# CODEXIS®

We engineer **enzymes** to improve health... of people and the planet

Corporate Presentation May 2021

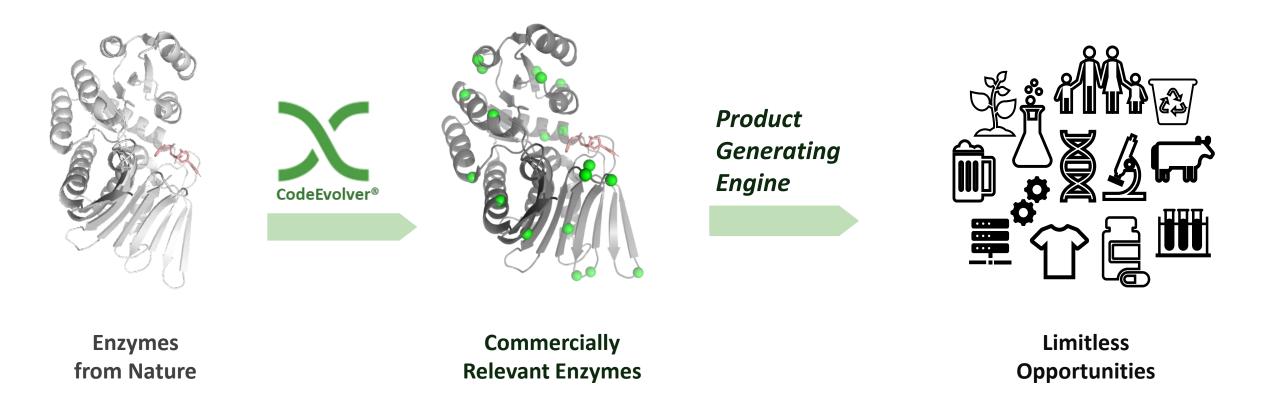


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- These slides and any accompanying oral presentation contain forward-looking statements that involve risks and uncertainties. These statements relate to future events or our future financial or operational performance and involve known and unknown risks, uncertainties and other factors that could cause our actual results or levels of activity, performance or achievement to differ materially from those expressed or implied by these forward-looking statements. Forward-looking statements include all statements that are not historical facts. In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "projects," "potential" or the negative of these terms, and similar expressions and comparable terminology intended to identify forward-looking statements. These forward-looking statements represent our estimates and assumptions only as of the date hereof, and, except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.
- Other factors that could materially affect actual results or levels of activity, performance or achievement can be found in Codexis' Form 10-K for the period ended December 31, 2020 filed with the SEC on March 1, 2021, and in Codexis' Form 10-Q for the period ended March 31, 2021 filed with the SEC on May 7, 2021, including under the caption "Risk Factors," and Codexis' other current and periodic reports filed with the SEC. If any of these risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, actual results or levels of activity, performance or achievement may vary significantly from what we projected.
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### CODEXIS

## Codexis Enzymes: Enabling the Promise of Synthetic Biology



"As much as 60 percent of the physical inputs to the global economy could, in principle, be produced biologically"

> McKinsey Global Institute, May 2020, "The Bio Revolution: Innovations transforming economies, societies, and our lives"



Constantly Accelerating Enzyme Discovery & Commercialization Engine 1600+ patents and patent applications worldwide



- Scale: >15 enzyme discovery projects, simultaneouslyML/AI: increasingly accurate enzyme predictions
- **Speed**: constantly accelerating time to reach targets
- **Results:** achieving superior enzyme performance levels

**Proven:** chosen platform by Merck, GSK, Novartis



## A Solid Foundation and Attractive Addressable Markets



Performance Enzymes Segment

CODEXIS

**Biotherapeutics Segment** 

 $^{-1}$ Includes Pharma manufacturing, Food ingredient manufacturing, Industrial enzymes and others

<sup>2</sup> GrandView Research: Molecular Biology Enzymes, Reagents And Kits, Sept 2020;

Oligonucleotide Synthesis, Oct 2018; Biosensors, Mar 2020

<sup>3</sup> Global Enzyme Replacement Therapy Market 2020, Global Info Research, October 2020

<sup>4</sup> Gene Therapy 2019 Market, Fortune Business Insights Market Research Report, August 2020



# **Sustainable Manufacturing**

Driving higher yielding processes, while reducing capital requirements, energy usage and waste generation



