

amyris

DELIVERING ON THE PROMISE OF SYNTHETIC BIOLOGY

Investor Virtual Mini-Series Part 3

Science and Partnerships, Building Blocks for Disruptive, Natural,
Sustainably Sourced Ingredients

April 22, 2021 – 10:00 am PT



Forward Looking Statement

This presentation and oral statements accompanying this presentation contain forward-looking statements, and any statements other than statements of historical fact could be deemed to be forward-looking statements. These forward-looking statements include, among other things, statements regarding future events, including expected 2021 product launches and strategic transactions; future market opportunities, growth rates and addressable target markets; expectations regarding the future demand for clean beauty and personal care in the U.S. and globally; and expectations of delivering industry-leading growth and establishing the foundation for profitable growth, cash delivery and self-funding. These statements are based on management's current expectations and actual results and future events may differ materially due to risks and uncertainties, including risks related to Amyris's liquidity and ability to fund operating and capital expenses, risks related to potential delays or failures in development, production, regulatory approval and commercialization of products, risks related to Amyris's reliance on third parties with respect to collaboration agreements and related contractual obligations, the ultimate duration and severity of the COVID-19 pandemic and potential disruptions and impact to our business operations and financial condition, and other risks detailed from time to time in filings Amyris makes with the Securities and Exchange Commission, including Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Amyris disclaims any obligation to update information contained in these forward-looking statements, whether as a result of new information, future events, or otherwise.

Totals in this presentation may not foot due to rounding.

Agenda

- 1 | Introduction
- 2 | Ingredients Platform
- 3 | Panel Discussion
- 4 | Q&A



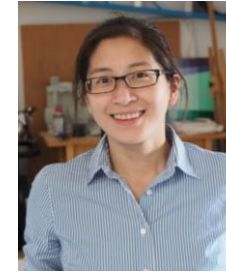
John Melo
*President and Chief
Executive Officer*



Han Kieftenbeld
Chief Financial Officer



Eduardo Alvarez
Chief Operating Officer



Annie Tsong
*Senior Director
Product Innovation*

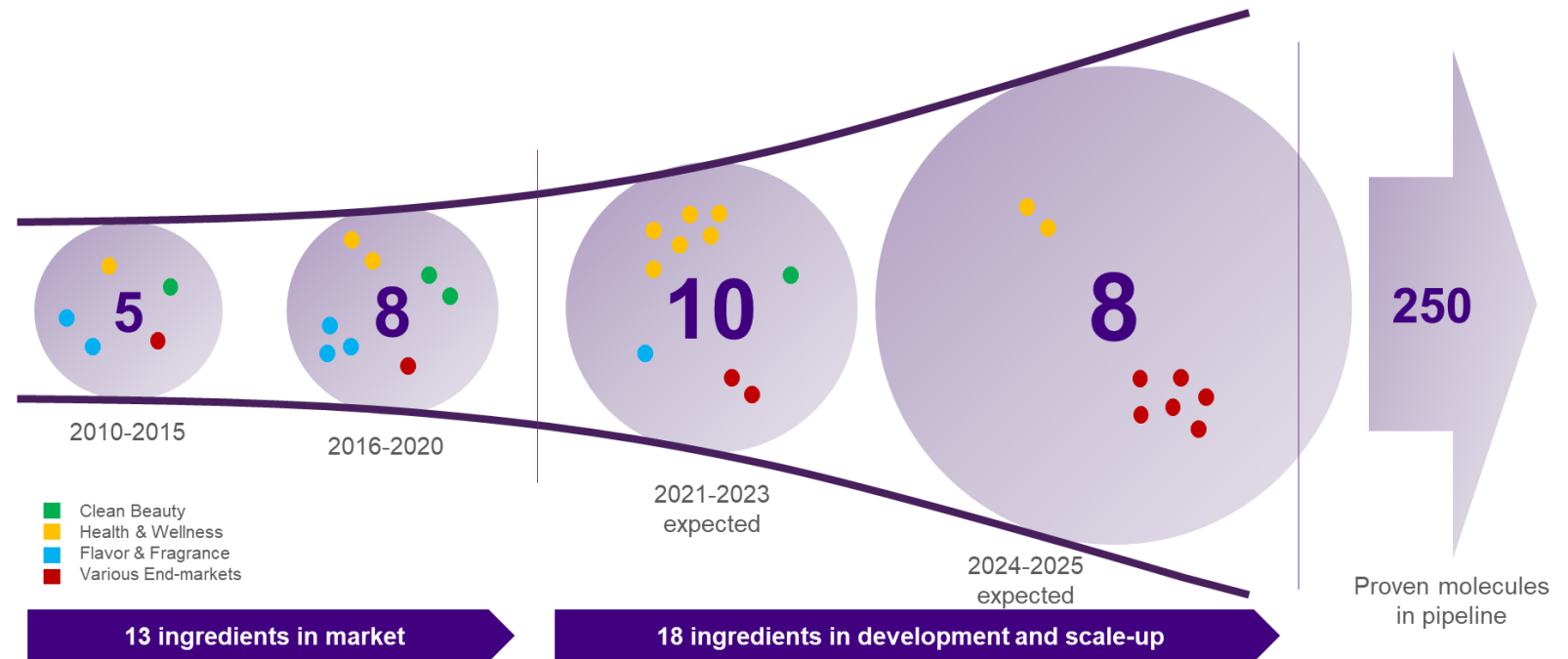


Guest:
Fernando Galletti De Queiroz
Chief Executive Officer, Minerva Foods

Our Proprietary Lab-to-Market Process Disrupts and Delivers

Leading synthetic biology platform delivering unique ingredients from sustainable sources

Our **Ingredients Pipeline** has delivered unique, natural, sustainably sourced, platform molecules that disrupt markets and enable the ESG agenda of industry leaders



Previously In The Amyris Virtual Investor Mini-Series

Part 1: Science and Technology

Sustainable Solutions for a Healthier Planet
December 15, 2020

Our proprietary **Lab-to-Market** operating system delivers predictable commercialization, significant cost reduction and fast time-to-market



Part 2: Consumer Brands

The Science Delivering Clean and Sustainable Consumer Products
February 9, 2021

Our **Consumer Brands** deliver on the No Compromise[®] promise for health, clean beauty and personal care products that make people and our planet healthier



Sustainability Is At Our Core

Our commitment to environmental stewardship and social responsibility continues to earn us external recognition



Bonsucro certification of sustainable sugarcane production

#23 in Real Leaders 2021 Social and Environmental Impact Awards

No. 1 Hottest Company in the Advanced BioEconomy in 2021, BioDesign and Engineering category; Top 5 Renewable Chemicals and Materials category

100 Greatest Innovations of 2020 (33rd Annual Popular Science Best of What's New Awards)



- **My Green Lab Platinum Certification** of our laboratories
- Achieved **carbon neutral shipping**
- Exceeded target of 90% **hazardous material waste** recycled or repurposed
- Joined the **United Nations Global Compact**
- Launched *The Clean Academy Impact Awards* to provide monetary **awards for ocean conservation** projects
- Established partnerships and made **donations** to support ocean conservation, hunger relief, diabetes research and the safety and health of frontline health workers

