



Corporate Presentation

August 2018

Make good. No compromise.™

amyris

Cautionary Notes

FORWARD-LOOKING STATEMENTS

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, such as expected revenue, gross margin and EBITDA for 2018 and beyond, including revenue and EBITDA growth and revenue and gross margin composition, Amyris becoming a global leader in the health and beauty market, the anticipated development and commercialization of Amyris's product pipeline and introduction of new products, expected sources of 2018 operating funding, anticipated future business growth and financial performance, expected growth of Amyris's target markets, the anticipated consummation of significant licensing agreements with partners in China, expected product shipments, anticipated demand for Amyris products, expected sales of and number of stores selling Amyris products, and expectations regarding Amyris's financial and operational results and ability to achieve its business plan in 2018 and beyond. 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, potential delays or failures in development, production and commercialization of products, risks related to Amyris's reliance on third parties, 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.

NON-GAAP FINANCIAL INFORMATION

This presentation and oral statements accompanying this presentation contain both GAAP and non-GAAP financial information. Amyris considers non-GAAP information to be a helpful measure to assess its operational performance and for financial and operational decision-making. Where non-GAAP financial measures are presented in these slides or in oral statements accompanying this presentation, a presentation of the most directly comparable GAAP financial measure and a reconciliation between the non-GAAP financial measure and the most directly comparable GAAP financial measure may be found in the slides of this presentation or in the news release distributed on August 6, 2018, which is available at investors.amyris.com.

Our Mission

Make the world healthier one molecule at a time

Our Markets

Health & Wellness

Vitamins
Sweeteners
Human Nutrition Ingredients

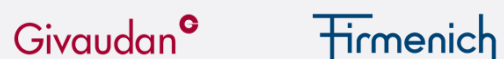
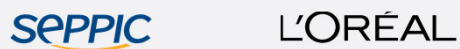
Clean Beauty

Biossance
No Compromise Ingredients

Flavor & Fragrance Ingredients

Flavors
Fragrances

Our Select Leading Partners



Our Performance CAGR ⁴

Amyris Market

162.3% **6.2%**¹

Amyris Market

50.6% **4.9%**²

Amyris Market

40.7% **4.2%**³

¹ – Researchmoz, Health & Wellness Market, 2017-2021 ² - Transparency Market Research, 2015-2021 ³ – Report Linker, 2017-2022 ⁴ – Amyris CAGR represents 2015-2022 revenue estimates

We have a proven business model that is delivering industry leading growth

Benefits of model

- Covers direct R&D costs
- High investment returns from funded development

1 Target



Upfront funding

2 Develop



Milestone payments from partner

3 Supply



Sale and profit on shipment to partner

4 Profit split



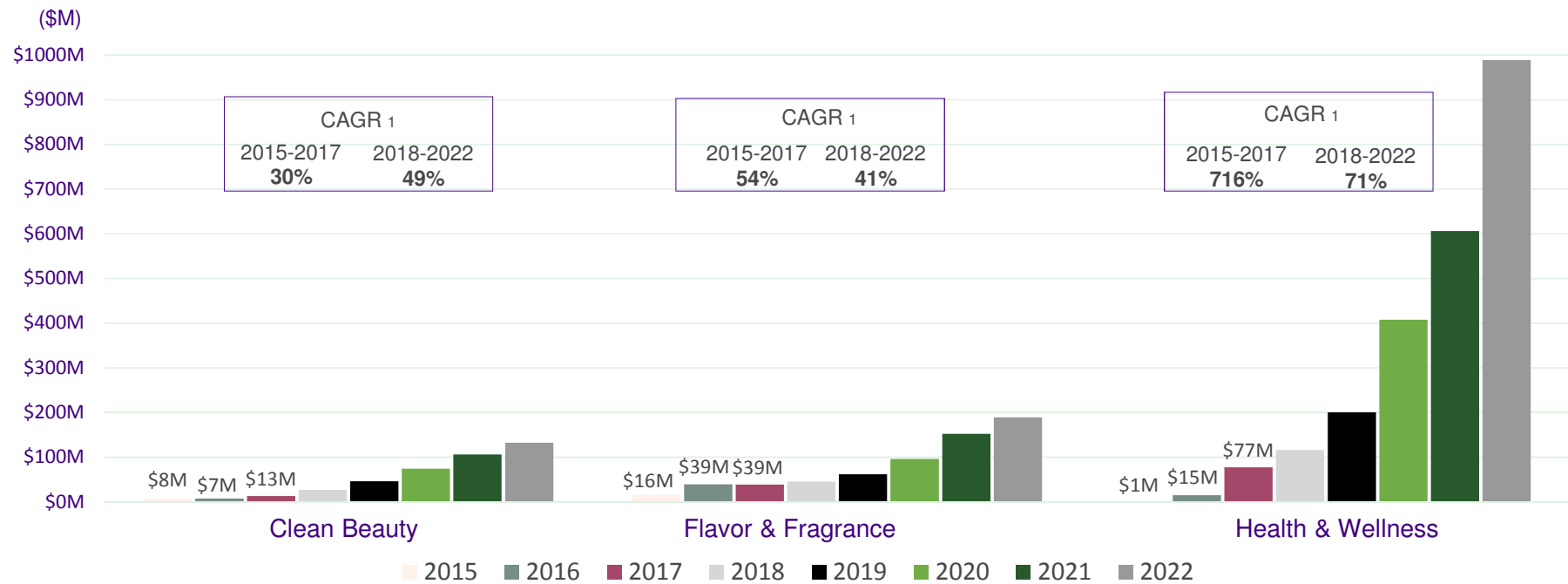
Split profit on partners downstream sale

