



SUSTAINABLE CHEMISTRY CONFERENCE

“SUSTAINABLE CHEMISTRY: THE BUSINESS CASE”,
Babette Pettersen, Chief Commercial Officer, BioAmber,
September 25th, 2015



Bundesministerium
für Umwelt, Naturschutz
und Reaktorsicherheit



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 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 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.

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WHO WE ARE

BIOAMBER IS A SUSTAINABLE CHEMICALS COMPANY

Our offices

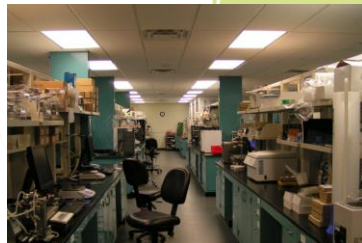
Key facts

- 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

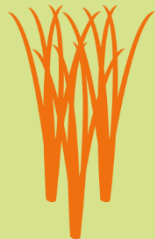
Our Industrial Biotech Process



Corn



Cane / Beets



Non-food Biomass

Conventional Oil-Based Process



Pumping crude



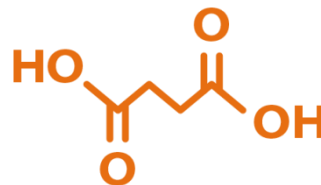
Deep sea



Oil sands



Sugar



Building Block Chemicals



Naphtha

WE HAVE CAPACITY COMMERCIAL PLANT OPENED AUGUST 2015

NYSE : BIOA



CAPACITY
(Annual MT)

SARNIA
2015

30,000 SA

PLANT #2
Est. 2017

70,000 SA
100,000 BDO

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



Reinventing the green process



VALUE CHAIN PARTNERSHIPS KEY TO SUCCESS

BIO-SA™



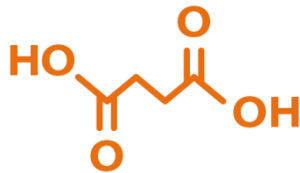
Coatings
chemical



Textiles
applications



- Bio-Succinic Acid



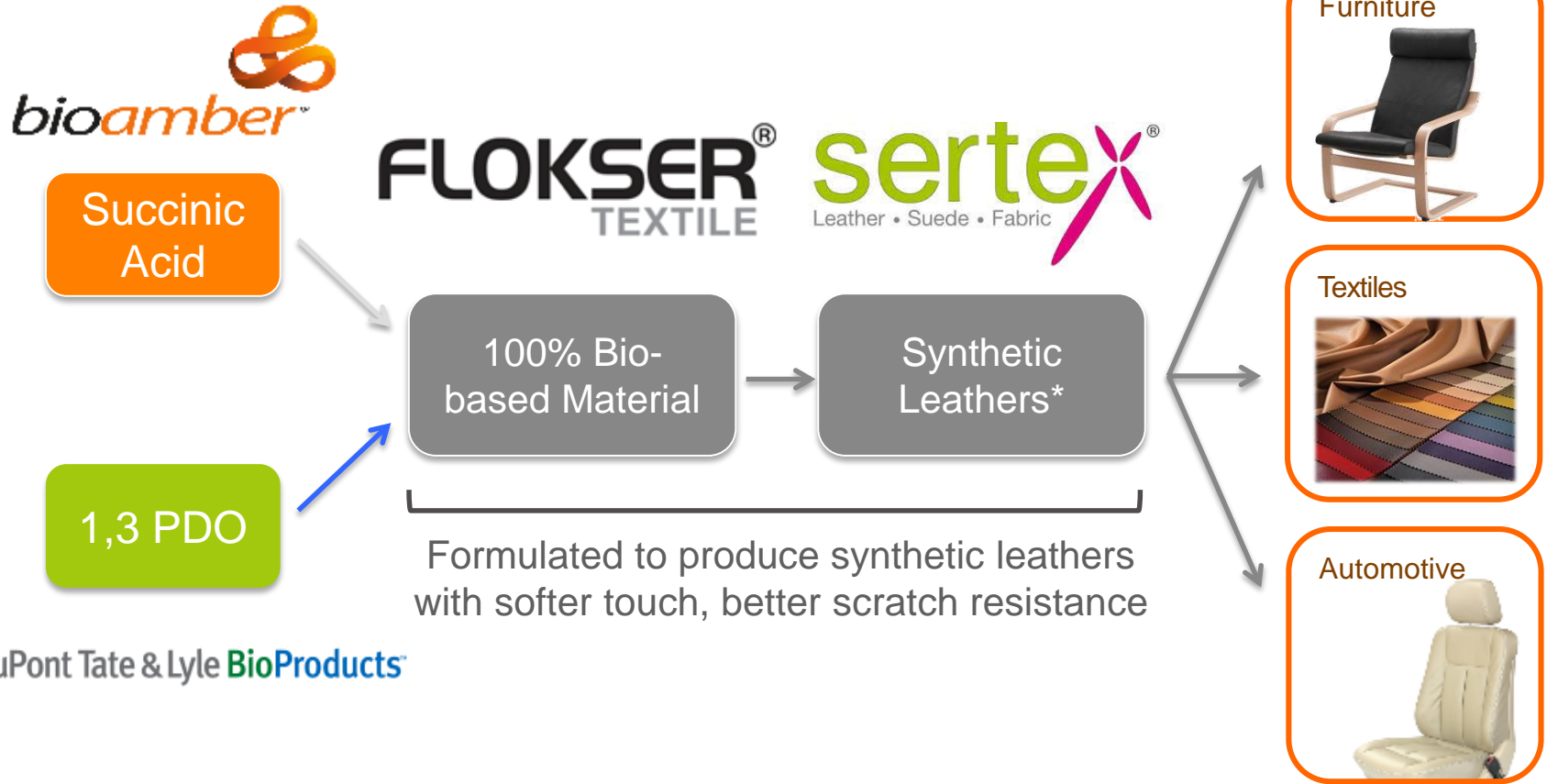
- Impranil® eco DL 519
- Impranil® eco DLS
- Impranil® eco DLP-R