**Pharma Manufacturing** Biocatalysis as the go-to process technology



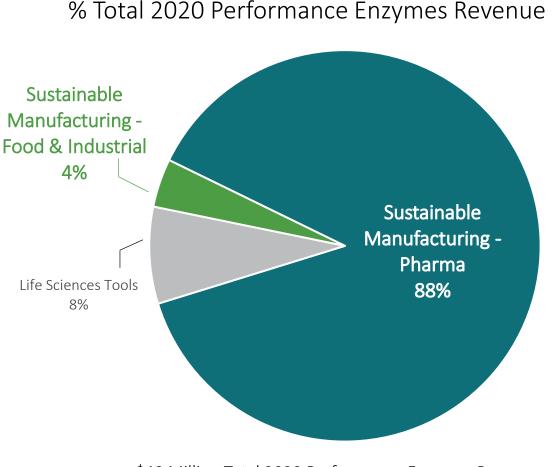
Food & Nutrition Sustainable, clean label, high purity products



Industrial Biochemistry Innovate and execute in new verticals



## Sustainable Manufacturing: Solid, Growing Base



CODEXIS

\$48 Million Total 2020 Performance Enzymes Revenue

- 22% product sales 5-year CAGR
- Key customers
  - 21 of top 25 pharma companies
  - Tate & Lyle, other large industrials emerging
  - 15 customers > \$100K avg quarterly 2020 revenue
- Growth drivers
  - New market extensions food, industrials
  - Faster to commercialize, larger product targets
  - Higher product gross margins
  - CodeEvolver licensing 100% margin backends

#### Q1'21 Development

•

- Novel enzymes for manufacture of COVID-19 Antivirals
  - Two candidates moving rapidly through clinical development with a goal of fast-tracked regulatory submissions
  - Codexis enzymes currently key to synthesis of both customers' candidates

## Sustainable Manufacturing: Deep and Expanding Pipeline

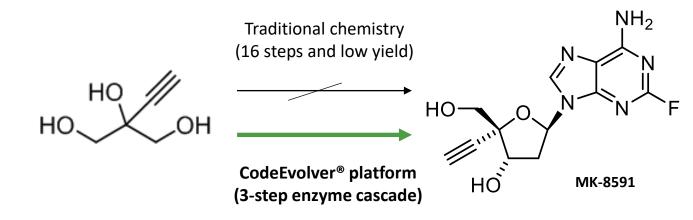


## Sustainable Manufacturing Case Study: Islatravir Cascade



## Islatravir, antiviral drug candidate

- Converted 16-step process into 3-step process
- Enabled by nine enzyme cascade
- Higher yield and capital efficiency



#### Q1'21 Development

• >\$1M product sales in Q1'21, enabling Merck's clinical stage manufacturing campaign

## Life Science Tools

Engineering the next generation of enzymes for the next generation of life science tools



Sequencing and Detection Improve accuracy, speed, and robustness of NGS and diagnostic workflows



**DNA & RNA Synthesis** Improve yield, speed and cost of oligonucleotide synthesis



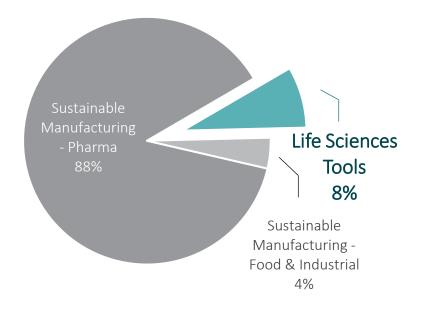
Health Monitoring

Enable novel biosensors for human and environmental health



## Life Science Tools: High Growth

% Total 2020 Performance Enzymes Revenue



#### • From \$0 revenue in 2018 to \$3.6 M in 2020

• Three commercial enzymes

#### Enzymes marketed to multiple customers:

- Primary target: next gen sequencing users
- Closer to end market
- Select partnerships: Roche, Alphazyme, Molecular Assemblies

#### Growth Drivers:

- Commercial enzymes customer adoption
- Additional new product launches
- Early-stage, private company partnership investment opportunities

- Strong Progress in Q1'21
  - Initial sales of Codex<sup>®</sup> HiCap RNA polymerase to multiple customers; under testing with mRNA manufacturers
  - Dozens of potential customers trialing Codex<sup>®</sup> HiFi DNA polymerase for use with current and future NGS kits
  - Record new customer-partnered R&D programs
  - Excellent progress towards commercialization the DNA synthesis enzyme in partnership with Molecular Assemblies