Financial Sustainability

- Continued strong revenue growth from product portfolio
- Well positioned development pipeline to deliver new ingredients at scale
- Reduced debt from \$297M at start of 2020 to \$105M at end of Q2 2021 of which \$50M is convertible to equity (i.e. net \$55M)
- Current cash balance \$250M
- Expected >\$250M in future earnouts and milestone payments

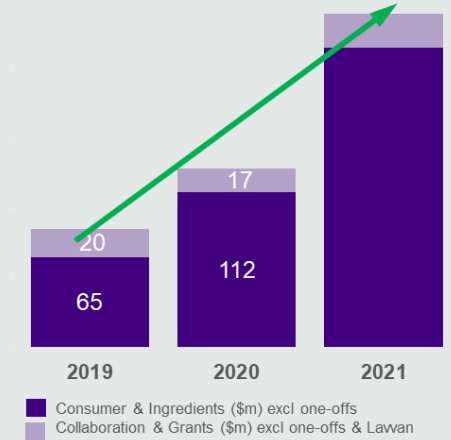
Evolving our business model and product portfolio: recently completed two strategic transactions evidencing value of technology platform and creating clear path to self sustaining cash flow

Growth and Liquidity

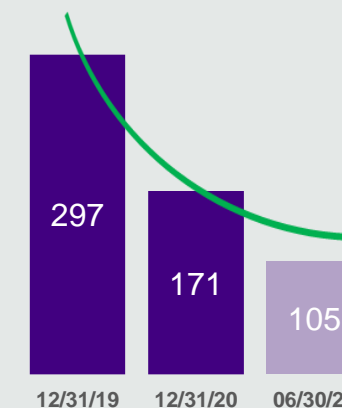
Underlying Sales Revenue \$m

+72% Product Revenue
2020 vs 2019

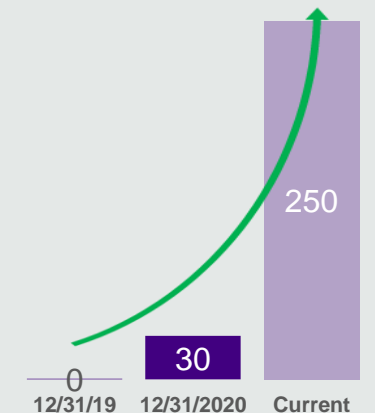
+197% Consumer
Revenue 2020 vs 2019



Debt \$m



Cash \$m



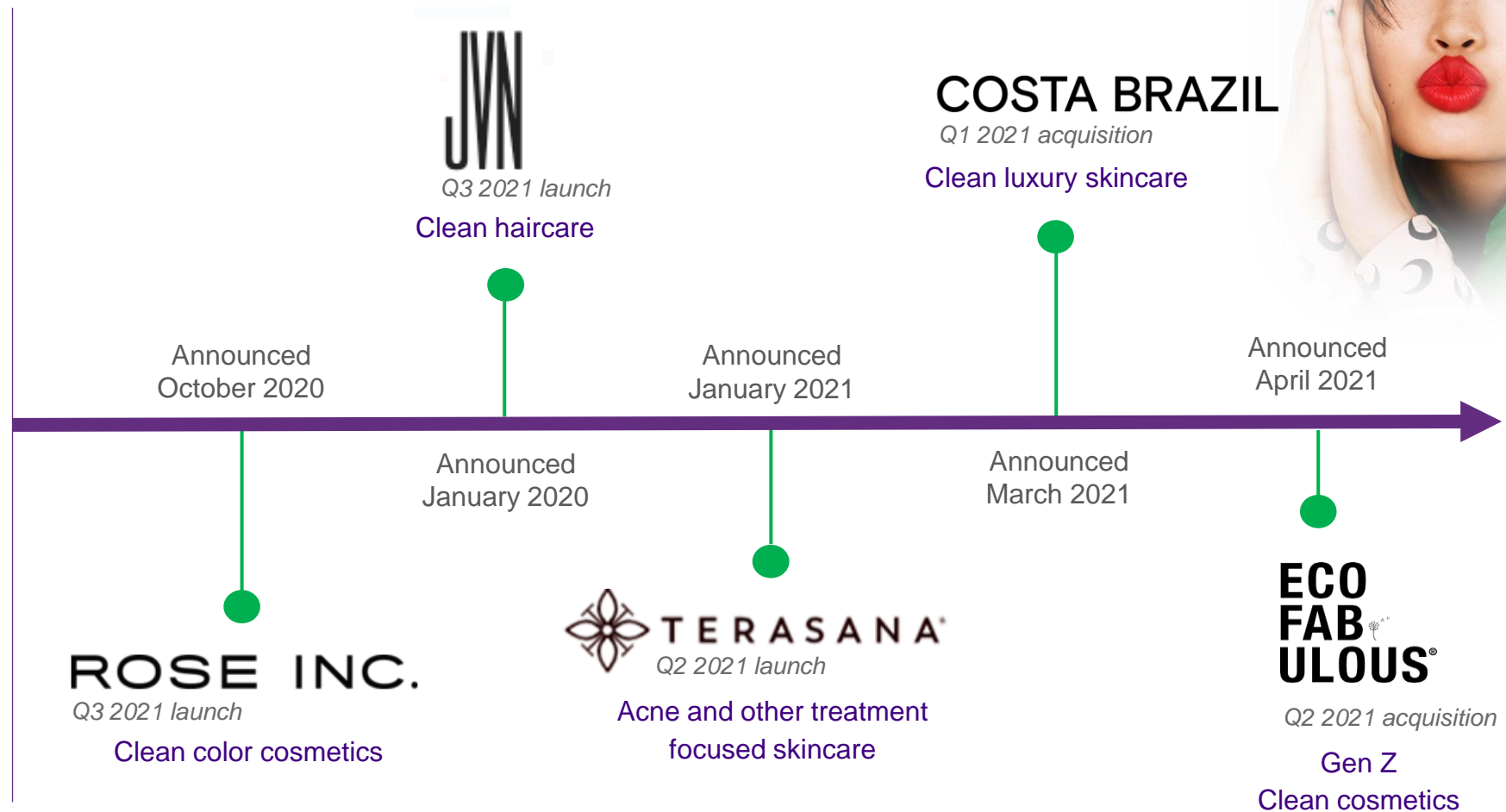
Building Blocks: Evolving Our Consumer Brands Portfolio

Our **Consumer Brands** deliver on the No Compromise® promise for health, clean beauty and personal care products that make people and our planet healthier

