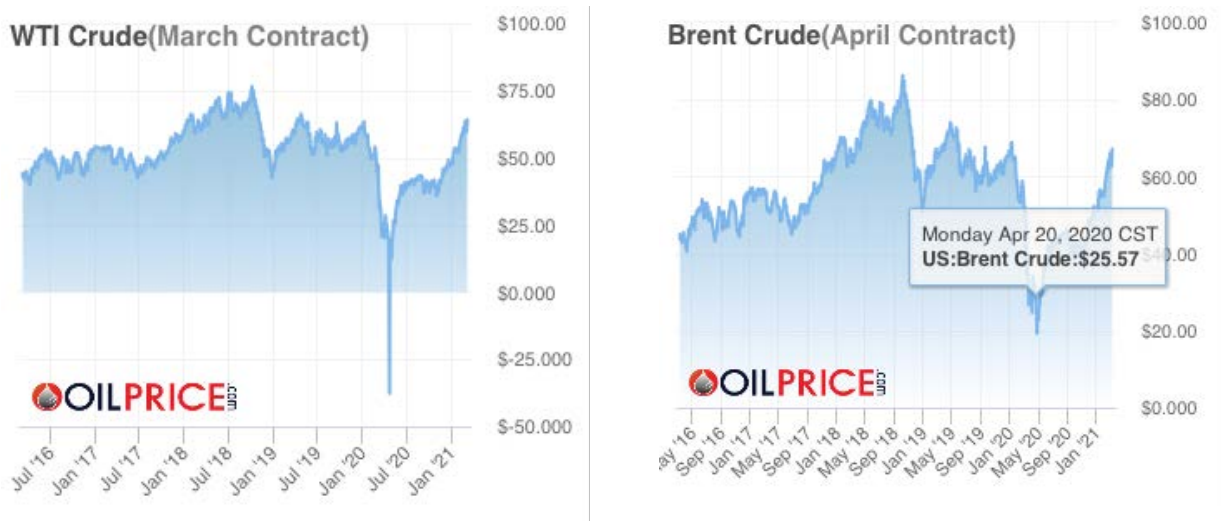
⁷ Ibid.

⁸ IBISWorld. Source: ibisworld.com

Fuel Industry Analysis

Trans GreenTech will primarily compete against the *Soybean Farming* and the *Corn Farming* industries, both of which produce a large volume of oil for fuel and of processing byproducts for use as fertilizer or livestock feed. Industry analysis firm IBISWorld estimates that 43.9% of the *Corn Farming* industry's 2016 revenue will come from biodiesel production, amounting to \$20.5 billion.⁹ These industries, however, are subject to many external factors that are not relevant to Trans GreenTech's operations, such as drought, planting, soil degradation, etc. What they have in common is a tremendous demand for sustainably produced energy, driven principally by government regulation. As mentioned earlier, the Energy Independence and Security Act of 2007 mandates the use of 36 billion gallons per year of renewable fuels by 2022. Specifically, the Environmental Protection Agency is authorized to enforce the Renewable Fuel Standard under Title 40, Part 80 of the Code of Federal Regulations.¹⁰ For a full list of all federal laws and incentives affecting biofuel.¹¹

Oil prices will also be a significant operating context for Trans GreenTech. Higher petroleum prices will allow for higher biofuel prices while less expensive crude oil places a ceiling on the rate which biofuel can be sold at. As seen in the following graph, crude oil prices fell significantly in mid-2014, dropping from around \$100 per barrel to under \$50 per barrel, with another significant drop mid-2019 to under \$25 per barrel.¹² This ended a period of about five years of sustained growth following the recession, and resembles in some ways the even larger drop of oil prices that occurred in the second half of 2008.



