



# LanzaTech

Transforming Carbon. Making Products.

Where does your carbon come from?

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# LanzaTech Captures Carbon and Transforms it into Sustainable Products



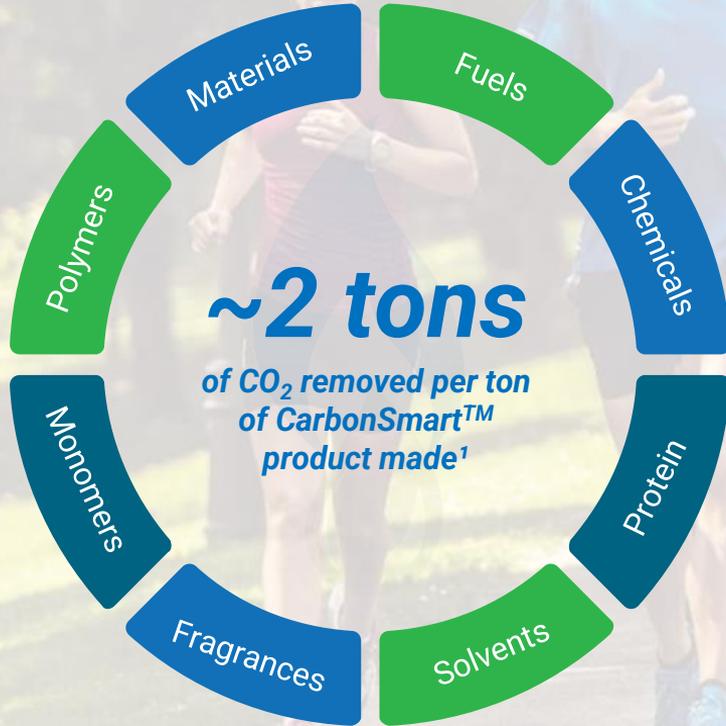
From waste . . .





... to products

# Being CarbonSmart™



In a CarbonSmart™ world, carbon waste is transformed to nearly everything we use in our daily lives

LanzaTech generates profitable ROIs for partners, accelerating adoption of CarbonSmart™

