Enabling Innovation, Creating Value

WE MAKE THE DIFFERENCE in Performance

BIO World Congress 2014
## Lower Carbon Footprint; Lower Energy Use

**BioAmber Bio-SA™**

### Green House Gas Savings

<table>
<thead>
<tr>
<th>Carbon Intensity (kg CO2e/kg)</th>
<th>Petrochemical SA</th>
<th>BioAmber SA</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.1</td>
<td>0.04</td>
<td></td>
</tr>
</tbody>
</table>

**99.4% reduction**

### Energy Savings

<table>
<thead>
<tr>
<th>Energy Use (MJ/kg)</th>
<th>Petrochemical SA</th>
<th>BioAmber SA</th>
</tr>
</thead>
<tbody>
<tr>
<td>97.7</td>
<td>42.7</td>
<td></td>
</tr>
</tbody>
</table>

**56.3% reduction**

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*Riffel Consulting*

*Field-to-Gate Energy and Greenhouse Gas Emissions Associated with Succinic Acid Produced At BioAmber’s Future Facility In Sarnia Ontario, Canada*
Key Milestones since BIO 2013

- IPO May 2013, NYSE and EuroNext
- Sarnia plant funded and tracking to budget and schedule
- $10MM interest-free loan from Agriculture Canada
- Bio-BDO ‘Take-or-Pay’ Contract with Vinmar for 100,000MT
- Bio-SA ‘Take-or-Pay’ Contract with PTTMCC Biochem
3 Year Supply Agreement
Majority of Supply to BIOA
Take-or-Pay Portion of Supply

- Majority Supply: PTT-MCC commits to purchase **80% of their total needs** from **BioAmber**: 11,200 - 14000 MT
- Approximately 50% of this volume is “Take-or-Pay”

PTT-MCC is constructing a Bio-PBS Plant in Rayong, Thailand with annual production capacity of 20,000 MT

PTT-MCC contract validates quality and cost competitiveness of BioAmber Succinic Acid
Beyond Sarnia: A 100,000 MT BDO Plant

Vinmar Agreement Announced Jan 22, 2014

Vinmar International

Sales: Over US$4 billion (2012)

Volume: Over 3 million tons / year

Expertise: Marketing & Logistics

Chemical Project Experience: (financing, engineering, building)

BDO: was principal off-taker to 75,000 ton Saudi plant for 8 years

Take-or-Pay Contract Terms

• Purchase 100% of output from 100,000 ton/yr commercial plant
• 15 year term from commissioning
• Invest in plant (minimum 10%)
Bio-Succinic Acid: A Platform Chemical

Enabling Innovation, Creating Value

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Making a Difference in Automotive

PERFORMANCE - BIO BASED - INNOVATION

Interior and Exterior Composites
Body Panels, Interior Parts, Leather & Coatings,
Automotive: Trends in customer purchase decisions

Product issues influencing consumer purchase decisions

- Fuel efficiency
- Environmental friendliness
- Safety innovation
- Vehicle styling
- Ergonomics and comfort
- Use of alternative fuel technologies
- Vehicle-bound internet connectivity and built-in technologies
- Enhanced vehicle lifespan
- Telematics/personal assistance services

Note: Percentage of respondents rating issues as important
Source: KPMG's 2012 Global Auto Executive Survey
## Building & Construction: Voluntary Schemes

<table>
<thead>
<tr>
<th>Name</th>
<th>Country</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>BREEAM</td>
<td>UK</td>
<td>Credits for responsible sourced raw materials</td>
</tr>
<tr>
<td>Biopreferred</td>
<td>USA</td>
<td>Public Procurement for Biobased products.</td>
</tr>
<tr>
<td>HQE Haute Qualité Environmental</td>
<td>France</td>
<td>Includes building process and materials choices. EPD (environmental product declaration – FDES in French) based on LCA are requested for materials to evaluate environmental impact.</td>
</tr>
<tr>
<td>Code for sustainable homes</td>
<td>UK</td>
<td>Voluntary standard for the sustainable design and construction of new homes. It aims to reduce carbon emissions and promote higher standards of sustainable design above the current minimum standards set out by the building regulations. The code provides 9 measures of sustainable design and includes energy saving and CO2 emissions.</td>
</tr>
<tr>
<td>LEED (v4) <em>(From 11/2013)</em></td>
<td>USA, also used in other countries</td>
<td>New version of LEED. More holistic approach based on LCA assessments and EPD (environmental product declaration).</td>
</tr>
</tbody>
</table>
Communication/Policy being prepared.

