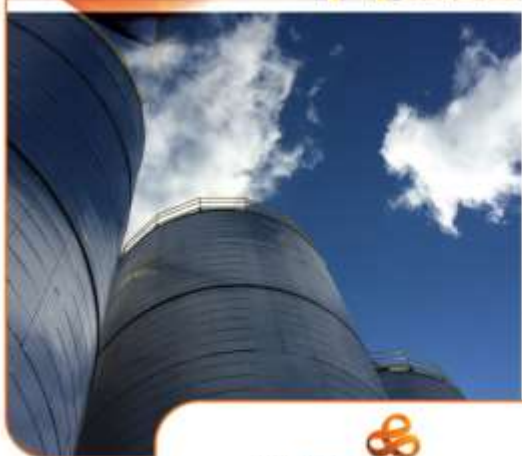


NYSE : BIOA



*bioamber*<sup>™</sup>

# BIOAMBER SARNIA – WHAT WE FOUND? WHAT WE BUILT ? WHAT WE LEARNED?



November 2017



# SAFE HARBOR STATEMENT

Forward-Looking Statements. This presentation contains express or implied forward-looking statements, which are based on current expectations of management. These statements relate to, among other things, our expectations regarding management's plans, objectives, and strategies. All statements other than statements of historical fact could be deemed forward-looking, including, but not limited to, any projections of financial information; any statements about historical results that may suggest trends for our business and results of operations; any statements of the plans, strategies and objectives of management for future operations, including the timing, funding and construction of planned manufacturing facilities; any statements of expectation or belief regarding future events, potential markets or applications, the sizes of addressable markets, expected technology developments, strategic partnerships and collaborations, or enforceability of our intellectual property rights; any statements about the projected or expected economic or other benefits of our products compared to petroleum-derived equivalents, future sales and any statements of assumptions underlying any of the foregoing.

Forward-looking statements are subject to a number of risks, assumptions and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to, risks detailed in periodic reports filed with the Securities and Exchange Commission (SEC), as well as other documents that may be filed by us from time to time with the SEC. In particular, the following factors, among others, could cause results to differ materially from those expressed or implied by such forward-looking statements: the expected funding sources of our future manufacturing facilities and the expected timing of the construction and the start of commercial operations of these facilities; our offtake agreements with Vinmar International Ltd, related to bio-based 1, 4 BDO and bio-succinic acid, and with PTTMCC Biochem for bio-succinic acid; the expected applications of our products and the sizes of addressable markets; our ability to gain market acceptance for bio-succinic acid, its derivatives and other building block chemicals; the benefits of our yeast; our ability to ramp up commercial sales and execute on our commercial expansion plan, including the timing, volume and margins of our future production and sales; the expected cost-competitiveness and relative performance attributes of our bio-succinic acid and the products derived from it; our ability to cost-effectively produce and commercialize bio-succinic acid, 1,4-BDO and THF; customer qualification, approval and acceptance of our products; our ability to maintain and advance strategic partnerships and collaborations and the expected benefits and accessible markets related to those partnerships and collaborations; the impact of our off-take agreements on our business with our customers, our distributors and our current and future equity partners; our ability to economically obtain feedstock and other inputs; the achievement of advances in our technology platform; our ability to obtain and maintain intellectual property protection for our products and processes and not infringe on others' rights; government regulatory and industry certification approvals for our facilities and products; government policymaking and incentives relating to bio-chemicals; and the other factors listed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2016 and Form 10-Q for the quarter ended June 30th, 2017.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the events and circumstances reflected in the forward-looking statements will be achieved or occur and the timing of events and circumstances and actual results could differ materially from those projected in the forward-looking statements. Accordingly, you should not place undue reliance on these forward-looking statements. All such statements speak only as of the date made, and we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise. Before you invest, you should read the documents the issuer has filed with the SEC for more complete information about the Company. You may get these documents for free by visiting EDGAR on the SEC Web site at [www.sec.gov](http://www.sec.gov).

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## WHY SARNIA? WHAT WE FOUND?

- Feedstock availability – rich agricultural area; availability of glucose
- Labour supply – well trained workforce; recent downsizing
- 
- Chemical infrastructure – service and contract companies used to dealing with the chemical industry
- Reasonable cost utilities – electricity (behind-the-fence) and steam
- Supportive community – industry and community leaders; established lines of communications with First Nations
- Environmental regulation and effluent disposal
- **KEY** - Capital – a supportive public sector and programs

## FIVE YEARS AFTER BREAKING GROUND – WHAT HAS HAPPENED?

- Companies – mainly start ups - are following us; companies that see the future of biobased materials made from renewable feedstocks
- We are working on product applications with leading companies from around the world - what are our advantages? Lower cost and better performance
- The excellence of the business development, university and college, and research development networks that exist in Sarnia, Ontario and Canada
- We collaborate with Canadian colleges, universities, and research institutes as we advance our technology – we enable commercialization of Canadian innovation
- The introduction of a carbon tax and Cap and Trade echo the policies of other jurisdictions and these actions are levelling the playing field

# WHAT WE BUILT? THE WORLD'S LARGEST COMMERCIAL BIO-SA™ PLANT



- **Located in Sarnia, Ontario, Canada**
- **First Product shipped Oct 2015;** exporting to countries around the globe
- **CDN\$160M** investment
- Plant feedstock: **Glucose from corn**
- Nameplate: **30,000 MT per year**
- **60 on-site employees; \$70K/avg wage**
- **ISO 9001, ISO 14001, OHSAS 18001 and FSSC 22000** certified
- **Pharma grade SA FDA approved**
- **Product qualified** by over 200 customers
- **First-of-kind technology commercialized in Canada**
- Independent LCA available
- A 30,000 MT plant will save 210,00 MT of CO<sub>2</sub> equivalent gas/year

## WHAT WE LEARNED?

Countries that focus their efforts on helping high-growth, IP-generating companies scale up, by assisting in their efforts to access more highly skilled talent, more capital and more domestic and international customers, will see greater returns in the forms of tax revenue and job creation within their borders.

**Innovation and Productivity, B. Bergen, “Canada has a Scale-Up Problem, Not a Start Up Problem”, April 25, 2017**

- Inventing new Biomaterials with differentiated performance is really hard
- Competing with entrenched, at-scale supply chains is really hard
- Qualifying new materials through the value chain is really hard
- Attracting funding for greenfield, long term investments is really hard
- Doing all four simultaneously is not for the faint of heart!

The world desperately needs new material innovation—performance AND sustainability - biomaterials offer the best chance to meet those needs

**US DOE Biochemicals Workshop, Denver, Colorado, June 1, 2017 – Michael Saltzberg, Global Business Director, Biomaterials, Dupont Industrial Biosciences**



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