BIOSSANCE.
2017 launch
Clean skincare

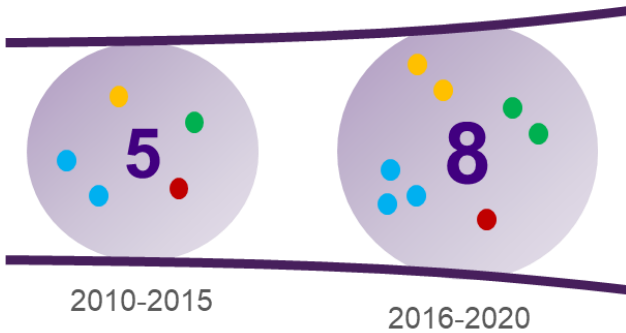
pipette
2019 launch
Clean baby & family care

purecane™
2019 launch
Alternative Sweetener



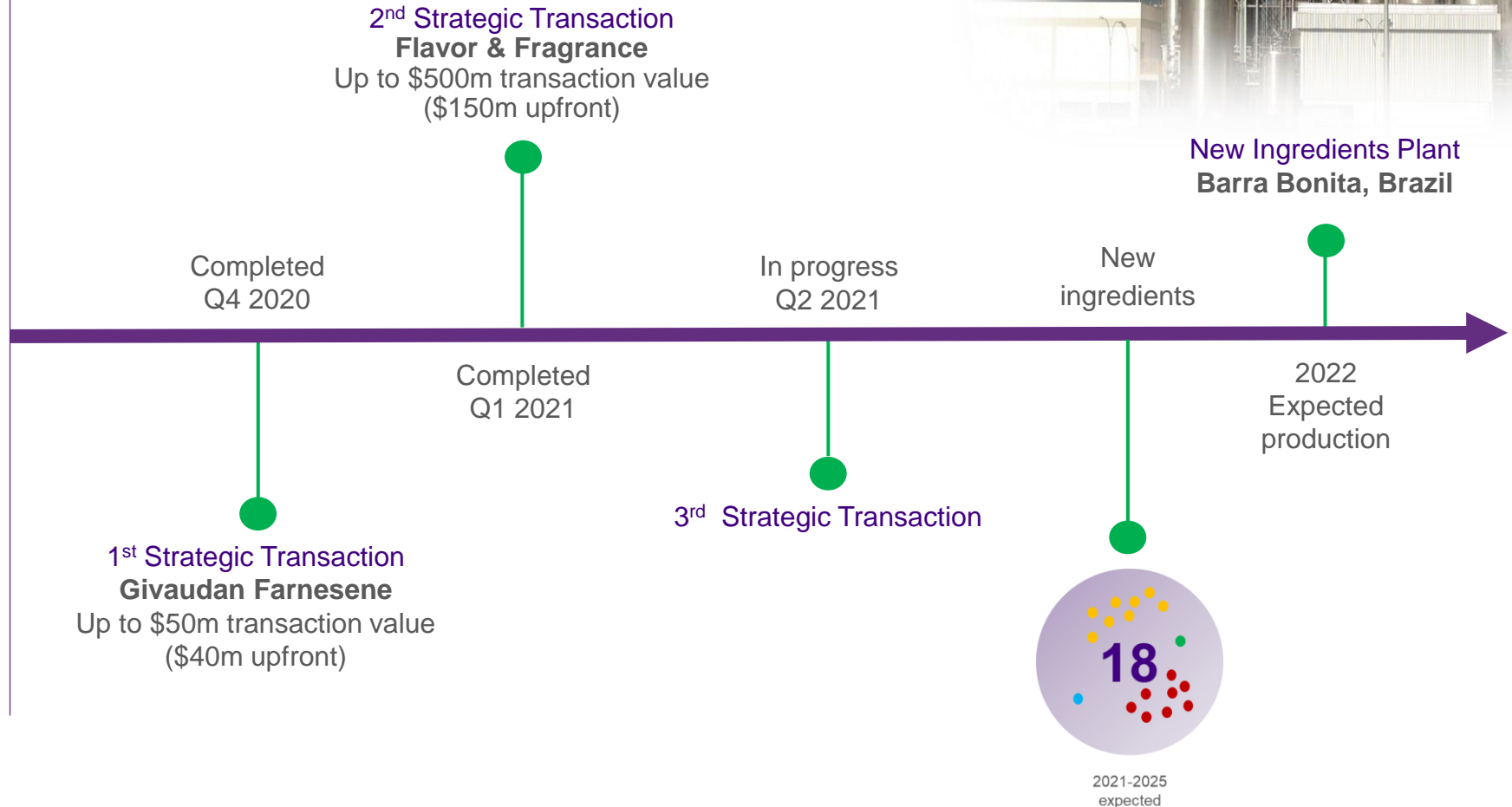
Building Blocks: Evolving Our Ingredients Portfolio

Our **Ingredients Pipeline** delivers unique natural, sustainably sourced, platform molecules that disrupt markets and enable the ESG agenda of industry leaders



- Clean Beauty
- Health & Wellness
- Flavor & Fragrance
- Various End-markets

13 ingredients in market



Synthetic Biology is Capable of Remaking Most of the World's Chemistry

Global chemicals market was \$4 trillion in 2019¹



Intermediary chemicals serve as building blocks for most consumer products

Traditionally molecules are either plant or animal-derived or petrochemical-based



Consumers want companies to replace their hydrocarbon-based products with ones that are more environmentally friendly and sustainable



Synthetic Biology is capable of remaking most of the world's chemistry

It is better for the planet, better for people and also becoming better for profits



At Amyris, we successfully develop, scale and commercialize

We are a platform company that leads the sector with science that designs solutions with the end in mind.

