

Sustainable Farmland producing Fuel, Feed, Food and Carbon



INVESTANCIA

Money does not grow on trees, our biodiesel does.



Management Presentation – Corporate Presentation

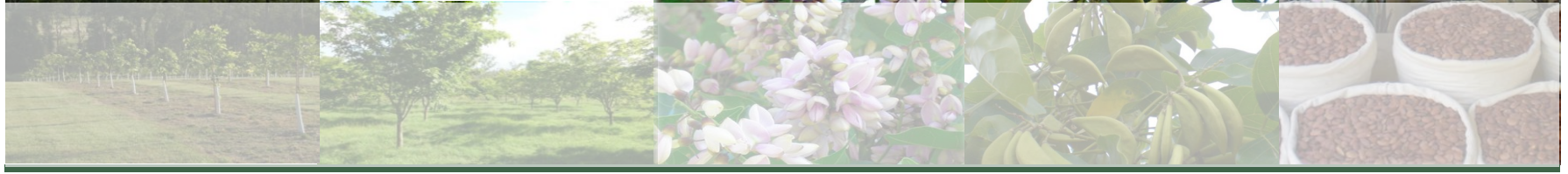
March 2013





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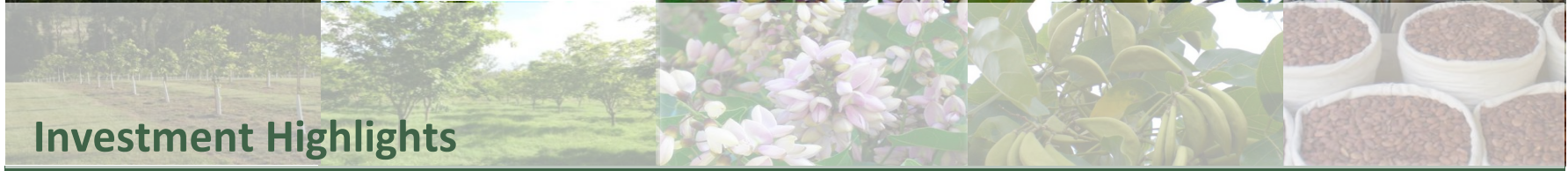
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“... the best sector in the world that I know right now is probably agriculture. Everybody should become a farmer. Farming is going to be one of the greatest industries of our time for the next 20 to 30 years.”

Jim Rogers*

* *James Beeland Rogers, Jr. (born October 19, 1942) is an American investor and author. Rogers is the Chairman of Rogers Holdings and Beeland Interests, Inc. He was the co-founder of the Quantum Fund with George Soros and creator of the Rogers International Commodities Index (RICI).*



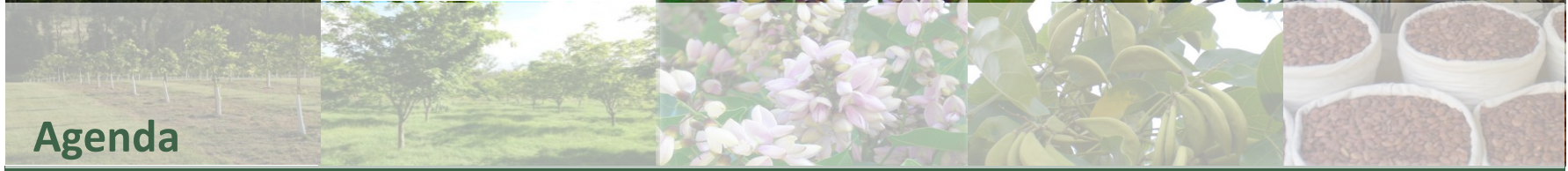
Investment Highlights

- ✓ A rare real asset investment opportunity in South America: cheap farmland + permanent tree feedstock
- ✓ Highest net income on non-food Soils: Production +3 years, maturity +5 years, life time of +50 years
- ✓ 10,750 hectares = 3,870,000 trees = 274,000 bbl = 43.5 million liter = US\$ 54 million of oil revenue per year
- ✓ Fully scalable with 4,000 liters/ hectare and 48% free operating cash flow



- ✓ Net Energy Return of 25, Net CO2 sequestering of 1 tonne/ Hectare
- ✓ Estimated cost price of US\$0.40/ liter versus current sales price of US\$1.25/ liter
- ✓ An 7x increase in asset value (land + trees) through land transformation
- ✓ Experienced management: Energy crop, agricultural engineering and corporate financing

- ✓ Strong local relationships and presence which minimizing farm execution risk
- ✓ Paraguay has world's best valued farmland and appropriate climate
- ✓ No investor restrictions on the purchase of farmland in Paraguay
- ✓ Autonomy with 400,000 hectares or 1.1% of the country planted
- ✓ Direct support from the presidency of the Republic of Paraguay
- ✓ Permanent reforestation: Most ecological and social responsible way of producing energy
- ✓ Sustainable "Triple F+C" farmland will become one of the most valuable productivity tools



Section 1 – **Geographic Focus**

Section 2 – **Energy Farmland**

Section 3 – **What is Pongamia?**

Section 4 – **The Business model**

Section 5 – **Legal structure and qualitative aspects**

Section 6 – **People**

Section 7 – **Financials**

Section 8 – **Investment case and risk factors**

Section 9 – **In Closing**



Section 1 – Geographic Focus





Geographic Criteria

Where to purchase farmland

- ✓ Good level of farming infrastructure
- ✓ Access to highly experienced farm management and expertise
- ✓ Access to skilled workers and a well-developed subcontracting base
- ✓ Unrestricted access to crucial agricultural inputs
- ✓ Well-developed transportation infrastructure
- ✓ Free access to international export markets
- ✓ Low risk of negative political interventions (export restrictions, prices controls)
- ✓ No restrictions on foreign direct freehold ownership of farmland
- ✓ High level of protection of property rights
- ✓ Transparent and reliable legal frameworks
- ✓ Efficient legislature with limited to no corruption
- ✓ High level of government support for the agricultural sector
- ✓ Stringent environmental standards
- ✓ Highest standards of sustainability
- ✓ Price opportunity vs soil quality and climate advantages
- ✓ Large scalable agriculture



Worldwide comparison

Europe

Farming infrastructure	Sector maturity	Access to crucial inputs	Transportation	Well-developed subcontracting base	Political intervention	No restrictions on foreign investors
✓	✓	✓	✓	✓	✗	✗
Protection of property rights	Legal framework	Limited to no corruption	Support to the agricultural sector	Large scalable agriculture	Price opportunity	General
✓	✓	✓ ✗	✓	✗	✗	✗

Africa

Farming infrastructure	Sector maturity	Access to crucial inputs	Transportation	Well-developed subcontracting base	Political intervention	No restrictions on foreign investors
✗	✓ ✗	✗	✗	✓ ✗	✓ ✗	✓ ✗
Protection of property rights	Legal framework	Limited to no corruption	Support to the agricultural sector	Large scalable agriculture	Price opportunity	General
✗	✗	✗	✓	✓	✓	✗

Latin America

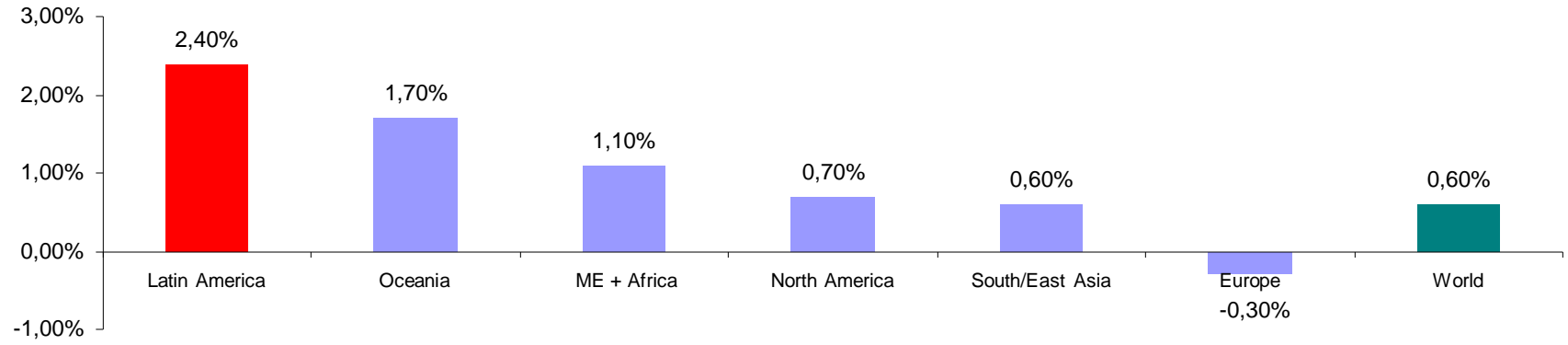
Farming infrastructure	Sector maturity	Access to crucial inputs	Transportation	Well-developed subcontracting base	Political intervention	No restrictions on foreign investors
✓	✓	✓	✓ ✗	✓	✓ ✗	✓ ✗
Protection of property rights	Legal framework	Limited to no corruption	Support to the agricultural sector	Large scalable agriculture	Price opportunity	General
✓	✓	✓ ✗	✓	✓	✓ ✗	✓

✓	favorable
✗	unfavorable
✓ ✗	mitigate

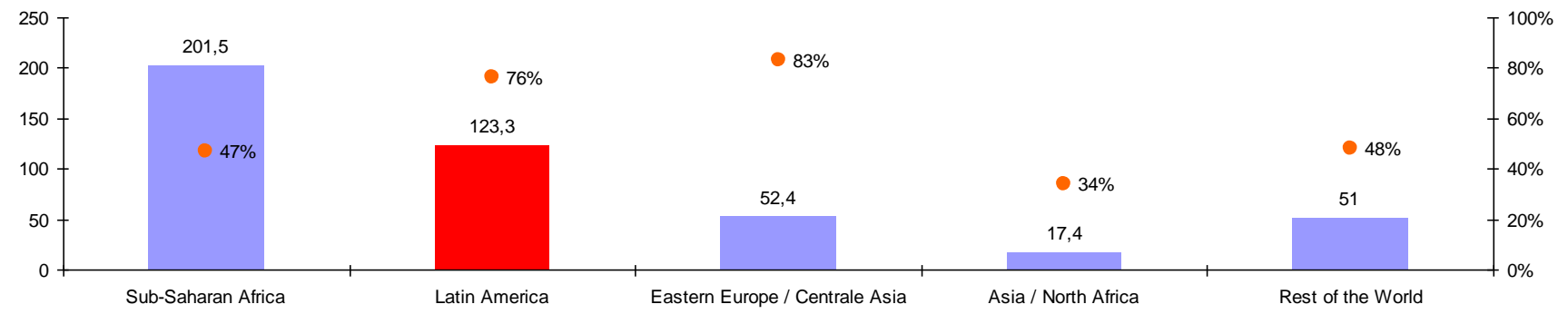


Latin America's competitive advantages

All field crops : acreage CAGRs in the past 50 years



Potential availability of land and % situated in areas with travel time less to 6 hours to market





Graph.1: source USDA


Graph.2: source world bank




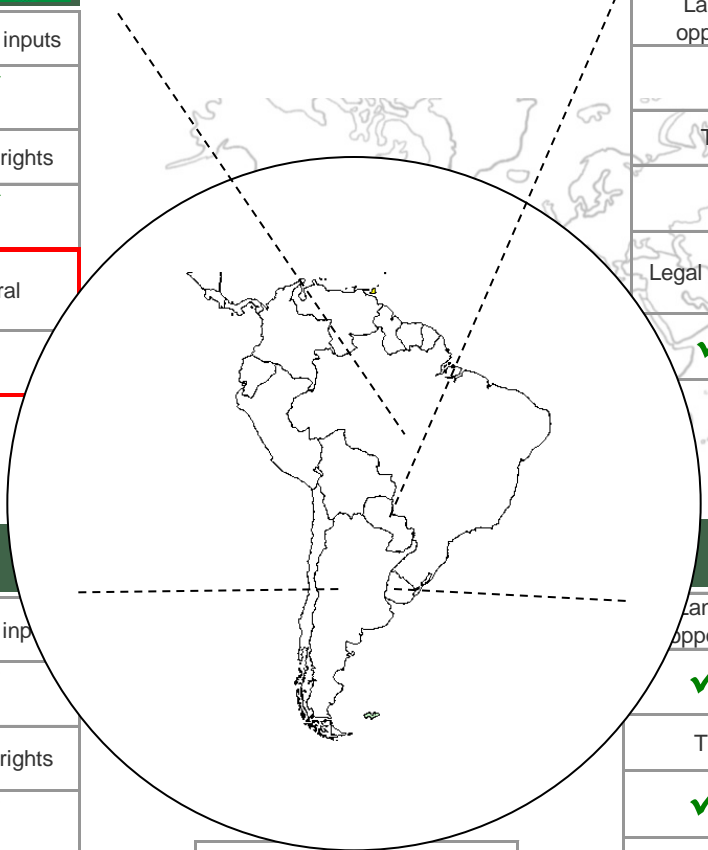
Zoom on Latin America

Brasil 		
Land cost opportunity	Farming infrastructure	Access to inputs
✓ ✗	✓ ✗	✓
Taxes	Restrictions on foreign investors	Property rights
✓ ✗	✗	✓
Legal framework	Potential availability of lands	General
✓ ✗	✓ ✗	✗