## Products with CarbonSmart™

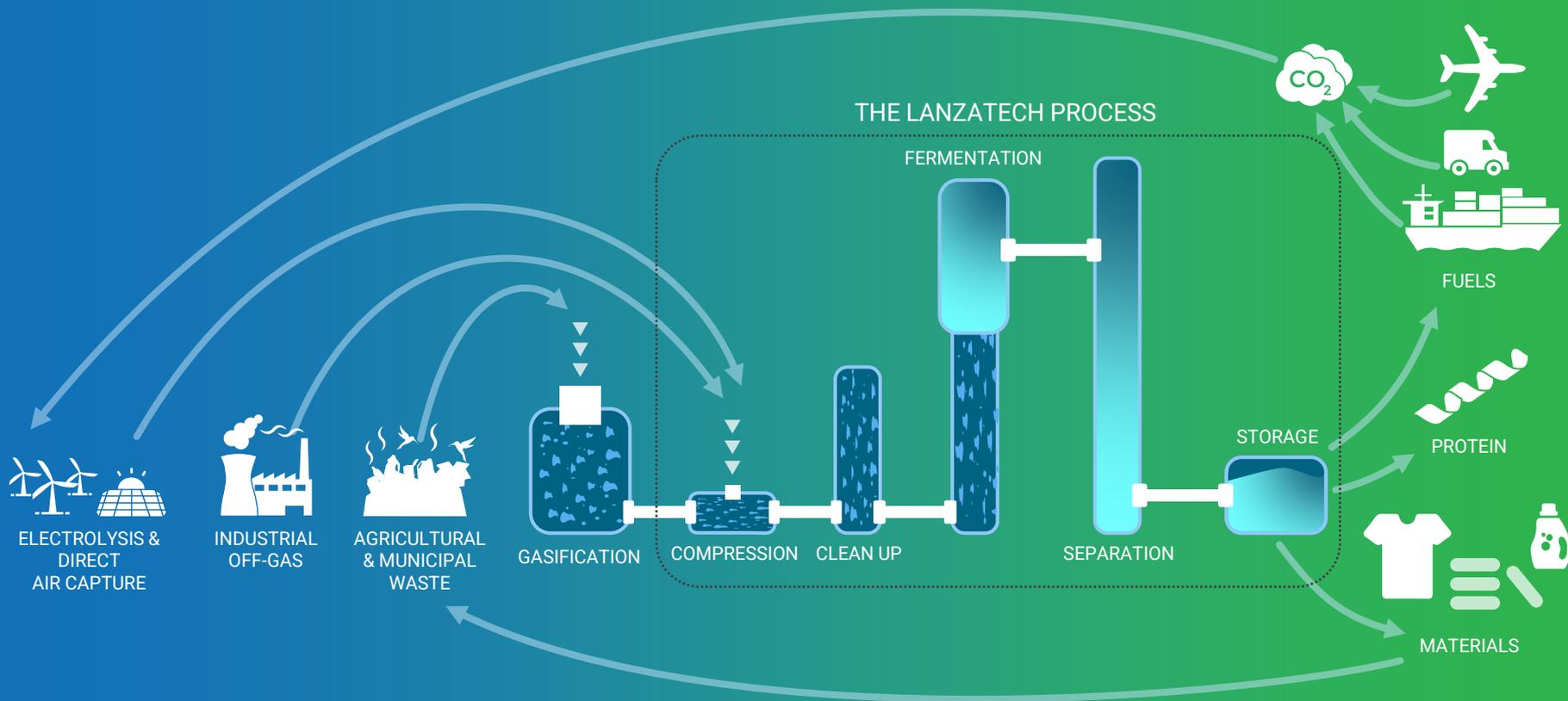


## \$1T Addressable Market<sup>2</sup>

Potential for **>1 billion** tons/year of product from waste feedstocks

<sup>1</sup> LanzaTech management; <sup>2</sup> Per Grand View Research (2019), Allied Market Research (2018), The Business Research Company (2019), Technavio (2019), Fortune Business Insights (2019) and Knowledge Sourcing Intelligence (2020).

# LanzaTech's Unique Transformation Process



# 1

## Market Opportunity

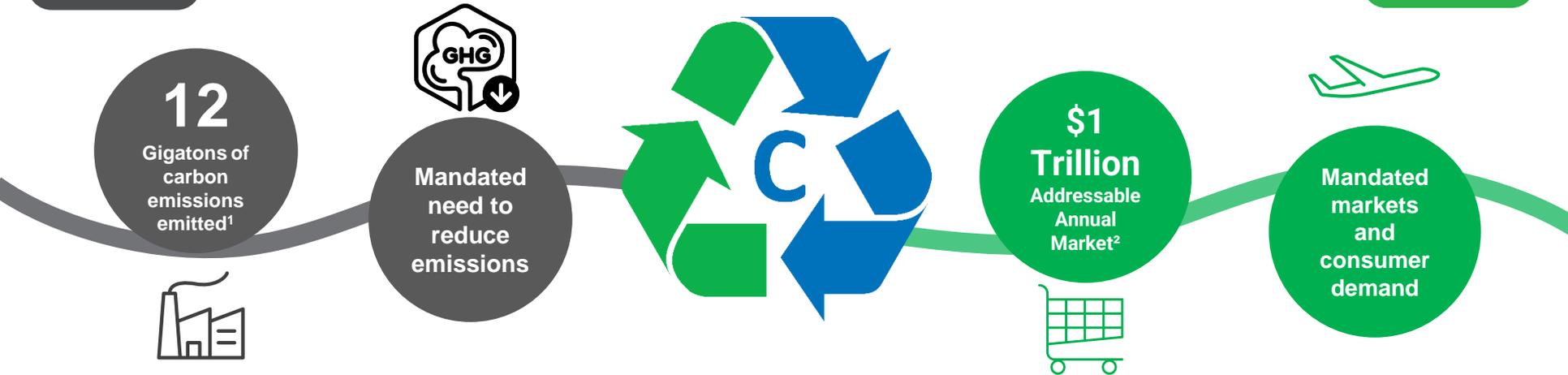


# Proven Technology at the Nexus of Two Mandated Markets

## LanzaTech

Industrial

Consumer



mitsui & co.



IndianOil



SHOUGANG



SUNCOR ENERGY



ArcelorMittal



L'ORÉAL Unilever

COTY

Givaudan

lululemon

ZARA

Beiersdorf



mibelle GROUP



DANONE ONE PLANET. ONE HEALTH.

virgin atlantic

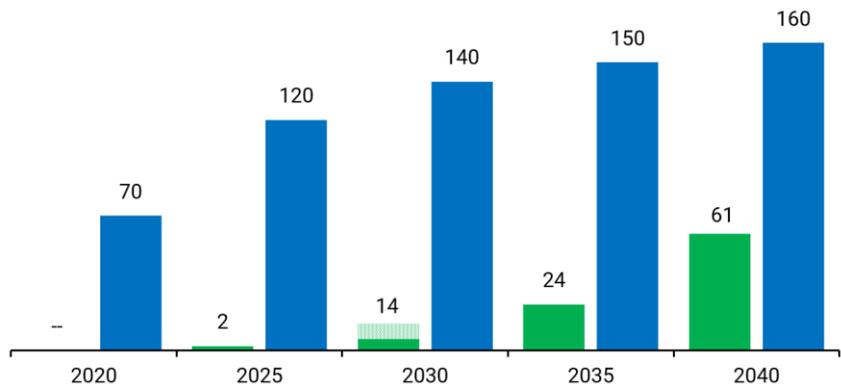
ANA

<sup>1</sup> Climate Watch, The World Resources Institute, Global Change Data Lab; data as of 2016. <sup>2</sup> Per Grand View Research (2019), Allied Market Research (2018), The Business Research Company (2019), Technavio (2019), Fortune Business Insights (2019) and Knowledge Sourcing Intelligence (2020).

