

Forward Looking Statement

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, including expected 2021 product launches and strategic transactions; future market opportunities, growth rates and addressable target markets; expectations regarding the future demand for clean beauty and personal care in the U.S. and globally; and expectations of delivering industry-leading growth and establishing the foundation for profitable growth, cash delivery and self-funding. 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, risks related to potential delays or failures in development, production, regulatory approval and commercialization of products, risks related to Amyris's reliance on third parties with respect to collaboration agreements and related contractual obligations, the ultimate duration and severity of the COVID-19 pandemic and potential disruptions and impact to our business operations and financial condition, 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.

Totals in this presentation may not foot due to rounding.

Agenda

- 1 | Introduction
- 2 | Market Overview & Consumer Portfolio
- 3 | Panel Discussion
- 4 | Q&A



John Melo
President and Chief Executive Officer



Han Kieftenbeld
Chief Financial Officer



Daya Fields
President, Pipette and Purecane



Catherine Gore
President, Biossance



Caroline Hadfield
Chief Executive Officer, Rose Inc., and President, Aprinnova



Sheila Shekar Pollak
Chief Marketing Officer, Biossance



Guest:
Julian Reis
Founder and Chief Executive Officer, SuperOrdinary Co.

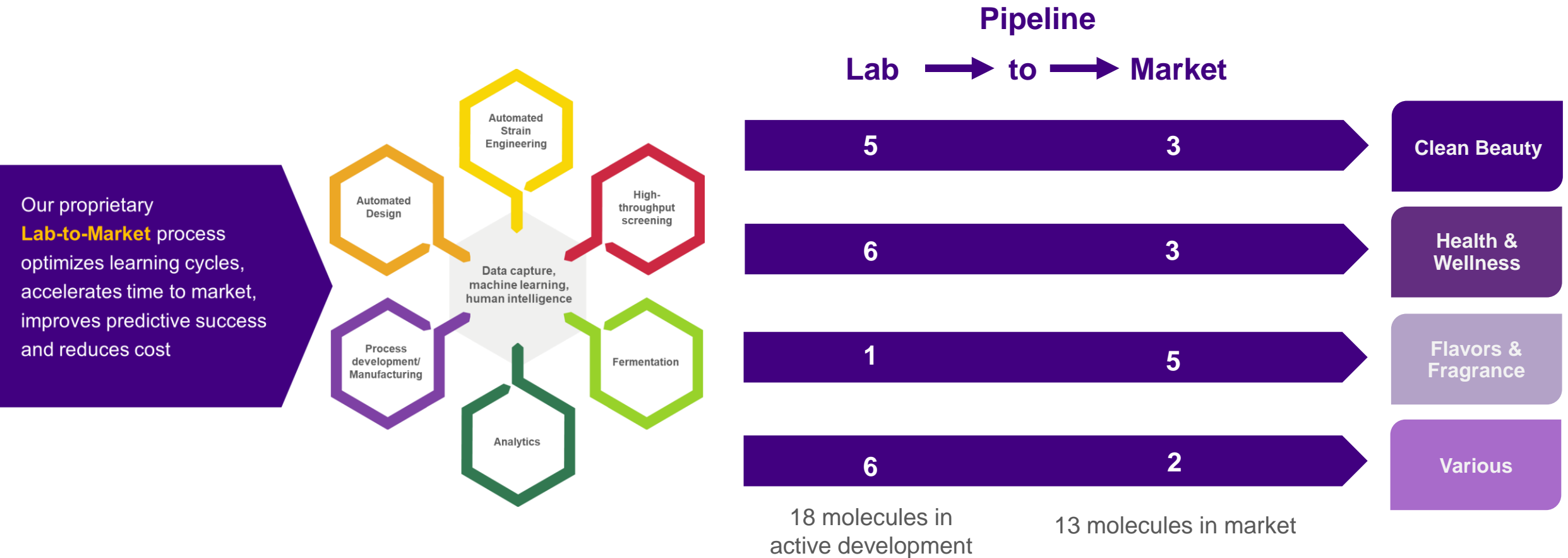
2020: Year of Execution and Transformation

