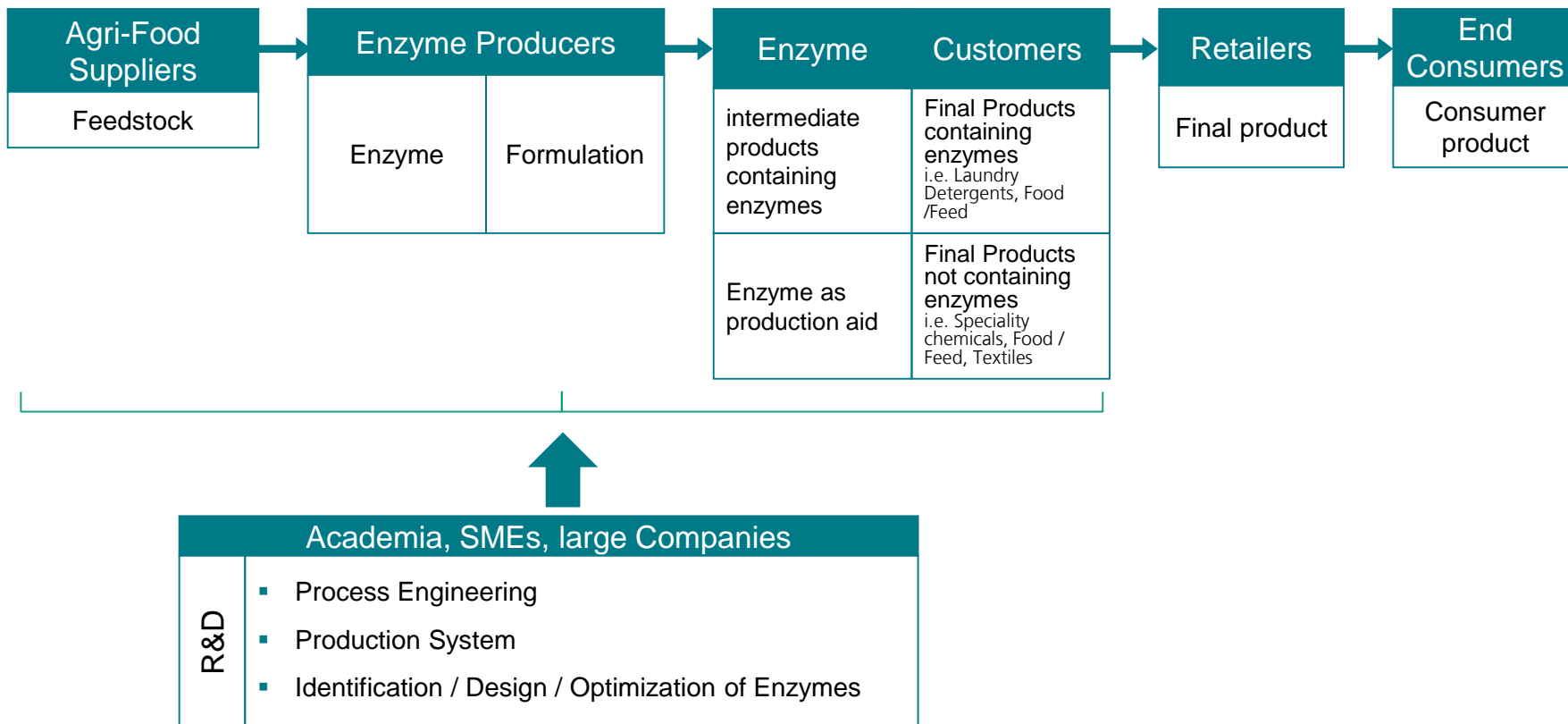

PRIORITIES FOR ADDRESSING OPPORTUNITIES AND GAPS OF INDUSTRIAL BIOTECHNOLOGY FOR AN EFFICIENT USE OF FUNDING RESOURCES (PROGRESS)