**Goal:** reduce the environmental impacts of the sector, in line with the EU2020 objectives.

Policies would allow for a **holistic approach regarding resources and life-cycle impact**, addressing **resource use** and environmental impacts starting from manufacturing and **extraction of building materials**

With increasing energy efficiency in the use phase **the embedded energy will most likely become the dominating factor in the future.**

A wide range of policy options will be identified and analyzed. Measures to **stimulate demand** for resource efficient buildings, including:

- Green Public Procurement (GPP).
- **Financial incentives** (to clients), including low interest loans.
- Assessment and **reporting scheme (EPDs)** based on LCA (Life Cycle Analysis).
Partnerships to Speed Commercialization

**Automotive**
- ALTERNATIVE TO POLYPROPYLENE IN AUTOMOTIVE

**Composites**
- INNOVATIVE UNSATURATED POLYESTER RESINS

**Coatings**
- RENEWABLE POLYURETHANE COATINGS
Integrating New Supply Chains for Automotive

- **Biobased Succinic Acid**
  - Biobased Succinic Acid - Renewable dicarboxylic acid building block

- **Polymerization**
  - Bio-based Polyester Polymer
  - Strong Patent Position

- **Formulation and Application**
  - Modification of the Polymer and integration into part production
Composite Applications

**Construction**
- Infrastructure
- Electrical
- Housing

**Transportation**
- Automotive & trucks
- Railway

**Marine**
- Boat hull & surf application

**Energy**
- Renewable energies

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Integrating New Supply Chains for Automotive

Bio-Succinic Acid → Unsaturated Polyester Resins → Composite → SMC Part → Auto OEM

Additive Solutions

SMC Part

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Bio-SA™ Solutions for Building & Construction

Adhesives & Sealants

PU insulation rigid foams

Paints and Coatings
- PU coatings
- Alkyds resins
- Liquid polyester resins
- Polyester Powder Coatings
- UV-curable coating resins

Phthalate-free Plasticizers
Vinyl Flooring

PU Coatings for Wood
Decking, Sidings
Solvent-free Polyurethane Wood Coating with BIO-SA™ Brand Monomer vs Adipic Acid

<table>
<thead>
<tr>
<th>General Properties</th>
<th>Standard</th>
<th>Adipic Acid</th>
<th>BioAmber BIO-SA™</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hardness</td>
<td>74</td>
<td>81</td>
<td>77</td>
</tr>
<tr>
<td>Gloss 60/85</td>
<td>83/92</td>
<td>82/92</td>
<td>81/91</td>
</tr>
<tr>
<td>Tensile Strength (Mpa)</td>
<td>19.0</td>
<td>21.0</td>
<td>22.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Chemical Resistance</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ethanol 1hour</td>
<td>1.0</td>
<td>1.0</td>
<td>1.0</td>
</tr>
<tr>
<td>Ammonia 10% 5min</td>
<td>5.0</td>
<td>5.0</td>
<td>5.0</td>
</tr>
<tr>
<td>Acetone 10 sec</td>
<td>5.0</td>
<td>5.0</td>
<td>5.0</td>
</tr>
</tbody>
</table>

Similar Tensile Strength  
Similar Hardness  
Similar Gloss  
Increased Chemical Resistance  
Increased Biocontent

Evaluations by Picassian Polymers
Polyurethanes based on polyols made from renewable resources & Bio-Succinic Acid can be used to make high performance eco-wood coatings with significantly higher renewable content and equal performance vs non-bio based coatings, creating value throughout the supply chain, and for the modern consumer.
Enabling Innovation; Creating Value

Performance
Renewable Content
Environmental Footprint
Broad Application Potential

Making the Difference
The Choice is Yours
WE MAKE THE DIFFERENCE

+ LONGEST COMMERCIAL PRODUCTION OF BIO SUCCINIC ACID
+ PRODUCT DIFFERENTIATION
+ PERFORMANCE ADVANTAGES
+ REDUCED CARBON FOOTPRINT

COMPETITIVE ADVANTAGE WITH RENEWABLE CHEMICALS
BioAmber has the most experience producing commercial bio succinic acid. We’re committed to bringing you product differentiation and performance gains, and the world’s most cost competitive production plant.

www.bio-amber.com | EU +33 3 26 89 48 90 | NA +1 763 253 4480
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