- Accelerated product revenue growth with 4 consecutive quarters of record revenue. Delivered >200% Consumer revenue growth YTD Q3 2020 with higher gross margin
- Delivered 6 new molecules at scale versus target of 2-3
- Completed successful \$200M equity financing of common stock
- Reduced debt by 40% from \$297M at start of year to \$175M by September 30. \$80M of debt is convertible to equity
- Announced strategic transactions in Q4 2020 evidencing value of technology platform and creating clear path to self sustaining cash flow



Lab-to-Market Process Creates Unique Ingredients for Consumers Products

Leading synthetic biology platform delivering clean chemistry from most sustainable source



Our No Compromise[®] Natural Ingredients are Powering our Brands

Industry-leading growth driven by consumer megatrends and enabled by proprietary science

High growth wholly-owned consumer brands



Alternative Sweetener
Purecane[™]



Clean skincare
Biossance[®]



Baby & Mothercare
Pipette[®]

Functional natural ingredients delivering performance and sustainability



Flavors & Fragrance for Home and Personal Care



Alternative Sweetener for Food & Beverage



Clean Beauty for Cosmetics

Our ingredients are building blocks for our consumer brand formulations



Squalane: Superior Moisturizer and Carrier

Makes all formulations perform better

Traditionally sourced from shark liver



Millions of sharks killed annually

Superior Performance

SKINCARE



28% smoother skin¹
51% improved moisturization²

HAIRCARE



255% more manageable hair³
55% improved dry combing³

CBD ABSORPTION



> 10X better CBD penetration⁴

Scalability & Cost Reduction

Renewable crop

Sugarcane is rapidly renewable, always available

Consistent production

Fermentation provides stable manufacturing

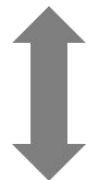
Speed to market

Fewer process steps equals faster production



Sustainability

Less than 0.1% hectare of sugarcane size of an 8 x 10 rug



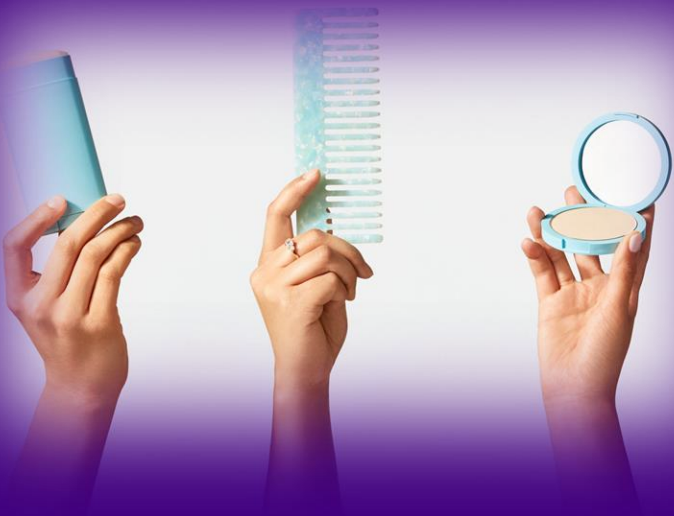
One kg of Squalane



3 sharks killed depending on size of species

1. After 4 weeks. Clinical study performed on 30 women, ages 40-60
2. 1 hour after application. Clinical study performed on 30 women ages 40-60
3. Compared to control formulation
4. Better than Jojoba, Sunflower, CCT, and Hemp Seed Oil. Using 1% CBD EpiSkin -24 hours