Paraguay 		
Land cost opportunity	Farming infrastructure	Access to inputs
✓	✓	✓ ✗
Taxes	Restrictions on foreign investors	Property rights
✓	✓	✓
Legal framework	Potential availability of lands	General
✓ ✗	✓	✓

Argentina 		
Land cost opportunity	Farming infrastructure	Access to inputs
✗	✓	✓
Taxes	Restrictions on foreign investors	Property rights
✗	✓ ✗	✓
Legal framework	Potential availability of lands	General
✓ ✗	✗	✗

Uruguay 		
Land cost opportunity	Farming infrastructure	Access to inputs
✓ ✗	✓	✓
Taxes	Restrictions on foreign investors	Property rights
✓ ✗	✓ ✗	✓
Legal framework	Potential availability of lands	General
✓	✓ ✗	✓

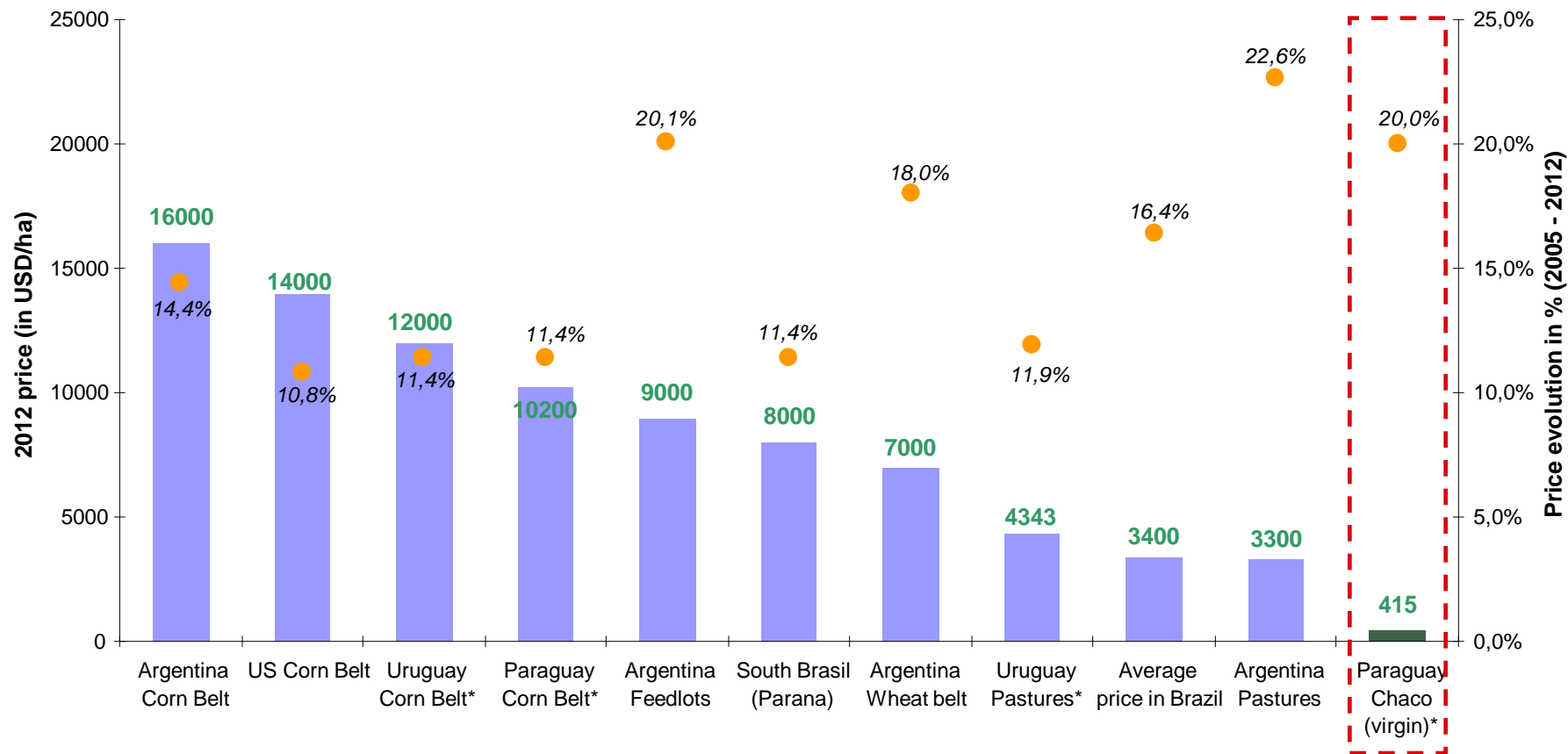


✓	favorable
✗	unfavorable
✓ ✗	mitigate



Price evolution comparison (in USD/ha)

Paraguay Chaco best positioned for marginal soils



Source : USDA, HSBC, UAG, Investancia

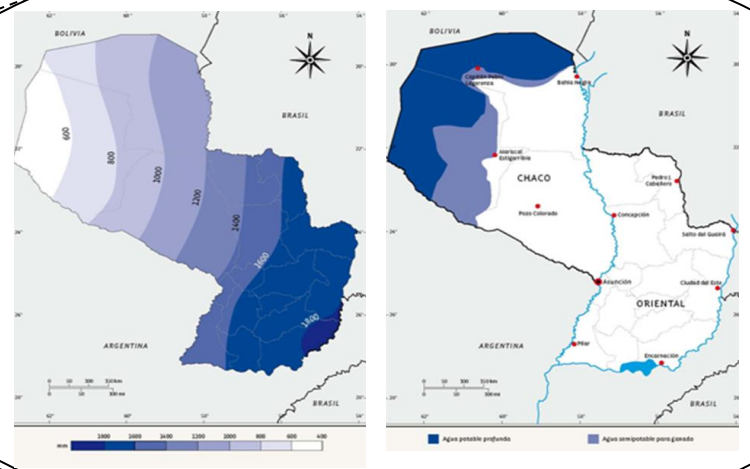


Focus on Paraguay

Paraguay Chaco – The most suited place to develop fuel cropping

✓ South American farmland can clearly be divided into land most appropriate for Food and land most appropriate for Fuel cropping

✓ In Paraguay Chaco, the availability of ground water (west) and rain water (east)

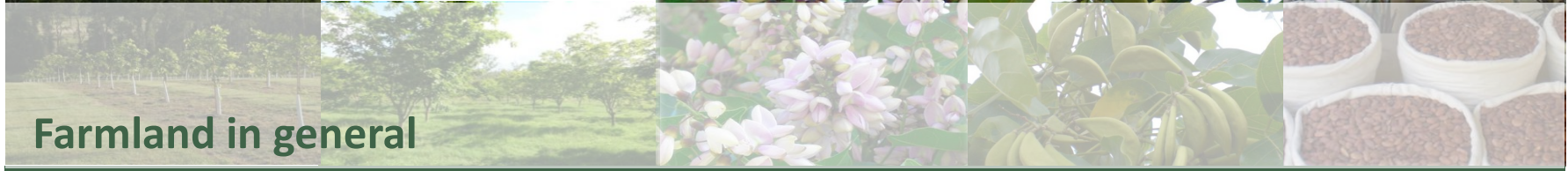


Agricultural Suitability – Source America
Source: Atlas of the Biosphere, University of Wisconsin



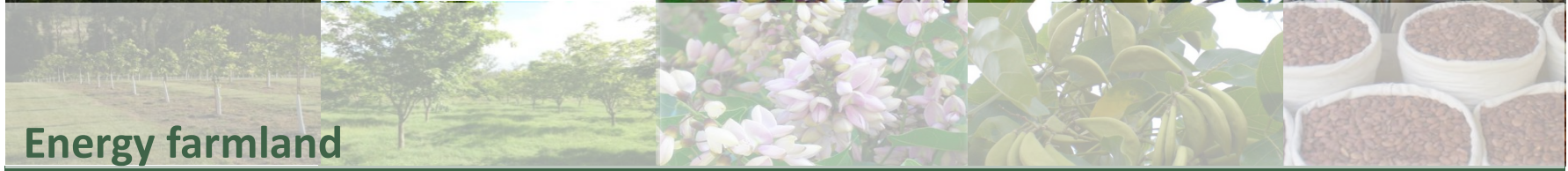
Section 2 – Energy Farmland





Farmland in general

- ✓ **Farmland provides a high level of capital security and a low level of risk**
 - Capital preservation during periods of severe market turmoil
 - Rock solid asset unlikely to depreciate in value
 - Fully renewable resource which remains productive in perpetuity
- ✓ **Farmland is an inflation hedge and capital preservation vehicle**
 - Farmlands values generally increase faster than inflation
- ✓ **Farmland consistently generates income**
 - Farmland investment reduces the possibility of shortfalls in income during times of market volatility when other assets may produce little or no income
- ✓ **Farmland investment generates multiple returns**
 - Combination of operations income and appreciation in the value of the underlying asset
- ✓ **Farmland is an attractive portfolio diversification tool**
 - Low or negative correlation with traditional asset classes such as stocks and bonds
 - Modest positive correlation with commercial real estate
 - Farmland values are supported by the earnings derived from the asset itself
- ✓ **Direct investment in farmland is simple and transparent**
- ✓ **Farmland investment provides tax planning opportunities**
 - In Paraguay specifically, there is a range of tax incentives associated with farmland operations

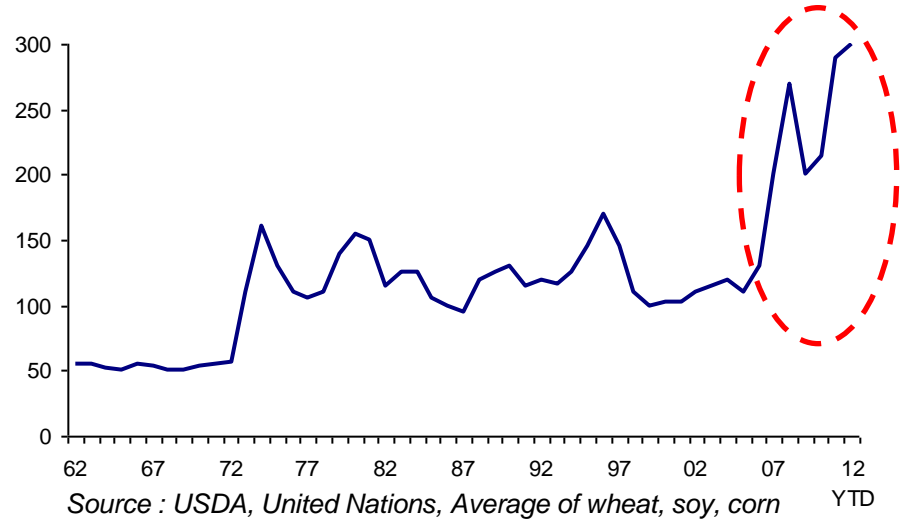


Energy farmland

Observation

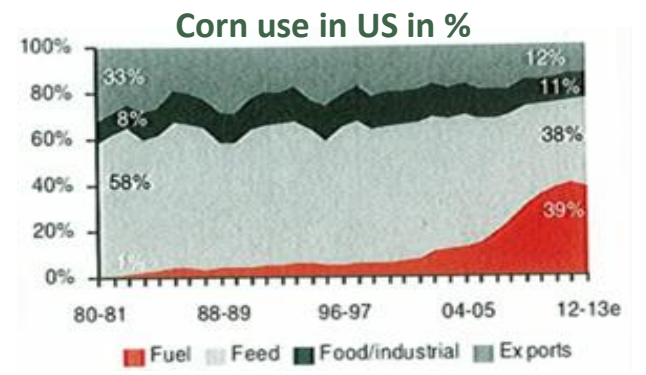
- ✓ Food prices have risen by 35 to 40% due to :
 - World demand consumption increase
 - Change of consumption model in emerging countries
 - Non food use (mainly biofuel)
- ✓ Enhanced by
 - Yield stagnation
 - Decrease of cultivated lands face to urbanization
 - Climate hazards

Crops price evolution (in USD/ton)



First generation biofuels – a dilemma

- ✓ Food versus fuel is a dilemma: crops for biofuel production in detriment of the food supply on global scale
- ✓ Corn, sugar cane or vegetable oil can be used either as food, feed, or to make biofuels, using water & high quality soil
- ✓ Energy markets in competition with food markets for scarce arable land