# Sustainable Aviation Fuels Market Opportunity

**"SAFs are the only viable near-term option to decrease emissions in the aviation sector, as they are compatible with current aircraft engines and fueling infrastructure and can power flights with no distance limits" (McKinsey & Company)<sup>1</sup>**

## Mandated Global Jet Fuel Demand (billion gallons per year)



■ Expected SAF Mandate<sup>2</sup> ■ Expected Additional SAF Demand<sup>3</sup> ■ Jet Fuel Demand<sup>4</sup>

**In order to reach expected 2030 SAF demand, global SAF capacity must achieve an 87% CAGR**

## SAF Market Demand Drivers

### Coalition



### Notable Companies Represented



## Select SAF Corporate Commitments

### SAF Target

10% by 2030

30% by 2030

30% by 2035

### Companies Committed



<sup>1</sup> McKinsey & Company, Critical insights on the path to a net-zero aviation sector. <sup>2</sup> 2020 and 2025 numbers from the International Air Transport Association. 2030, 2035 and 2040 numbers are assumed as 10%, 20% and 30% of global jet fuel demand, respectively. <sup>3</sup> World Economic Forum, Clean Skies for Tomorrow 2030 Ambition Statement <sup>4</sup> World Economic Forum, Clean Skies for Tomorrow Insight Report

# LanzaTech Provides a Profitable Pathway to Solving Heavy Industries' Carbon Problem

Addressing industrial carbon emissions while preserving trillions of dollars of existing infrastructure

~25% global greenhouse gas emissions are from heavy industries<sup>1</sup>

Among CCT solutions, LanzaTech is ready now and cost effective

	Profitable to CO <sub>2</sub> Emitter	Ability to Use Existing Infrastructure	Carbon Captured / Avoided	Commercially Available
LanzaTech	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Purchase Offsets	×	✓✓✓	×	✓✓✓
Pay Penalties	×	✓✓✓	×	✓✓✓
Sequester	×	✓✓	✓✓✓	✓
Future Technologies	?	?	✓✓✓	×

Source: LanzaTech management, <sup>1</sup>Climate Watch, The World Resource Institute, Global Change Data Lab; data as of 2016

# Global Fortune 500 Partners Deploying LanzaTech's Technology

## Key Partners

~\$850mm invested by world class partners into plants deploying LanzaTech's technology, resulting in expected product capacity of ~700,000 mtpa (230 million gallons/year)



LT



Construction on 1<sup>st</sup> project in Belgium near complete; Plans for deployment of LanzaTech technology globally



3 commercially operating plants; Additional plants under construction



LT



Commercial project investor, including in SGLT plants, and offtaker

**BASF**

LT

Strategic partner for new LanzaTech chemicals

**SEKISUI**

LT



Building LanzaTech's first commercial MSW conversion facility, currently in plant startup commissioning; plans for deployment across Japan



LT



Active technology and project development partner



LT



Building first refinery off-gas plant; plans for broad deployment



LT



Partner for chemicals commercialization and deployment

LT LanzaTech Investor

LanzaJet Investor

Commercial Plant Partner

Source: LanzaTech management

# LanzaTech's Network of Trusted Investors and Partners Range from Industrial Emitters to Aviation Companies and Consumer Brands

Over \$500M Raised from World Class Investors



"We have worked with LanzaTech for several years, know their leadership team well and understand the potential of their technology and the role it can play in not only helping us to decarbonize, but also in producing valuable products from our carbon bearing gases which can help the decarbonization of other sectors. Extending our relationship through this investment was therefore a natural next step and we are very pleased to now have an excellent CCU technology company within our XCarb™ innovation fund portfolio."

Pinakin Chaubal, ArcelorMittal  
Chief Technology Officer



"The integration of LanzaTech's gas fermentation technology into BASF's Verbund enables us to take an important step towards a carbon-neutral circular economy."

Dr. Detlef Kratz, BASF  
President R&D at BASF



"The LanzaTech process is important because this fuel takes waste, carbon-rich gases from industrial factories and gives them a second life – so that new fossil fuels don't have to be taken out of the ground. This flight is a huge step forward in making this new technology a mainstream reality."

Sir Richard Branson, Virgin Atlantic

Founder of Virgin Group, following the first commercial flight using SAF from steel mill emissions



"We are capturing emissions before they pollute our atmosphere and are at the same time moving away from fossil-based materials."