Squalane: Nature's Best Moisturizer



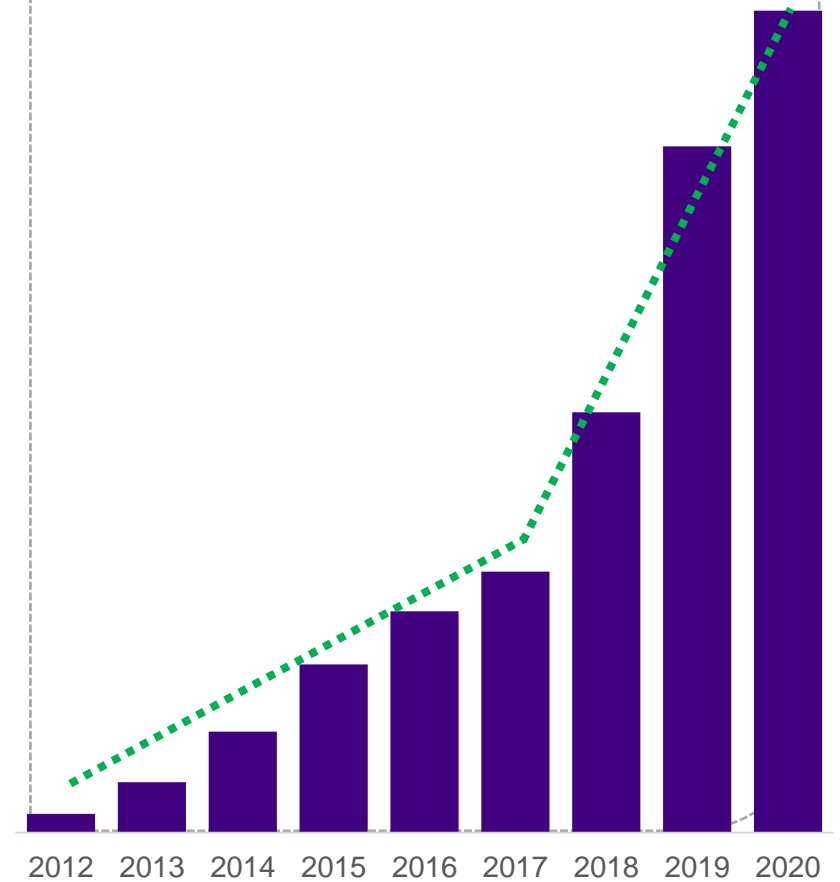
NEOSSANCE™ **SQUALANE**
The Squalane top brands count on