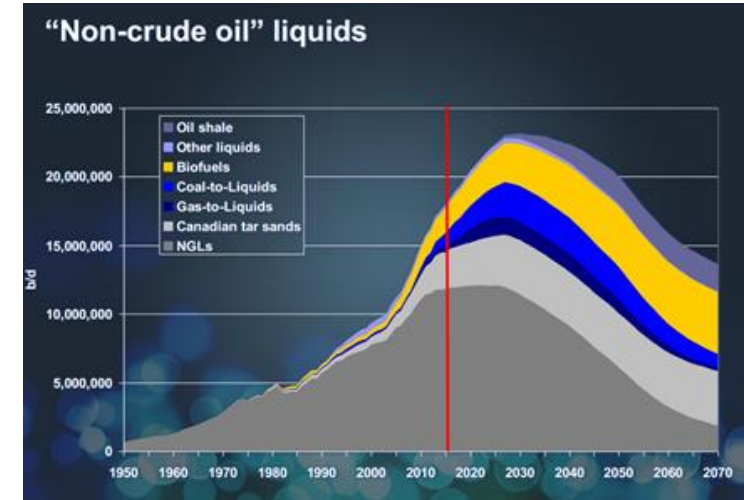
Source : USDA, United Nations



Biofuel are there to stay

The world needs direct replacements for fossil oil

- ✓ Global demand for biofuels increase due to
 - Oil price increase since 2003
 - Desire to reduce oil dependency
 - Desire to reduce CO2 emissions
- ✓ 1,3 trillion barrels of oil left in the world
- ✓ According to OPEC, over the next 21 years, the world will use about 36 billion barrels of oil each year
- ✓ World's fossil oil supply will be gone in 36 years
(US Energy Information Administration)



Source : Dr Peter Wells, chairman of Neflex

Government mandates

- ✓ A minimum mixture mandate of 5% applied in most of the economies
- ✓ In Paraguay :
 - The current 1% minimum pushed to 5% before the end of the year
 - Be raised to 10% with a local offering (Vice Minister of Energy of Paraguay)
- ✓ Government mandates will shift to 2nd generation and carbon optimizing biofuels (66% rule)

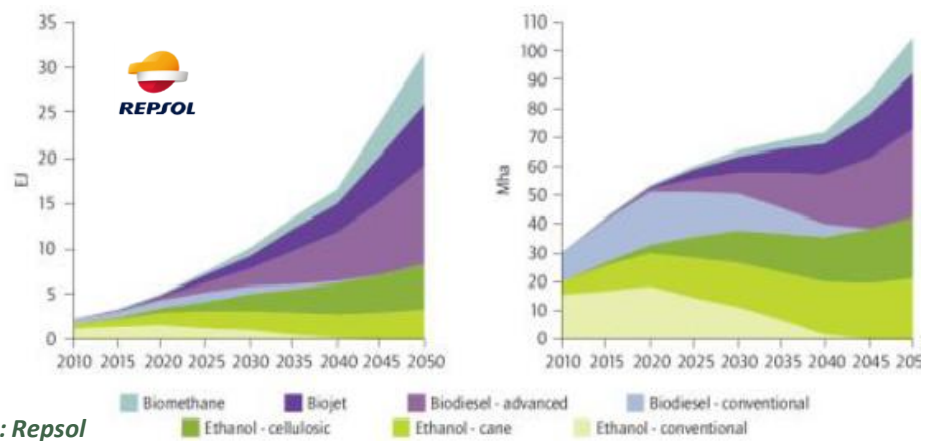


Second generation biofuels: combining farming for food & fuel

The only viable solution for biodiesel feedstock is a second generation energy crop

- ✓ Is a non-food crop
- ✓ Easy to plan
- ✓ Is a permanent crop with low maintenance costs
- ✓ Mechanical harvesting
- ✓ Crude oil production with existing infrastructure
- ✓ Grows on sub-optimum land
- ✓ Prevents soil erosion
- ✓ Enhances socially environments
- ✓ Preserves local ecosystems

Demand for biofuels (left) and resulting land demand (right) in this roadmap



Pongamia: a sustainable solution and a tremendous opportunity for second generation biodiesel crops

- ✓ Non-edible vegetable oil
- ✓ Life time of 50-100 years
- ✓ Robust growth in marginal soils
- ✓ Minimal quantities of water used and self-fertilizing
- ✓ Permanent trees that help the reforestation process
- ✓ Battles soil erosion
- ✓ Carbon credits creation
- ✓ Cattle grazing under the trees



Preserving and enhancing marginal soils



Section 3 – What is Pongamia ?

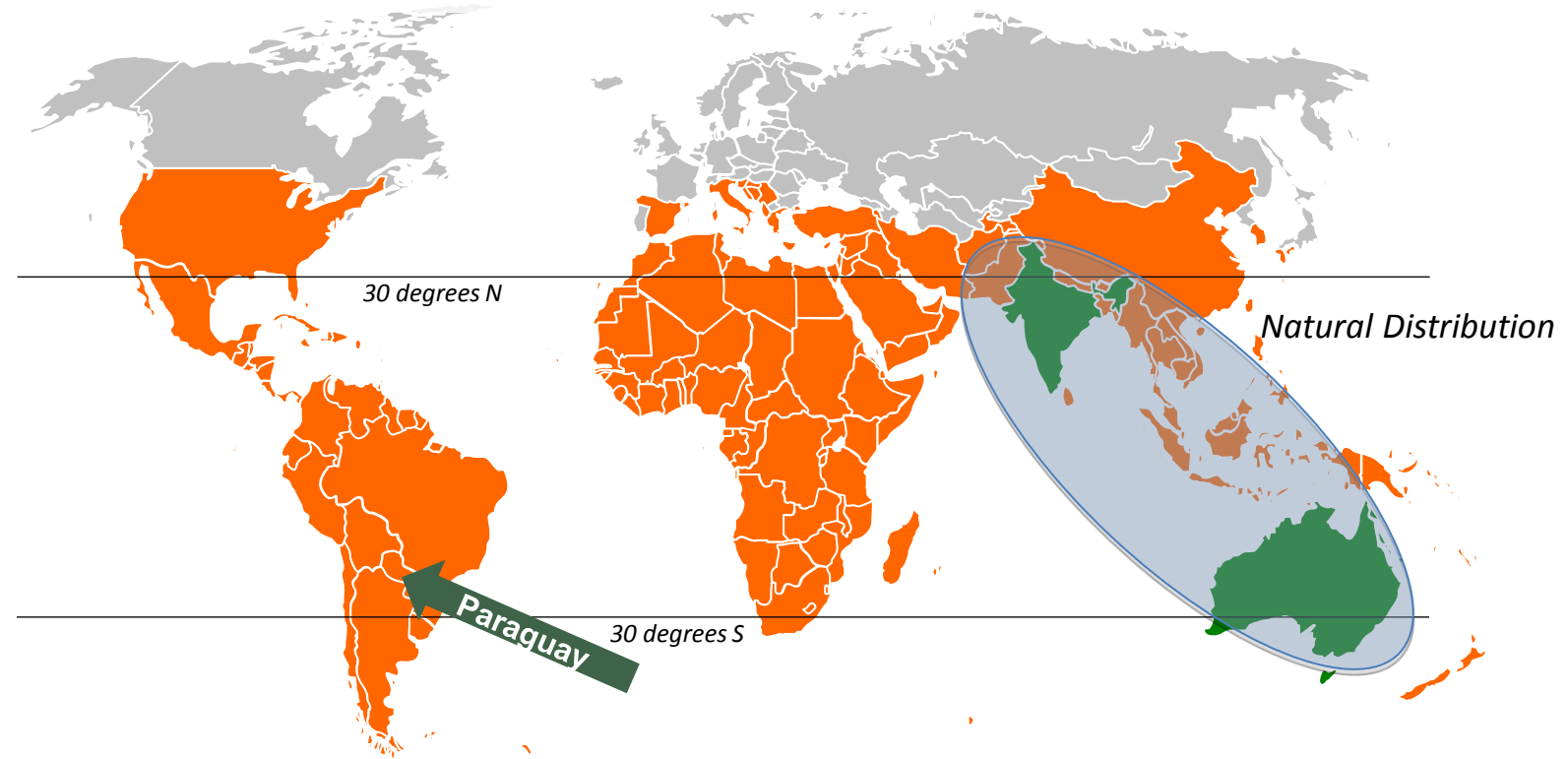




Where does Pongamia come from?


Geography

- Natural Distribution: India, SE Asia, and Australia
- Considered “native” in India and Australia (Queensland)
- Potential growth range:
 - 30 degrees North and South of the equator, in areas consistent with the Holdridge Zones previously identified
 - “Mediterranean climates” with known citrus production North and South of 30 degrees (e.g., Arizona, California, Southern Spain, Italy, Greece and Turkey).





Characteristics of Pongamia

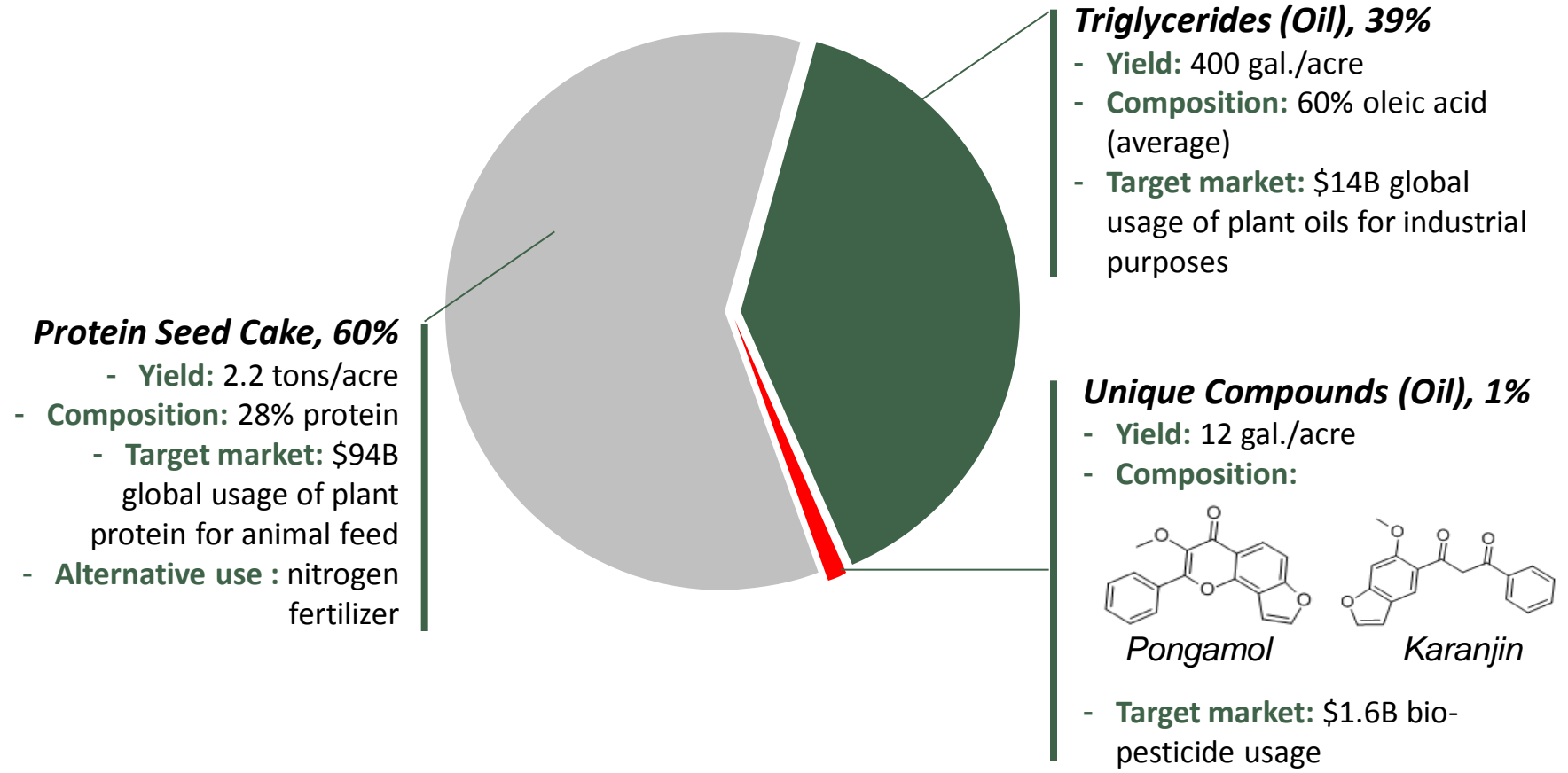
- ✓ Proven track record in India, Australia, US
 - ✓ First yield after 3 years
 - ✓ Up to 100 years of life time
 - ✓ Extensive on-going R&D
 - ✓ Not an invasive weed threat
 - ✓ Highest return on marginal soils
 - ✓ Legume creates its own nitrogen
 - ✓ Drought tolerant
 - ✓ Highly salt tolerant
 - ✓ Sellable by-products
 - ✓ Net sequestring of Carbon
 - ✓ Mechanical harvesting
 - ✓ Direct use of oil
 - ✓ Cost effective refining
 - ✓ High quality Biodiesel
 - ✓ A cost effective broad hectare solution
 - ✓ Livestock with higher stocking rates
 - ✓ Better quality pastures
 - ✓ Suitable for inter-row cropping
 - ✓ High annual seed yield (10-20,000 seed per tree)
 - ✓ High (35-43%) oil content in seed
 - ✓ Salinity tolerance up to 2000ppm (equivalent to saltbush)
 - ✓ Elite germplasm has been identified; clonally propagated
 - ✓ Deep tap root sources water and nutrients well down in subsoil
 - ✓ Produces its own nitrogen thereby displacing approximately \$200 per hectare/pa of nitrates applied as compound fertilizer
 - ✓ Fungicidal & insecticidal action decreases pest attack, natural pesticide>DDT
- 



