



# Biointra<sup>®</sup>

## GROUP

Presentation

2024

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[www.biointragroup.com](http://www.biointragroup.com)

Our mission

# Innovative Energy Solutions for a **Net-Zero Future**

# Our mission



- We believe everyone has a right to a **clean, healthy environment**. That's why we lower barriers to **clean energy** by transforming hazardous industrial waste into clean, **net-zero energy** through comprehensive solutions.
- We provide **tailored processes** for industrial partners of all sizes and sectors.
- Our standardized solutions help Mexico's leading industries align with the **2030 Agenda for Sustainable Development**.



# Our Sustainable Development Goals:





## Problem statement


Global challenges persist in achieving sustainable and **responsible industrial practices**

- **Growing Production, Increasing Residues:** In 2021, one of Mexico's most iconic alcoholic beverages, Tequila, became one of the most consumed liquors in the world. Just in the US, **Tequila consumption surpassed Whiskey** to become the **second most consumed hard liquor** in the country.
- **Between 2020 and 2022**, Tequila production increased by over **40%**, with an annual growth rate of more than **5% since then**. In 2023 alone, **598.7 million liters** of Tequila were produced, generating between **5-10 kg of solid residues and 10-15 liters of liquid waste per liter of tequila**.





# Problem statement



Current industry **practices are unsustainable** and have a direct effect on the **environment**



## Regulatory Non-Compliance:

- Tequila companies **fail to comply** with local and international regulations for waste management, **dumping** their residues **in rivers and lakes**, worsening the environmental and social impacts of their operations and the communities they are part of.

As of 2023, there are **120 registered tequila** producers of all sizes, **only 4** of them have residue treatment processes, **none of them comply** with international standards.

- **Barriers for Small and Medium Producers:** The high costs of accessing safe and effective waste treatment solutions exclude small and medium-sized tequila producers, leaving them with limited options to manage their residues responsibly.

**We believe in clean energy solutions**  
available for all companies no matter  
size and production.

At a national level, **industries dozens of times bigger** than the Tequila Industry suffer from the same issue: A lack of **economically viable and environmentally friendly** solutions to their residues.

The **Sugar industry, Beer industry and Wood & Forestry industry** have all a huge amount of **untreated and dangerous waste** material that presents a hazard to the communities they take part in.

We need to

**take action now**





Key differentiators

Innovation  
driving  
**sustainability**  
**for all**



# Key differentiators



- **Generating value out of residue material**

Our **business model** leverages multiple revenue streams through **circular economy** principles, **turning waste into value**. This focus on **revalorization**, rather than disposal, sets us apart from competitors who only treat materials.

- **Patented and tropicalized solutions**

For the past 10 years, we have developed **tailored solutions** for the Mexican and Latin American markets, creating patented processes that deliver standardized energy with **industry-leading** equipment.



**We generate wealth**  
from residues

- **A Fossil Fuel alternative with Net zero emissions**

Using residue materials **reduces production costs**, offering a **fossil fuel alternative** at a fraction of the price. Our patented process certifies our fuels as **Net Zero**.

- **Flexible Business model**

We enable industries to transition to clean energy with **zero investment**. Our self-financing model uses energy savings from our solutions as payment.





Services offered

**Help Key Industries  
transition to renewable  
energies using residue  
materials**



Biontra uses **patented processes** to produce **biofuel** from solid waste and **tropicalized** biogas systems to generate **energy from wastes**.

**Solid waste** is transformed into combustible pellets, providing a standardized alternative to fuel oil and other polluting industrial fuels.

**Liquid waste** is converted into clean energy and biogas through **patented tropicalized processes**, with a **clean water output**.

## Unique solutions catered to unique industries

Services offered

With an initial installation of 4 transformation centers **we aim to treat 80% of Tequila the industry's residues in the next 3 years**

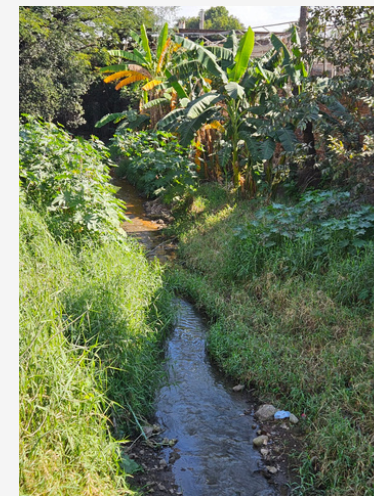
# Services offered



Company uses Fossil fuels to produce goods



Company generates waste as part of their business model



Company brings residues to repurposing center



Company has a high carbon footprint

We integrate the energy seamlessly into their business model



We turn the residues into clean energy

By integrating our solutions, they become "Net zero" and are entitled to green certifications



## Trustworthy **and Certifiable solutions**

Our processes are **globally certifiable** and extend these certifications to our clients and partners, becoming a key part of our value proposition.