NEOSSANCE™ **HEMISQUALANE**
The natural alternative to liquid silicones

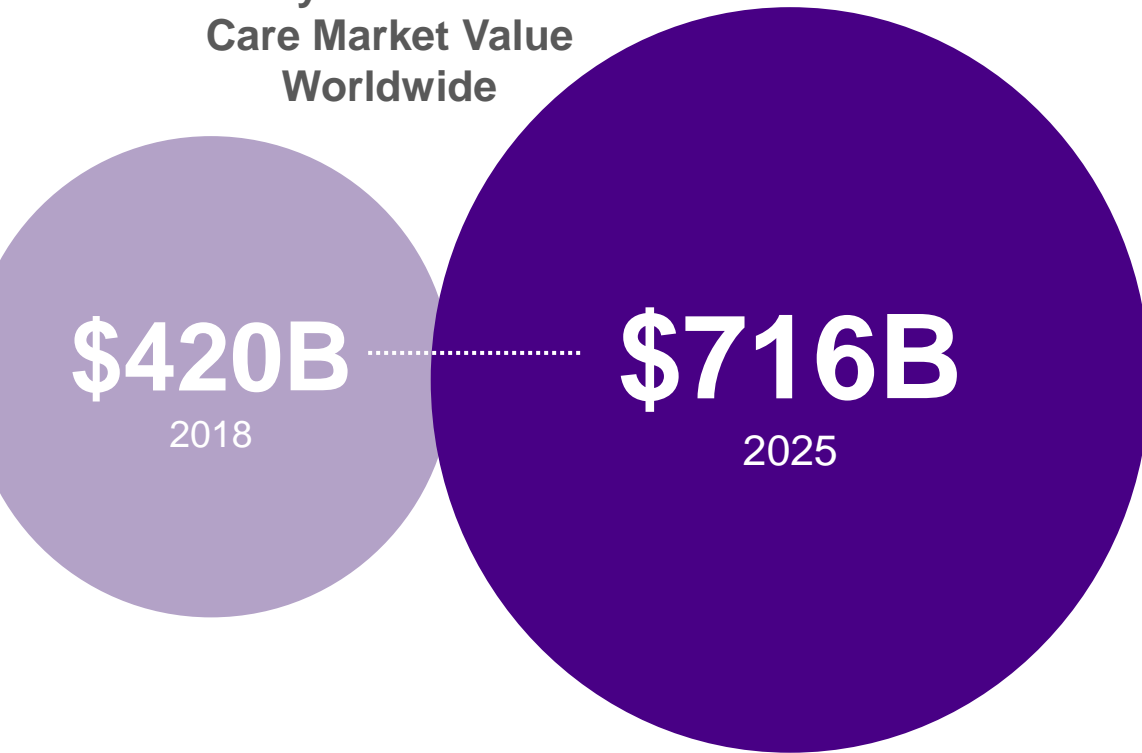
Squalane Sales Growth

Formulated in 3000+ brands

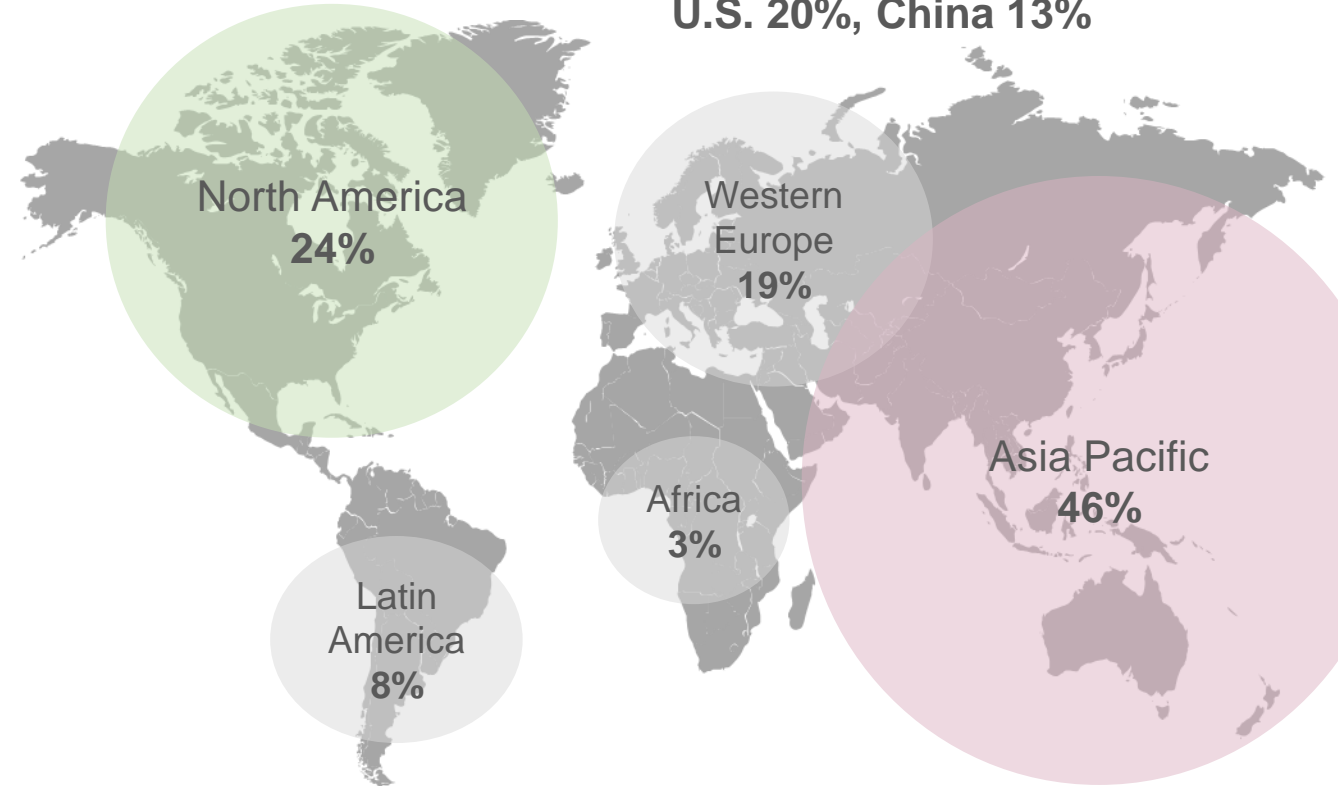