Final Conference September 27th, Brussels

In-depth Analysis and Scenarios for Enzymes

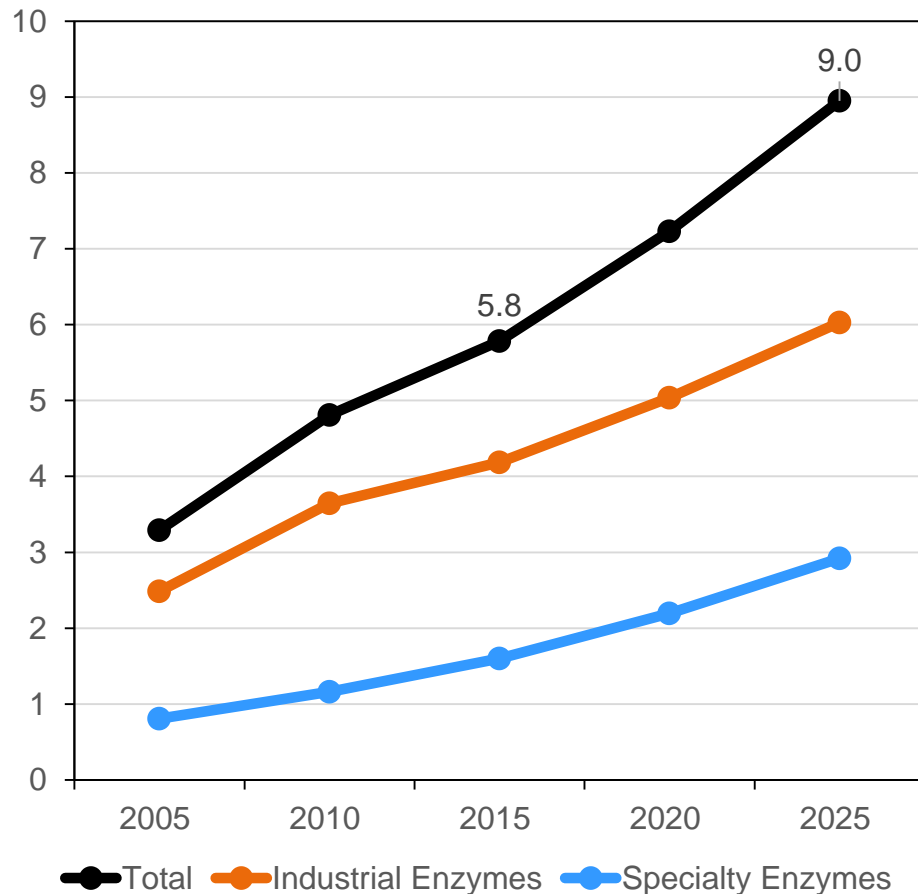
Bärbel Hüsing

Value Chain - Enzymes



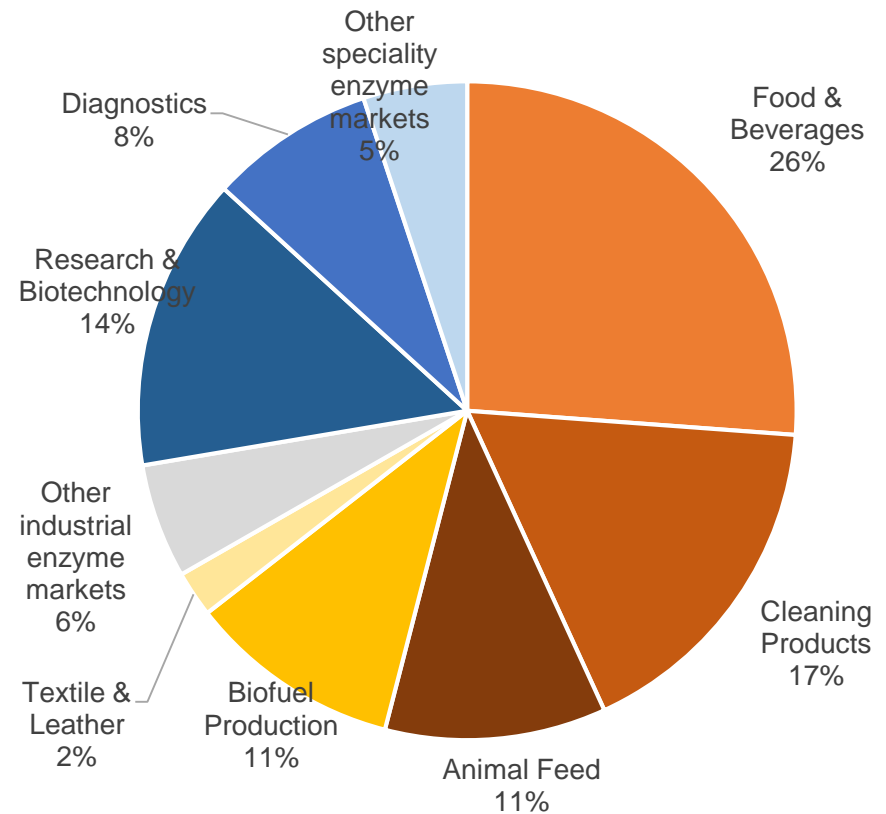
Global Enzyme Market and Enzyme Applications