"The Soybeans Tree"



Content of a Pongamia Seed



Protein Seed Cake, 60%

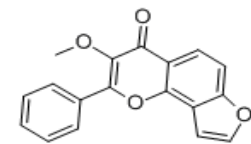
- Yield: 2.2 tons/acre
- Composition: 28% protein
- Target market: \$94B global usage of plant protein for animal feed
- Alternative use : nitrogen fertilizer

Triglycerides (Oil), 39%

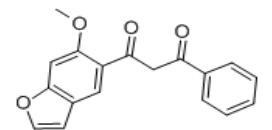
- Yield: 400 gal./acre
- Composition: 60% oleic acid (average)
- Target market: \$14B global usage of plant oils for industrial purposes

Unique Compounds (Oil), 1%

- Yield: 12 gal./acre
- Composition:



Pongamol



Karanjin

- Target market: \$1.6B bio-pesticide usage



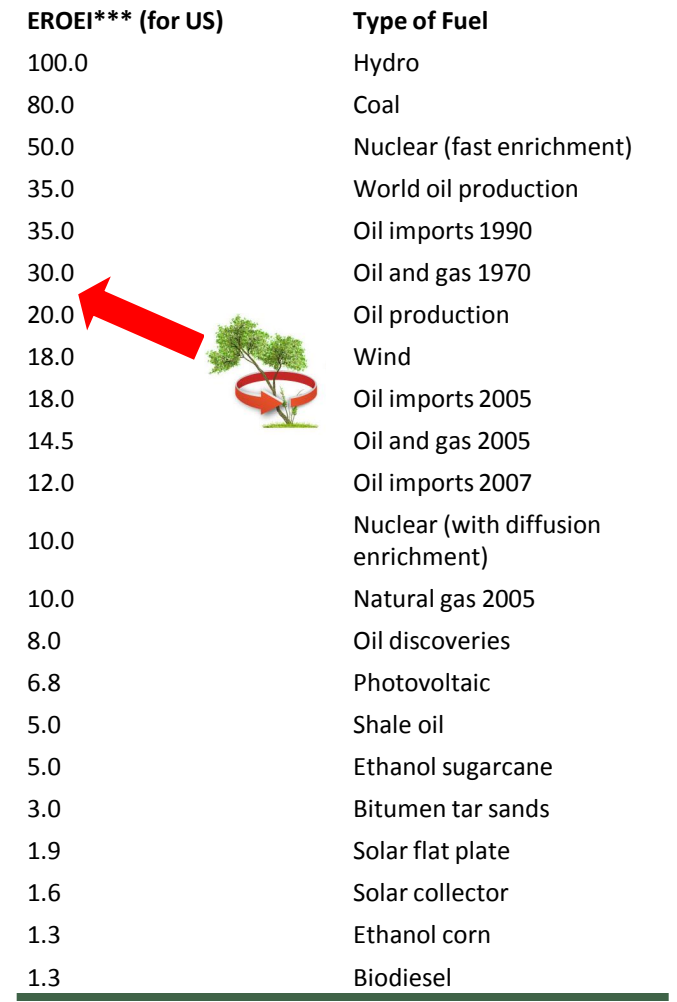
Pongamia's competitive advantages

Highest NER for Biofuel Crop

Item	Total Energy Input in MJ*	Pongamia Biodiesel*	Jatropha Biodiesel**	Pongamia Biodiesel + seed cake as fuel (excl. green biomass, honey)*
	0.66		-	
Net Energy Gain/MJ		1.09	0.19	15.56
Net Energy Ratio		7.36	1.42	24.74

*Source: M. Chandrashekar, Agricultural Engineering International: CIGR Journal, September, 2012
 **Source: Wouter, P Prueksakorn

Energy returned ratio



Pongamia vs Jatropha & Palm Oil

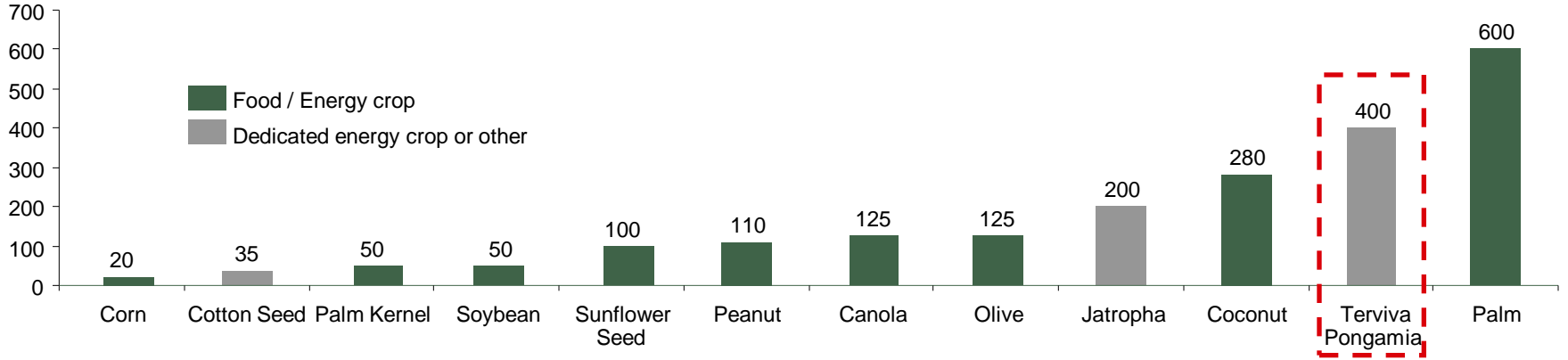
	Pongamia	Jatropha	Palm Oil
Legume	✓	✗	✗
Yield	✓	✗	✓
Mechanical harvest	✓	✗	✗
Labour intensive	✓	✓	✗
Water requiring	✓	✗	✗

*** EROEI of 5: expending 1 unit of energy yields a net energy gain of 4 units. The break-even point happens with an EROEI of 1 or a net energy gain of 0.

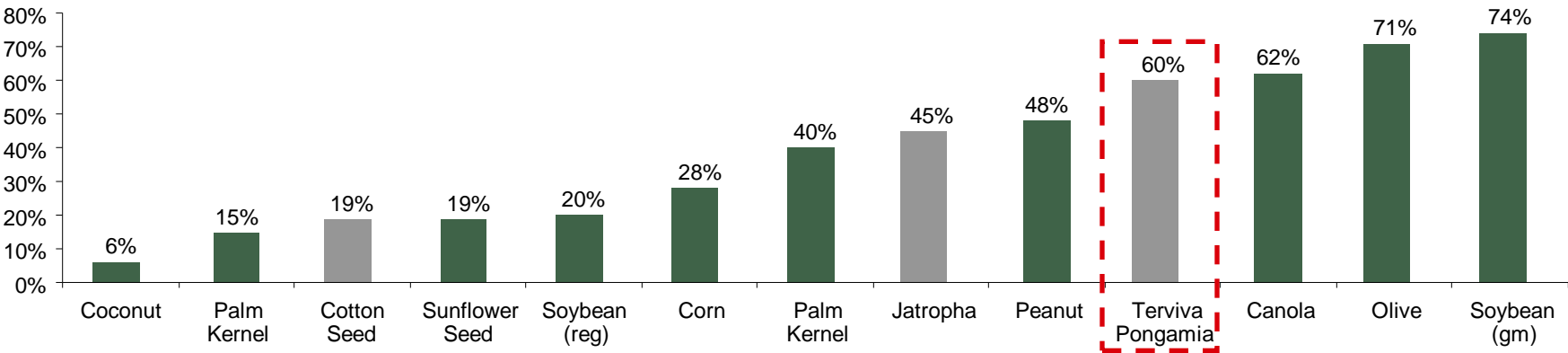


Oil yield comparison per crop

Oil per acre in gallons (Source: Oak Ridge National Lab, Terviva [for Pongamia])



Percentage of Oleic Acid* in the Oil



*Oleic acid is used in oleochemicals (surfactants) as well as for biolubricants, due to its low viscosity combined with high oxidative and thermal stability. Azelaic acid, used in bioplastics, is also produced through ozonolysis of oleic acid



Life Cycle Assessment (LCA)

Agricultural Engineering International: CIGR Journal, September, 2012

- ✓ Pongamia Pinnata is one of the promising tree species suitable for providing oil for biodiesel production.
- ✓ Non-renewable energy requirement of Pongamia biodiesel system is twenty-eight times lower than that of fossil diesel.
- ✓ Acidification and eutrophication potential of Pongamia system was found to be nil.
- ✓ Expanding the Pongamia biodiesel system to include biogas production from seed cake exploits the energy available in the system.
- ✓ One hectare of Pongamia plantation is capable of completely sequestering the CO₂ released during the life cycle (1.5t/ Hec) with additional sequestration potential of up to 1t/ Hec.
- ✓ The above aspects were significantly superior in Pongamia system when compared to Jatropha biodiesel system.
- ✓ The above results were measured on natural (non-GI) Pongamia.

Source: M. Chandrashekar, biodiesel production in rural Karnataka (India)

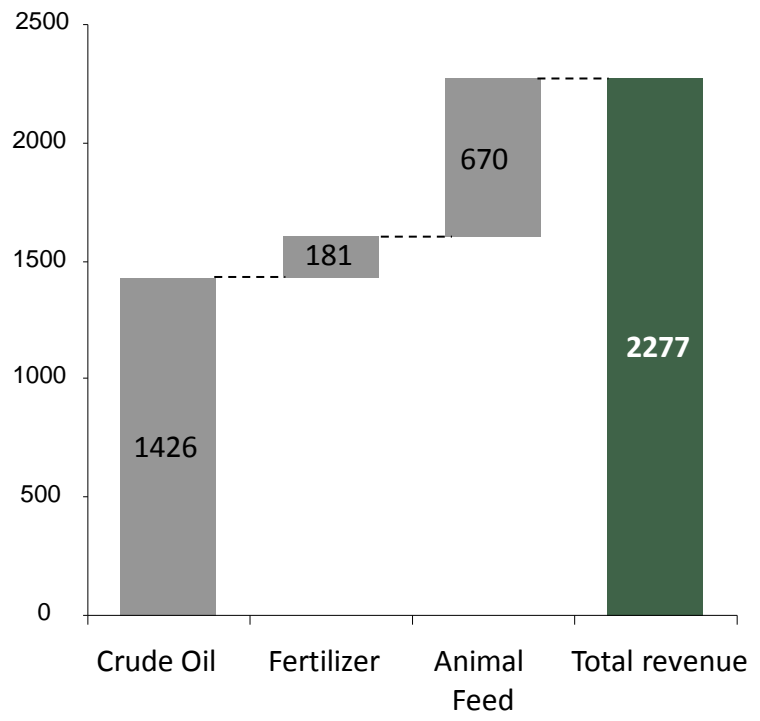


Revenue / Income (/acre)

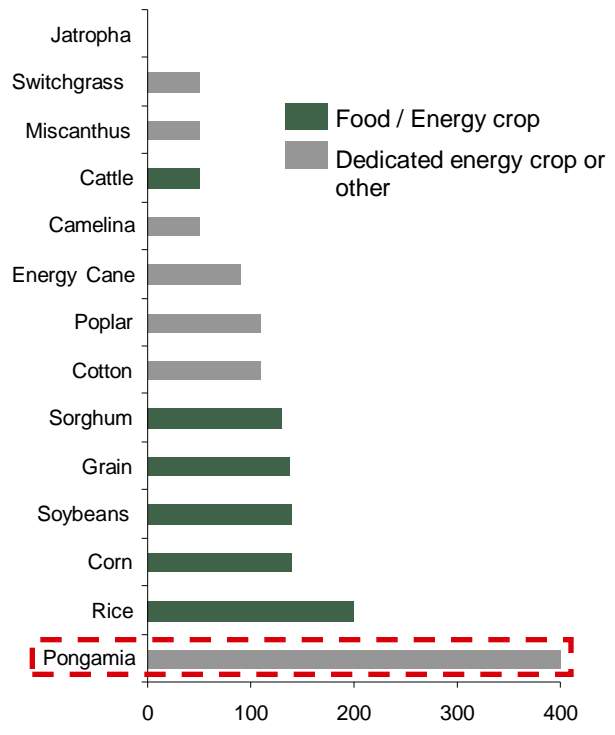
Revenue Drivers

- Crude Oil**
 - 400 gallons*/acre
 - \$3.57/gal.
- Fertilizer / Biomass**
 - 3.6 tons/acre
 - \$50/ton
- Animal Feed**
 - 2.2 tons/acre
 - \$300/ton

Revenues per Acre** (in USD)



Net inc. /acre on marginal soils***



*1 gallon: 3,78 litres; **1 ha: 2,47 acres

***excl. land value / Source : Terviva

Because marginal soils are the cheapest farmland globally still available and Pongamia is the highest net income crop per hectare on marginal soils, return rates of Pongamia farms are very promising indeed