Global Beauty and Personal Care Market Growing >7% Per Year

Beauty and Personal Care Market Value Worldwide



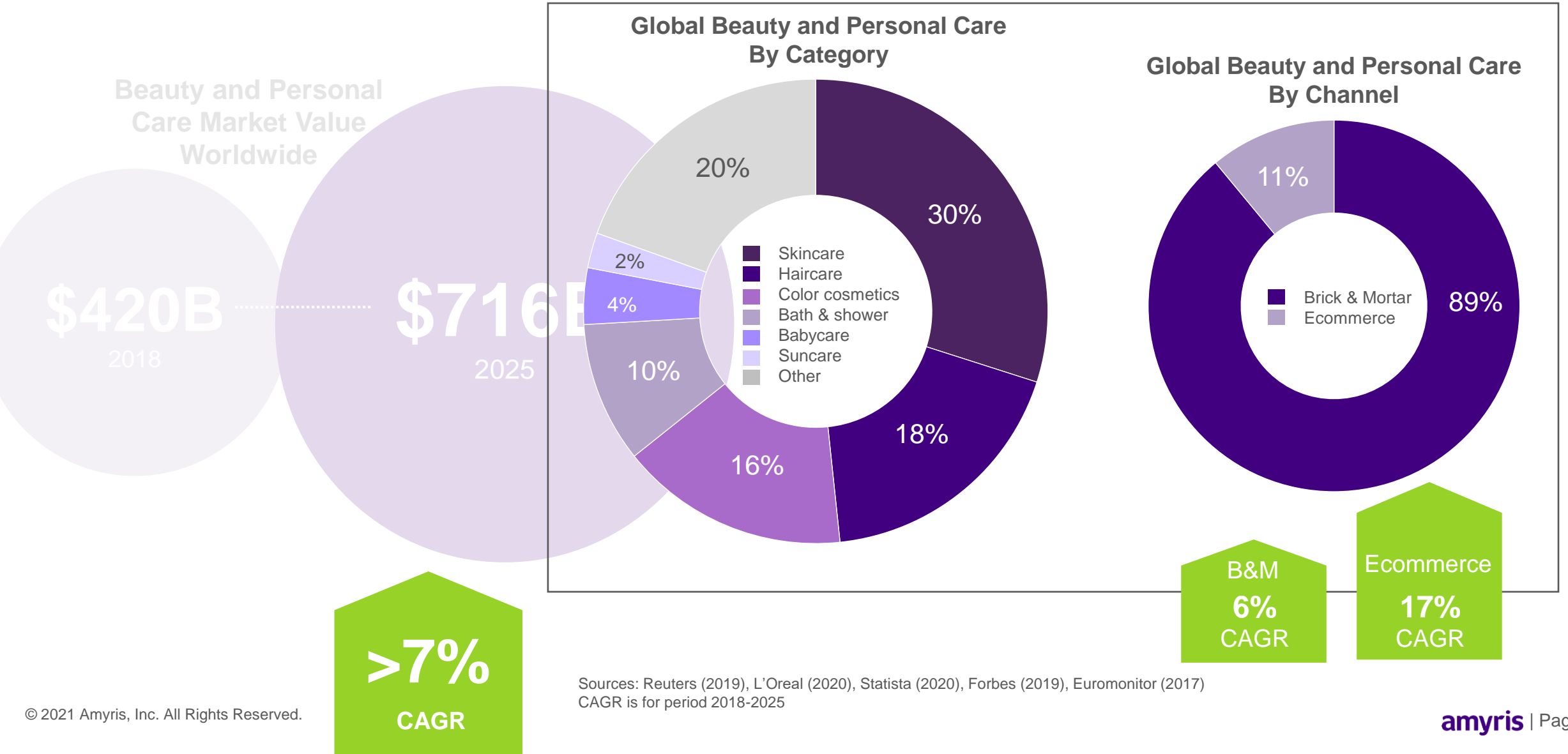
Share of Global Market:
U.S. 20%, China 13%