## CODEXIS

## Life Science Tools: Rapid Growth Demonstrates Value Proposition



## Engineered RNA Polymerase for improved mRNA Synthesis

#### **Codex<sup>®</sup> HiCap RNA Polymerase** Engineered for improved mRNA capping efficiency

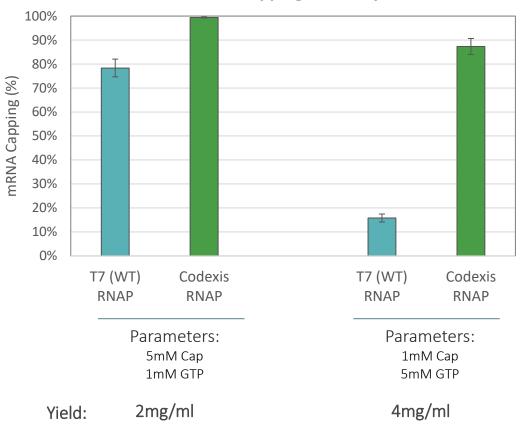
#### Key features & benefits

- Significantly higher capping efficiency with much lower 5' cap concentration
  - Increased yields of fully capped mRNA product (2x observed)
  - Decreased use of expensive capping reagents (5x observed)
- Decreased unwanted double-stranded RNA synthesis
  - Reduced negative immune responses with less dsRNA
  - Reduced cost in purification to remove dsRNA product
- Highly effective with many commercially available and custom 5' Caps
- Enzyme designed to be a drop-in solution to replace wild-type RNAP

#### **Current Status**

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- First commercial sales made to multiple customers in 2021
- In various stages of customer trials with several other mRNA manufacturers



#### **mRNA** Capping Efficiency

## **Biotherapeutics**

Harnessing the power of engineered proteins to discover and develop a high-value pipeline of therapeutics



**Oral Biologics** Optimized proteins enabling safe and efficacious GI therapeutics

Addressable Market Size = \$10bn<sup>1</sup>



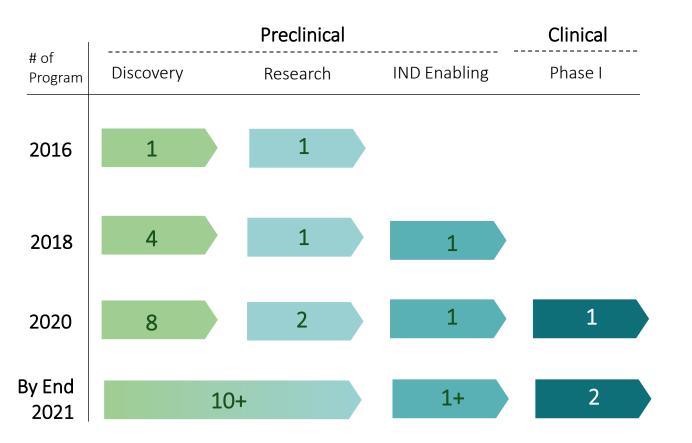
**Gene Therapies** Enhanced transgenes, delivery vectors, and vector manufacturing

### Addressable Market Size = \$4bn<sup>2</sup>

<sup>1</sup>Global Enzyme Replacement Therapy Market 2020, Global Info Research, October 2020 <sup>2</sup>Gene Therapy 2019 Market, Fortune Business Insights Market Research Report, August 2020