Section 4 – The Business Model





The business model



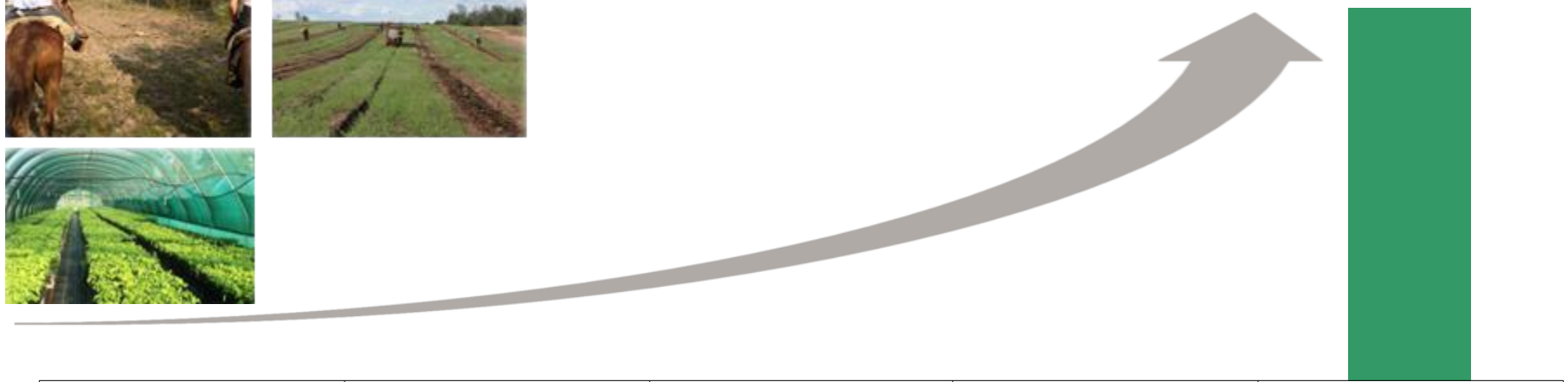
- ✓ Acquire best available farmland in Paraguay
- ✓ Tree growing (Terviva)

- ✓ Selecting the best suitable Pongamia varieties
- ✓ Lands preparation
- ✓ Planting

- ✓ Economies of scale in farmland equipment and infrastructure
- ✓ Maintenance of the trees

- ✓ Cattle grazing

- ✓ Harvesting
- ✓ Oil crushing (externalized)
- ✓ Oil sale



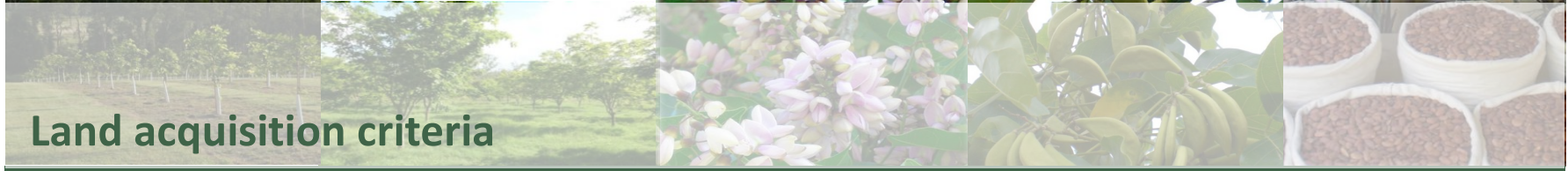
Land Acquisition

Land tranformation and tree planting

Economies of scale

Multi-products and price hedging

Yield optimization

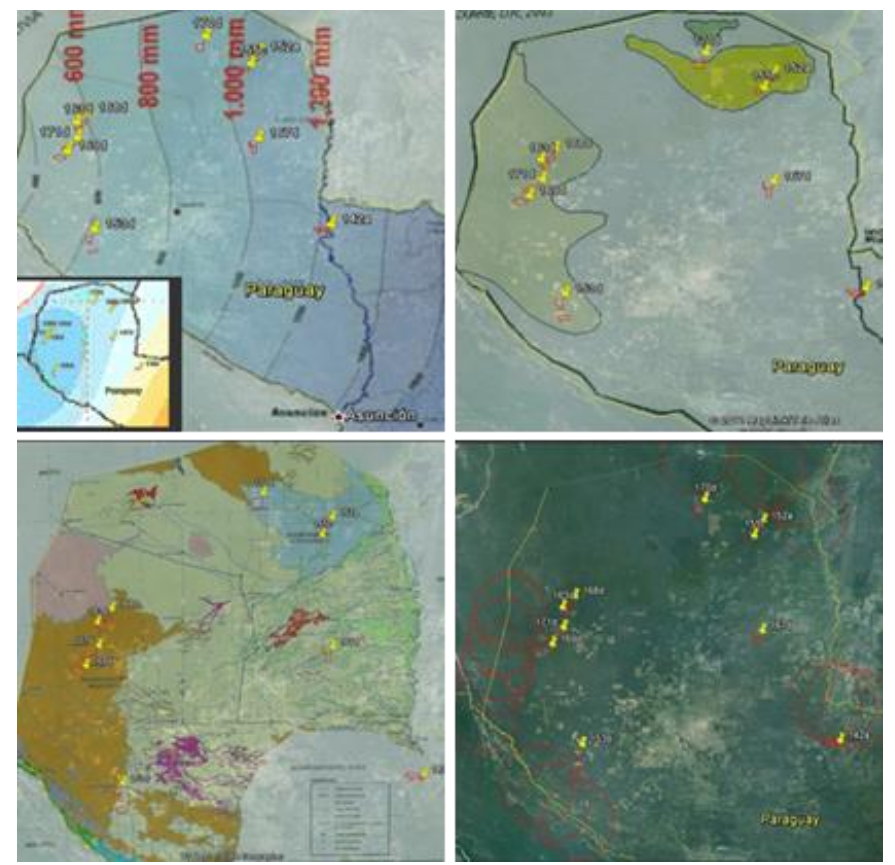


Land acquisition criteria

6 main criteria

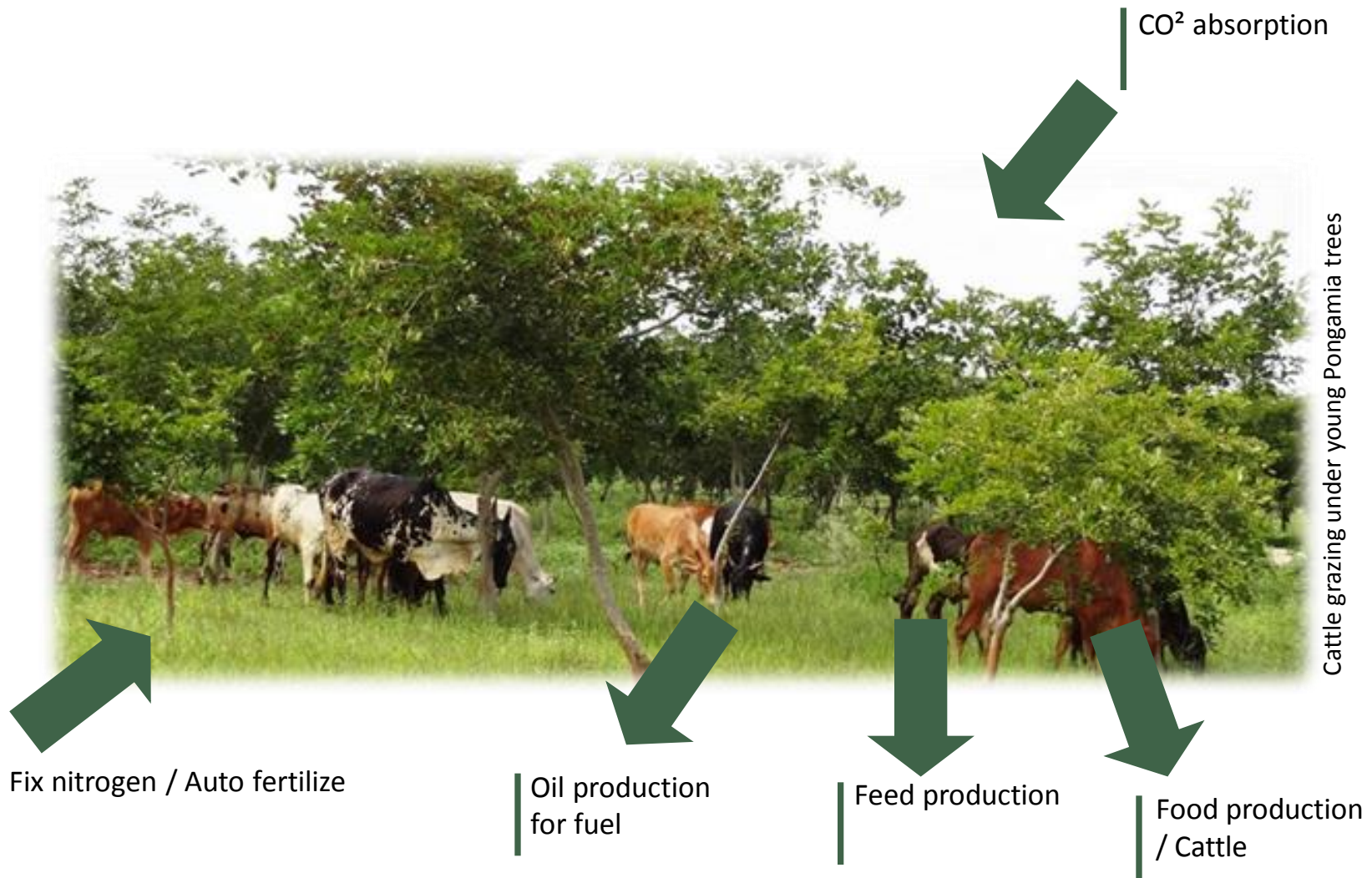
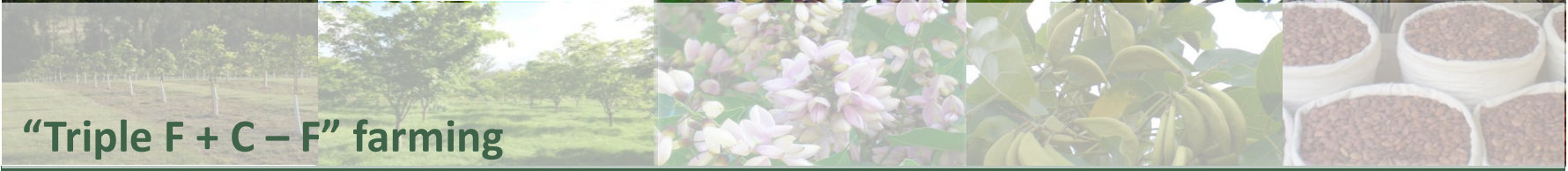
- ✓ **Soils**
 - Aqua Dulce area in the north
 - Higher clay/sandy soils in the east
 - More sandy soils in the west
- ✓ **Water**
 - Rain +1,000mm/ year
 - “Tajamares”
 - Sweet ground water
- ✓ **Frost**
 - North of line Pinasco-Mariscal-La Patria
- ✓ **Climate**
 - Monsoon climate as in native India; West Chaco
- ✓ **Legal**
 - > 50 km from any border (Argentina, Brazil or Bolivia)
- ✓ **Transportation and access**
 - Paved highway route 9
 - Paraguay River

Application in the field





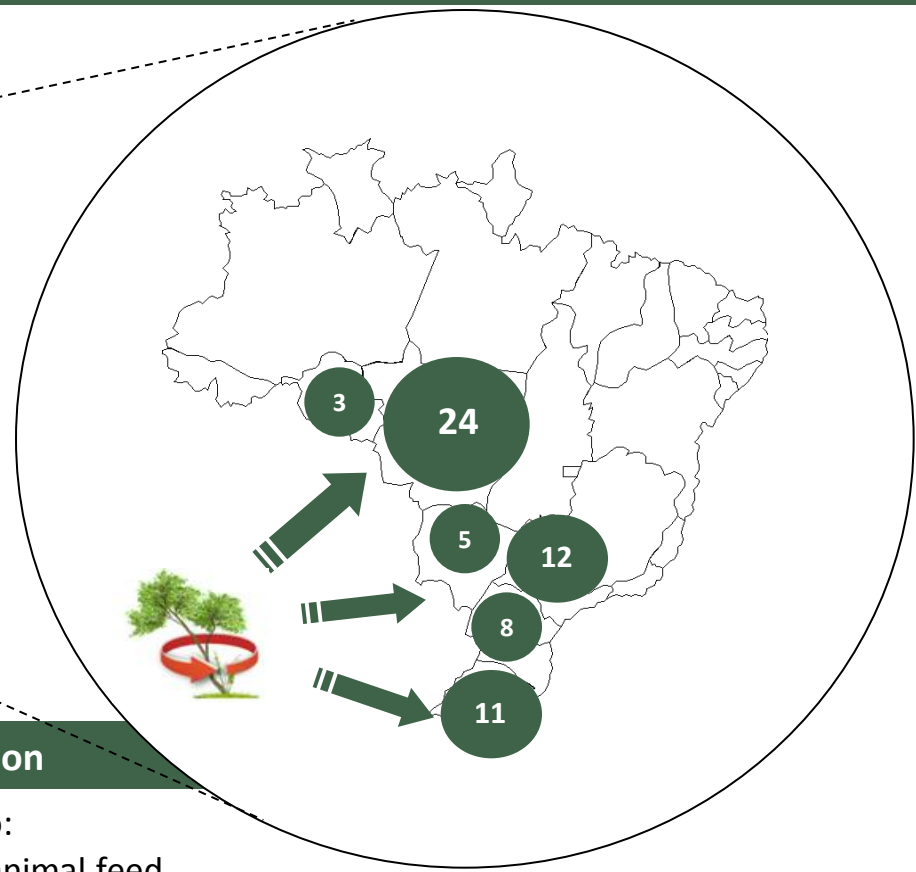
“Triple F + C – F” farming





Paraguay enjoys a strategic geographical positioning

100+ biodiesel refineries in neighboring Brazil



Multiple output possibilities/ revenue optimization

- ✓ Oil output to:
 - Fuel
 - Biochemical
 - Bio pesticides
- ✓ Cattle fattening (meat)
- ✓ Seedcake output to:
 - High protein animal feed
 - Organic high nitrogen fertilizer
 - Biogas
- ✓ Carbon credits
- ✓ Honey (apiculture)