World Enzyme Demand (billion \$)



World Enzyme Demand, by application

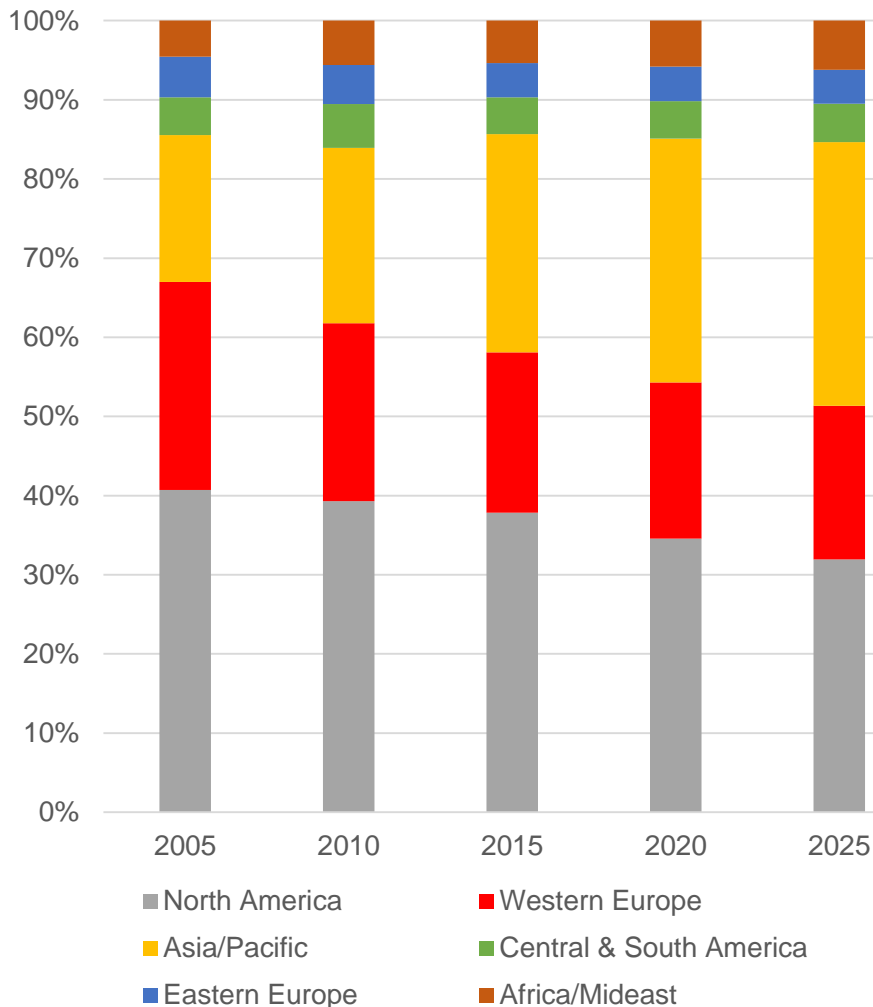
2015, total = 5,8 billion \$



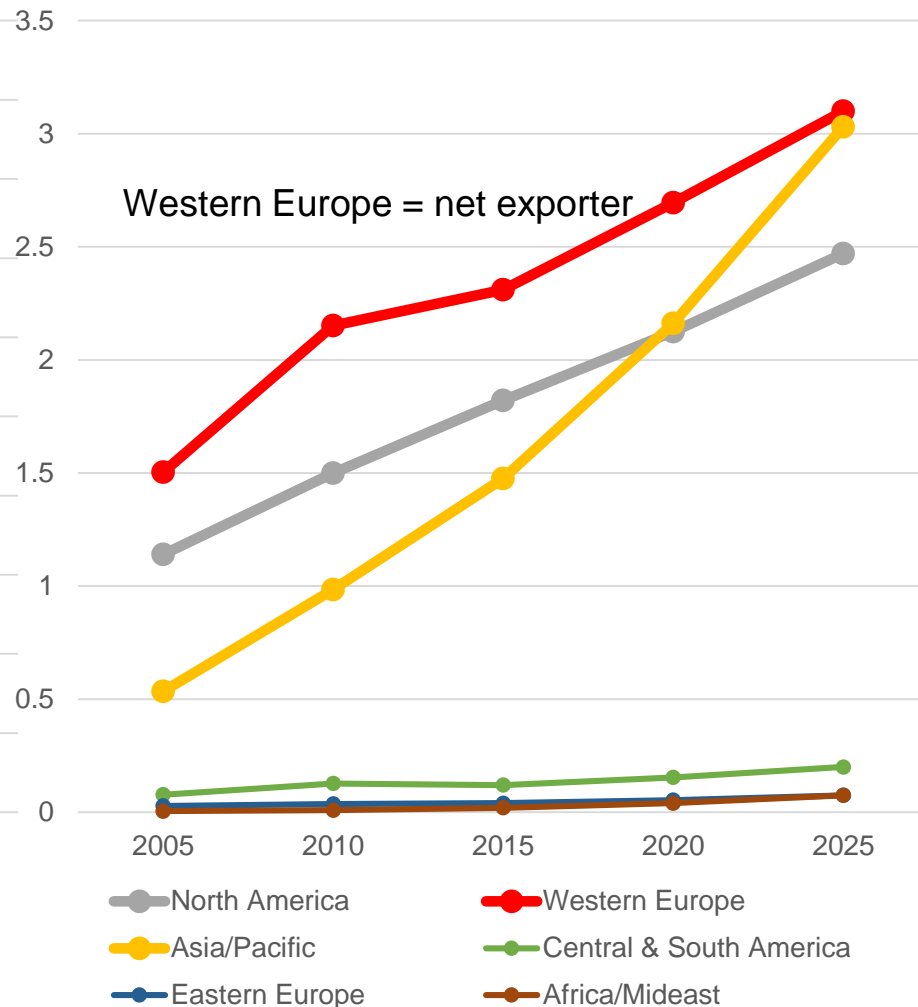
Source: Freedonia Market Research, 2016

Enzyme Market – European position

World Enzyme Demand by Region (billion \$)



World Enzyme Production by Region (billion \$)



Source: Freedonia Market Research, 2016

Key developments and factors for the value chain

Technology	Business	Policy
<ul style="list-style-type: none">▪(Methods for) novel and optimized enzymes▪Novel applications (e.g. waste, customer-specific needs)▪Novel approaches (e.g. multi-enzyme cascades, cell-free enzyme production)▪Academia and SMEs as technology and innovation providers; strong IP position of large enzyme companies	<ul style="list-style-type: none">▪Growth and increased demand by emerging middle class▪Leading position challenged by emerging players (e.g. China, India)▪Strategic focus on technological excellence, innovative products, customer/country-specific needs▪Geographical distribution of activities (R&D, production, sales)▪Market pull dependent on policy framework, oil price	<ul style="list-style-type: none">▪Policy support for substitution of fossil feedstocks, resource-efficient industrial production▪Regulation for technology and safety/health aspects of enzymes

Future Scenarios

1. Technology push, "optimal"	2. High oil price, consumer concerns	3. Supporting policy, global competition