Certifying their processes based on **traceability and emission standards**, allows our partners to open new doors in new markets.



Industry Leading Technology



Industry Leading Technology



Revenue Model

**Scalable and Replicable**  
Revenue Model for  
Multi-Industry Impact

## Local and International **partnerships**

**Partnerships:** Our close collaboration with governments, energy regulation entities and industrial partners helps us extend our reach to a diverse set of industries with similar issues and needs.

We developed projects for the **biggest alcohol companies in the world.**

International entities such as the **Interamerican Bank for Development** have shown interest on us for **international expansion.**



## Globally **scalable**

- **Energy market:** Producing multiple types of energy allows us to participate in multiple markets such as the Energy market as a supplier to the national grid or private entities looking for **clean energy** at **competitive prices**.
- **Fossil Fuel alternative:** Promoting a fossil fuel alternative allows us to expand to **any primary industry** with **high output of residues** looking for **carbon neutral alternatives**.

# Revenue model



	PERIOD OF ANALYSIS	2025	2026	2027	2028	2029	2030
A	REVENUE (IN USD)	\$ 257.671.138	\$ 653.046.389	\$ 1.111.235.543	\$ 1.114.755.956	\$ 1.114.755.956	\$ 1.114.755.956
B	COST OF GOODS SOLD	\$ 34.612.567	\$ 84.735.295	\$ 144.349.754	\$ 144.230.810	\$ 144.230.810	\$ 144.230.810
C	GROSS PROFIT	\$ 223.058.571	\$ 568.311.094	\$ 966.885.789	\$ 970.525.146	\$ 970.525.146	\$ 970.525.146
D	OPERATING EXPENSES	\$ 70.491.361	\$ 170.013.855	\$ 290.266.462	\$ 290.266.462	\$ 290.266.462	\$ 290.266.462
E	OPERATING INCOME	\$ 152.567.210	\$ 398.297.240	\$ 676.619.327	\$ 680.258.684	\$ 680.258.684	\$ 680.258.684
	1 DEPRECIATION	\$ 22.648.435	\$ 59.905.646	\$ 101.182.687	\$ 101.182.687	\$ 101.182.687	\$ 101.182.687
	2 AMORTIZATION	\$ 1.964.665	\$ 4.786.512	\$ 8.162.100	\$ 8.162.100	\$ 8.162.100	\$ 8.162.100
F	UTILIDAD ANTES DE IMP. Y PTU (E)	\$ 127.954.110	\$ 333.605.082	\$ 567.274.539	\$ 570.913.897	\$ 570.913.897	\$ 496.532.813
G	TAXES	\$ 44.783.938	\$ 116.761.779	\$ 198.546.089	\$ 199.819.864	\$ 199.819.864	\$ 173.786.485
H	OTHERS	\$ 12.795.411	\$ 25.203.776	\$ 43.598.012	\$ 45.859.059	\$ 47.756.170	\$ 49.653.281
I	NET REVENUE	\$ 70.374.760	\$ 138.620.770	\$ 239.789.067	\$ 252.224.825	\$ 262.658.936	\$ 273.093.047

\*with existing contracts



Geographic expansion

We are developing solutions for **Mexico's biggest sugar producer with 20% of the country's sugar supply**



## Latin America, **an untapped Market**

- **Latin America faces significant energy insecurity**, with over 92% of Mexican factories experiencing energy shortages in 2023.
- The **region holds one of the highest biomass potentials globally**, thanks to its favorable geography, climate, and abundant agricultural resources.
- **Unlocking biomass potential can address energy shortages**, reduce fossil fuel dependence, and drive sustainable economic growth.





Social impact



A clear focus on **Sustainable  
Development Goals**



**Good Health and Well-being:** By repurposing hazardous materials into clean energy, we directly improve the quality of life of neighboring communities

**Clean Water and Sanitation:** We transform liquid residues into clean energy that can be used in other industrial processes, agriculture or safely introduced into bodies of water.



We believe in a  
**Clean environment for all**

**Affordable and Clean Energy:** By introducing comprehensible business models to our industrial partners, we lower the barriers of entry for clean energy solutions.

**Industry, Innovation, and Infrastructure:** Bringing circular economy solutions to all.

**Helping traditional industries**  
transition into modern  
practices





Empowering positive change

Join the cause