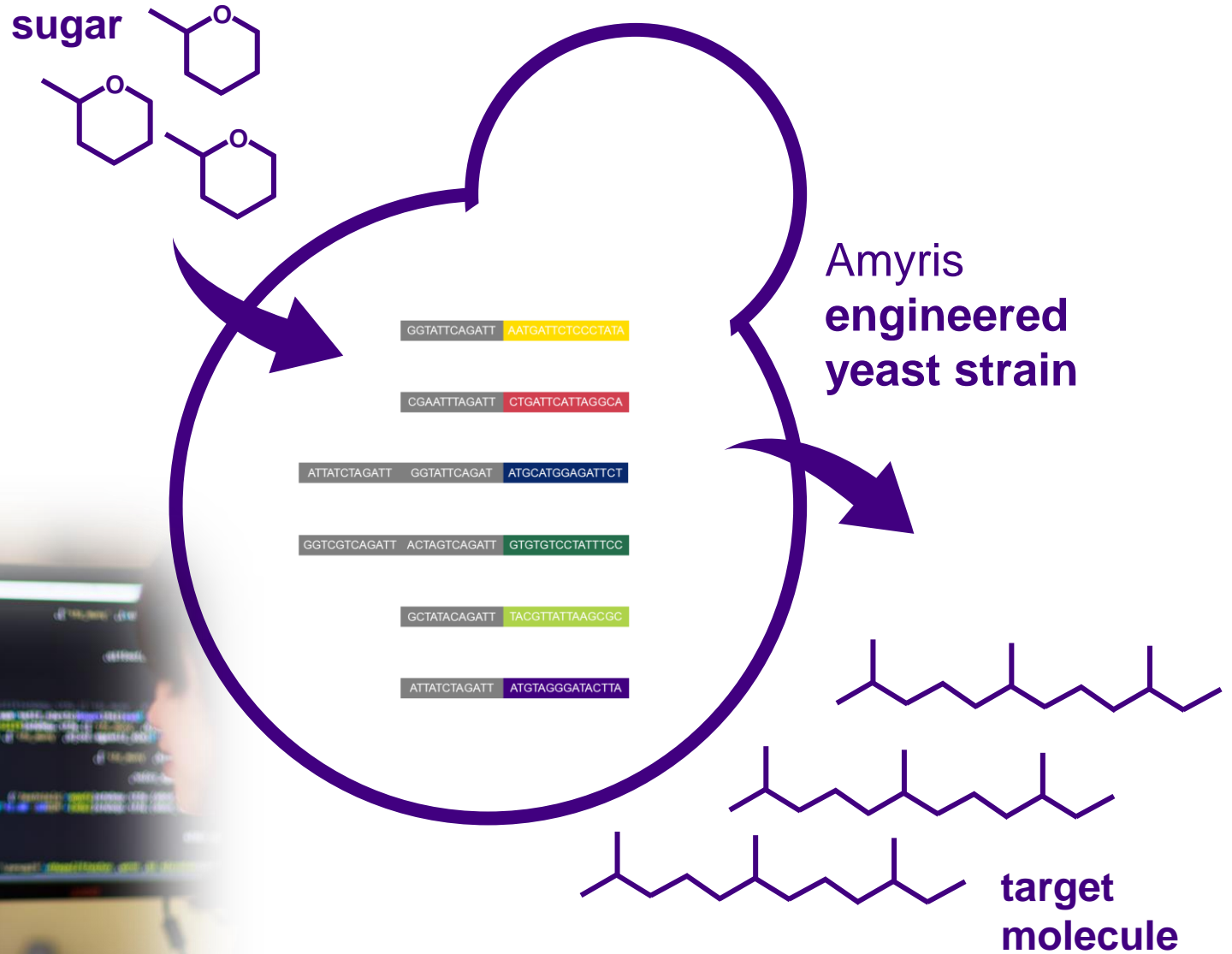


We work with partners to identify the market opportunity, drive adoption, and determine what attributes make a real difference in formulation

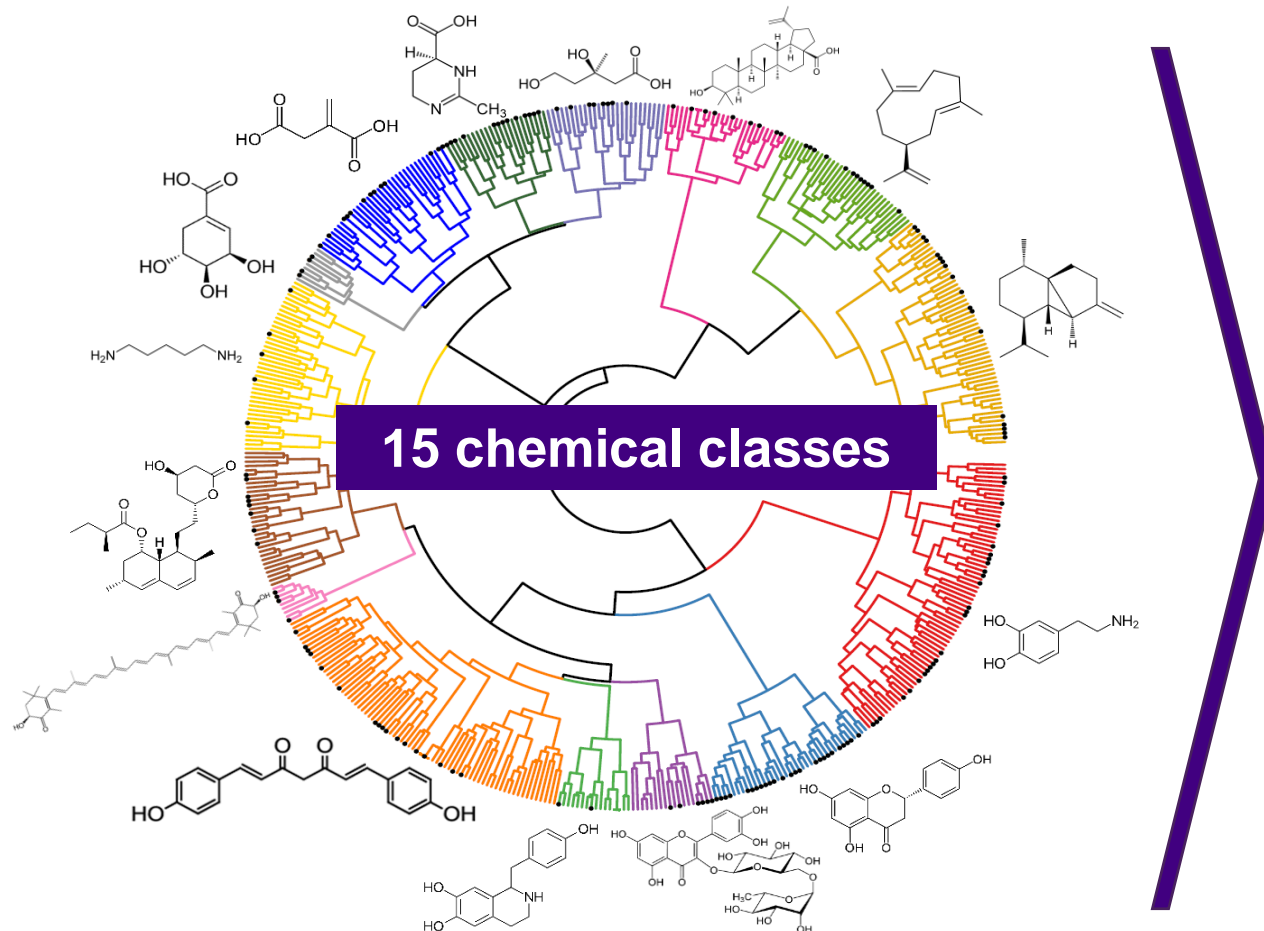
¹ Source: Statista (2021). 2019 revenue was \$3.94 trillion. Report: Total revenue of the global chemical industry from 2005 to 2019.