Caspar Coppetti, On  
Co-Founder and Executive Co-Chairman



Source: Bloomberg, company filings

# 2

## Company and Technology Overview



# LanzaTech Leadership

## Who We Are



**Jennifer Holmgren**  
CEO & Director



**Geoff Trukenbrod**  
CFO



**Joseph Blasko**  
General Counsel



**Steven Stanley**  
Chief Commercial Officer



**Julie Zarraga**  
EVP, Engineering



**Carl Wolf**  
Chief Operating Officer



**Freya Burton**  
Chief Sustainability Officer



**Zara Summers**  
VP, Science



**Michael Koepke**  
VP, Synthetic Biology



**Johanna Haggstrom**  
VP, Chemicals & HydrocarbonTech



**Rob Conrado**  
VP, Engineering Design and Development



**Jimmy Samartzis**  
CEO, LanzaJet

## Our DNA



# Poised for Growth: 17 Years of Intellectual Property Development and Technology Commercialization



## Market is Ready for LanzaTech

Demonstrated market and regulatory need for decarbonization solutions

LanzaTech recognized as carbon capture and transformation leader

## Innovate and Capitalize on Market Inflection

### Foundation Built: Fully Commercialized

**Proven, scalable, profitable**

Multiple pilot, demo, and commercial deployments

**World class biology**

Synbio and AI expertise

**Intellectual property moat**

+1,250 issued patents, global reach

**Market and partners**

CarbonSmart™ products and SAF supply with top brands



**LanzaJet**



**SHOUGANG**



**ArcelorMittal**

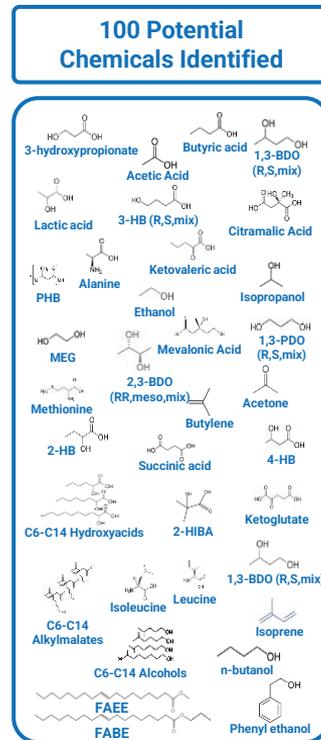
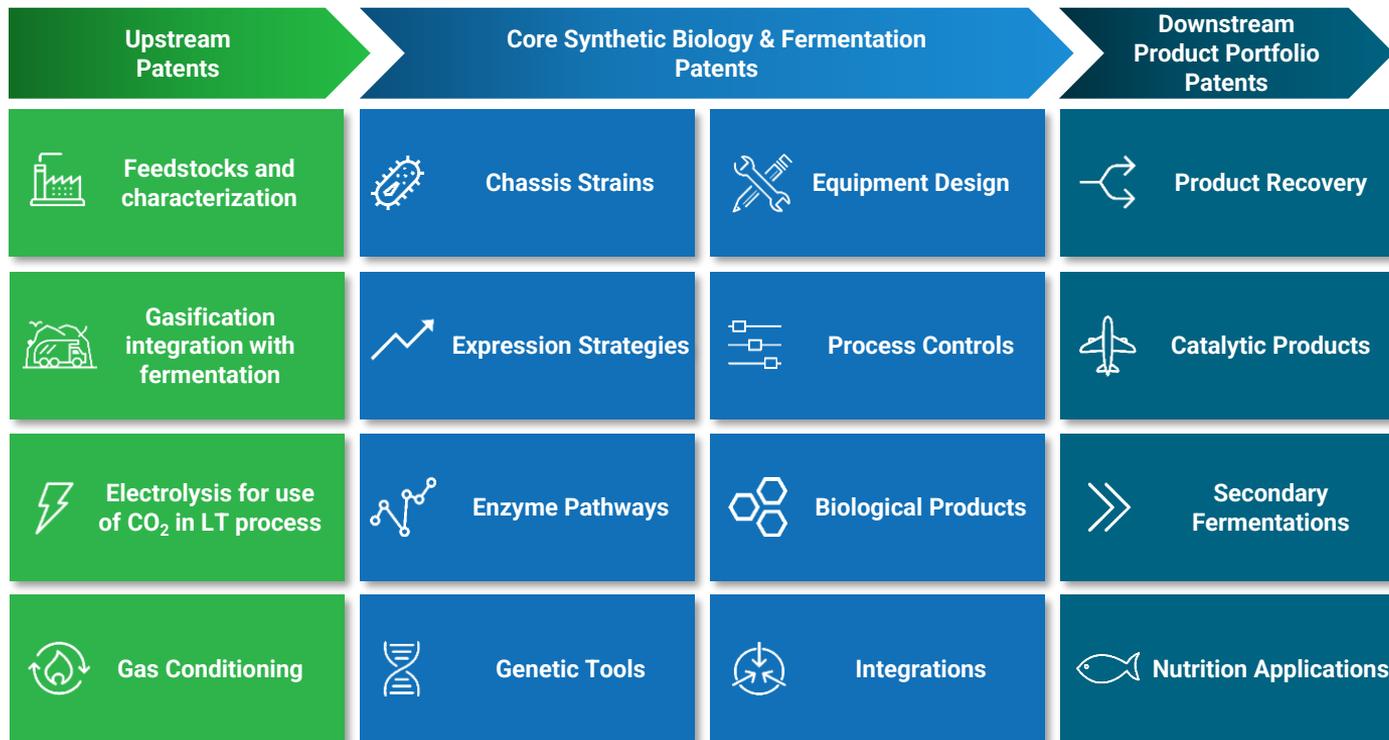


**IndianOil**



**SEKISUI**

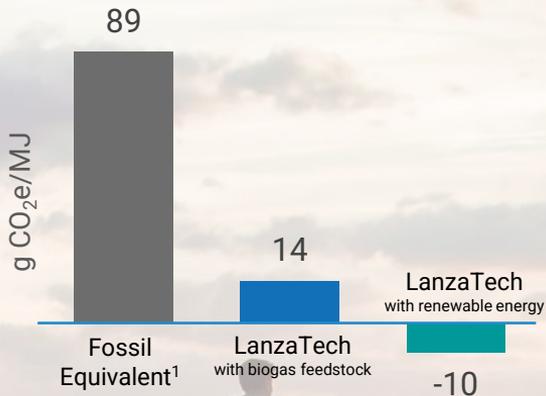
# Broad Technology Platform with Patent Protection Forms Competitive Moat