Revenue (\$M)¹



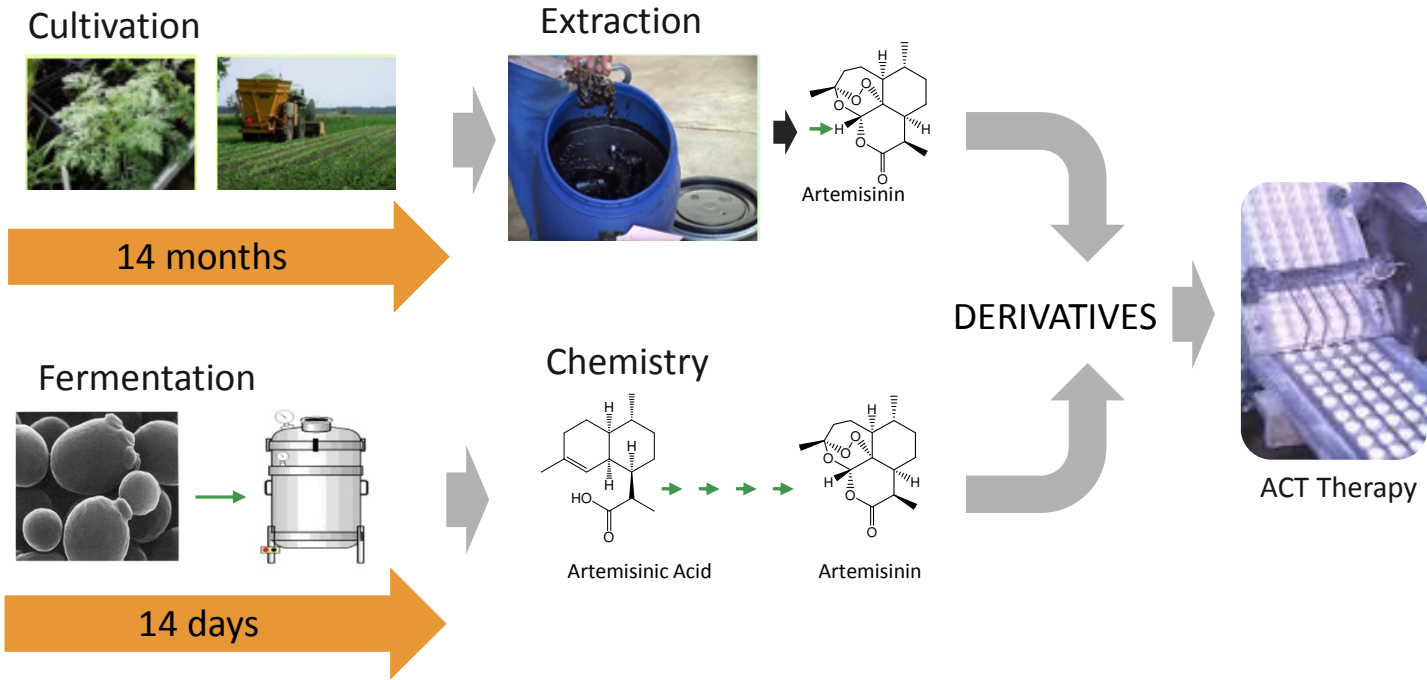
¹ – Figures for 2015-2017 are actuals, others are estimated and previously disclosed