Clean Chemistry Powered by Biology

Our yeast transform sugar
into pure ingredients



Our Lab-to-Market Operating System Unlocks Access to Enormous Biochemical Diversity



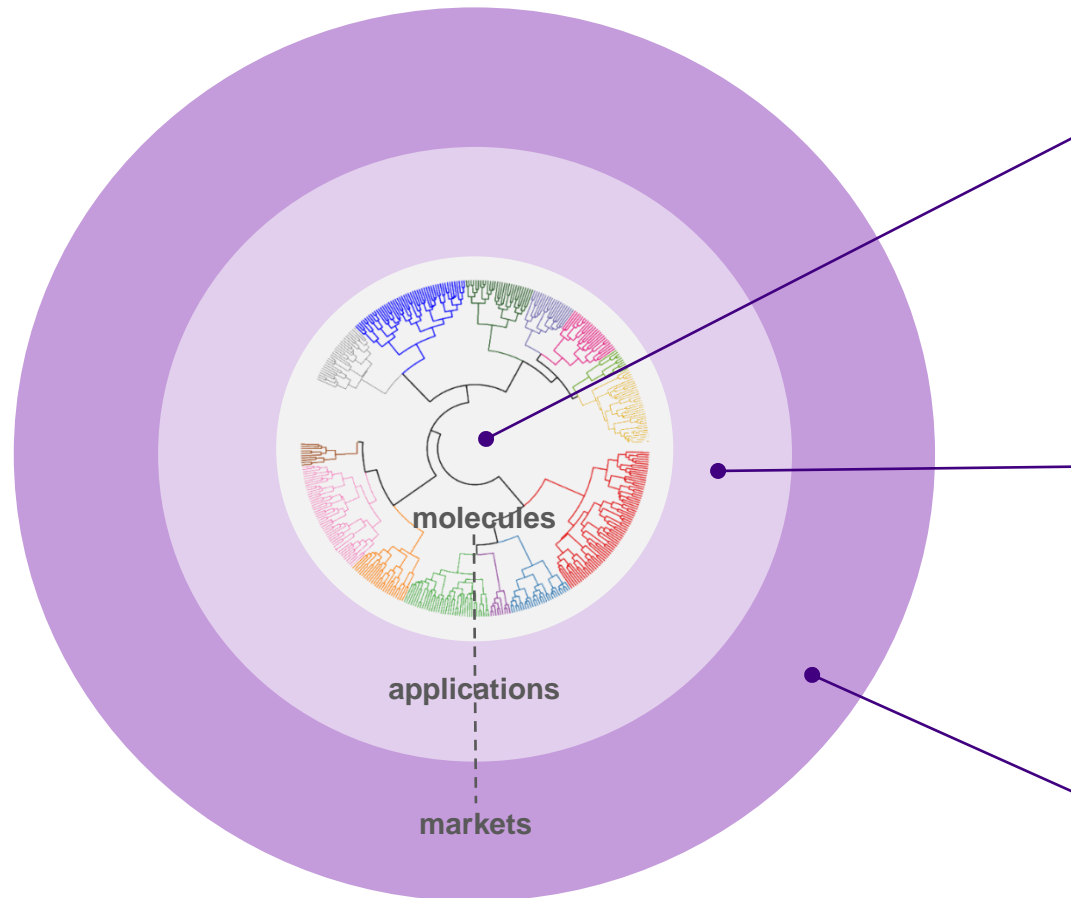
> **20** pathways

> **250** molecules produced through fermentation

> **100,000's** of molecules of diverse structure and function

Success Comes From Connecting Ingredients to Applications to Markets

We built a vertically integrated development pipeline to connect ingredients to applications and markets



Our technology delivers **ingredients** at unparalleled pace and scale

- We can access 100,000's of molecules with diverse functionality
- We have scaled 13 molecules – up to kiloton scale
- We are constantly expanding our leadership in technology and scale-up

Note: Molecules to create high performing ingredients. The term molecules and ingredients are used interchangeably

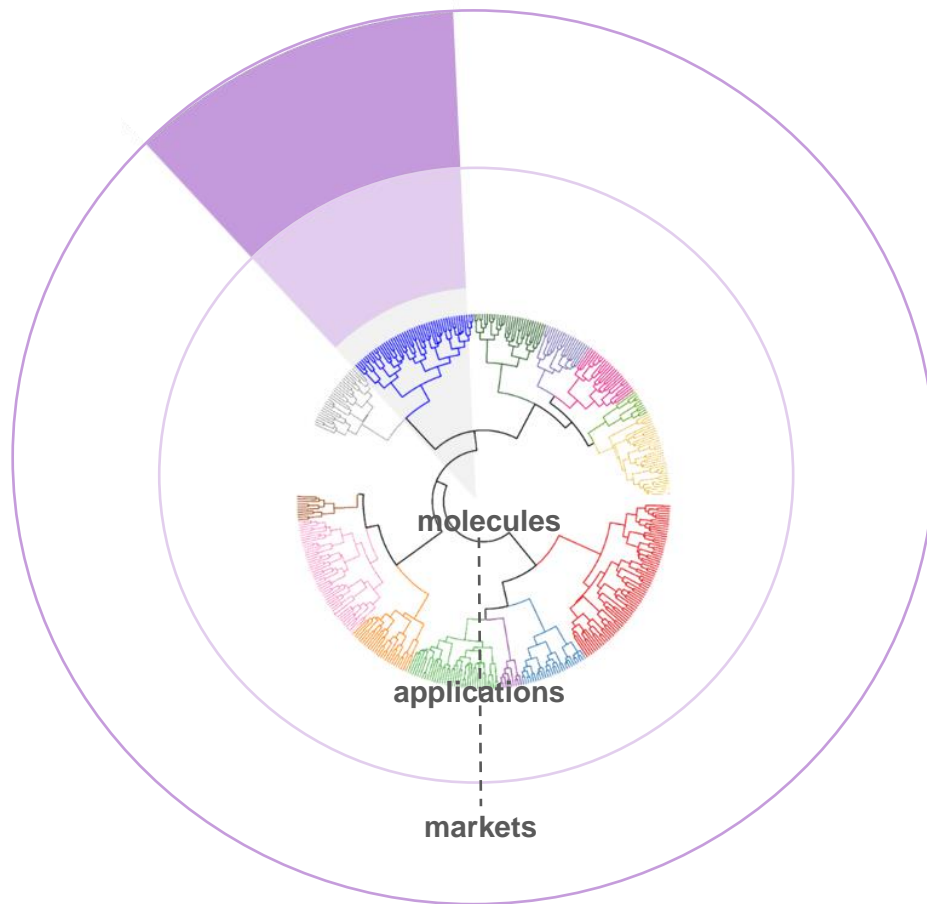
We connect ingredients to **applications**

- We develop impactful applications and solutions
- We uncover ingredient synergies to deliver best-in-class formulations

We access **markets** through our **brands** and our **partners**

- We have become the most trusted voice in Clean Beauty
- Our growing constellation of brands is reaching new customers
- Our leading partners across diverse industries drive adoption and scale