Paraguay can become net exporter of biofuels

Land potential Paraguay for biofuel

Agriculture suitable	Million of Hec	Usage	Annual @ 25 bbl/hect
Total land	36		
Transformable	5,5	15%	138 mil bbl
Self sufficient level	0,4	1,10%	10 mil bbl

Country	Potential	Yearly Oil Consumption	Percentage
Paraguay	138 mil bbl	10 mil	14X
US		6,840 mil	2%
Uruguay		14 mil	10X
Brasil		885 mil	16%
Sweden		130 mil	100%

Source: Estaticas Agropecuarias, TerViva, Nationmaster stats (1bbl is 159 liter)



Strategic partners and service providers

Pongamia Services Partner: Terviva



- ✓ The Company has an exclusive distribution and services agreement with TerViva for the Paraguay territory. Under the agreement the Company has access to the genetically modified tree IP of TerViva and their entire team of agronomists and scientists.
- ✓ TerViva (www.terviva.com) based in the California, US has developed an ultra-low cost, environmentally-responsible feedstock for the production of biodiesel. At the heart of TerViva's technology are elite strains of the Pongamia tree. The TerViva proprietary trees exhibit robust growth in marginal soil and use minimal quantities of water and fertilizer. The energy output or the Net Energy Ratio (NER) of Pongamia biodiesel and its by-products is found to be 25 times the energy used to produce that gallon.
- ✓ TerViva is currently establishing commercial ranches of its elite trees on semi-arid, non-prime land in the US, Central America, and the Caribbean. These ranches will produce oil at a cost far below that of other biofuels and below that of petroleum diesel.
- ✓ Over the next ten years, TerViva's goal is to plant one million acres of trees. At this scale, TerViva will plant nearly 150 million trees; sequester millions of tons of carbon dioxide. Most importantly, TerViva will produce a billion gallons of renewable oil annually – enough to fuel millions of cars and trucks each year.



Strategic partners and service providers

Cattle and Estancia Management Partner: Estudio 3000



Nos Hemos Ganado Tu Confianza...

- ✓ Estudio 3000 (<http://www.estudio3000.com.py>) is a Chaco farming specialist and our partner for soil preparation, cattle and estancia management in Paraguay. Estudio 3000 has been active in the Paraguay Chaco for the last 15 years and currently manages around 10 major estancias ranging from 3,000 to 62,000 hectares in size. Every 2 weeks, the company also organizes televised cattle auctions during which the cattle prizes are established throughout the Chaco.
- ✓ Estudio 3000 and other subcontractors are used for the land clearing and planting and maintenance of the Pongamia trees.
- ✓ The subcontractors are selected on their ability to best manage some of the following areas:
 - Decision making relating to infrastructure implementation and sequence for the best use of available soils
 - Track record in de and re-forestation projects
 - Purchase of supplies (seeds, fertilizers, agrochemicals, grains and by products
 - Commodity sales management
 - Logistics management
 - Labour hiring, crop follow-up and monitoring
 - Staff management and control of duties
 - Control of expenses
 - Execution of plans
 - Stock management (fertilizers, young trees, etc.)



Strategic partners and service providers

Auditors: BDO auditores y Consultores SRL



- ✓ BDO Paraguay (www.bdo.com.py) is part of BDO International which consists of 1,138 offices located in more than 110 countries employing 46,035 people. BDO is placed fifth among the largest auditing and consulting companies in the world. BDO Paraguay has extensive experience in consulting and auditing agricultural enterprises and holds the potential of receiving support from specialists belonging to their international organization.

South America Legal Advisors: Fischer & Schickendantz



- ✓ Fischer & Schickendantz (www.fs.com.uy) is one of Uruguay's leading law and foreign investment advice firms specialized in farmland investments throughout South America.

Local Legal Advisors: Abogados Eduardo Livieres & Guggiari



- ✓ Livieres Guggiari (www.livieresg.com.py) is the leading law firm and notary services in Paraguay specialized in agriculture enterprises and farmland transactions.



Section 5 - Legal Structure and qualitative aspects

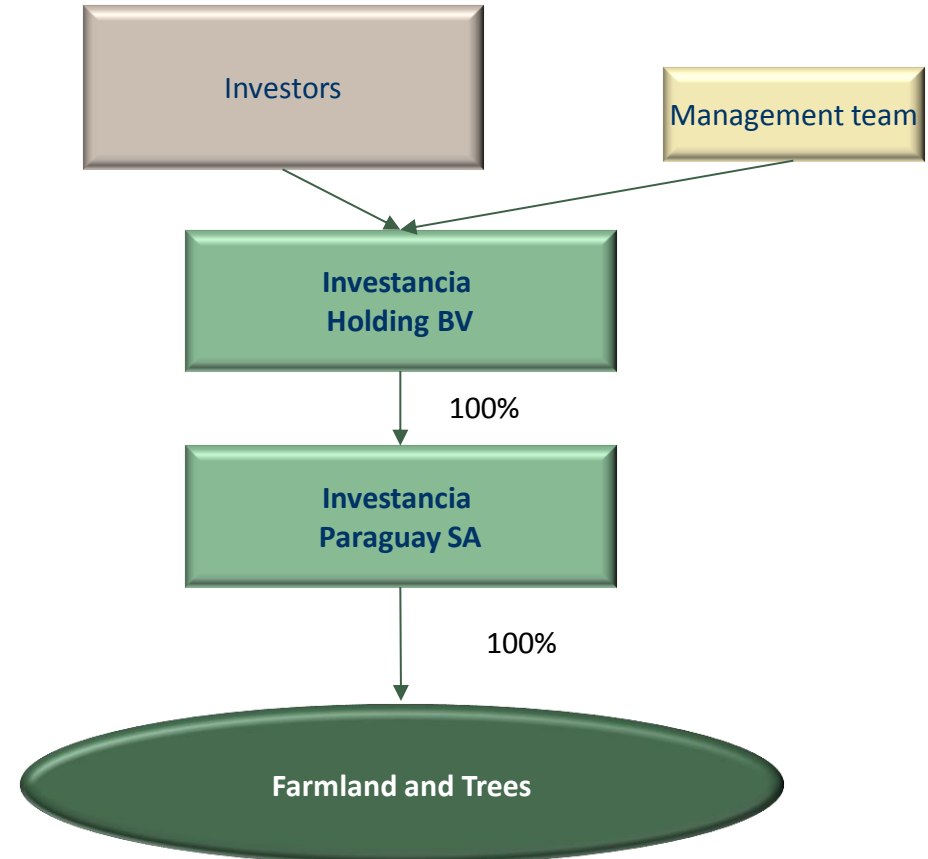




Corporate structure

Most cost effective, secure, and transparent legal structure

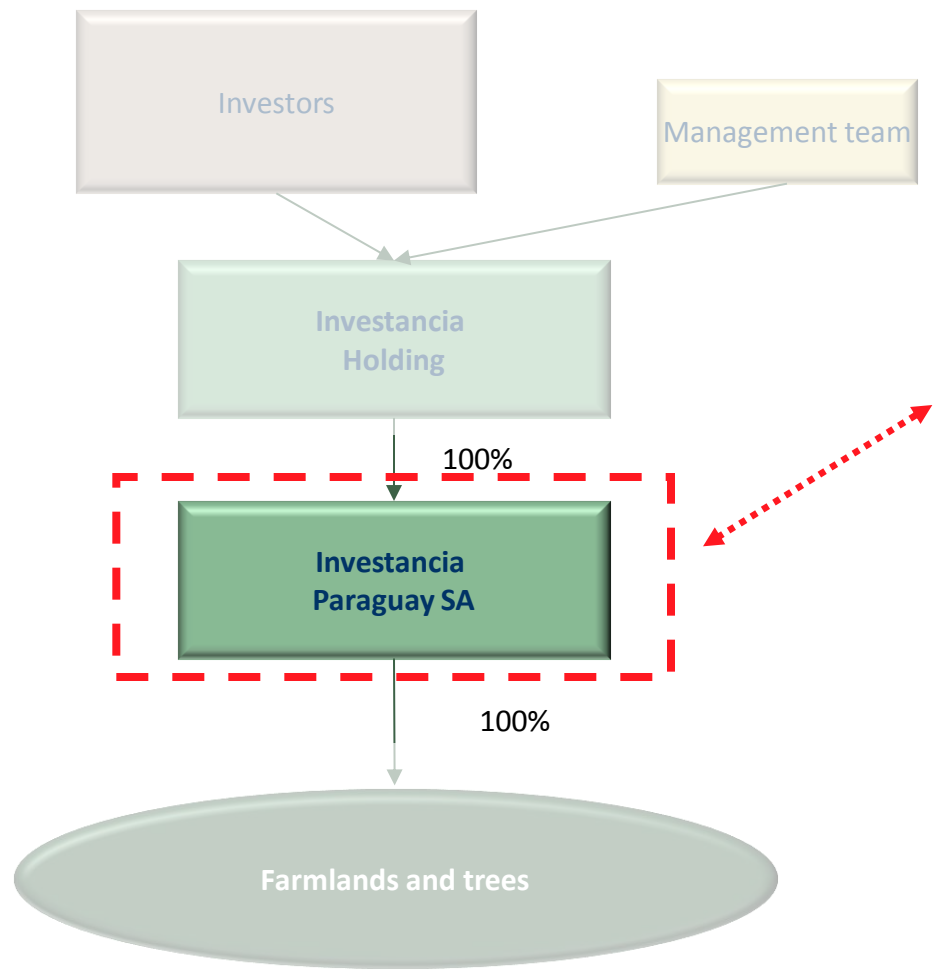
- ✓ No specific legislation on ownership of farmland in Paraguay
- ✓ Any type of investor, individuals, family offices, foundations and corporations can acquire and hold farmland
- ✓ Investancia Paraguay SA is the local operating company in Paraguay
- ✓ Netherlands Holding structure: most used in the world; flexible corporate and favourable tax regime for holding activities, excellent legal and financial infrastructure
- ✓ Provide a large spectrum of investors the possibility to participate directly in energy farmland ownership
- ✓ Returns expected to exceed those of institutional farmland funds





Most favourable tax environment in South America

The following are the Paraguay applicable tax and social security rules



IMAGRO (rural entity)

- ✓ Corporate Income Tax: 10%
- ✓ Dividend Tax: exempt for all shareholders
- ✓ VAT: Exempt
- ✓ Municipal Tax: 1% of capital
- ✓ Company tax: 16.5% on salary
- ✓ Employee tax: 9.5% on salary

IRACIS (commercial entity)

- ✓ Corporate Income Tax: 10%
- ✓ Dividend Tax: 5% for Paraguayans and 20% for non resident shareholders
- ✓ VAT: 10%
- ✓ Municipal Tax: 1% of capital
- ✓ Company tax: 16.5% on salary
- ✓ Employee tax: 9.5% on salary



Political support and authorization

Paraguay Presidency

- ✓ Recognizing the opportunity and land potential, Investancia enjoys direct support from the presidency of the Republic of Paraguay
- ✓ A contact person appointed to liaison with the SEAM being the environmental division of the Ministry of Agriculture

Local Plant Authorization and Certification

- ✓ The fact that there is a related tree that grows in the Chaco called the “algarrobo blanco” (Pongamia in Spanish is called “algarrobo aceitero”) should facilitate the authorization process
- ✓ TerViva, our Pongamia specialist partner already went through the same process in the US and more importantly, the state of California where the plants import rules are one of the strictest in the world
- ✓ Subsequently, we work directly with the government entity SENAVE (El Servicio Nacional de Calidad y Sanidad Vegetal y de Semillas) which appears to be the correct entity for processing imports of new plant species
- ✓ It is our believe that official import authorization and certification, if at all officially required, will be obtained well before the first planting activities which are estimated to start in spring of 2013 (September/ November in the southern hemisphere)