⁹ IBISWorld. Source: www.ibisworld.com

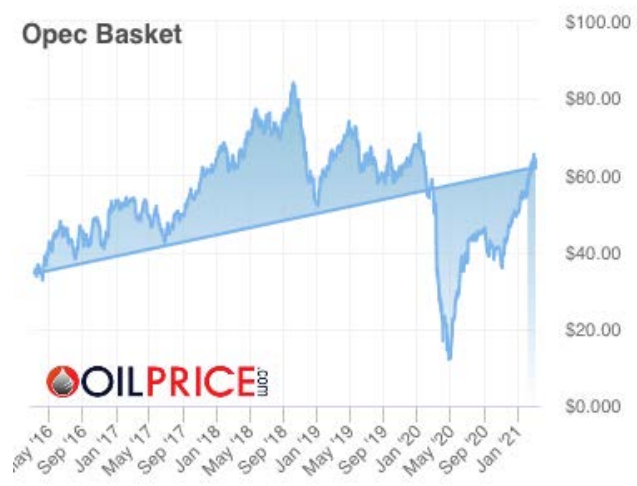
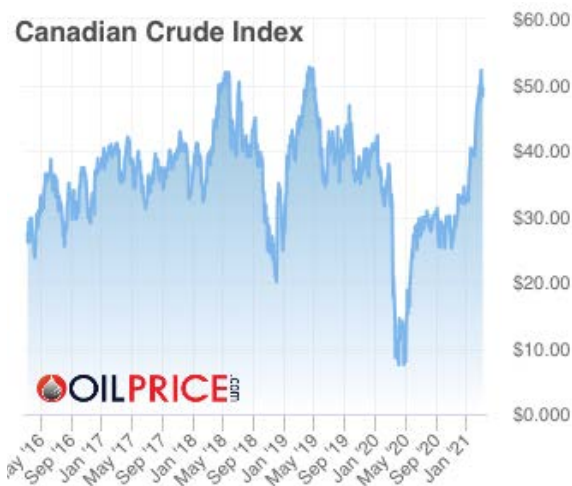
¹⁰ See U.S. Environmental Protection Agency, *Renewable Fuel Standard Program*. Source:

<https://www.epa.gov/renewable-fuel-standard-program/regulations-and-volume-standards-under-renewable-fuel-standard>

¹¹ U.S. Department of Energy. Alternative Fuels Data Center. *Search Federal and State Laws and Incentives*. Source:

<http://www.afdc.energy.gov/laws/search?loc%5B%5D=US&tech%5B%5D=BIOD>

¹² Oil Prices. *Crude Oil*. Source: <http://www.oilprices.com>



Trans GreenTech while not dependent upon the volatility the of the fossil fuel market, the market itself provides the additional advantage necessary to support this forward-thinking venture. We are confident that prices will recover and therefore so too will demand for substitutes such as biofuel. On the other hand, provided the market does not recover, it would call for more progressive renewable fuel producer. The following market further support this opinion:

- The energy market is highly cyclical. There have always been booms and busts. No structural changes have occurred within the industry to change this mode of operation. While the market is currently bearish, it has always rebounded in the past.
- OPEC generally and Saudi Arabia specifically have a vested interest in seeing oil prices increase. While their current operations may indicate “race to the bottom” conditions, the rational response to re-establish higher prices by constraining supply once Saudi Arabia has established its presence as a key participant in the supply of refined oil products. Saudi Arabia is currently operating in an unsustainable deficit and so cannot readily tolerate today’s prices.¹³
- Today’s U.S. energy extraction is enabled by novel techniques, such as horizontal drilling into tight formations. These wells “tend to have very high initial production rates, but they also have steep initial decline rates,” per the Energy Information Administration. This means that more drilling activity is required to maintain production levels.¹⁴ As today’s wells in the Eagle Ford,

¹³ For a discussion of Saudi Arabia’s finances as they relate to this particular market, see The American Oil & Gas Reporter, *OCTG Demand: Market Adjustments Cloud Outlook For OCTG Demand Through 2016*, September 2015, at <http://www.aogr.com/magazine/cover-story/market-adjustments-cloud-outlook-for-octg-demand-through-2016>

¹⁴ U.S. Energy Information Administration. *Today In Energy: Wells drilled since start of 2014 provided nearly half of Lower 48 oil production in 2015*. March 2016. Source: <http://www.eia.gov/todayinenergy/detail.cfm?id=25472>

Bakken, and Permian regions see declining production, supply will decline and prices will rebalance.

- Renewable fuels are limited in harvesting abilities, are subject to external elements, and unable to compete economically or in production capability with the demand of the fuel market.

Biomass Industry Analysis

With there being little to no market for algae biomass Trans GreenTech will enter the market in direct competition with DDGS. The explosive expansion in the U.S. corn-starch ethanol industry in the last few years has generated significant changes in livestock rations as the U.S. animal and poultry feeding industry sought feed cost savings by substituting DDGS for corn. DDGS is especially well suited for ruminants, mainly beef and dairy cattle. For beef feeding, it substitutes primarily for corn, while in dairy rations as well as in swine and poultry feeding, it substitutes for both corn and soybean meal. DDGS are also being used as fertilizer supplements. The downside is the constant strive of producers to extract more oil is reducing energy composition with the added supplemental cost for lack calcium content.