A Single Class of Molecules Creates Significant Commercial Value



Ingredient

Application

Market

Farnesene

Polymers

High Performance Materials

Vitamins

Nutrition ingredient

Human and Animal Health

Squalane

Emollient

Clean Beauty

Hemisqualane

Silicone replacement

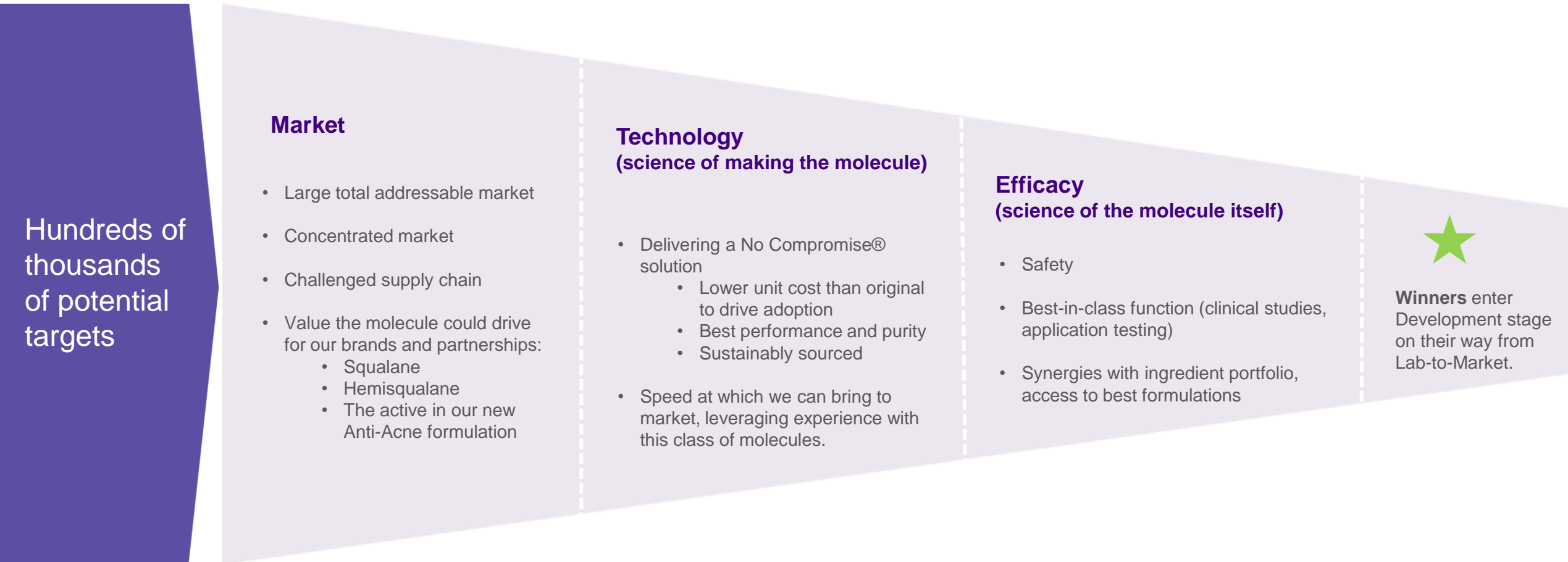
Clean Beauty / Personal Care

Squalene

Immunostimulant

Pharma

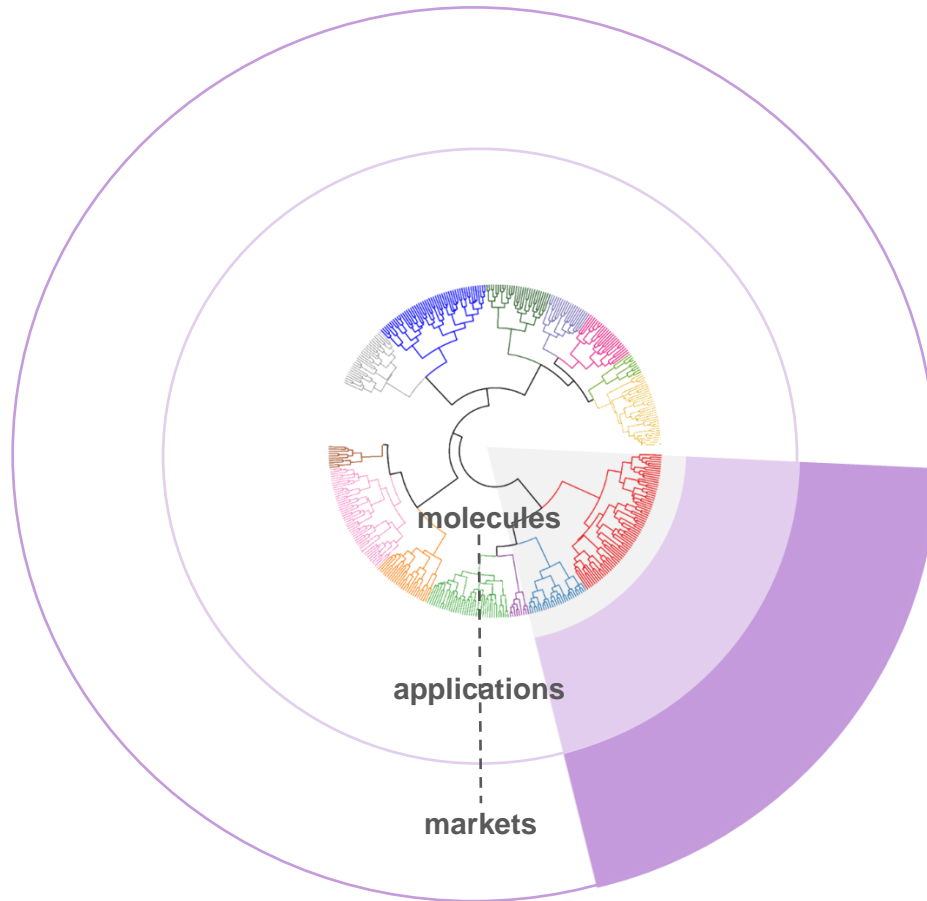
Capturing Value Through Filters of Market, Technology and Efficacy



Winners enter Development stage on their way from Lab-to-Market.

We Have Scaled Molecules in Multiple Classes

Each molecule class provides access to hundreds of opportunities, feeding an evergreen discovery pipeline



Discovery Ingredient 1 (carboxamidine): Skincare, Hair care, Pharma

Market

- Significant ingredient market
- Cost-prohibitive for many uses
- Multiple consumer brand synergies

Technology

- Game changing cost, allowing greater access, higher % use.
- Strain already built; Scale in <1.5 years with known unit operations

Efficacy

- Outstanding clinical data across applications, including newest consumer trends – Blue light and urban pollution protection

Discovery Ingredient 2 (aromatic): Nutrition, Food preservation, Agriculture, Skincare

Market

- Multiple concentrated, high-volume potential markets
- Solution for our partners; synergies with our consumer brands

Technology

- Ingredient has never been available before – extraction from plants has been too inefficient
- Strain already built; Scale in <1.5 years with known unit operations

Efficacy

- 1000's of studies in peer-reviewed medical literature showing health benefits
- Outstanding use data in skincare, production agriculture

Partners Access Our Speed, Scale, Cost and Sustainability

Partnerships de-risks our time-to-market and commercialization

Synthetic Biology is Capable of Remaking Most of the World's Chemistry



At Amyris, we successfully develop, scale and commercialize

We are a platform company that leads the sector with science that designs solutions with the end in mind.



