

Second Quarter 2024 Earnings Presentation

August 8, 2024

danimer 
scientific
A Biotechnology Company

Forward-Looking Statements and Non-GAAP Financial Results

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Some of the financial information and data contained in this Presentation, such as Adjusted EBITDA, and Adjusted Gross Profit has not been prepared in accordance with United States generally accepted accounting principles (“GAAP”). The Company believes these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to the Company’s financial condition and results of operations. The Company’s management uses these non-GAAP measures for trend analyses and for budgeting and planning purposes. A reconciliation of these non-GAAP financial measures to the closest GAAP measure is included in the Appendix to the Presentation. You should review the Company’s audited financial statements prepared in accordance with GAAP, which are included in its Annual Report on Form 10-K filed with the SEC. Forward-looking non-GAAP financial measures are presented without reconciliations to GAAP measures because the GAAP financial measures are not accessible on a forward-looking basis, and reconciling information is not available without unreasonable effort due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations. For the same reasons, the Company is unable to address the probable significance of the unavailable information, which could be material to future results.

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The information contained herein is as of August 8, 2024 and does not reflect any subsequent events.

Manufacturer and developer of PHA biopolymers and PHA-based biodegradable resins marketed under the NODAX® brand. Provider of responsible and sustainable alternatives to petroleum-based plastics across many end-use applications.

FAST FACTS



Founded in 2004
(went public in 2020)