Initially, the major demand for DDGS was in domestic feed markets. However, in the last few years, livestock and poultry producers in several foreign countries, especially China, Mexico and Canada, have discovered the potential cost savings from DDGS. In the last 15 months, China has emerged as the largest foreign market for DDGS. China's very large imports of soybeans and rapidly growing livestock-poultry-aquaculture market project significant future growth in its demand for a stable feed source in the next few years. With the new emerging markets, all DDGS consumers are faced with the dilemma of finding viable supplements to cover decreasing product value or finding an economical substitute to DDGS.

Distiller's grains prices show a significant seasonal pattern in relation to corn prices. Increasing demand for DDGS during late fall and winter months has tended to increase the price of DDGS as a percentage of corn prices during that part of the year. This presents a unique opportunity given that DDGS require supplementation within animal feed and fertilizers. Algae, on the other hand offers consumers a more robust product that includes a higher protein, carbohydrate, phosphorous, potash, percentage per dry mass. Algae biomass also offers a broader range of vitamins and minerals including the DDGS' most sought after mineral supplement, Calcium. In short algae reduces supplementation with the bonus of DHA, in turn reducing overall fertilizer and feed cost.

Competitors

Trans GreenTech will face competition from a range of DDGS & biofuel producers, waste vegetable oil biofuel producers, petro-fuel producers, and algae-derived oil manufacturers. Biofuel companies are often vertically integrated and emphasize retail sales over production of biodiesel and ethonol. These include **Ace Ethonol** (ethanol and DDGS; www.aceethonol.com), **Adkins Energy Biodiesel** (ethanol & DDGS; www.advancebioenergy.com), and **Eberle Biodiesel** (primarily bulk delivery of biodiesel; www.eberlebio-diesel.com). As such, these companies are more likely to be indirect competitors or category competitors of Trans GreenTech than direct competitors. Even to the extent that they do compete, Production levels of biofuel are much lower than demand and expectations as well as being heavily geared toward ethanol & biodiesel, allowing Trans GreenTech to enter the market with minimal competition.

In the algae-derived oil market, numerous other organizations are working to commercialize algae production and oil extraction processes. These companies, discussed in the following paragraphs, illustrate the willingness of governments and private investors to support enterprises such as Trans GreenTech. They are notable for their diversity of approach, with variations in both algae cultivation and end-product. This market has been carefully studied and intends for its operations to precisely target distinct market needs, with an emphasis on commercial operations rather than the research and development of these competitors. This key differentiation – that Trans GreenTech is striving to create a relatively modest but immediately successful production capacity as opposed to replacing petroleum entirely – will be a cornerstone of the Company's success.

Algenol

16121 Lee Road, Suite 110, Fort Myers, Florida
www.algenol.com

Founded in 2006, Algenol is a research organization dedicated to developing a commercially feasible, algae-based ethanol production system. Algenol holds over 100 patents and patent applications, although some of these were initially applied for in 1997, meaning that their 20-year protections will expire soon. Algenol's current facilities were largely funded by a \$25 million grant from the U.S. Department of Energy and a \$10 million economic development incentive from Lee County, Florida. Algenol's major investors are the Gonzalez Group and the Reliance Group. While Algenol maintains extensive research and operations around producing sustainable energy with algae, Algenol focuses on ethanol rather than other biofuels.

Sapphire Energy

9363 Towne Centre Drive, San Diego, California

www.sapphireenergy.com

Sapphire Energy produces “Green Crude,” an algae-derived oil that can be substituted for petroleum crude oil in a typical refinery to produce any common petrol product using sustainably sourced oil, including diesel and gasoline. Sapphire uses open-air ponds to cultivate its algae, working with open-air, non-potable water ponds located on non-arable land in New Mexico. In December 2015, Sapphire Energy received a \$92 million equity investment from an undisclosed source and subsequently shut down most its marketing efforts. Trans GreenTech will monitor Sapphire Energy closely for indications of this competitor’s future direction.

Solazyme

225 Gateway Boulevard, South San Francisco, California

www.solazymeindustrials.com

Solazyme produces biodiesel, branded as Soladiesel®RD, that is EPA registered for use as blended or pure biodiesel. Solazyme was initially funded in a partnership with Chevron Corp., and its products have been tested by the U.S. Navy, Volkswagen, Genentech, and United Airlines. Solazyme’s approach is to grow algae in a carbon dioxide rich environment that is directly fueled by sugars rather than photosynthesis. The success of these efforts can be seen in Solazyme corporate restructuring¹⁵ to focus on edible and cosmetic uses of its algae products, sold under the TerraVia (www.terravia.com) brand,¹⁶ although it continues to produce fuels under the Solazyme brand.