LanzaTech has over 1,250 patents granted worldwide with over 575 pending

# LanzaTech Offers Carbon Negative Products Today With Inevitable Improvement Over Time

## Sustainable Aviation Fuel With LanzaJet Process



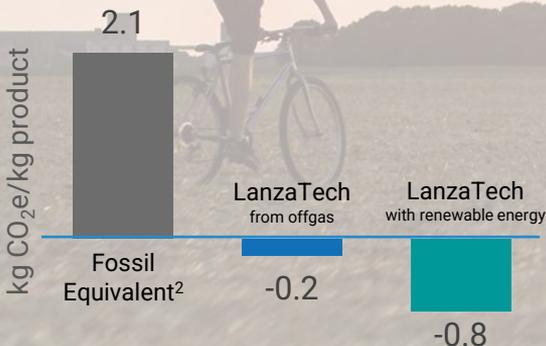
## Renewable Energy

Further reduces carbon intensity of LanzaTech process and products

## Carbon Negative Feedstocks

Enable increasingly negative product carbon intensity

## Monoethylene glycol (MEG) As a chemical intermediate



## Net Zero Economy

Enabled by LanzaTech products

<sup>1</sup> ICAO Sustainable Aviation Fuels Guide, Version 2, December 2018, Page 6; <sup>2</sup> The ecoinvent database, version 3

# LanzaJet: The Leading SAF Platform

## LanzaJet Overview



SAF from  
Carbon  
Emissions



Patented  
Process and  
ASTM  
Approved



Complementary  
Technology to  
LanzaTech



LanzaTech  
Ownership 25%,  
Path to Majority  
through IP  
Contribution



U.S. DEPARTMENT OF  
**ENERGY**

Office of ENERGY EFFICIENCY  
& RENEWABLE ENERGY

BIOENERGY TECHNOLOGIES OFFICE

# LanzaTech

## Key Investors

BRITISH AIRWAYS 



MITSUI & CO.