Over 480 patents &
pending patent applications



15 partnerships with major
brands and distributors



196
Teammates



2018 and 2020 recipient
of PLASTICS Innovation
in Bioplastics Award



Locations in Georgia,
Kentucky and New York

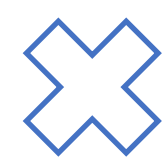
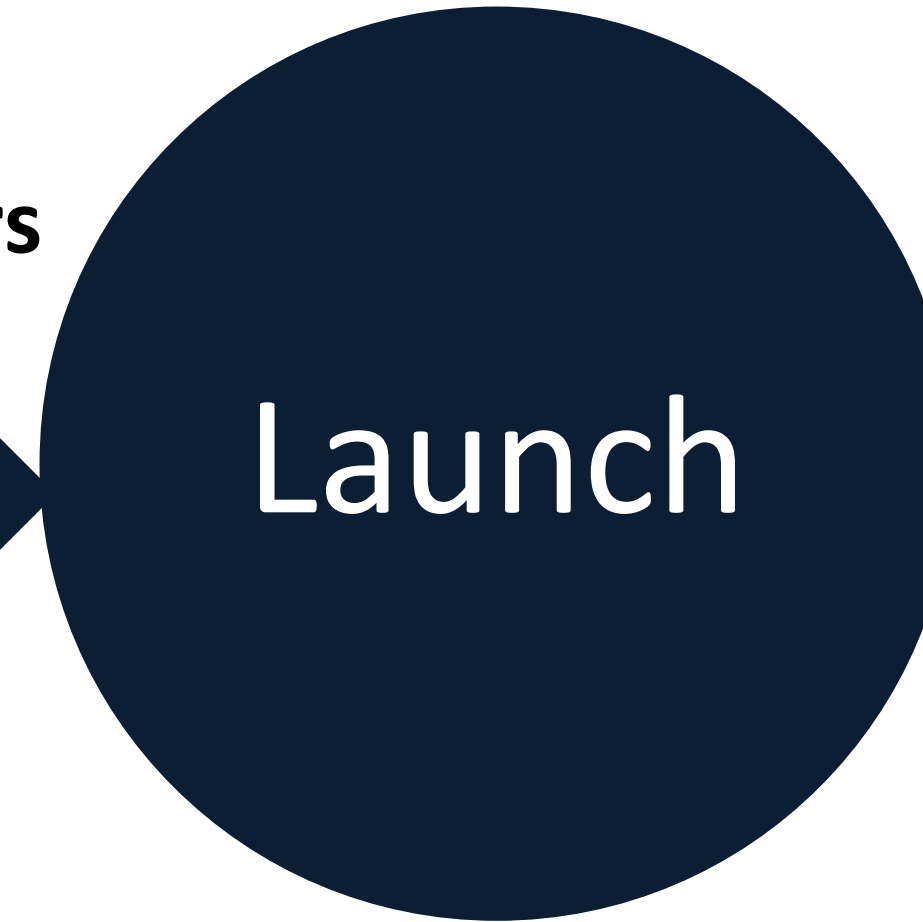
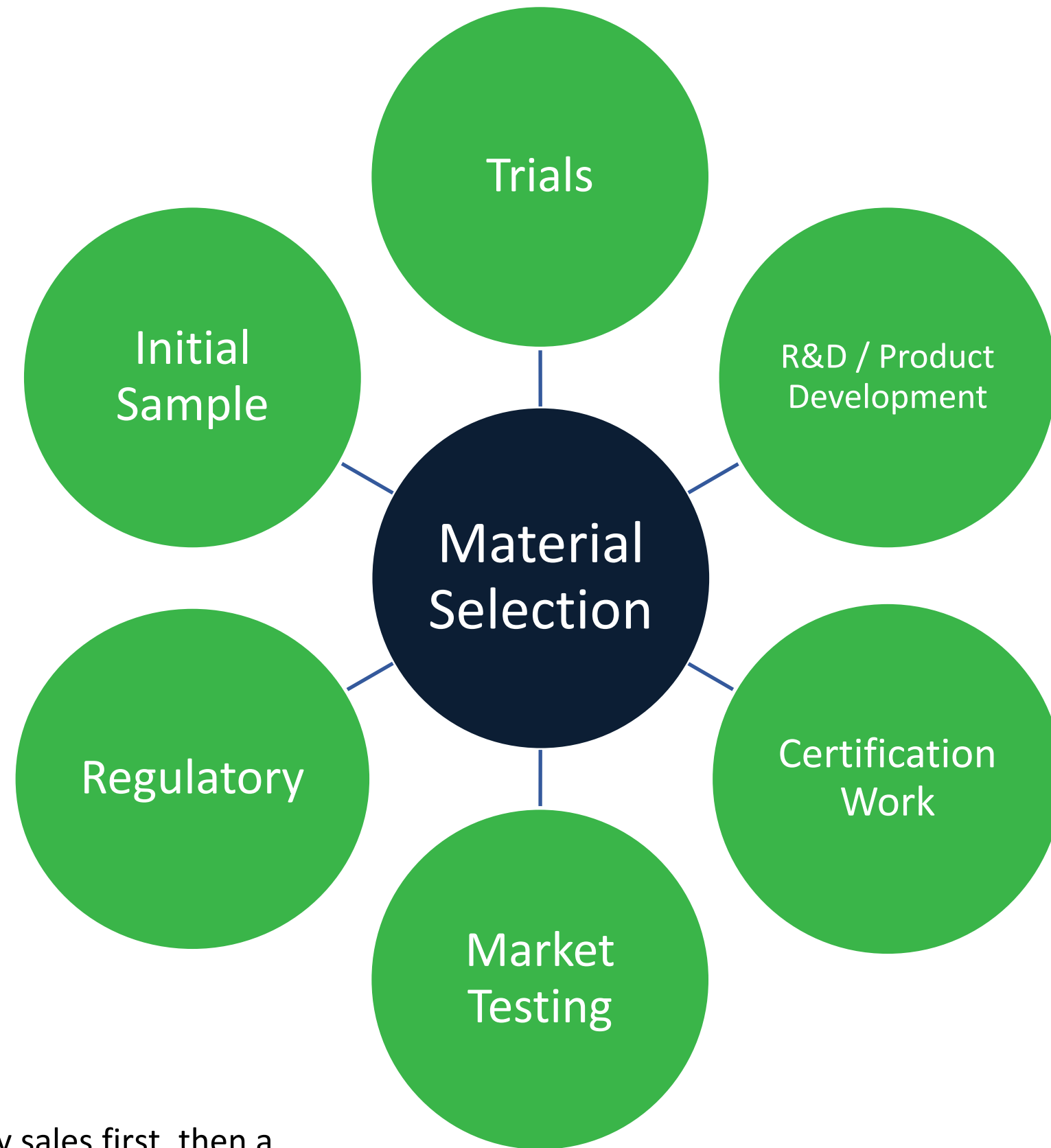
Sales Cycle