Revenue Growth by Market ¹



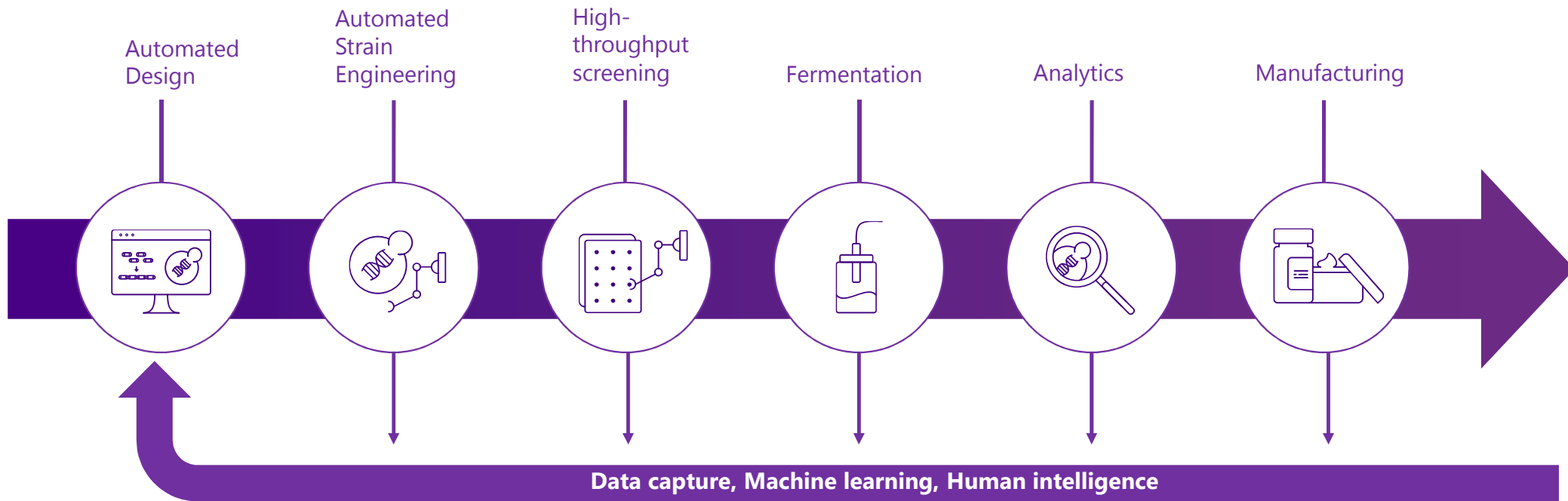
¹ – Figures for 2015-2017 are actuals, others are estimated and previously disclosed

We engineer microbes to produce naturally-derived chemicals at a cost advantage over other sources



Amyris fermentation-derived molecules are cost-advantaged over ALL other sources, without the complex supply chain, quality issues and price volatility of traditional sources.

Building and testing of strains & processes



How it works: Amyris' proven industrialized strain generation and commercialization

BUILD STRAINS

TEST STRAINS & PROCESSES

MANUFACTURE

Millions strains/mo

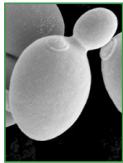
120,000 strains/mo

60 strains/mo

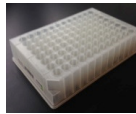
2 strains/mo

2-4 strains/yr

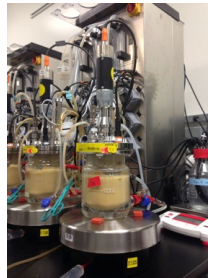
Mutagenesis,
Meiosis &
Automated
Strain
Engineering