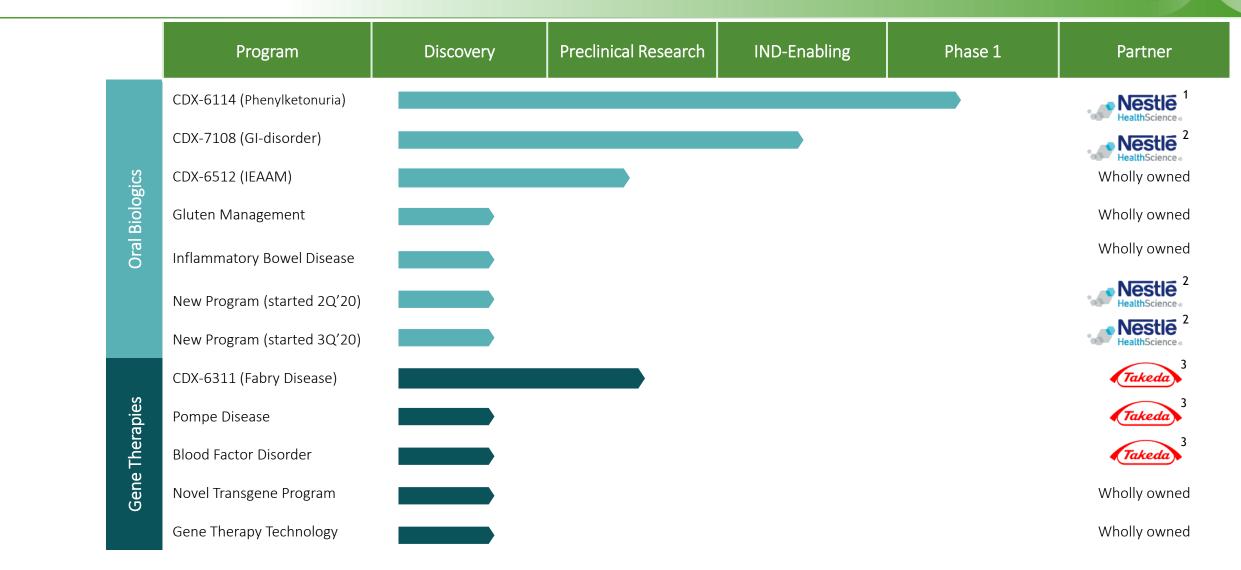


## Biotherapeutics: Rapid Pipeline Expansion and Validation



- Key Partnerships:
  - Nestlé Health Science
  - Takeda
- Growth Drivers:
  - Accelerating number of candidates entering clinical trials
  - Partnered assets generating milestones and royalties
  - Increasing Codexis ownership of pipeline assets
  - Holding select assets deeper to clinical PoC in future

## Biotherapeutics: Pipeline Addressing Significant Unmet Patient Needs



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## Gene Therapy Case Studies: Fabry and Pompe Diseases



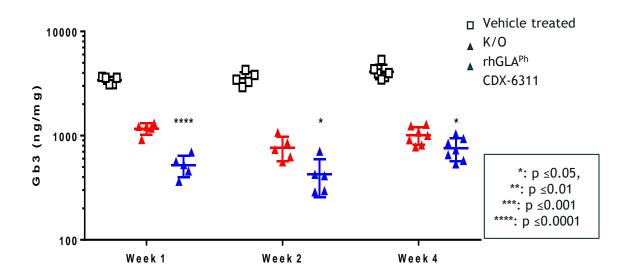
Partnership to discover optimized transgenes for Takeda's gene therapies for Fabry and Pompe Diseases, plus an undisclosed blood factor deficiency

#### Advancing Lead Candidates for Pompe Disease

- Overcoming wild type  $\alpha$ -glucosidase (GAA) limitations
- Nine rounds of CodeEvolver<sup>®</sup> enzyme engineering performed to date; assessed >19,000 GAA variants
- Improvements demonstrated preclinically to date:
  - o Enzyme stability at target pH to enable enhanced half life
  - Higher time-dependent uptake into hard to access cells
  - 40% fewer predicted T cell epitopes to enable reduced immunogenicity risk
- Presented by Dr. Rachel Botham, World LSD, Feb 11, 2021

#### CDX-6311 for Fabry Disease

#### Preclinical PoC Demonstrates Superior Gb3 Reduction



## **Corporate & Financial Highlights**



## Strong Track Record of Driving Growth

Sustainable Manufacturing	Life Sciences Tools	Biotherapeutics	
Performa	nce enzymes	Biotherapeutics	
2015 - 2020 product sales CAGR of 22%	In only ~ 3yrs, established high growth entry and capabilities	CDX-6114 clinical safety and MoA; validated oral biologics	
Sales to 21 of Top 25 pharma co; 3 platform licensees	Sequencing: Roche deal +2 more enzymes being widely offered	Engineered transgenes enable improved gene therapies	
Extending into higher growth food and industrial	Primed RNA and DNA synthesis commercialization	Partnerships with Nestlé Health Science & Takeda	