>7%
CAGR

Sources: Reuters (2019), L'Oreal (2020), Statista (2020), Forbes (2019), Euromonitor (2017)
CAGR is for period 2018-2025

Skincare Is The Largest and Fastest Growing Category in Beauty

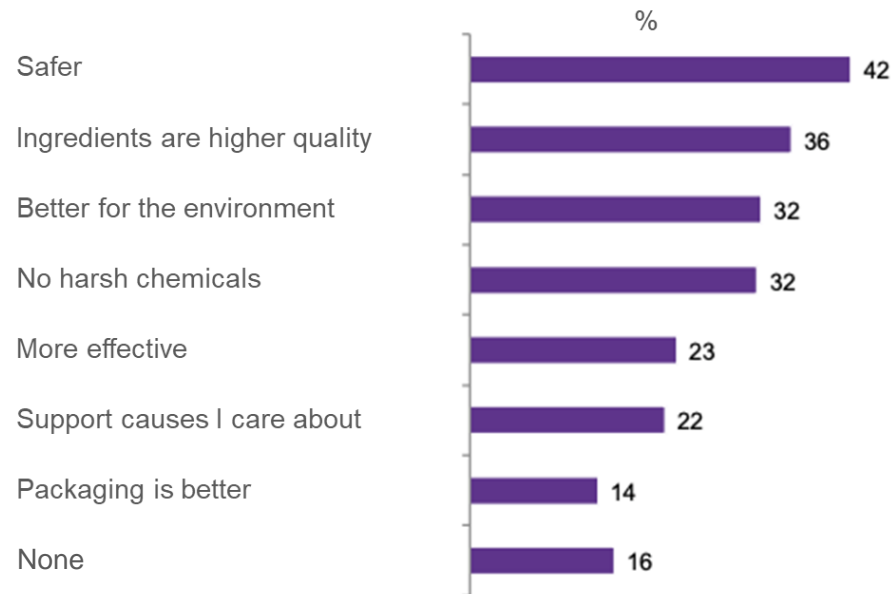


Soon All Beauty Products Will Be Clean

Clean Beauty Will Become The Beauty Industry

From Niche to Mainstream

Reasons consumers buy clean beauty and personal care products compared to traditional products



Base: 1,543 internet users aged 18+ who have purchased clean beauty and personal care products
Source: Lightspeed/Mintel

In the future, the "clean beauty industry" **will be** the "beauty industry"

"Clean" will evolve to be about **transparency** and an **eco-ethical** mission rather than fear-marketing

There will be more of a focus on the power of plants and **synthetic biology**

The growth of the beauty industry will be accelerated by the **lengthened life expectancy**

Amyris Delivers Clean

- We created an entirely new standard for safety, because it's the right thing to do for people and our planet
- We banned 2,000+ potentially harmful ingredients from our formulas
- We use rigorous tests for clean ingredients to create scientifically-backed, pure formulas – no fillers, no confusion
- We deliver our No Compromise® promise to consumers using our clean ingredients and applying our unique formulation expertise