96-well
Screening



0.5L & 2L
Fermentation



300 L
Fermentation
&
Recovery Ops

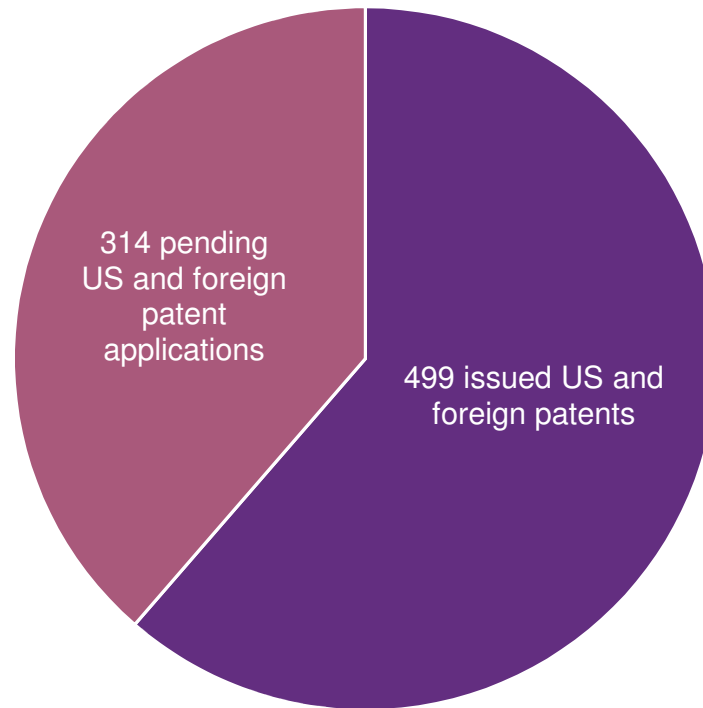


200,000 L
Fermentation
&
Recovery Ops



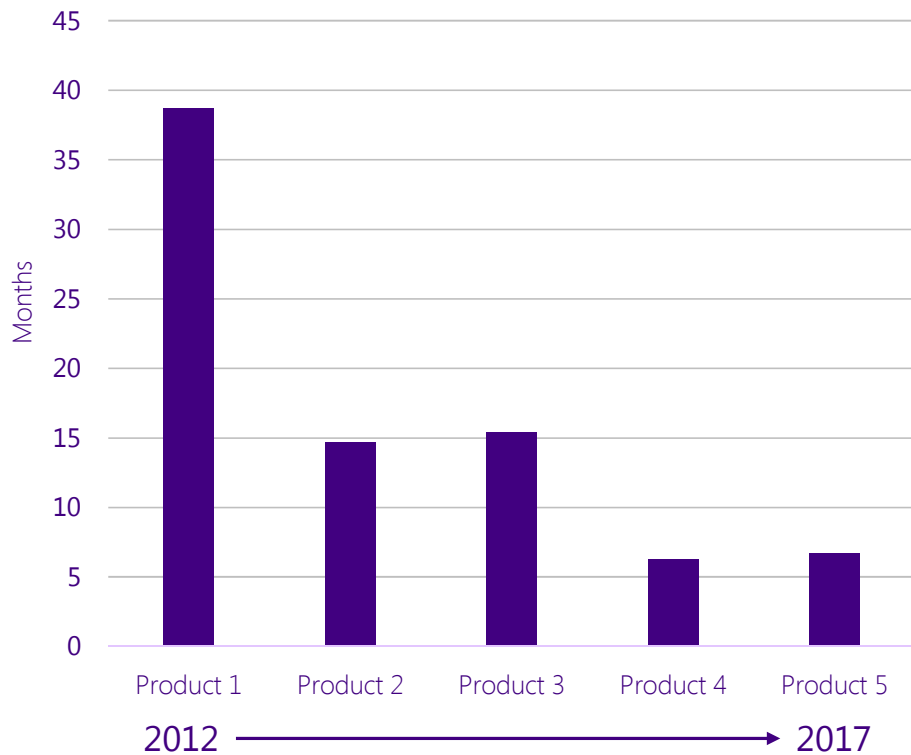
Design and Learn: Automation, Computing

The over 800 issued patents and pending patent applications owned, co-owned by, or licensed to us provide significant entry barriers and a strong, sustainable competitive advantage.



Accelerating disruption.