**SUNCOR**  
ENERGY 

# Carbon Emissions to Sustainable Aviation Fuels

Abundant, Waste-based Feedstock

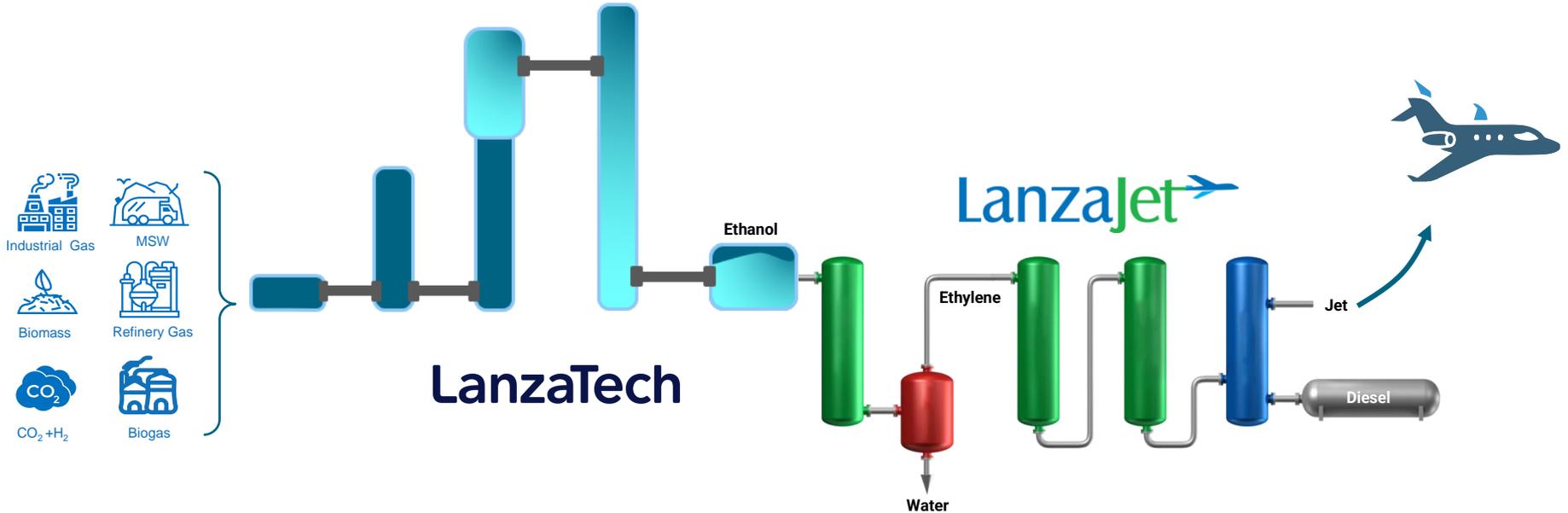


Low Cost Process



## Competitive Waste-to-SAF Solution

With opportunity to utilize existing ethanol supply today



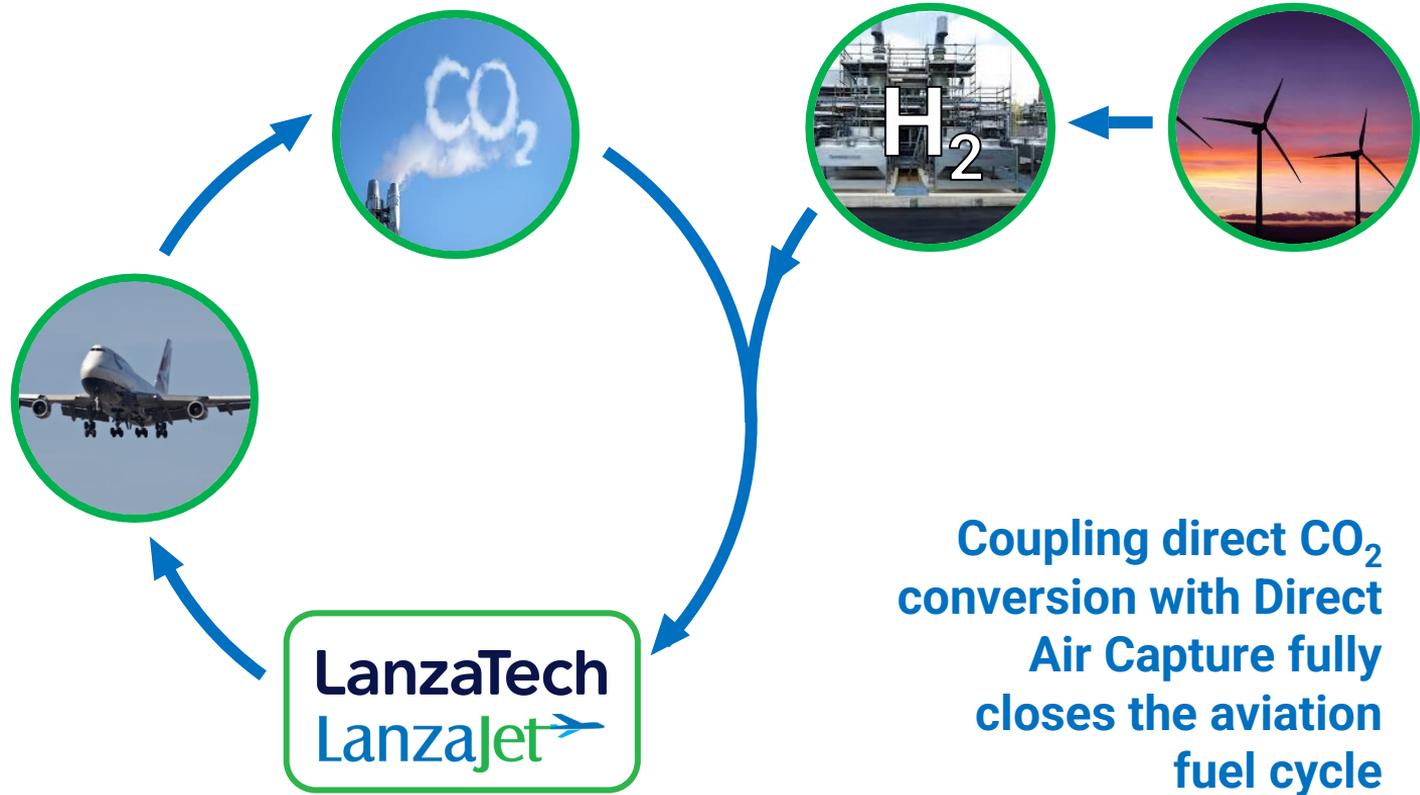
Source: LanzaTech management

# Direct Conversion of CO<sub>2</sub>

## Net Zero Aviation

requires closing the emissions cycle

Direct conversion of CO<sub>2</sub> to SAF is possible today



**Coupling direct CO<sub>2</sub> conversion with Direct Air Capture fully closes the aviation fuel cycle**

# SAF Competitive Landscape

## SAF Key Competitors

NESTE

VELOCYS

Fulcrum  
BIOENERGY

gevo

# LanzaTech

+

# LanzaJet

Significant competitive advantages from joint process

Lowest Cost Process<sup>1</sup>

Direct CO<sub>2</sub> Feedstock Use

High Potential Jet Yield (90%)<sup>2</sup>