Consumers Want Clean Beauty



**Consumer
education**

90%

of female consumers are interested in buying clean beauty products



**Total
Wellness**

43%

are prioritizing clean beauty during the pandemic with topical and internal products working synergistically



TOGETHER, WE'LL TURN THE TIDE

**Social
responsibility**

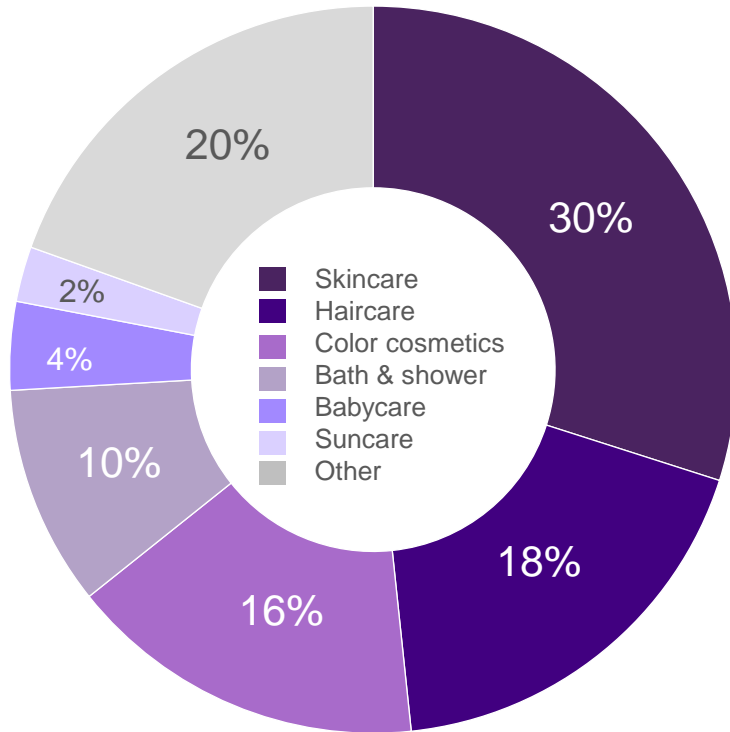
42%

of millennials have started or deepened business relationships because company's products have positive social/ environmental impact

Source: Influencer and Bazaarvoice survey of 24,000 international women. Deloitte, 2019 Millennial Survey, Deloitte Insights

Amyris Products Target 80% of Global Beauty and Personal Care Market

Global Beauty and Personal Care
By Category



Clean Beauty is growing at nearly double the rate of the rest of beauty



BIOSSANCE.
2017 launch

Skincare


pipetteTM
2019 launch

Baby and Family Care

ROSE INC.
2021 launch

Color Cosmetics


2021 launch

Haircare

 **TERASANA**[®]
2021 launch

Acne and Other Treatment Focused Skincare

Sources: Reuters (2019), L'Oreal (2020), Statista (2020), Forbes (2019), Euromonitor (2017), McKinsey & Company (2019)
Clean Beauty CAGR from Brandessence Market Research (2021)

pipette™ The New Standard In Babycare



The Baby Care Market

- 75M Millennials in the US (40M are parents)
- \$1.3T Millennial buying power in baby category--largely untapped
- Millennial moms are purchasing with more ingredient savvy, prioritizing safety
- "Natural" positionings driving category
- +6% Baby toiletries and skincare outpacing category growth
- +17% Masstige brands accelerating growth
- Growing incidence of baby skin sensitivities--lack of confidence in ingredients from mass brands

SOURCES: EUROMONITOR 2017, US MINTEL 2018-2019, PEW RESEARCH, NIELSEN DATA, Third Party survey