From first strain to first pilot run



90% ↓

Lower average product development cost.

80% ↓

Lower average time to market.

500% ↑

Bigger pipeline, powered by 20% increase in headcount

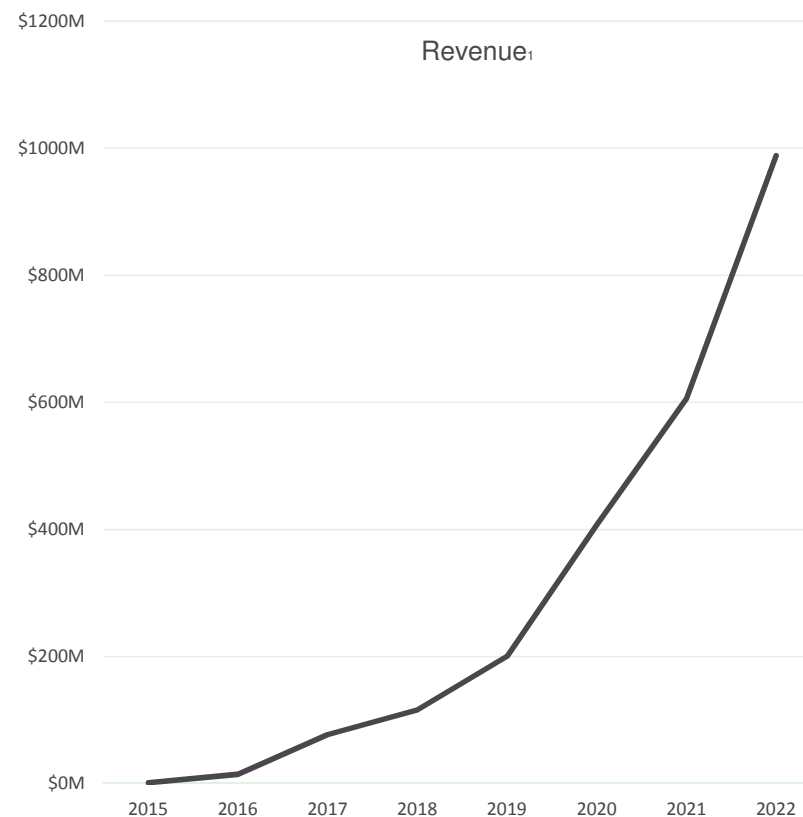


Health & Wellness



716%	71%	~83%
CAGR 2015 – 2017 ¹	CAGR 2018 – 2022 ¹	2018 expected non-GAAP gross margin ¹

¹ – Amyris, 2018-2022 estimated. Non-GAAP gross margin excludes depreciation and amortization, lower of cost or net realizable value adjustments, inventory write-downs, and excess capacity



