SUSTAINABLE CHEMISTRY CONFERENCE
“SUSTAINABLE CHEMISTRY: THE BUSINESS CASE”,
Babette Pettersen, Chief Commercial Officer, BioAmber,
September 25th, 2015
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 planned Sarnia, Ontario plant and our other planned manufacturing facilities and the expected timing of the completion of construction and the start of commercial operations at each of these facilities; our joint venture with Mitsui & Co. Ltd; our take-or-pay 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 transition from our E. coli bacterium to our yeast; our ability to commence commercial sales and execute on our commercial expansion plan, including the timing and volume 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, its derivatives and other building block chemicals; customer qualification, approval and acceptance of our products; our inability to comply with milestone covenants contained in certain of our agreements; our limited operating history; our limited sales of bio-succinic acid to date; our inability to obtain additional financing; an increase in corn prices or a decrease in oil prices; a decrease in demand for bio-succinic acid, bio-based 1, 4 BDO and other bio-succinic acid derivatives and other building block chemicals; and the other factors listed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2014 and Form 10-Q for the quarter ending March 31, 2015.

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 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.

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WHO WE ARE
BIOAMBER IS A SUSTAINABLE CHEMICALS COMPANY

Our offices

Key facts
- NYSE listed: Since May 2013
- Established: 2008
- Employees: 100

Montreal, QC
Headquarters

Minneapolis, MN
R&D Facility

Our manufacturing site

Pomacle, France
Demonstration Plant
2010

Sarnia, Canada
Commercial Plant
2015
WHAT WE DO
WE MAKE CHEMICALS FROM RENEWABLE RESOURCES

Our Industrial Biotech Process
- Corn
- Cane / Beets
- Non-food Biomass

Conventional Oil-Based Process
- Pumping crude
- Deep sea
- Oil sands

Sugar → HOOCCH(OH)COOH → Building Block Chemicals → Naphtha
WE HAVE CAPACITY
COMMERCIAL PLANT OPENED AUGUST 2015

SARNIA
CAPACITY
(Annual MT)
30,000 SA

PLANT #2
Est. 2017
70,000 SA
100,000 BDO
A meaningful impact

A 30,000 MT capacity plant saves:

- 5.5 M tree seedlings growing for 10 years
- 508,000 barrels of oil consumed
- GHG emissions of 45,000 US cars
- Electricity use of 46,000 US homes

210,000 tons of CO₂ equivalent gas / year
2 trillions BTUs of energy / year
WHY IS THIS RELEVANT
GLOBAL TRENDS DRIVING MARKET GROWTH

1. Evolving consumer preferences
   - Sustainability
   - Natural
   - CO₂ footprint reduction

2. Climate change

3. Performance and Innovation
   - Food & flavours
   - Personal Care
   - Paints & Coatings
   - Polyurethanes
WE CREATE VALUE: PERFORMANCE AND SUSTAINABILITY

**Paints & Coatings**
Succinic acid in Alkyd Resins, Polyurethanes, Polyesters

**Polyurethanes**
Succinic acid for Polyester Polyols

**Lubricants**
Succinate Esters for Base Oil or Additives

**Food flavourings**
Succinic acid and disodium succinate for food flavor, salt reduction

**Plastics**
Succinic acid in polybutylene succinate for Biodegradable packaging

**Bath tablets**
Succinic acid for Natural effervescence

**Hair conditioning**
Succinate ester for emollients, silicone replacement

**Vinyl flooring**
Succinate esters for Non-toxic natural softener (plasticizer)
BRIDGING ACROSS THE VALUE CHAIN
WHY PARTNERSHIPS ARE CRITICAL TO COMMERCIAL SUCCESS

Push: Suppliers ➔ Pull: Consumers

Reinventing the green process

Raw material ➔ Chemical Producers ➔ Formulators Manufacturer ➔ Retailer ➔ Consumer

bioamber

- Bio-based Building Blocks

• Differentiation with new more sustainable products
• Better H&E Profile
• Reduces dependency on fossil feedstocks

• Corporate sustainability
• Changing goals
• Brand Equity
• Consumer needs
VALUE CHAIN PARTNERSHIPS KEY TO SUCCESS

BIO-SA™ → Coatings chemical → Textiles applications

- Bio-Succinic Acid

- Impranil ® eco DL 519
- Impranil ® eco DLS
- Impranil ® eco DLP-R

Waterborne, solvent-free polyurethane dispersions for textile coatings with up to 65% bio-based content

PU-coated synthetic materials for footwear, garment and accessory. Enabling industry to meet sustainability aspirations
VALUE CHAIN PARTNERSHIPS KEY TO SUCCESS

Formulated to produce synthetic leathers with softer touch, better scratch resistance

* Flokser Synthetic leathers are 70% bio-based
KEY LEARNINGS
PERFORMANCE LEADS
SUSTAINABILITY FOLLOWS
PRICE DRIVEN BY OIL

KEY CHALLENGES
MARKET DEMAND
TIME TO MARKET
PRICE OF OIL

KEY TO SUCCESS
PARTNERSHIPS
APPLICATION DEVELOPMENT
VALUE CHAIN MARKETING
INVESTMENT CAPITAL
Several Canadian Programs Bridged the Funding Gap That Exists

GOVERNMENT FUNDING KEY TO SUCCESS

Phase 1 Development
Phase 2 Demonstration
Phase 3 Commercialization
Phase 4 Growth

Venture Capital  FUNDING GAP  Commercial Lending
GOVERNMENT PROGRAMS: 50% OF FUNDING MOSTLY IN THE FORM OF LOANS

PLANT IN SARNIA, ONTARIO, CANADA: Commissioning Underway

CAPEX: US$125 Million +/-10%
Capacity: 30,000 MT / year

Sarnia Joint Venture

Funding

- Mitsui 30%
- BioAmber 70%
- Government Non Dilutive 50%
- Mitsui 15%
- BioAmber 35%
Establish Programs that Support Growth Stage Companies

Industry needs success stories to attract capital
Europe needs manufacturing - world scale plants and the creation of clusters to generate an ROI on Science & Technology

How EU Policy Can Help
Loans and/or loan guarantees (not grants) that build momentum and generate returns to funnel back into earlier stage projects
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