1 – 5 Years

3 - 6 Months

1 – 5 Years

6 Months – 2 Years



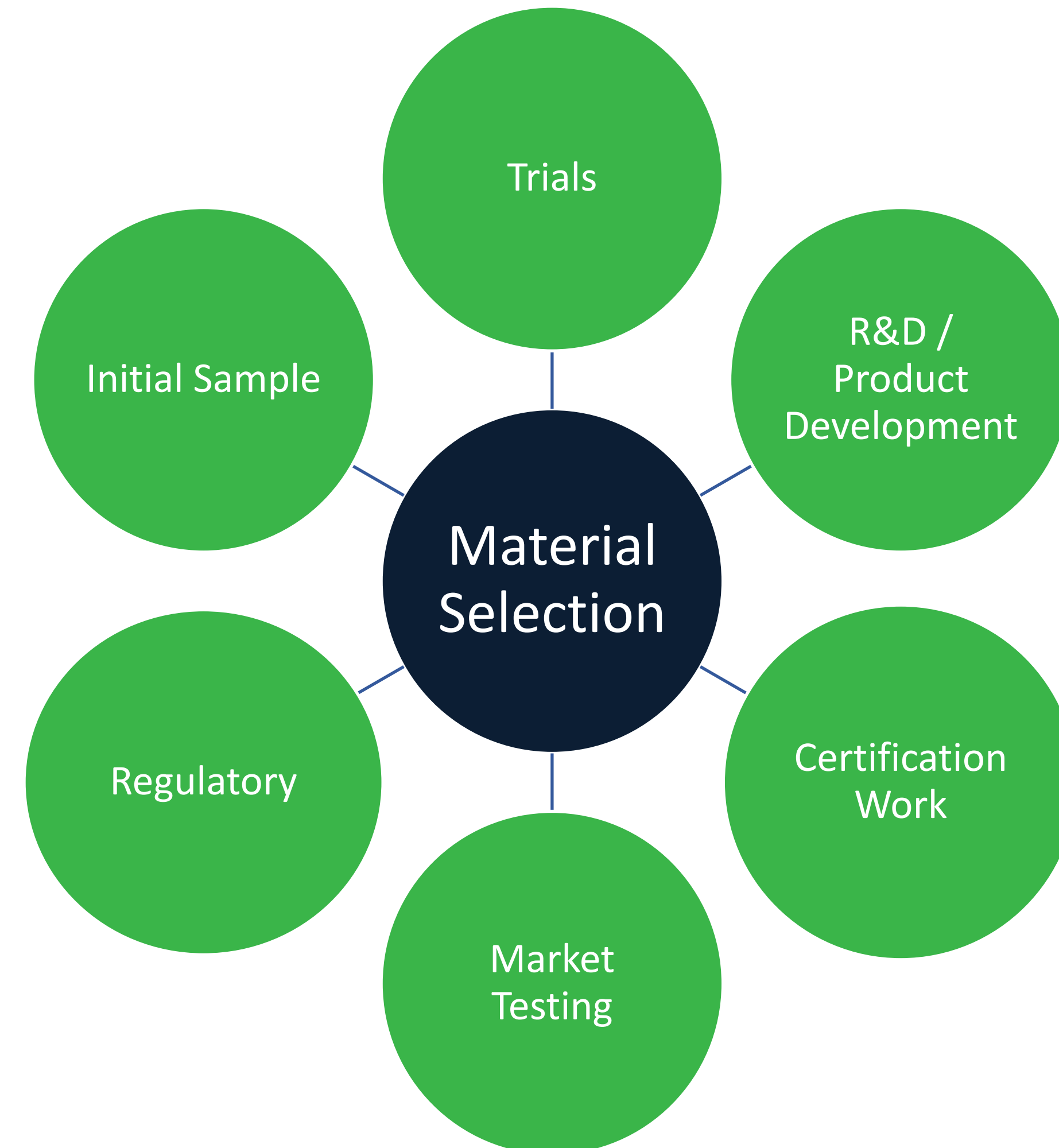
New leads are screened by sales first, then a joint committee with R&D & sales if necessary; many do not make it past this stage



Sales Cycle (continued)

Material Selection

- ~ 104 customers currently in “Material Selection” zone.
- Material selection zone is an iterative process, not necessarily a linear process.



Completed Pro-Rata Dividend Warrant Distribution

Provides unique opportunity to deleverage our balance sheet and reset our capital structure.