Flavor & Fragrance Ingredients



3 of 4

Largest fragrance houses source key ingredients from Amyris

10

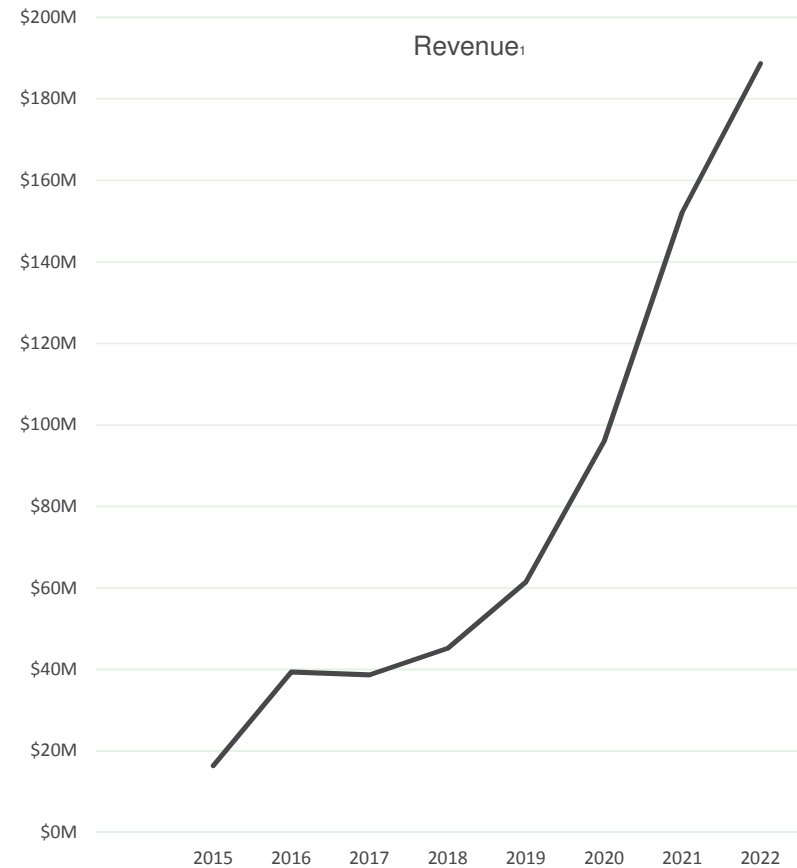
Molecules in active development

~73%

2018 expected non-GAAP gross margin ¹

1 – Amyris, 2018-2022 estimated. Non-GAAP gross margin excludes depreciation and amortization, lower of cost or net realizable value adjustments, inventory write-downs, and excess capacity

