

Third Quarter 2023 Earnings Presentation

November 14, 2023



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A Biotechnology Company

Forward-Looking Statements and Non-GAAP Financial Results

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The information contained herein is as of November 14, 2023 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)



480 patents &
pending patent applications



15 partnerships with major
brands and distributors



263
Teammates



2018 and 2020 recipient
of PLASTICS Innovation
in Bioplastics Award



Locations in Georgia,
Kentucky and New York

Key Investment Highlights

1

Proprietary PHA-Based Resins with Disruptive Performance

Certified biodegradable for home compost, natural soil and marine environments

Highly-engineered to run on standard manufacturing equipment

Indistinguishable from petroleum-based plastic to consumers at end-use

2

Adoption of Sustainable Materials is Strategic and Persistent

Switch to PHA-based resin requires significant customer commitment

Creates brand benefits and mitigates risk from future regulatory mandates and/or consumer focus on environment

Funded joint development partnerships lead to commercial launches

3

Kentucky Plant Capacity Serves Near-Term Demand

Capable of running at projected capacity requirements

Nameplate capacity of ~32.5 M lbs. of neat PHA, ~65 M LBs of finished resin

At full capacity utilization and current market pricing and mix, expect ~\$190 M revenue and very strong contribution margin

4

Ongoing Opportunity for Margin Expansion

Kentucky utilization increase to drive near-term margin improvement.

Bainbridge greenfield plant expected to be even more efficient; drives scale benefits with ~\$400 M of new annual capacity

Expect Danimer Catalytic Technology (DCT) to be a high-margin path to new markets, scale benefits and licensing opportunities

5

Short, Medium & Long-Term Strategic Finance Initiatives

Liquidity position provides runway to positive EBITDA

Part 2 application for DoE Loan Guarantee to fund greenfield facility accepted; due diligence underway and term sheet negotiation next

Intellectual property contribution drives favorable partnership economics for stand-up of catalytic PHA production.

6

World-Class Teams and a Powerful Culture

Deeply capable executive team with cadre of veterans and strong new leaders

Talented engineering, research & development, and technical sales teams

Driven culture with deep commitment to helping solve global environmental and pollution issues

Recent Customer & Business Development Highlights

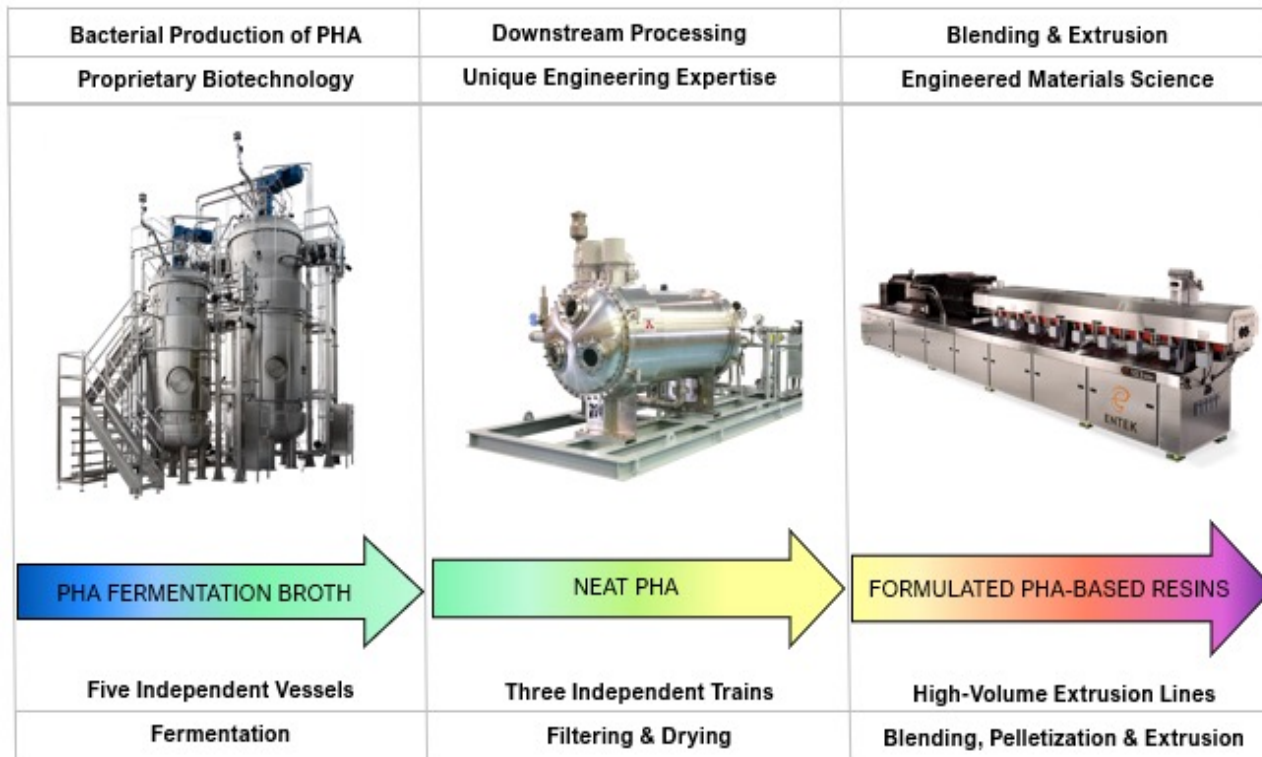
- New program expected to require ~20 million pounds of annual volume of Nodax® cutlery resins; first shipments anticipated mid-year 2024.
- Bacardi partnership for compostable bottle continues and was extended into other categories to eliminate additional sources of plastic waste.
- Delta Cafes now launching industrial-compostable coffee pods made from a PHA-based resin.
- Commercial launch of first home-compostable produce bags with CPG subsidiary BILOLO, with Bolthouse Farms (1 lb. bags of Earthbound mini-carrots) into 240 Meijer Grocery locations.
- Commercializing Nodax-based protective films, shrink wrap and produce bags, all new end-use categories with large market opportunities.
- Signed JDA with a major QSR to develop resins to address their assortment-specific food packaging needs.
- Field trial of straws by large QSR continues.