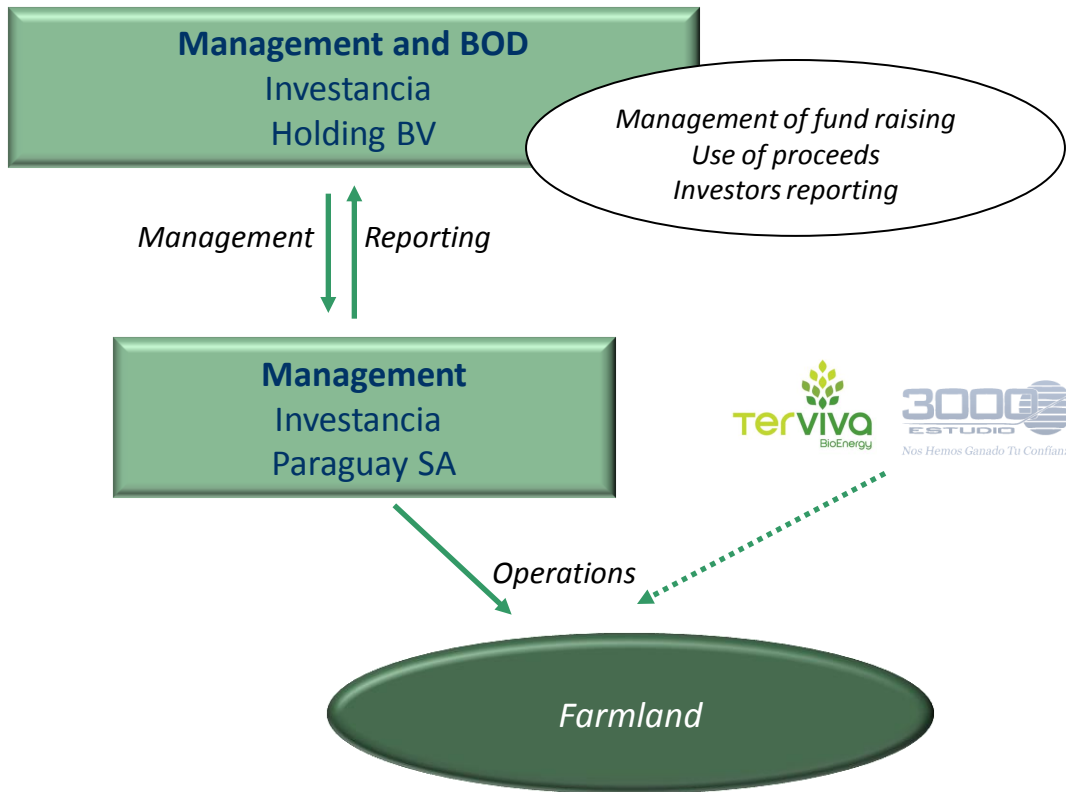
Section 6 - People





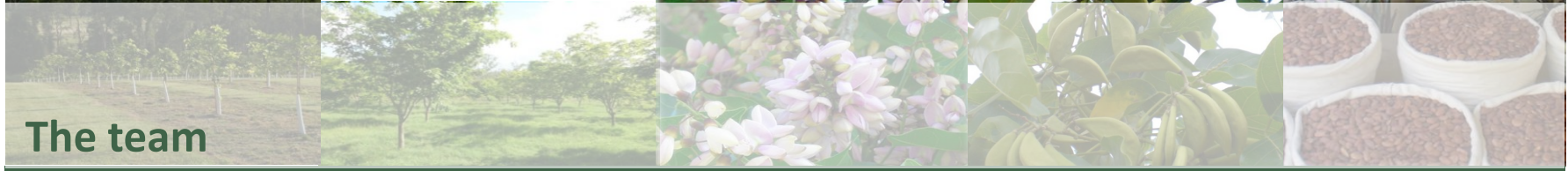
Organization and partners

Management structure



Agro management

- ✓ Highly skilled professionals and partners to source, negotiate, acquire, manage farmland and choices of energy crop, maintenance and harvesting
- ✓ TerViva is world's best-in-class Pongamia specialists with long standing track records in both research and production
- ✓ Estudio 3000 has a 12 year experience in farmland investment and management in the Paraguay Chaco (manages 9 major estancia varying from 4,000 to 62,000 ha in size)



The team

Executive management

<p>Marcel Van Heeswijk <i>Chief Executive Officer</i></p>	<ul style="list-style-type: none"> ▶ Founder of investancia Paraguay SA ▶ International corporate business development ▶ Extensive agriculture business expertise in Uruguay and Paraguay ▶ ESCP MBA course in Paris, Oxford and Berlin
<p>Emmanuel de La Bédoyère <i>Chief Operating Officer</i></p>	<ul style="list-style-type: none"> ▶ Owner and manager of agriculture operations in France's wheat belt ▶ 6 years as M&A banker ▶ Bachelor in agriculture and Master degree in Finance (Paris IX Dauphine)
<p>Wim Boer <i>Chief Financial Officer</i></p>	<ul style="list-style-type: none"> ▶ Founder of CFO-MBK Financial Advisors ▶ Chartered accountant, tax advisor and business consultant ▶ Studied accountancy and Tax law at the University of Groningen
<p>Juan Federico Fischer <i>In-house legal counsel</i></p>	<ul style="list-style-type: none"> ▶ Managing partner and co-founder of Fischer & Schickendantz (Uruguay's leading law firm) ▶ Extensive agriculture business expertise in Uruguay and Paraguay ▶ MBA - Kellogg
<p>José Büttner <i>Board member</i></p>	<ul style="list-style-type: none"> ▶ Director and founder of Bioenergia SAECA ▶ Current President of BIOCAP, the Paraguayan Chamber of Biodiesel ▶ Ex-General Secretary and Director of Mercosur
<p>Peter Gresshoff <i>Advisory Board member</i></p>	<ul style="list-style-type: none"> ▶ Pongomia expert consultant ▶ Professor of Botany at the University of Queensland, Australia ▶ PhD in genetics from ANU (Canberra) and DSc in Molecular Genetics

Board of directors

Description

- ✓ Combined 80 years of relevant experiences in the BOD:
 - Agriculture
 - Business development
 - Finance
 - Legal
 - Corporate governance
- ✓ Active in Latin American agricultural sector since 2000
- ✓ Excellent subject know-how and relationships with land owners in Paraguay
- ✓ "Best in class" Pongamia expertise
- ✓ Close relation with the Paraguayan government



Section 7 - Financials





Financials

Estimated Return on Operations

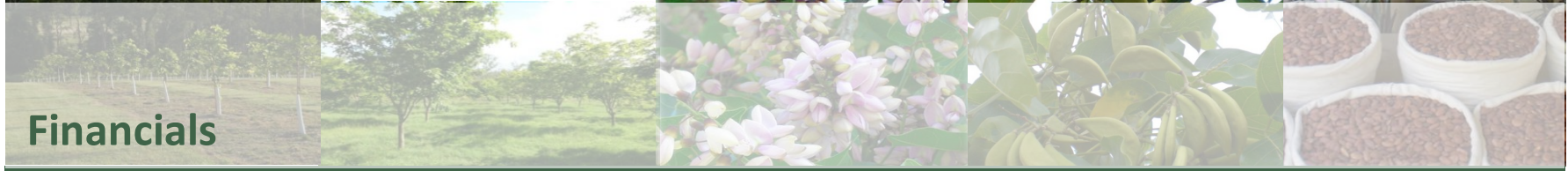
- ✓ Returns from Pongamia plantations with cattle grazing are directly dependent on:
 - Price / quality of the tree material
 - Amount of trees planted per hectare
 - Price / quality of the soils / Amount of rainfall / Temperature
 - World market prices of commodities (crude oil, proteins) / World market prices of carbon credits
 - Price / quality of cattle
- ✓ US\$60 million which is being invested in the purchase of land, trees, the planting and maintenance of the trees and working capital
- ✓ The Business model is scalable in relation to the amount of suitable farmland that can be acquired at comparable per hectare purchase prices

Farmland

- ✓ Continuing appreciation of farmland
- ✓ Increasing demand from neighboring countries such as Brazil, Argentina and Uruguay
- ✓ Upcoming worldwide shortage of farmland
- ✓ Assumption is 10% p.a. base case appreciation (5% for the low case and 15% for the high case)

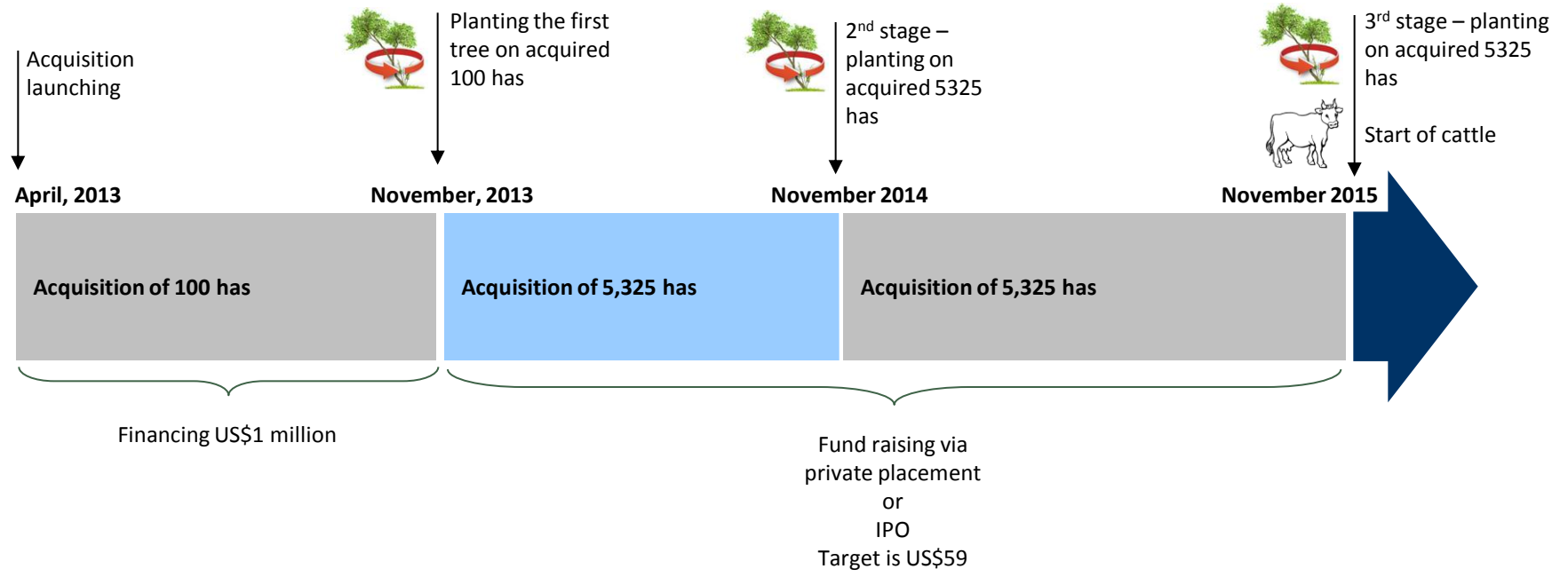
Cattle

- ✓ Cattle cycling, under the trees after 2 years
- ✓ Estimated return on cattle in Paraguay Chaco is US\$160/ha
- ✓ The business model calculates with a net income of US\$50/ha over the 10 years as not all land will immediately be used for cattle grazing



Financials

Planting calendar



The business model is scalable to the amount of suitable farmland that can be acquired



Financials

Land transformation values

- ✓ Total investment: US\$4,087/ha
 - Land purchase price: US\$817/ha
 - Planting price: US\$750/ha
 - Trees + Services: US\$2,520/ha
- ✓ Working Capital: US\$14,695,519
- ✓ **Total Investment: US\$58,627,769**

<i>USD</i>	low	base	high
Average land price/ha	817	817	817
Purchased ha land	10 750	10 750	10 750
Total investment in land	8 779 750	8 779 750	8 779 750
Planting	8 062 500	8 062 500	8 062 500
Trees + Services	27 090 000	27 090 000	27 090 000
	43 932 250	43 932 250	43 932 250
Total investment price/ha	4 087	4 087	4 087
Market capitalisation excl. Liquidity/ha	18 335	32 794	53 821
Land value after transformation/ha	14 249	28 707	49 734
Land transformation/purchase price ratio	3	7	12



Financials

Assumptions to the business case

- ✓ Purchase 10,750 ha over the 3 first years with an average purchase price of 817UD\$/ha:

Farmland Purchase						
Farmland Class	Hec	Pongamia	Cattle	\$ hectare	\$ hc ask	Price
Farmland year 0	100	98%	98%	\$1 000	\$1 200	\$100 000
Farmland year N	5 325	98%	98%	\$875	\$1 000	\$4 659 375
Farmland year N+1	5 325	98%	98%	\$755	\$800	\$4 020 375
Total/ average	10 750	98%		\$817	\$820	\$8 779 750