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Clean Beauty



650%

Growth in retail
sales since
2017/2016

300%

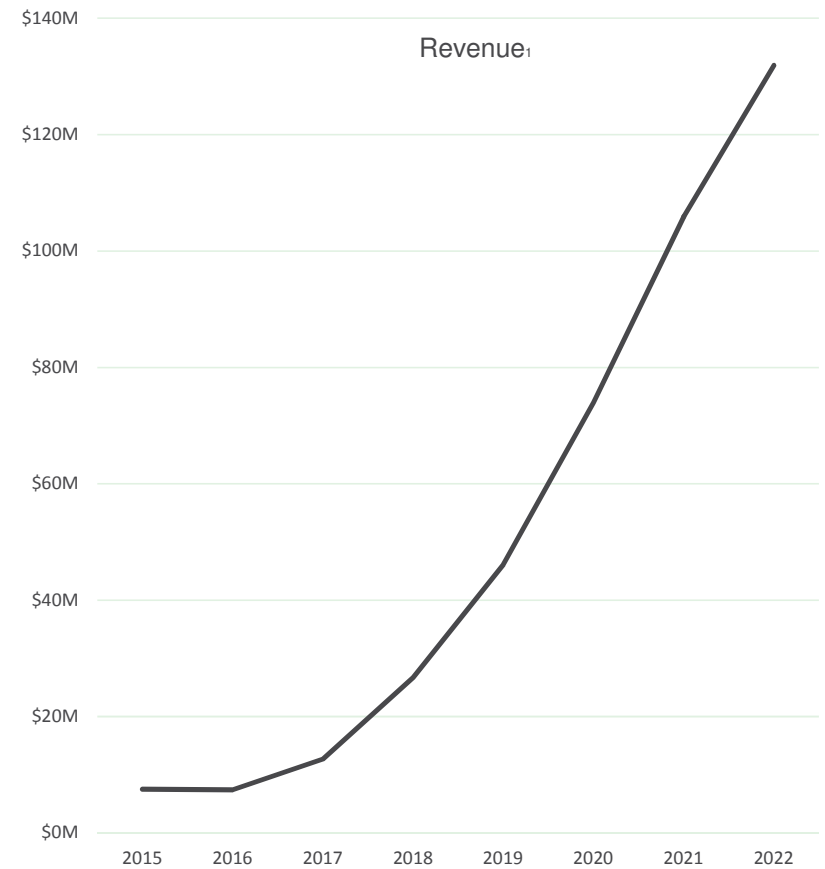
Retail sales
growth so far in
2018

~47%

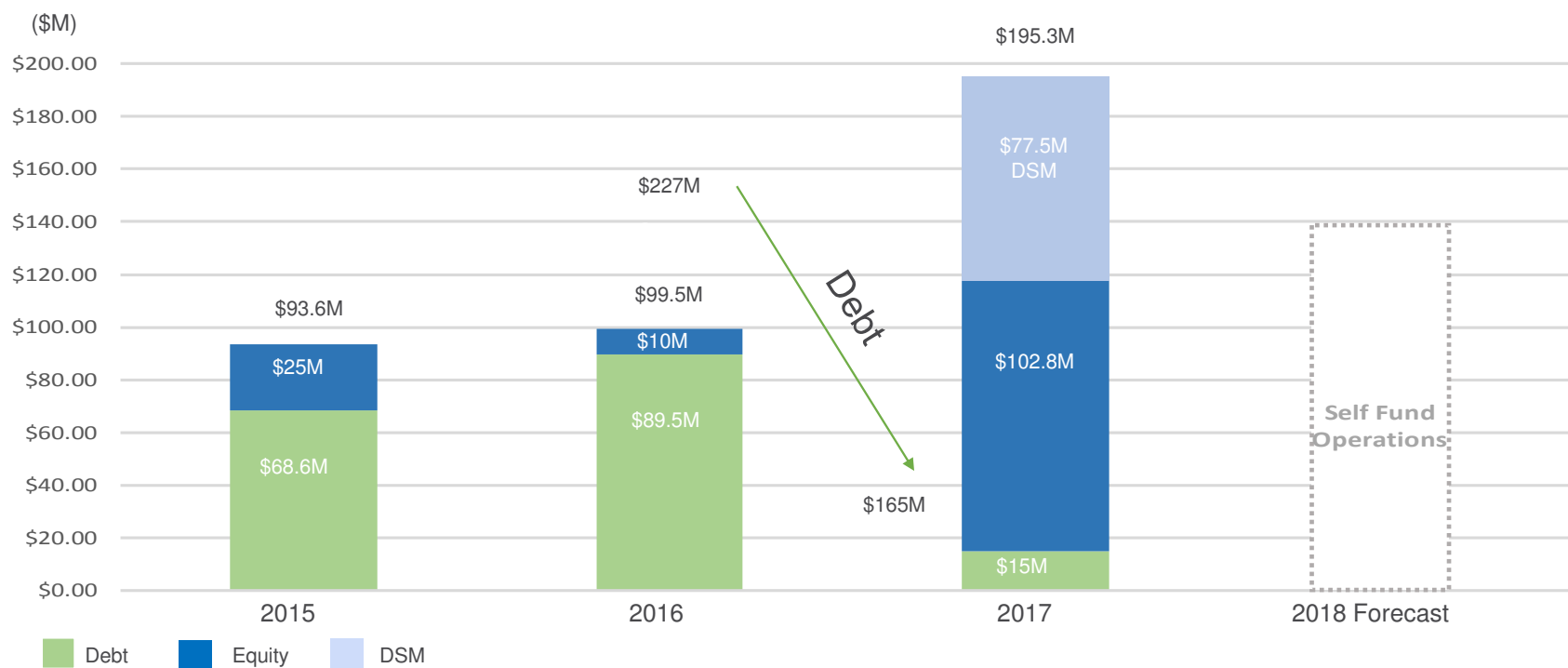
2018 expected
non-GAAP
gross margin ¹

¹ – Amyris, 2018-2022 estimated. Non-GAAP gross margin excludes depreciation and amortization, lower of cost or net realizable value adjustments, inventory write-downs, and excess capacity

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Sources of Operating Cash – Debt vs. Equity



2020 Roadmap

Expected 2020 Growth Drivers ¹



2020 Expected Outlook

Revenue:	~\$490 - 520M
Gross Margin: (Non-GAAP)	~70%
Adjusted EBIDTA	\$190 - 220M

¹ – Amyris, 2018-2020 estimated. Non-GAAP gross margin excludes depreciation and amortization, lower of cost or net realizable value adjustments, inventory write-downs, and excess capacity

2018 Objectives on track

- 1 **In discussions for a total of three significant licensing agreements with partners in China**
- 2 **Anticipated \$10 million shipment of key flavors & fragrances ingredient**
- 3 **Most products experiencing better than expected demand**
- 4 **Clean Beauty business (Aprinova and Biossance) in growth trajectory**
- 5 **Have customers in place for zero calorie sugar to sell all of our supply over next three years**

Make good. No compromise.TM

Good for People
Good for the Planet
Good for Business

- Fastest growing skin care brand in U.S.
- One of fastest growing companies on Nasdaq
- Most profitable product portfolio in the industry with anticipated gross margin of ~70% for 2018

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