CODEXIS®

sectors

Positioned for Growth

Q1'21 Results

\$18M

Q1'21 Total Revenue +23% YOY

# \$10M

Q1'21 Product Revenue +100% YOY

# 59%

Product Gross Margin vs. 50% in Q1'20

# \$140M

Cash Available for Growth. No Debt

### 2021 Guidance

CODEXIS

Total Revenue: \$82M - \$85M

FY'21 Total Revenue +19% - 23% YOY Product Revenue: \$36M to \$39M

FY'21 Product Revenue +19% - 29% YOY 54% - 58%

Product Gross Margin

vs. 55% in FY'20

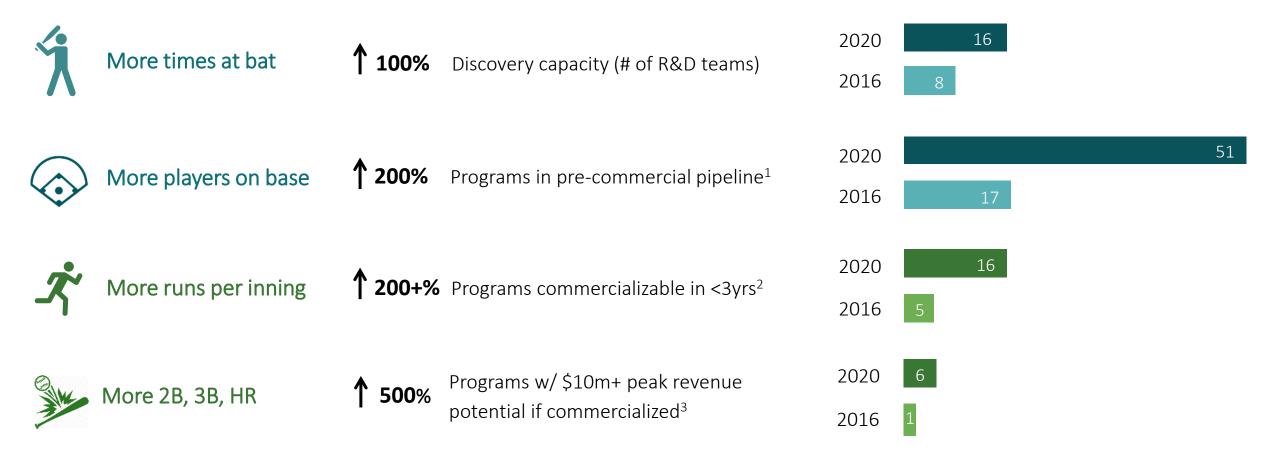
## 2021 Corporate Goals and Catalysts

Sustainable Manufacturing Continue widening pharma adoption, and advancing clients to new CodeEvolver platform deals
 Enzymes for Phase 2 / 3 pharma processes commercialize into new recurring product revenues
 \$M+ food enzymes revenues from Tate & Lyle's recently commercialized sweeteners
 Broaden into other food and industrial applications

Life Science Tools
 \$M+ product sales from recently commercialized Codex® DNA and RNA polymerases
 Launch reverse transcriptase; finish DNA synthesis enzyme engineering to enable 2022 launch
 Additional new product development & SynBio Innovation Accelerator announcements

## CODEXIS

## **Growth Accelerators Simultaneously in Motion**





<sup>1</sup> Corporate pipeline snapshots, as of June 30, published August every year. As of June 30, 2020, pipeline included 38 customer partnered and 13 Codexis-funded programs.
 <sup>2</sup> Performance Enzyme, non-pharma programs in respective annual pipeline snapshots
 <sup>3</sup> Select Performance Enzyme programs in respective annual pipeline snapshots

# CODEXIS®

We engineer **enzymes** to improve health... of people and the planet

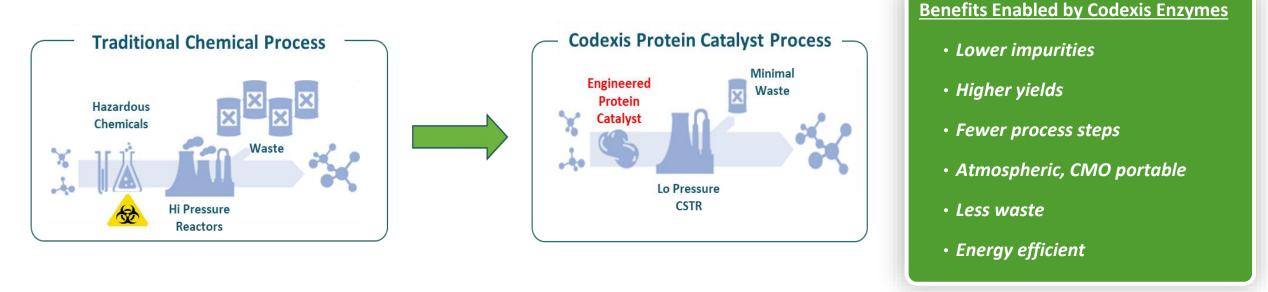
Nasdaq: CDXS www.codexis.com

## Appendix: Case Studies



## Sustainable Pharmaceutical Manufacturing

#### Doing Business with 21 of Top 25 Pharmaceutical Companies



"...[Codexis] helped avoid the cost of building a 2<sup>nd</sup> factory to meet the rising demand for Januvia<sup>®</sup>"<sup>1</sup> Skip Volante, Merck VP R&D