EWG Verified



100% Nontoxic



Hypoallergenic



Dermatologist + Ophthalmologist Tested



Pediatrician Backed

BIOSSANCE:. Pioneering Clean Skincare



- Fastest growing clean skincare brand in North America
- Powered by our own Squalane
- Nontoxic, sustainable and effective
- Highest rating from EWG, who monitors over 80,000 products from over 2,000 brands
- Clean Academy to provide clean beauty education
- Digitally connected with consumers to engage and service



BIO-BACKED.
NONTOXIC.
SUSTAINABLE.
CLINICALLY PROVEN.
#NoCompromiseBeauty

COVID-19 and the Effect on Skin

Skincare is more important than ever before

COVID-19 has visibly impacted many aspects of consumers' lives. Skin has been no exception. Constant use of detergents, hand sanitizers and face masks causes **skin to be irritated**, red, sensitive and prone to rashes



Amyris has seen **breakthrough clinical results** for its clean formulation acne treatment. Global acne market is valued at approximately \$11B¹

The Chinese Consumer Is Adopting Clean Beauty

- The concept of clean beauty from overseas is influencing the China beauty market
- 77% of urban consumers believe that clean beauty products are safer than ordinary beauty products
- 82% of Chinese urban consumers believe that product safety is the most important purchase consideration
- Consumers focus on aspects related to product safety such as no additives, no pollution of raw materials and the use of natural ingredients

Source: Mintel (2020)



The Amyris Brand Differentiator

Leading science-to-consumer capability

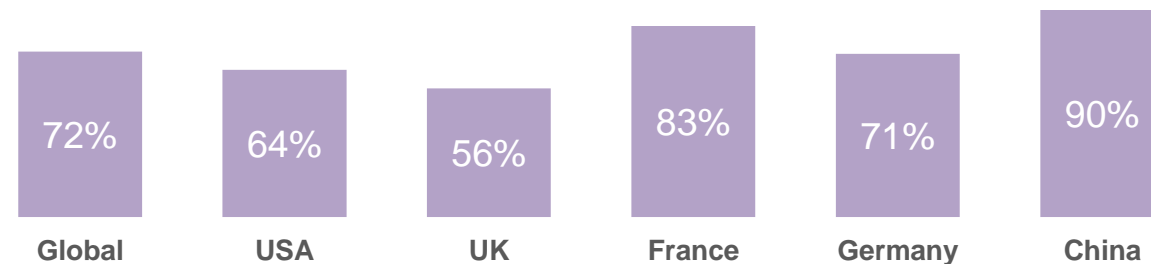
No Compromise[®] products

Leading producer of sustainably sourced, natural ingredients

Consumer Portfolio Growth Opportunities

- **New brand launches:** color cosmetics with Rose Inc., haircare with JVN and specialty skincare with Terasana. Each of these brands are scheduled to be launched in 2021
- **Product line extensions:** adding new and novel formulations to existing brands on an ongoing basis. Addressing emerging issues such as “maskne”
- **Channel expansion:** continue to expand consumer outreach in both offline (brick and mortar) and online (ecommerce) channels
- **Geographic expansion:** extending global reach in UK, Europe, Middle East, Asia Pacific and Latin America. Strategic partnership with SuperOrdinary to enter China market

Importance of Beauty and Personal Care products that are clean¹



¹ Source: AlixPartners Global Health and Wellness study (2018)

At Amyris We Deliver on The Promise of Synthetic Biology

- **Leading Synthetic Biology platform:** fast, cost-effective and sustainable approach using innovative and disruptive chemistry to commercialize products
- **Delivering industry-leading growth:** in fast-growing and attractive Health, Beauty and Wellness markets driven by consumer preferences for clean, safe and sustainable
- **Investing in the future:** balancing continued growth and optimization of portfolio with new science-driven opportunities to make our planet healthier
- **Long-term approach to shareholder value:** establishing the foundation for profitable growth, cash delivery and self-funding



amyris

Q&A