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



GOVERNMENT FUNDING KEY TO SUCCESS

Several Canadian Programs Bridged the Funding Gap That Exists



GOVERNMENT PROGRAMS: 50% OF FUNDING MOSTLY IN THE FORM OF LOANS

NYSE : BIOA

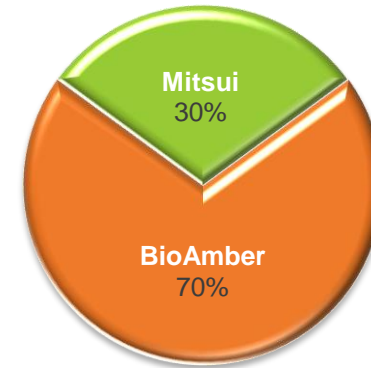
PLANT IN SARNIA, ONTARIO, CANADA: Commissioning Underway



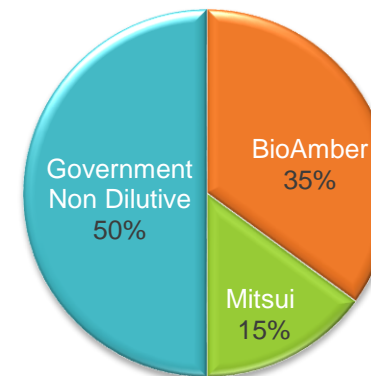
CAPEX: US\$125 Million +/-10%
Capacity: 30,000 MT / year



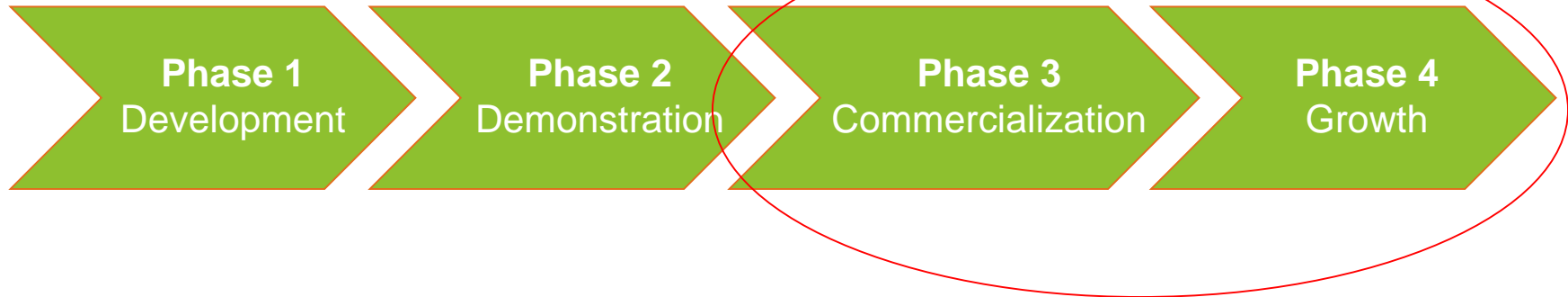
Sarnia Joint Venture



Funding



WHAT IS NEEDED IN EUROPE TO ATTRACT INVESTMENT



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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