



The new natural latex  
good for the planet & the people

## PITCH

Michel Dorget | CEO

May 12. 2022







The tenacious & trailblazing ambition from GuaTecs' founders:  
**develop, from guayule, the first sustainable premium & local latex, good for the planet & the people**



# A unique integrated solution

## OLD WAYS



## GUATECS' WAY

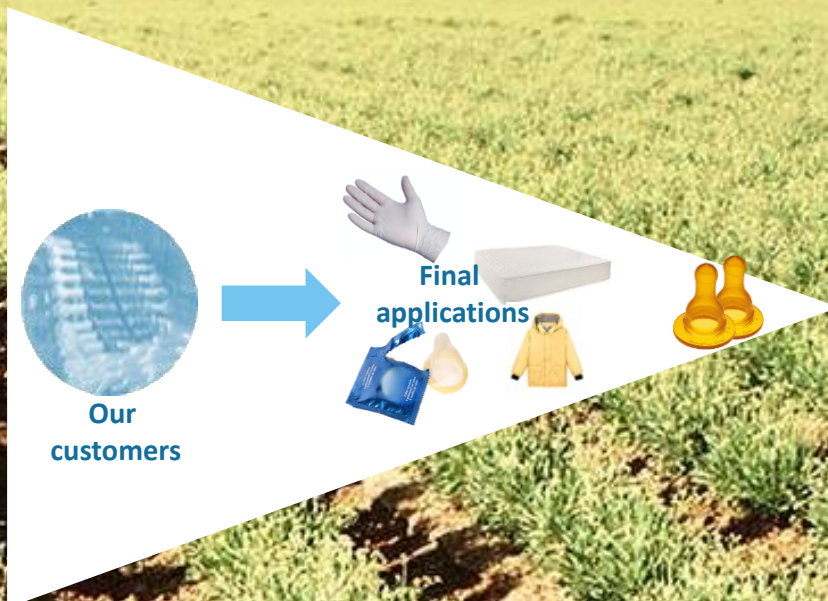


- Local & sustainable crop
- Non-food compete
- Climate-resilient
- Valorise marginal land

- Disruptive & patented
- Cleantech
- Regional footprint
- Biorefinery

- Shorter supply chain
- Support regional footprint

- Natural
- Hypoallergenic
- High applicative performance





Our 350 B€  
markets are  
bankable &  
expecting  
our  
solutions

## Resin & derivatives

“Natural tackifier,  
new bio protective &  
wellness additives”

Wax  
Adhesives  
Pharmaceuticals  
Paints & coatings  
Wood preservative  
Fragrances  
Cosmetics

10s B€  
CAGR > 5%

## Latex

“The only natural  
premium & non-  
allergen latex”

150 B€  
CAGR 3-7%

## Bio-material & additive

“New biocomposite  
& agro additive”

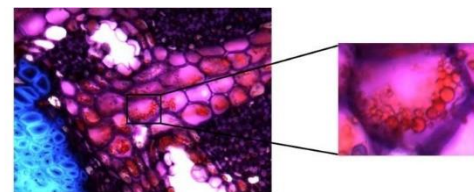
100s B€  
CAGR > 5%

Medical devices  
Toys  
Gloves  
Condoms  
Textile

Activated carbon  
Composite board  
Bioenergies  
Soil amendment



**Patented & competitive technology at pilot stage ready to scale up**



Cellular debris

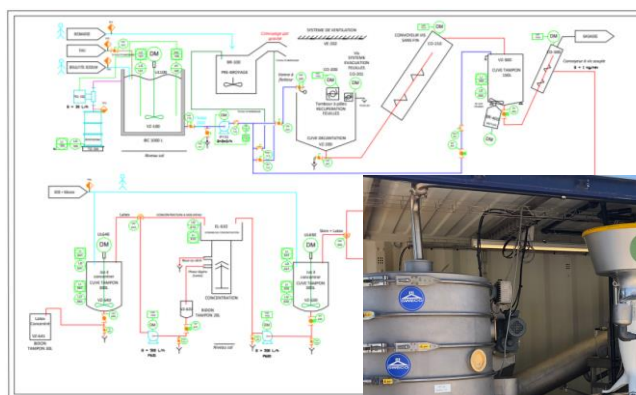
Intact cell

PI particles  
(red balls, points)



Open cell

- 1 global process patent filled (PCT)
- Unique worldwide water-based extraction process for high molecular weight polyisoprene
- On-going thesis to develop water-based resin extraction process at lab stage by 2021