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Select Partners



Our No Compromise[®] Natural Ingredients are Powering our Brands

High growth wholly-owned consumer brands



Alternative Sweetener
Purecane[™]



Clean skincare
Biossance[®]



Baby & Mothercare
Pipette[®]

Functional natural ingredients delivering performance and sustainability



Flavors & Fragrance for Home and Personal Care



Alternative Sweetener for Food & Beverage



Clean Beauty for Cosmetics

Our ingredients are building blocks for our consumer brands formulations



Squalane: Superior Moisturizer and Carrier

Makes all formulations perform better

Traditionally sourced from shark liver



Millions of sharks killed annually

Superior Performance

SKINCARE



28% smoother skin¹
51% improved moisturization²

HAIRCARE



255% more manageable hair³
55% improved dry combing³

CBD ABSORPTION



> 10X better CBD penetration⁴

Scalability & Cost Reduction

Renewable crop

Sugarcane is rapidly renewable, always available

Consistent production

Fermentation provides stable manufacturing

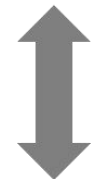
Speed to market

Fewer process steps equals faster production



Sustainability

Less than 0.1% hectare of sugarcane size of an 8 x 10 rug



One kg of Squalane



3 sharks killed depending on size of species

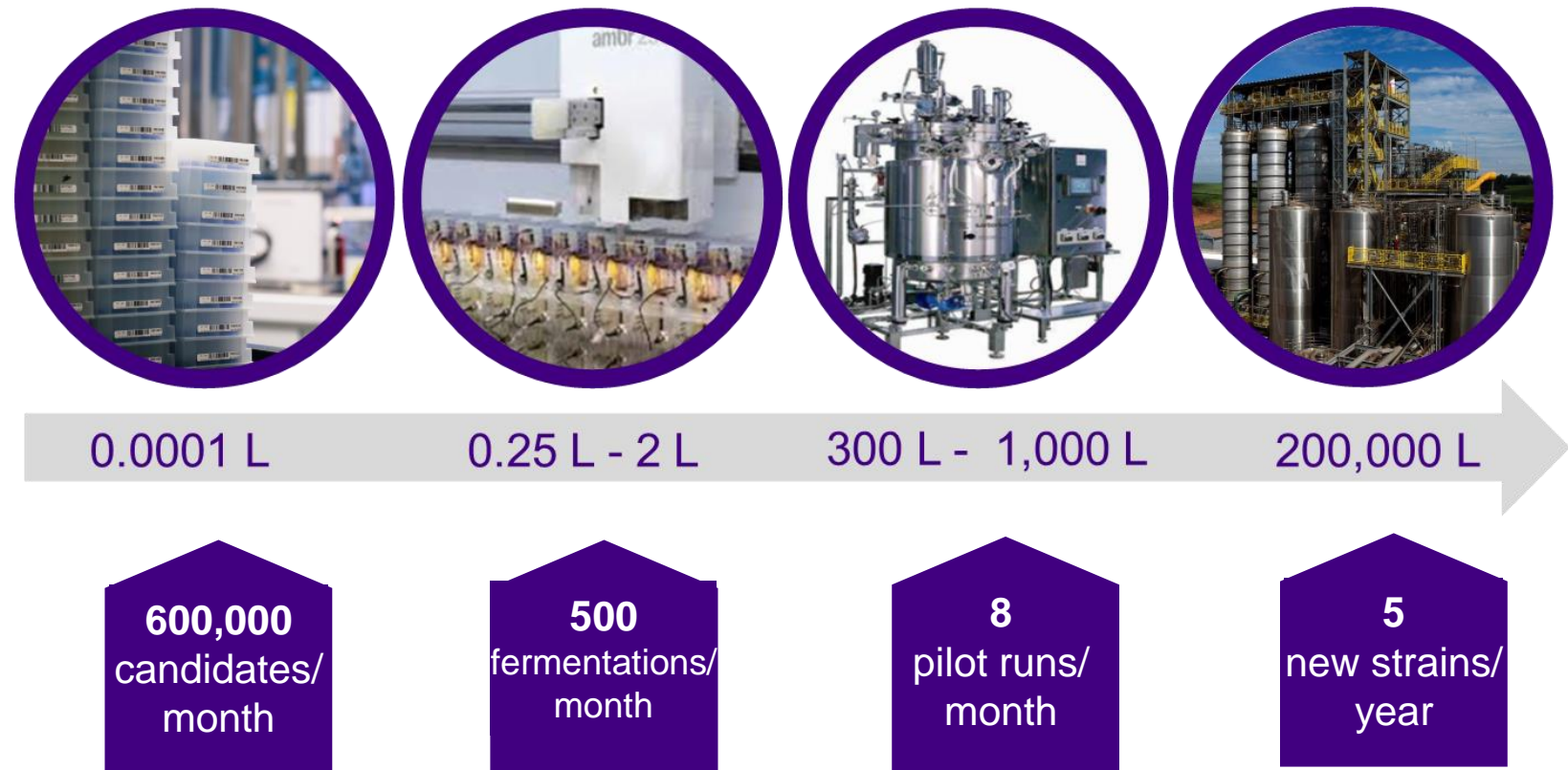
1. After 4 weeks. Clinical study performed on 30 women, ages 40-60
2. 1 hour after application. Clinical study performed on 30 women ages 40-60
3. Compared to control formulation
4. Better than Jojoba, Sunflower, CCT, and Hemp Seed Oil. Using 1% CBD EpiSkin -24 hours

1-Billion-Fold Increase in Scale

The science is hard

Scaling up from lab to pilot plant to industrial scale is harder

We have successfully scaled up and manufactured 13 molecules



CBG Scale-up

Accelerated time to market



0.5 Liter



200,000
Liter

Scaling with speed:

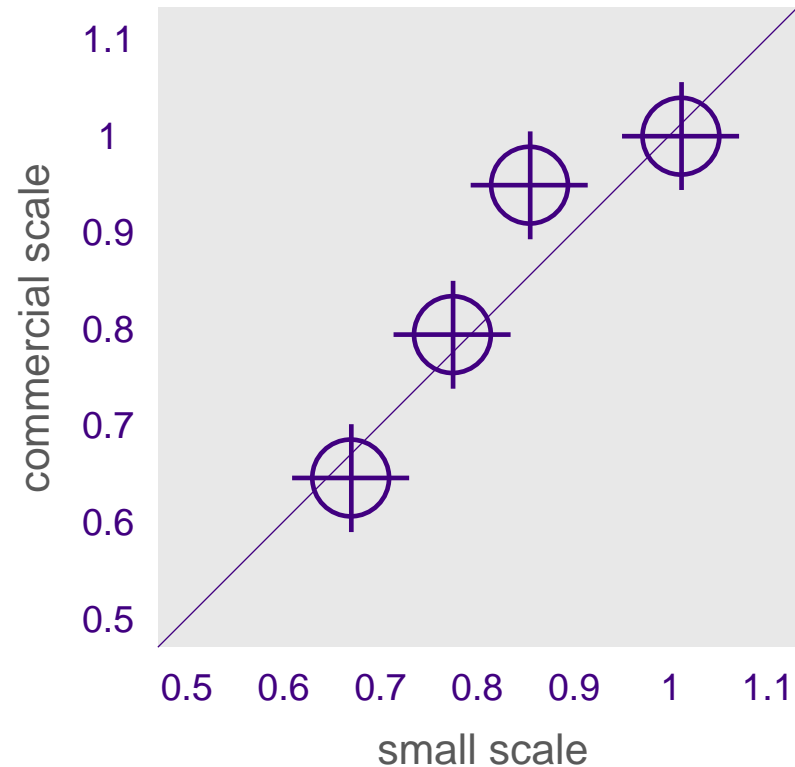
- Design with “End In Mind”. Competitive analysis of product specification e.g. no THC
- Proprietary scale up toolkit
- Launch full campaigns every 3-4 months

CBG Milestones:

- Pilot plant by March 2020
- First campaign at 40,000 L, December 2020
- Second campaign at 200,000L by Feb 2021

Accelerated scale results. Each campaign:

- Delivers 2-3x larger volume
- Results in ~50% unit COGS reduction



Experience enables reproduction of lab-scale performance at manufacturing scale

Minimizes risk and cost
Accelerates time to market

Bonsucro Certification Amplifies Sustainability Benefits of Our Platform



Better for our Planet

- Reduces Green House emissions by 1/3
- Delivers 30% more product per acre

Better for Society

- Ethical Fair Trade
- Traceability throughout supply chain

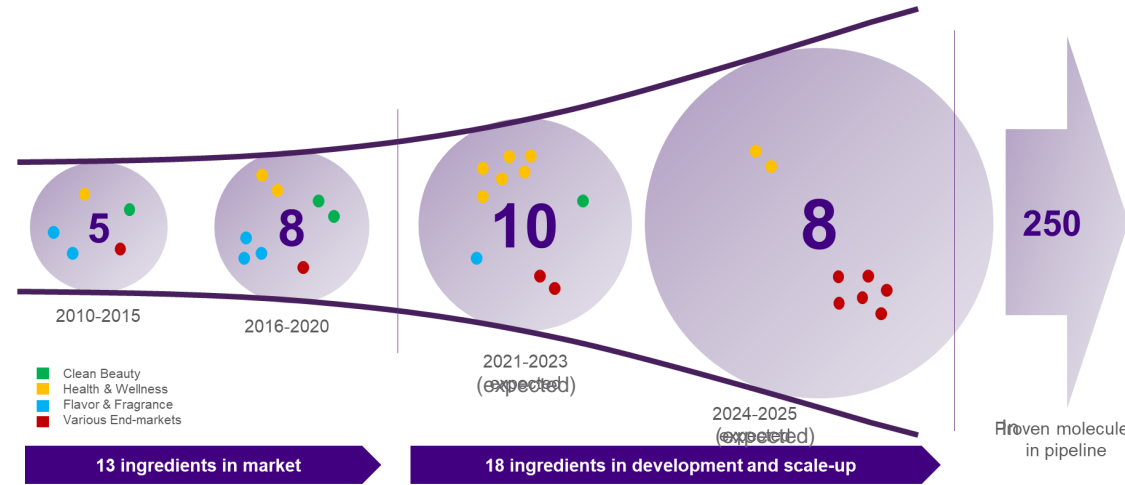
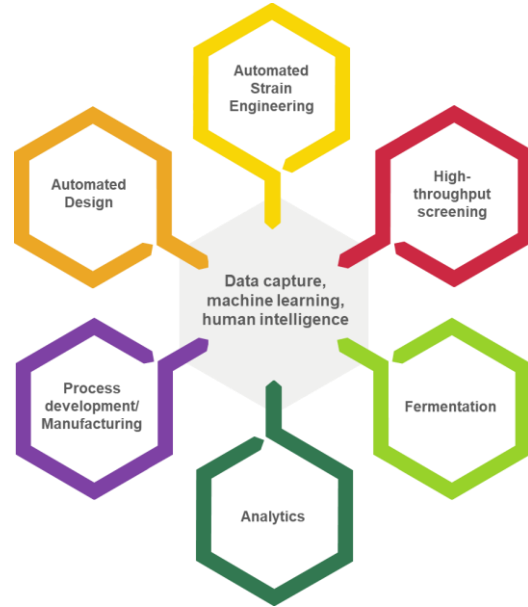
Better for Business

- Lower cost than US non-GMO sources
- Synergies with other businesses e.g. co-generation
- Applies to all our products – ethanol being one example

Attributes	Ethanol - US Corn	Ethanol - Bonsucro Sugar Cane
Fair Trade	N/A	Ethical
Productivity (gallons per acre) ^{2,3}	386.8	501.8
Feedstock Cost (\$/lb)	\$0.40-0.44	\$0.15-\$0.17
energy balance (energy obtained / energy expended) ³	1.3-1.6	9.4
greenhouse gas emission(CO ₂ eq MJ-1) ⁴	43-62g	16-17g
Co-generation of energy from waste	No	Yes

Sources: 1) [USDA, 2006](#) 2) [Renewable Fuels Association, 2020](#) 3) [Altieri, 5.03 - Bioethanol Development in Brazil, 2013](#) 4) [DOE, OSTI](#)

A Winning Business Model and Advantaged Portfolio



BIOSSANCE.
2017 launch

pipette
2019 launch

purecane[®]
2019 launch

ROSE INC.
Q3 2021 launch

JWN
Q3 2021 launch

TERASANA[®]
Q2 2021 launch *

COSTA BRAZIL
Q1 2021 acquisition

ECO FAB ULOUS[®]
Q2 2021 acquisition

*2021 launch dates are anticipated launch dates

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Our **Ingredients Pipeline** has delivered unique, natural, sustainably sourced, platform molecules that disrupt markets and enable the ESG agenda of industry leaders

Our **Consumer Brands** have delivered on the No Compromise[®] promise for health, clean beauty and personal care products that make people and our planet healthier

We Deliver on The Promise of Synthetic Biology

- **Leading Synthetic Biology platform:** fast, cost-effective and sustainable approach using innovative and disruptive chemistry to commercialize products
- **Delivering industry-leading growth:** in fast-growing and attractive Health, Beauty and Wellness markets driven by consumer preferences for clean, safe and sustainable
- **Investing in the future:** balancing continued growth and optimization of portfolio with new science-driven opportunities to make our planet healthier
- **Long-term approach to shareholder value:** establishing the foundation for profitable growth, cash generation and self-funding



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Q&A