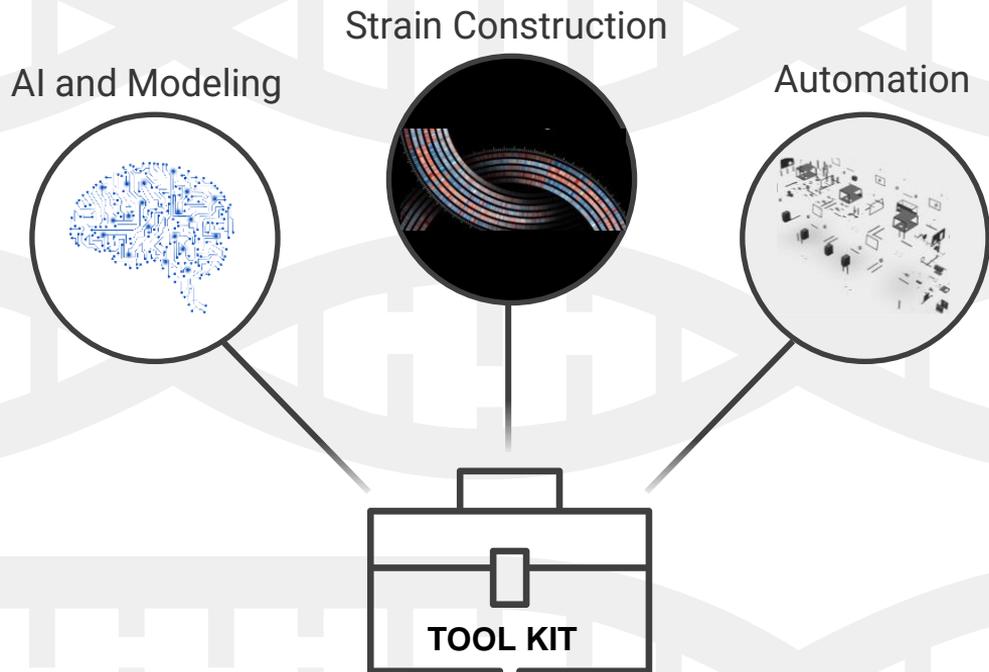
Abundant Low-cost Feedstocks

Non-food Based

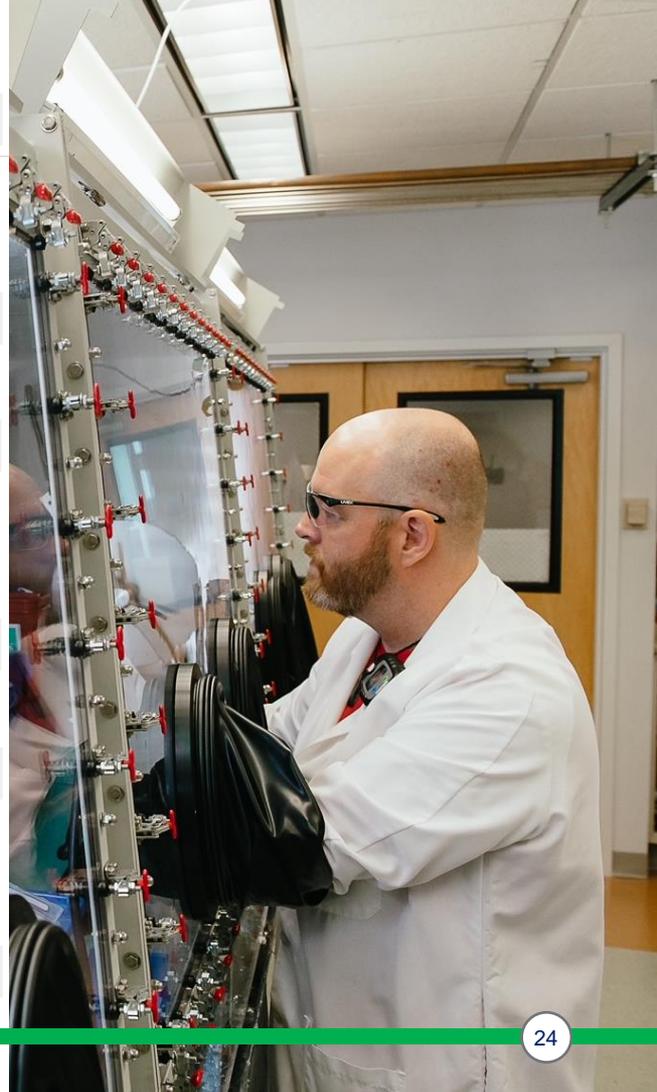
Multiple Global Plants in Development

<sup>1</sup> As compared to Gasification + Fischer-Tropsch and hydro-processed esters and fatty acids (HEFA) <sup>2</sup> Source: LanzaTech Management

# Synthetic Biology: LanzaTech's Toolkit to Redefine the Chemicals Industry



*LanzaTech is the first to unlock anaerobic microbes as chassis organisms and has a complete toolkit in house to engineer new products*



# Leading Synbio Company Transforming Waste to Products

LanzaTech's Differentiated Platform Allows it to Use Multiple Non-Food Feedstocks

	Product Identification	Microbe Design	Commercial Operations	Feedstock Capability
<b>LanzaTech</b>	✓	✓	✓	
novozymes	✓	✓	✓	
<b>amyris</b>	✓	✓	✓	
<b>GINKGO BIOWORKS™</b> THE ORGANISM COMPANY	✓	✓	✓ <sup>1</sup>	