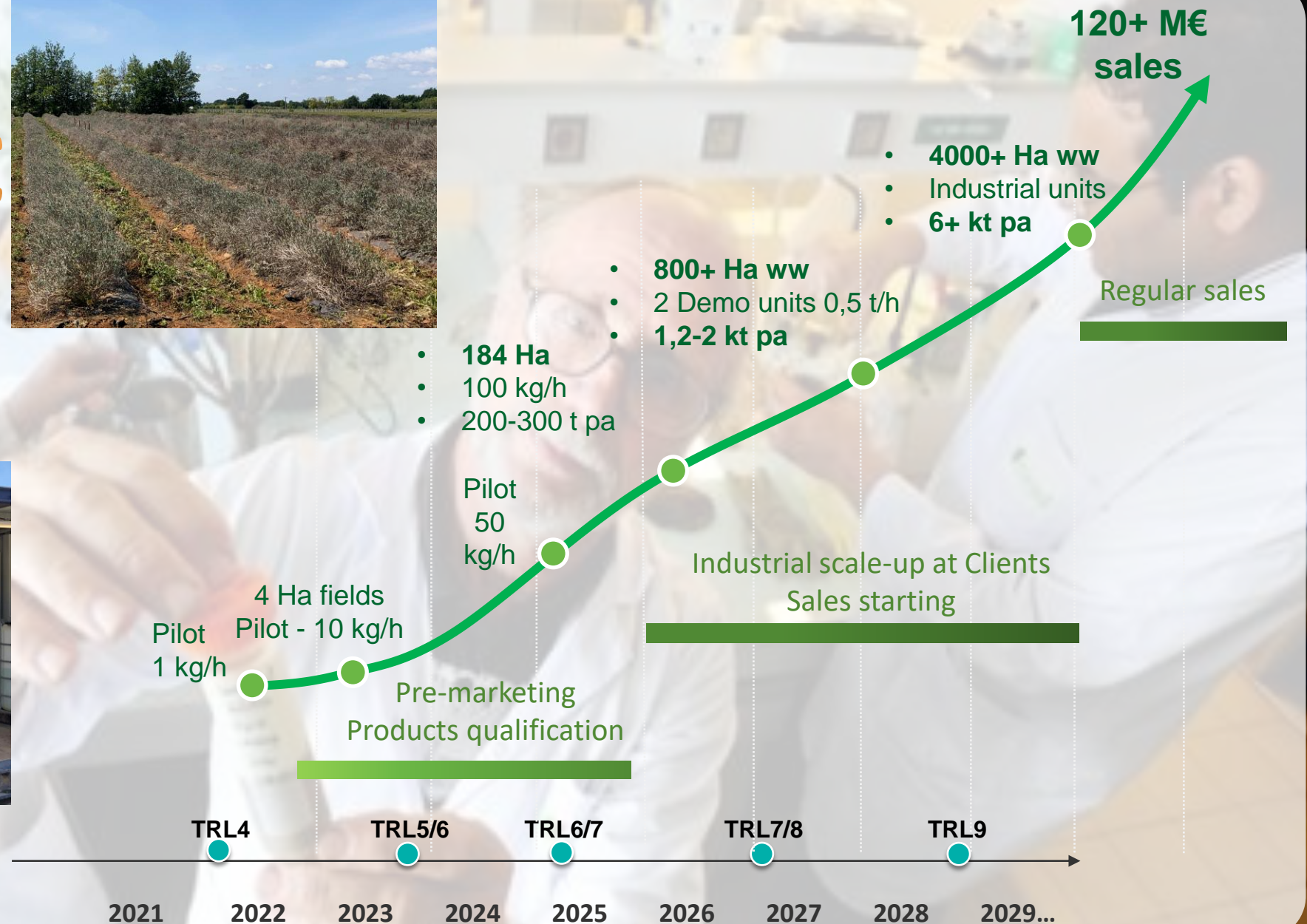


- Pilot of 1-3 kg/h latex – batch process
- Next step by 2023:
  - Scale-up to 10 kg/h then 50kg/h
  - Automation
  - Plug-in water-based resin extraction





Our  
roadmap to  
change the  
game





## Core team & resources

### THE FOUNDERS



**M. DORGET**  
CTTM



**S. PALU**  
Rubber & Latex  
Retired from CIRAD



**D. PIOCH,**  
Bio Refinery  
CIRAD



**E. TARDAN**  
Process Dvpt  
CIRAD

### NEW ASSOCIATES



**A. AMOR**  
R&D leader - PhD  
Process & product  
Development



**F.GARRIGUE**  
Senior Advisor PILI/SEPARATIVE  
CS&BO IMPROVE (part time)

### EXPERTS & PARTNERS

- Former CEO of leading global seed player
- Former COO at Arkema & Ingredients leader
- Former Comex member of major Agro-industrial Group
- Academic leaders in physico-chemistry