Competitive Edge

Trans GreenTech will focus on commercializing its valuable outputs: sustainable biofuel, organic fertilizer, animal feed products, and more. Capitalizing not only on today’s engineering advances but its technology advances with the future in mind. Combining these advances to operate in multiple markets, rather than only one or the other, will give Trans GreenTech the advantage it needs to make algae-derived fuel and products the wave of the today’s generation.

The Company’s practices will sustain it for the long term relying heavily on two factors, technology and consistent oil production. Technology used to peak operational & production potential by maximizing control efficiency and streamlining supply chain & logistics. Combined with consistent oil production to combat the boom-bust cycle of petroleum and inconsistencies of crop fuels. In addition, high turnover because of growth capabilities will produce large volumes of organic

¹⁵ Effective May 9, 2016, Solazyme, Inc. changed its name to TerraVia Holdings, Inc.

¹⁶ See Fortune. *This Company Went From Making Biofuels to Health Food*. April 2016. Source: <http://fortune.com/2016/04/05/terrabrands-algae/>

fertilizers, feeds, and supplements. While the start-up costs are relatively high, Trans GreenTech's operational costs are inexpensive in comparison, yet its outputs are highly valuable. Allowing the company to reduce prices soon after company stabilization.

The current tax and regulatory environment is highly favorable for Trans GreenTech. Municipalities are required to use certain levels of biofuel in their fleets; fuel distributors are required to use certain volumes of biofuel; and tax incentives are readily available to investors.

STRATEGY & IMPLEMENTATION SUMMARY

Trans GreenTech will develop a brand that communicates its core values of high quality fuel, consistent organic fertilizer, high quality supplements, and trusted delivery profile. A cohesive brand identity and all necessary marketing collateral, will transmit a clear message of these values to the Company's wholesale customers and end consumers.

Trans GreenTech plans are to initially build its brand through sales to wholesalers of fuel & feed products, private Jet fuel purchasers, and supplement manufacturers. This will develop a substantial and ongoing B2B customer base which will enable the Company to evaluate long-term development, which will focus on replicating Trans GreenTech's successful strategy in other areas.

Objectives

The Company has identified the following objectives and benchmarks as it begins operations:

Short-term

- Develop new facilities
- Establish itself as a trusted manufacturer of biofuel and byproducts
- Build a base of hypermarket clients along with wholesale futures contracts that are large enough to sustain business and future growth.

Long-term

- Enhance its client base in foreign markets to support continued growth
- Focus retained revenue on expansion of operations.
- Establish a global presence and name within the commodities market.

Marketing Strategy

Trans GreenTech will use competitive bidding, direct sales, and SEO based marketing strategies to increase its exposure among prospective customers globally. Specific channels will include:

Website: The Company will create a website to generate interest in its products and to satisfy due diligence research from prospective customers about Trans GreenTech's products. This website will be search engine optimized and mobile compatible, and will include a production overview, information about the Company's biofuel, feed and fertilizer offerings, a live feed of comparable commodity market conditions social media links, corporate profile, location, and contact information.

Direct sales: In the business-to-business world, direct advertising has always been the most effective means of reaching new customers. For this reason, Trans GreenTech will use direct sales strategies with fuel distributors, major transportation companies, service companies with fleets, private aircraft companies, fish and livestock farmers, and farm supply companies. In tandem with our procurement team, our sales team will also pursue contract opportunities with government entities to include the Department of Defense.

Networking: As in any emerging market, building relationships and trust in the Company and its products will be an important aspect of Trans GreenTech's growth. The Company will benefit from participating in several networking opportunities that have the potential to yield new business contacts as well as nourish existing ones. Trans GreenTech will attend a variety of events that draw substantial numbers of prospective clients, including seminars, networking events, and conferences which provide opportunities to speak to and associate with larger audiences.

Social networking: Trans GreenTech will develop a distinctive and authentic presence on social networking sites including LinkedIn, Instagram, and Twitter, and may also place advertisements on these sites to learn about new outlets for the Company's products. Visitors can also learn more about the company's current and future goals. These sites will also be a resource in connecting with potential business prospects.

Bidding: The Company will go through the appropriate channels to bid on government contracts. This may include working with various associations, signing up for email lists, responding to requests for proposals or quotations, browsing FedBizOpps.gov, Onvia Demand Star, or subscribing to web services that provide notification for emerging contract opportunities.

SEO Marketing: With a focus on developing a local source for farmers we will gear our SEO visibility to the major farm states within the U.S., with precision to the cities most engaged in aquatic and livestock farms. This strategy will serve two-fold providing a strategy that will cover both feed and fertilizer marketing efforts.