<ul style="list-style-type: none"> ▪ Significant technological progress, new approaches quickly adopted by industry ▪ Intensive cooperation between academia, large and SM Enterprises ▪ Positive perception by customers and end-users ▪ Growth in all market segments ▪ EU leads in innovation and production - even relocation of enzyme production (Asia to EU) 	<ul style="list-style-type: none"> ▪ Replacement of fossil-based feedstocks and chemicals ▪ Enzyme use "in body contact" disfavoured (perception, regulation, R&D investment) ▪ EU focuses on certain industrial uses, loses other segments to Asia which innovates in all fields 	<ul style="list-style-type: none"> ▪ Coordinated EU policy (R&D support, market pull measures) ▪ Moderate knowledge transfer SME – large companies ▪ Intensive competition from Asia/Pacific region, significant advances in R&D and production ▪ Competitive advantage of EU companies over Asia maintained in certain segments due to technology and process innovations

Conclusion

- Enzyme value chain is a key enabler for
 - substitution of fossil by renewable feedstocks
 - for optimisation of environmental performance of industrial production
 - for novel products, processes, services, applications in broad range of process industry sectors and consumer goods
- Significant contribution to value added of final products
- Europe's leading position is challenged by Asia/Pacific region
- Important role of public R&D&I policy, but R&D priorities and strategies of large leading companies equally important
- Focus on technological excellence, innovative products and applications
- Favourable market conditions and demand pull by high oil price, environmental standards and positive public perception

BACKUPS, RESERVE

Patent applications

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