- ✓ Selection of lands in close cooperation with the Pongamia specialist team – Best price/quality soils relation to its suitability for Pongamia planting
- ✓ Taking into account the local anti-deforestation law to leave a minimum of 50% of the purchased land to native trees
- ✓ 100% equity financing



Financials

Liter cost price calculation

<i>in USD</i>	low	base	high	Terviva
Liters oil / ha	2 572	4 050	5 144	4 050
Agrochemicals & Fertilizers	0,30	0,19	0,15	0,15
Logistics	0,02	0,02	0,02	0,04
Insurances	0,01	0,00	0,00	
Harvesting (including Gaz and Oil)	0,19	0,12	0,10	0,12
Crushing seeds for extraction oil	0,17	0,15	0,17	0,12
Total cost of production per liter	0,70	0,50	0,45	0,44
Transport plus commercial costs	0,05	0,05	0,05	0,01
Royalties	0,08	0,08	0,08	0,08
G&A plus Sales expenses	0,05	0,03	0,02	0,02
Amortization trees, services and planting, land	0,03	0,02	0,01	0,06
Appreciation properties	-	-	-	-
Revenues from Biomass, Organic fertilizer, Carbon Credits	-0,26	-0,26	-0,26	-0,26
Total cost price per liter	0,64	0,40	0,35	0,36
Cost per barrel	\$ 102	\$ 64	\$ 56	\$ 56

- ✓ The “base” business case cost price of US\$0,40 per liter is based on input from various studies and is more conservative than a comparable calculation from US based Pongamia specialist Terviva which uses a cost price of US\$0,36 per liter
- ✓ The base case revenue price used in the model is the latest December 2012 Brazilian government auction price of US\$1,25 per liter which is considered to be a conservative going forward price
- ✓ The chamber of Biodiesel in Paraguay estimates a target price of US\$1,40 per liter to be established with similar government run auctions



Financials

Pro-Forma Income Statement

✓ Land usability: 85% / Payables of 30 days / Yearly farmland appreciation of 10% (base case)

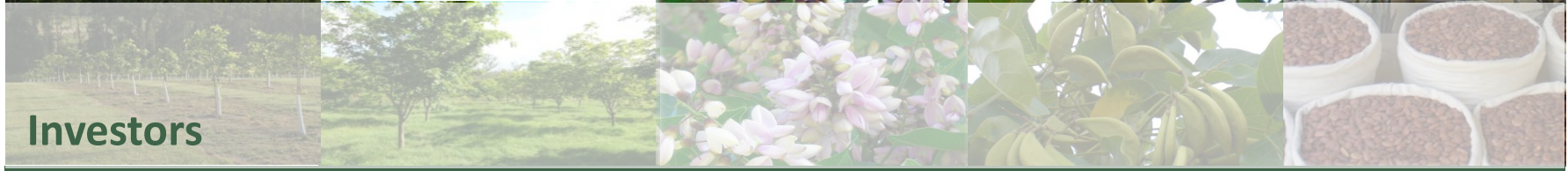
Effective corporate income tax of 10% / Fixed price for Pongamia commodities

INCOME STATEMENT	Year N	Year N+1	Year N+2	Year N+3	Year N+4	Year N+5	Year N+6	Year N+7
OPERATIONAL INCOME								
SALES		0	123	6 715	16 972	26 550	40 565	48 781
	0	0	123	6 715	16 972	26 550	40 565	48 781
COST OF GOODS SOLD	52	2 824	5 600	5 279	7 156	11 498	17 851	21 576
GROSS RESULTS	-52	-2 824	-5 478	1 436	9 816	15 052	22 714	27 205
GENERAL & ADMINISTRATION AND SALES EXPENSES	1 236	1 317	1 317	1 317	1 317	1 317	1 317	1 317
AMORTIZATION TREES, SERVICES, PLANTING			7	355	703	703	703	703
REVALUATION PRODUCTION CAPACITY TREES		0	0	0	0	0	0	0
LAND TRANSFORMATION		476	926	1 018	1 120	1 232	1 355	1 491
NET OPERATING RESULT	-1 288	-3 665	-5 876	782	8 916	14 264	22 049	26 676
FINANCIAL RESULTS								
Bank charges & interest lost	0	0	0	0	0	0	0	0
RESULTS BEFORE TAXES	-1 288	-3 665	-5 876	782	8 916	14 264	22 049	26 676
INCOME TAX	0	0	0	0	0	836	2 069	2 519
NET RESULTS	-1 288	-3 665	-5 876	782	8 916	13 428	19 980	24 157
Free operating cash flow	-1 288	-4 141	-6 795	119	8 499	12 899	19 327	23 370
				2%	50%	49%	48%	48%



Section 8 – Investment case & risk factors





Investors

Possible public listing

- ✓ Investancia Paraguay SA is a 100% subsidiary of Investancia Holding BV which is open and available to any type of investors worldwide
- ✓ Even though farming accounts for 22% of the global agricultural value chain, it makes up less than 1% of market capitalization of listed companies.
- ✓ A public quotation of shares of Investancia Holding company would offer additional flexibility, transparency and liquidity to the all shareholders.

Corporate governance

Investancia respects and adhere to the World Bank's proposed seven principle code of conduct for responsible agro-investment consisting of:

1. Respecting local land rights
2. Ensuring local food security
3. Ensuring transparency and good governance
4. Consultations with all stake holders
5. Responsible agro-investing
6. Social sustainability
7. Environmental sustainability



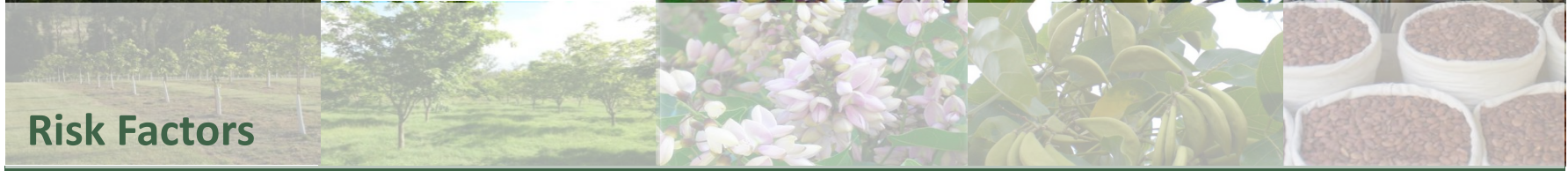
Investors

Key numbers

	LOW	BASE	HIGH
Ha land planned to be purchased	10 750	10 750	10 750
Investment prices			
Purchase price/ha	\$ 817	\$ 817	\$ 817
Planting/ha	\$ 750	\$ 750	\$ 750
Trees&services/ha	\$ 2 520	\$ 2 520	\$ 2 520
Operating costs/working capital			
Year N untill Year N+2/ha	\$ 1 364	\$ 1 367	\$ 1 372
Mezzanine financing	\$ 1 000	\$ 1 000	\$ 1 000
Capital to be raised (x 1.000)	\$ 57 505	\$ 57 505	\$ 57 505
Revenue/ha	\$ 3 241	\$ 4 538	\$ 6 482
Direct costs/ha	\$ 1 670	\$ 1 903	\$ 2 254
Gross margin/ha	\$ 1 462	\$ 2 481	\$ 4 009
General, Administration & Sales/ha	\$ 123	\$ 123	\$ 123
EBITDA/ha	\$ 1 339	\$ 2 358	\$ 3 887
Net result/ha	\$ 1 048	\$ 1 859	\$ 3 108
Shares	20 000 000	20 000 000	20 000 000
Issued shares against capital	28 833 333	28 833 333	28 833 333
Outstanding shares	48 833 333	48 833 333	48 833 333
Fully diluted	48 833 333	48 833 333	48 833 333
EPS Year N Year N+7	\$ 0,27	\$ 0,49	\$ 0,83
EPS Year N Year N+7 fully diluted	\$ 0,27	\$ 0,49	\$ 0,83
PE ratio year N+7	20,0	20,0	20,0
Target Share Price	\$ 5,73	\$ 10,24	\$ 16,79
Market capitalisation (x 1.000)	\$ 280 000	\$ 500 000	\$ 820 000
Market capitalisation fully diluted (x 1.000)	\$ 280 000	\$ 500 000	\$ 820 000

Comments

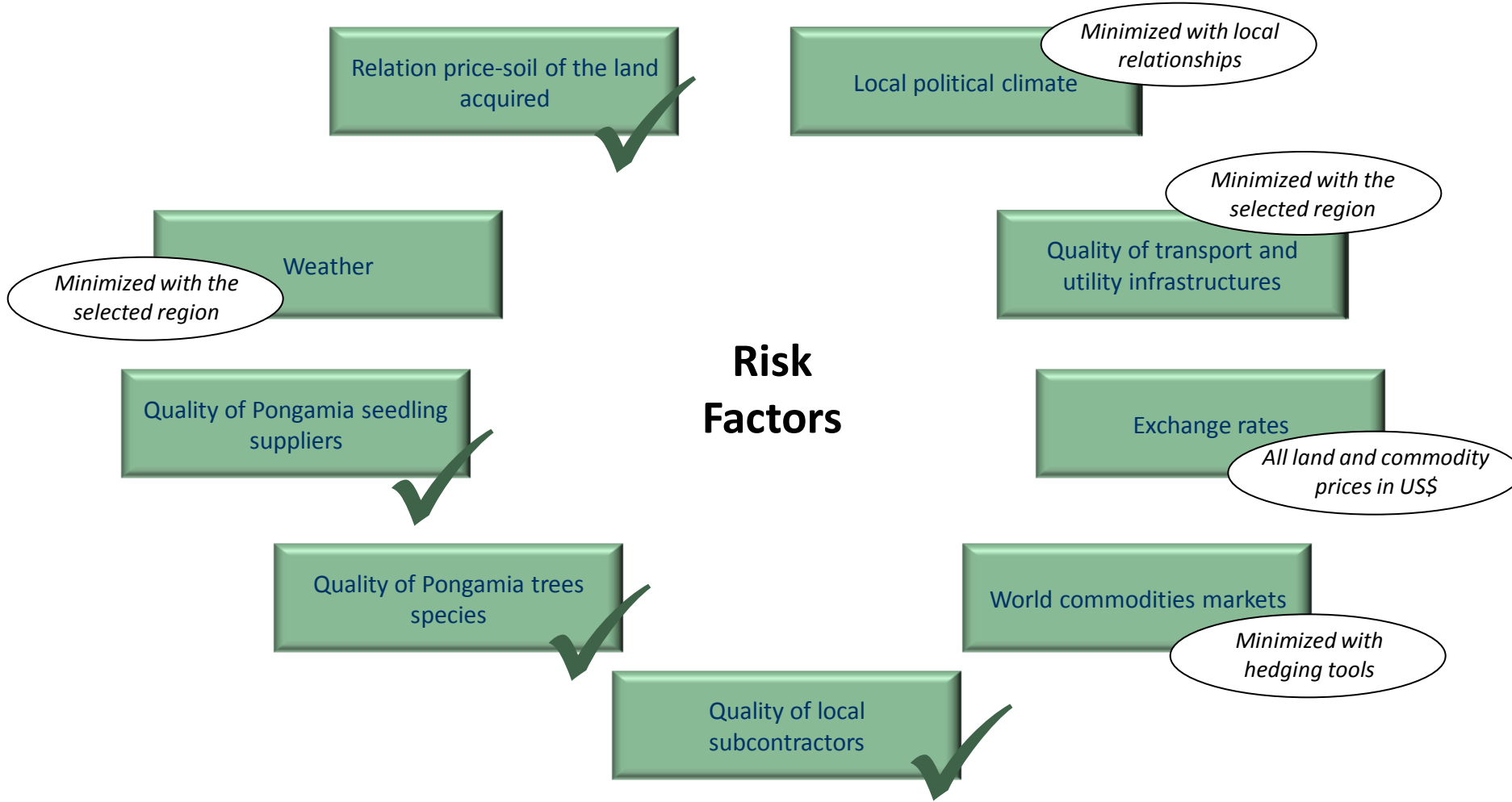
- ✓ Mezzanine round at US\$0,50/share
- ✓ US\$60 millions financing at an average of US\$2/share
- ✓ Target share price at maturity (N+7) of US\$10.24 to US\$16,79



Risk Factors

Non-exhaustive list of risk factors

The following list of risks needs to be considered in relation to farmland investments:





Section 9 – In Closing





In Closing

- ✓ For an explanatory video on Pongamia with Professor Peter Gresshoff:

http://www.youtube.com/watch?feature=player_embedded&v=YFkOuwDX8jw

- ✓ **Quote from agronomist partner after a first site visit to the Paraguay Chaco:**

“Almost every pre-conceived notion I had about this site evaluation trip: the country of Paraguay, the people, soils, climate, and opportunities, and more, has made a 180 degree turn. Business 101 taught us that some of the best investment rewards are created from discovering a niche, market inefficiency, or mis-pricing that others have overlooked. Paraguay is just such a place. One of the first things that struck me was that in some of the areas we visited the country has soils like the US Midwest Corn Belt, a mild growing climate like Hawaii, inexpensive land, good rainfall, ground water, and availability of labour”.

Tom Schenk, TerViva BioEnergy Inc.



Thank you for your interest