### THE OPERATIONAL TEAM



**M. DORGET**  
CEO / CTO



**F.GARRIGUE**  
CBO & Strategy



### R&D & process development team



**A. AMOR**  
R&D leader - PhD  
Process & product  
Development



**D. PIOCH,**  
Bio Refinery Senior  
scientist & Pilot  
qualification leader



**S. PALU**  
Rubber & Latex  
Senior scientist  
Sustainability



**A. ROUSSET**  
R&D scientist -  
Thesis  
Resin extraction  
process development



**L. MESNIER**  
R&D Scientist  
Thesis ESPCI  
Latex stability &  
functionalisation

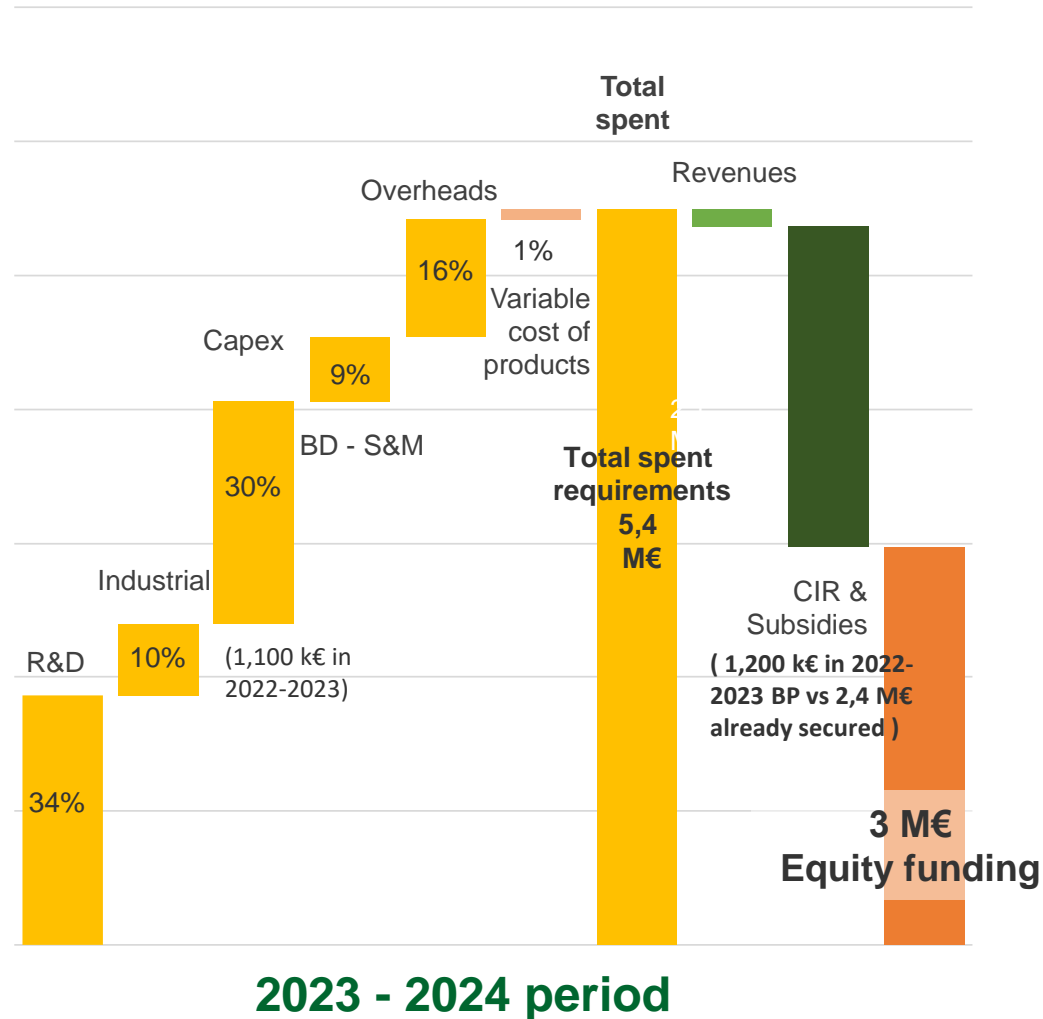


**C. SAVANIER**  
Technician  
Alternance



**A. KEMP**  
Operator  
Part-time

# USE OF PROCEEDS – +3 M€ EQUITY SEED WITH CLOSING BY THE END OF DECEMBER 2022



## Milestones by 2024:

- Ready to build Pilot 50 kg/h including Bio-resin extraction plug-in
- 10 t of cumulated latex production
- Lab qualifications achieved at preferred clients
- + First sales with small series at clients initiated in 2023
- 14 Ha eq guayule sourcing available from 2023 – 84 Ha already planted



# AS A SUMMARY: THE HIGH-LEVEL PROBLEMS GUATECS IS SOLVING

- Existing latices are not sustainable
- 150+ kt natural latices are imported from Asia
- Hevea-base latex is allergenic & insufficient in performance properties
- Only substitutes are fossil-based
- Consumers & application industries waiting for sustainable, healthy & ethic solutions
- >100 000 ha of marginal land only in France



Natural rubber is on the EU critical raw materials list

- Natural & hypoallergenic solution
- High applicative performance
- Disruptive clean process
- Regional-based
- Only local sustainable & renewable-base substitute good for the planet & the people
- High value bio co-products
- Bankable & attractive markets with highly profitable business case
- New non-food compete, climate-resilient & non-invasive crop
- Valorisation of marginal land







# Thank you !

Join GuaTecs, the first sustainable premium & local latex good for the planet & the people