### CODEXIS®

## Innovative Partnerships with Global Pharma Leaders

		<u>Upfronts &amp;</u> <u>Tech Transfer (TT)</u>	Back-end Economics Structure For <u>each</u> <sup>1</sup> licensee created protein:	Back-end Revenue History
	gsk GlaxoSmithKline	\$25m	\$5.75m to <b>\$38.5m</b> in milestones	> \$2m milestone earned to date
Platform Licensees		\$18m +	Volumetric 'per kg of API' royalties up to a cap of <b>\$15m,</b> plus ROFR on enzyme supply	Islatravir enzyme supply
	NOVARTIS	\$22m	Volumetric 'per kg of API' royalties with <b>no cap,</b> plus ROFR on enzyme supply	Too early; finishing TT in 2021

Strategic Channel Partnership



Increase Codexis protein catalysts access of smaller pharma co's Porton larger RFP pipeline  $\rightarrow$  new opportunity touches for Codexis Porton manufactures  $\rightarrow$  reduce cost to install  $\rightarrow$  increase penetration



## Food & Beverage Case Study: Stevia

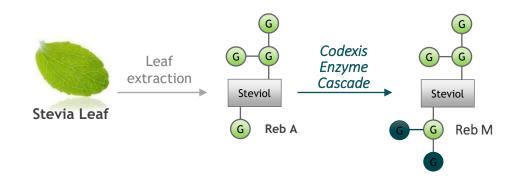
# TATE S LYLE

Innovative partnership to efficiently produce better tasting, clean-label sweeteners

- Tasteva® M Stevia Sweetener: 200x sweeter than sugar; naturally derived; highly competitive cost-in-use
- **DOLCIA PRIMA® Allulose**: sugar-like functionality and texture, with low calorie and low glycemic index

### Tasteva® M Stevia

#### **Codexis Enzyme Cascade for Reb M Production**



Reb A in Stevia leaf: bitter taste, severely limits use Reb M in Stevia leaf: near sugar taste, only trace amount

✓ Concept to commercial in < 2 years !</p>

- ✓ Low cost: 1 titer / yield / cofactor recycle
- ✓ Low capital: One-pot; simple downstream

## Engineered DNA Ligase for improved NGS workflows

#### **Improved double-stranded DNA Ligase for Next Gen Sequencing:** A differentiated enzyme with optimized ligation efficiency

#### Key features & benefits

- More DNA potentially sequenceable from a sample --> improved chance of detection
- Codexis' enzyme outperforms native T4 ligases with and without crowding agent (PEG)
  ---> Differentiation and versatility

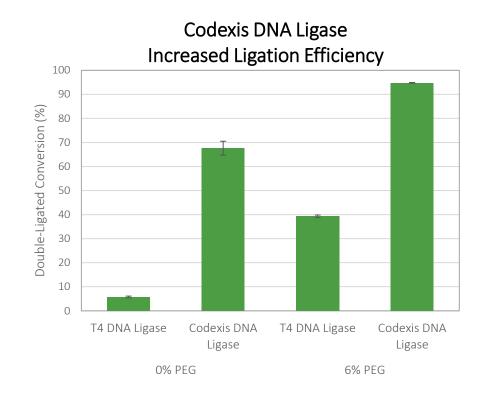
#### Licensed by Roche Sequencing Solutions in late 2019

Upfront, milestones and royalties on Roche product sales



#### **Current Status**

- Tech transfer completed
- Roche installing in their NGS library prep kits ahead of launch(es)



#### Key reaction parameters

Mixture of 4 PCR products, terminating with A,C,G,T

Enzymatically end-repaired and A-tailed

30-min ligation reaction with 30 ng input and a 20-fold molar excess of NGS adapter relative to input DNA.

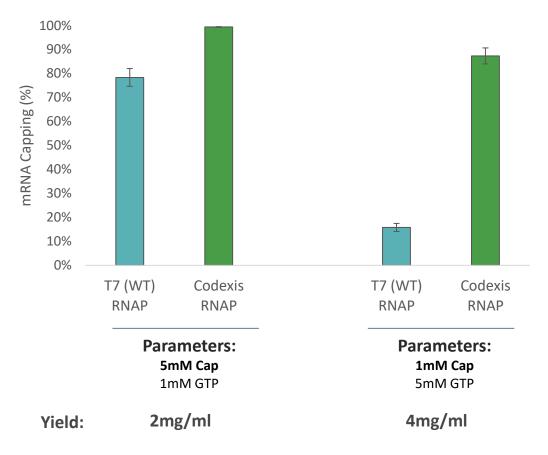


## Engineered RNA Polymerase for Messenger RNA Synthesis

## Codex<sup>®</sup> HiCap RNA Polymerase

- Significantly higher capping efficiency with much lower 5' cap concentration
- Decreased unwanted double-stranded RNA synthesis
- All key attributes of wild-type RNA polymerase maintained or improved
- Designed to be a drop-in solution
- First commercial sales in Q1'21