- **1 for 3 Pro-Rata Dividend – Record Date May 13, 2024**
 - 1 dividend warrant awarded for each 3 common shares outstanding
 - Approximately 46.7 million warrants were issued to eligible participants
- **\$5.00 Exercise Price – Cash or Face Value of Convertible Notes**
 - 200 warrants may be exercised at \$5.00 each with \$1,000 of cash OR
 - 200 warrants may be exercised at \$5.00 each with one \$1,000 par convertible note
 - Currently includes of one-half Bonus Share – Effective \$3.33 share price
- **Our Convertible Notes Last Traded At 14.86% Of Par on May 13th, 2024**
- **Debt retirement, assuming exercise including Bonus Share**
 - If all Dividend Warrants are exercised by Noteholders - ~\$234M of debt would be retired for 70 million shares
- **To date – we have retired \$6.1 million in Convertible Notes through this program**
- **For additional information, please see the FAQs available at our website: <https://ir.danimerscientific.com>**

No Offer or Solicitation

This communication shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of, these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. A Form 8-A registration statement and prospectus supplement describing the terms of the Warrants will be filed with the SEC and will be available on the SEC's website located at <http://www.sec.gov>. Holders of the Company's Common Stock should read the prospectus supplement carefully, including the Risk Factors section included and incorporated by reference therein. This communication contains a general summary of the Warrants. Please read the warrant agreement when it becomes available as it will contain important information about the terms of the Warrants.

Q2 2024 Financial Summary

Q2 2024 Comments

- Q2'24 sales overall decreased compared to Q2'23 driven by lower PHA sales of \$2.5M impacted by the Starbucks straw resin reappportionment, as well as lower PLA sales of \$2.4 million due to the impact of the Ukraine conflict.
- Increased adjusted gross loss primarily impacted by unfavorable fixed cost absorption driven by lower sales as compared to prior year second quarter.
- Lower total R&D and SG&A spending reflects successful cost control initiatives.

Financial Summary

\$ Thousands

	2Q24	2Q23
Sales	\$7,628	\$12,865
Adjusted cost of sales ⁽¹⁾	9,423	14,497
Adjusted gross (loss) profit	(1,795)	(1,632)
Research and development expenses ⁽²⁾	3,004	3,893
Selling, general and administrative expenses ⁽²⁾⁽³⁾	5,068	4,692
Adjusted EBITDA	(\$9,867)	(\$10,217)

(1) Excludes Depreciation, Stock-based compensation and non-recurring items

(2) Excludes Stock-based compensation, Depreciation & amortization and non-recurring items

(3) Includes \$0.6M related to loss on sale of equipment during the second quarter

Fiscal 2024 Guidance Summary

- Adjusted EBITDA guidance now expected to be between \$(30) million to (\$35) million.
- Capital expenditures guidance range of \$8 million to \$10 million.
- Year-end liquidity, which comprises our unrestricted cash and projected availability under the revolver, will now be in the range of \$15 million to \$20 million.
- Guidance reflects anticipated timing of revenues associated with customer product launches.

2024E Adj EBITDA of
(\$35) – (\$30) Million

Near-Term Path to
Profitability

Change vs 2023A

	Change vs 2023A	Near-Term Path to Profitability
PHA-Based Resin Sales	↑	↑
PHA Gross Margin	↑	↑
PLA Profit Contribution	↓	▬
Total Gross Margin	↑	↑
SG&A & R&D As % of Sales	↓	↓

Appendix



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Adjusted EBITDA Reconciliation

\$ Thousands

	2Q24	2Q23
Net loss	(\$22,661)	(\$39,241)
Interest, net	9,072	9,162
Depreciation and amortization	7,438	7,173
Remeasurement of warrants	(5,742)	(1,083)
Transaction and other related	807	-
Strategic reorganization and related	738	28
Litigation and other legal related	280	37
Stock-based compensation	199	13,666
Income taxes	2	(61)
Loss on extinguishment of debt	-	102
Adjusted EBITDA	(\$9,867)	(\$10,217)

Adjusted Gross Profit Reconciliation

\$ Thousands

	2Q24	2Q23
Total revenue	\$7,628	\$12,865
Cost of revenue	14,531	19,433
Gross loss	(6,903)	(6,568)
Depreciation	5,105	4,934
Stock-based compensation	3	2
Adjusted gross (loss) profit	(\$1,795)	(\$1,632)

THANK YOU