Kentucky Manufacturing – Process & Capability

Continuous innovation effort reveals potential process engineering pathway to improved extraction of neat PHA.

Moving to validate opportunity to drive increased quality, greater production efficiency and throughput, reduced rates of waste and lower per-pound input costs.



Facility Targets:

~32.5 M LBS of Neat PHA

~65 M LBS Formulated PHA-Based Resin

~\$190 M Revenue¹

¹ Intended to illustrate maximum potential at full utilization of design capacity; assumes pricing of \$3 per lb.

Q3 2023 Financial Summary

Q23 Comments

- 3Q23 sales increase versus last year driven entirely by strength in sales of PHA-based resins (up \$3.1 million or 58% versus prior year) partially offset by a \$1.8 million reduction in sales of PLA-based resins as well as lower R&D and other service revenue.
- Increased Adjusted gross loss primarily reflects increased fixed costs associated with additional capacity in Kentucky.
- Lower R&D and SG&A spending reflects successful, comprehensive cost control initiatives

Financial Summary

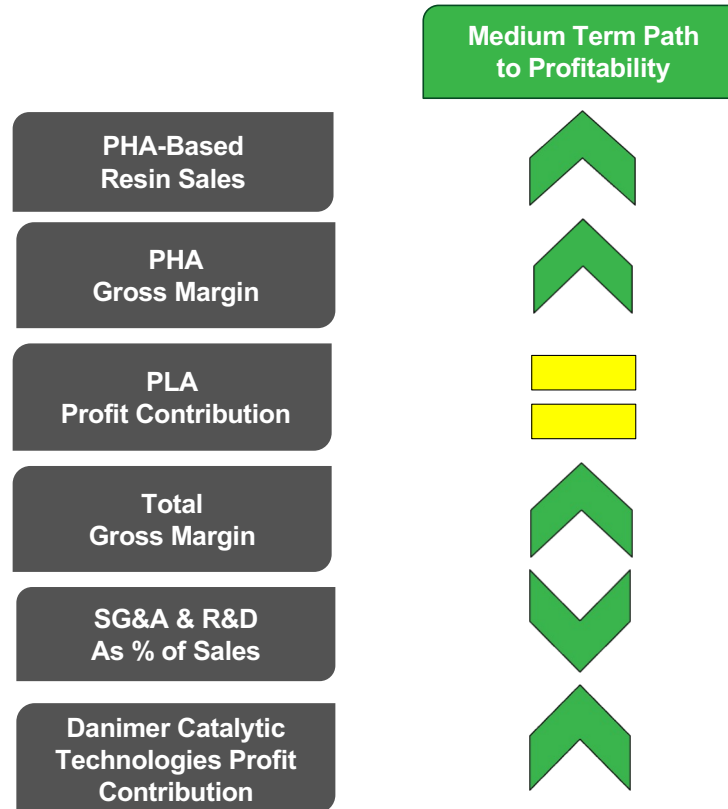
\$ Thousands		
	3Q23	3Q22
Sales	\$10,948	\$10,448
Adjusted cost of sales ⁽¹⁾	13,597	11,910
Adjusted gross loss	(2,649)	(1,462)
Research and development expenses ⁽²⁾	3,190	4,261
Selling, general and administrative expenses ⁽²⁾	3,413	7,220
Adjusted EBITDA	(\$9,252)	(\$12,943)

(1) Excludes Depreciation and Stock-based compensation

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

Guidance Summary

- Revised Adj. EBITDA guidance range of \$(40) to \$(37) million.
- Guidance revision reflects later than anticipated timing of revenues associated with customer product launches.
- Remain confident that volume associated with new programs is intact.
- Numerous and diversified engagement opportunities for long-term pipeline development created by commercialization and near-term customer product launches.
- Expectations for FY23 capital spending now \$27 - \$29 million, narrowed to more favorable end of prior range of \$26 - \$31 million.



Appendix



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EBITDA Reconciliation

<i>\$ Thousands</i>		
	3Q23	3Q22
Net loss	(\$40,159)	(\$94,876)
Stock-based compensation	14,324	14,305
Interest, net	8,584	553
Depreciation and amortization	7,253	4,585
Income taxes	468	(236)
Remeasurement of private warrants	(132)	(1,607)
Strategic reorganization and related	382	-
Litigation and other legal related	28	375
Public company transition	-	35
Loss on loan extinguishment	-	1,500
Impairment of goodwill	-	62,663
Other, net	-	(240)
Adjusted EBITDA	(\$9,252)	(\$12,943)

Adjusted Gross Profit Reconciliation

<i>\$ Thousands</i>		
	3Q23	3Q22
Total revenue	\$10,948	\$10,448
Cost of revenue	18,685	14,503
Gross loss	(7,737)	(4,055)
Depreciation	5,086	2,571
Stock-based compensation	2	22
Adjusted gross loss	(\$2,649)	(\$1,462)

THANK YOU