CODEXIS



mRNA Capping Efficiency

## **Engineered DNA Polymerase for Next Gen Sequencing**

#### Codex<sup>®</sup> Hifi DNA Polymerase

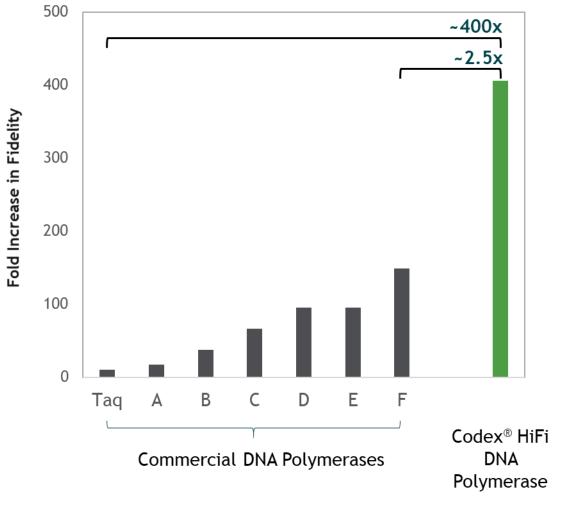
Engineered for improved sequencing fidelity and reduced GC bias

#### Key features & benefits

- >400x higher fidelity than native Taq Polymerase
- ~2.5x higher fidelity than market leading high fidelity DNA polymerase
- Fewer sequencing errors ---> better results in fewer reads/less time
- Greatly reduced GC-bias ---> improved accuracy and coverage
- Can be incorporated into any current NGS reagent kit

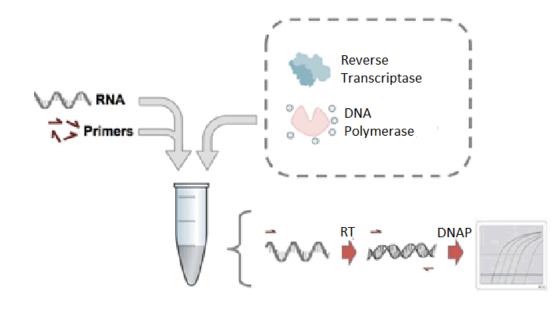
#### **Current Status**

- Master mix formulation of Codex<sup>®</sup> Hifi DNA Polymerase now commercial
- Currently in trials with dozens of customers



#### Polymerase Fidelity Relative to Taq

## **Engineered Reverse Transcriptase for Diagnostics**



#### **Codex<sup>®</sup> Reverse Transcriptase** Engineered for improved processivity and sensitivity

Enzyme is currently in development, targeting PCR-based and Point-of-Care diagnostics

#### Targeted Key features & benefits for diagnostic applications:

- Thermostability ---> Improved processivity and sensitivity
- Inhibitor Resistance ---> Flexibility for dirtier samples

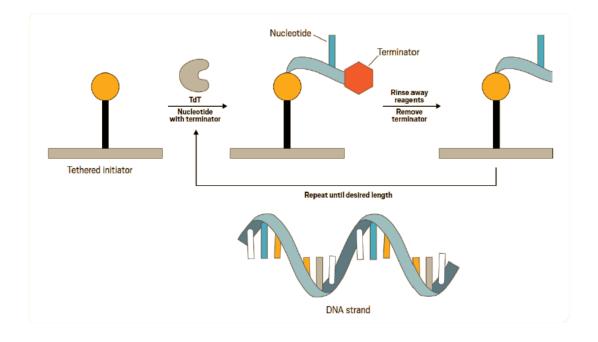
#### Future applications will include RNA-Seq - KPIs to be improved:

• Long transcript conversion

#### **Current Status**

• Lining up for commercial launch in 2H21

## Engineered TdT Polymerase for Enzymatic DNA Synthesis



CODEX

Terminal deoxynucleotidyl transferase (TdT) Engineered for improved stability and speed of conversion

## TDT catalyses the addition of nucleotides to the 3' terminus of a DNA without the need for a template (cDNA)

• Partnership with Molecular Assemblies (MAI) is focused on creating a commercializable solution for enzymatic DNA synthesis

Codexis is engineering a TdT Polymerase to outperform existing organic chemistry-based processes, by improving:

• Stability, activity, and selectivity, all in tandem

MAI goal: faster turnaround, gene-length custom DNA synthesis

#### **Current Status**

- Very significant enzyme improvements since project began in 3Q20
- Enzyme engineering expected to be completed in 2H21

## Oral Biologics Case Study: CDX-6114 for PKU

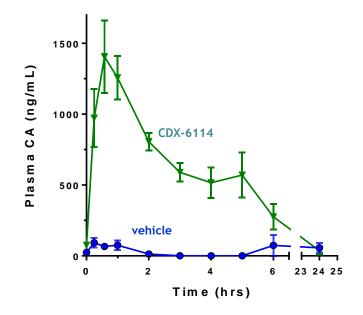


CODEXI

- Orally administered, GI-active enzyme for phenylalanine degradation
- Licensed to Nestlé Health Science
- Two successful Phase 1 studies completed
- Milestones up to \$335 M, plus royalties

### CDX-6114 for Phenylketonuria

#### Preclinical PoC Demonstrates GI Potency



In non-human primates, a single dose of CDX-6114 leads to removal of ~12 mg/kg Phe over a 6-hr period

CA = cinnamic acid, metabolite of phenylalanine

## Appendix: Most Recent Pipeline Snapshot



## Codexis Pipeline Snapshot – June 30<sup>th</sup> 2020

Pipe	Pipeline Project or Product Category		Pre-Commercial Programs		Pipeline Total	vs. prior pipeline
			Customer Partnered	Product Sales and/or Licensing	06/30/2020	6/30/2019
	Pharma Manufacturing:		24	11	35	+5
nes	Clinical Phases II or III		19	n/a	19	+ 4
Enzymes	Patented On-the-Market Drugs		1	5	6	+ 2
Performance Er	Generic On-the-Market Drugs		4	6	10	- 1
	Non-Pharma Products & Processes:	7	6	3	16	+4
	Life Sciences	5	2	1	8	+ 3
	Food, Feed & Nutrition	1	3	2	6	-
	Industrial Enzymes	1	1		2	+ 1
BioTx	Discovery and Development of Novel Biotherapeutics	6	8		14	+ 4
Pip	eline Total as of June 30, 2020	13	38	14	65	+ 13

+ 1

#### GUIDE TO THE PIPELINE SNAPSHOT

#### Row Headers

- Independent categories in which Codexis is creating high value protein innovations.
- Excludes biocatalysts for small molecule pharmaceuticals through Phase 1 development as they are too numerous, unclear re: stage of development and collectively of minimal revenue impact.

#### Column Headers

- ALL Projects are Codexis Driven projects where protein innovations have been or are being created by Codexis teams.
- Pre-commercial are projects or products that have yet to be fully commercialized by Codexis and/or our customers.
- Commercial are projects or products that have been fully commercialized by both Codexis and our customers and are sources of sustained revenue for Codexis.

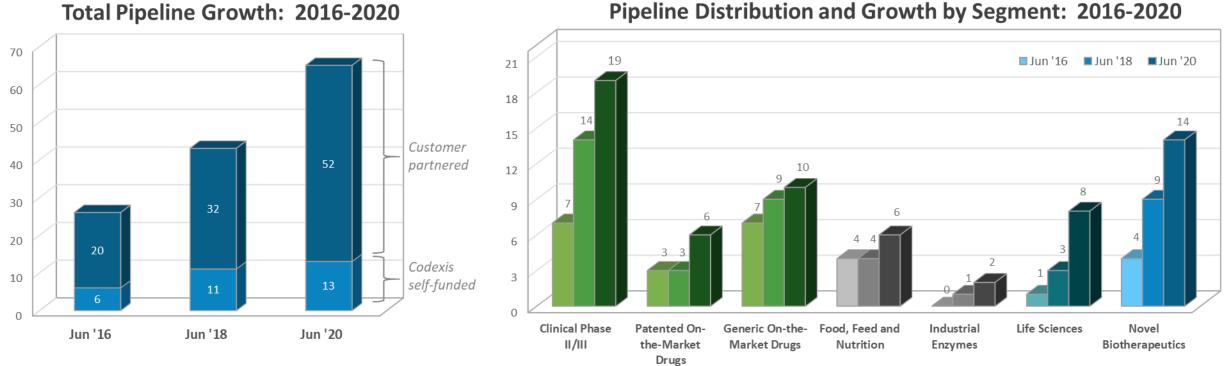
#### For a Project or Product to register in our Pipeline

 It must have generated > \$100,000 in revenue and/or incurred > \$100,000 in costs over the prior 2 years.

vs prior pipeline

+9 +3 +13





#### Pipeline Distribution and Growth by Segment: 2016-2020

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