## Why LanzaTech

1

Differentiated End-to-End Capability

2

Enables Expansion to Sustainable Materials Using Already-Sourced Carbon

3

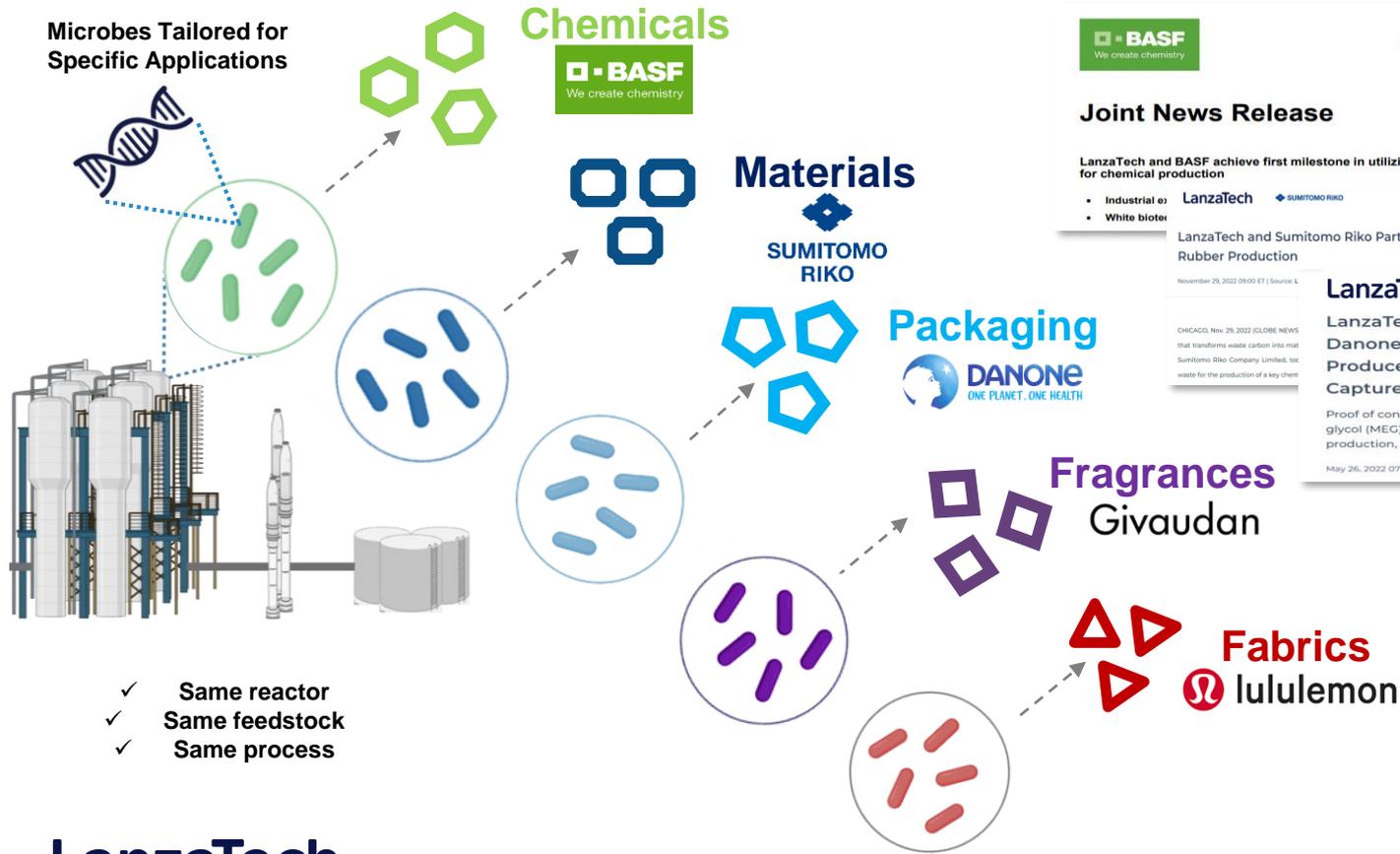
Compatible With Installed Commercial Gas Fermentation Infrastructure

4

Successful, At-Scale Piloting of First Key Molecules Complete with Hundreds Under Development

Source: LanzaTech management, Capital IQ, Bloomberg; <sup>1</sup>Via their ownership / relationship with Genomatica.

# Providing SynBio Solutions To Industry Leaders Across Different Sectors



## Joint News Release

May 11, 2021

**LanzaTech and BASF achieve first milestone in utilizing industrial off-gases for chemical production**

- Industrial **LanzaTech** **SUMITOMO RIKO**
- White biote

## LanzaTech and Sumitomo Riko Partner to Create Substitute for Natural Rubber Production

November 29, 2022 09:00 ET | Source: L

CHICAGO, Nov. 29, 2022 (GLOBE NEWS) that transforms waste carbon into mat Sumitomo Riko Company Limited, too waste for the production of a key chem



## LanzaTech, with the support of Danone, Discovers Method to Produce Sustainable PET Bottles from Captured Carbon

Proof of concept for direct production of monoethylene glycol (MEG), a key building block in sustainable PET production, co

May 26, 2022 07:50

## Givaudan

Home - Givaudan and LanzaTech announce their collaboration

Givaudan and LanzaTech announce their collaboration on developing sustainable fragrance ingredients from renewable carbon

# LanzaTech SynBio Platform at the Cutting Edge Across Multiple Capabilities & Processes

## World's First Anaerobic Biofoundry

Fully Automated Engineering & Screening of Thousands of Anaerobic Gas Fermentation Strains



## Advanced AI & Modeling

Fully-Integrated Predictive Metabolic & Process Models



## Rapid In Vitro Prototyping Platform

Predictive & Low-Cost, Cell-Free Prototyping of Enzymes & Pathway Designs



## World-Class Partnerships

Partnerships with Leading Synthetic Biology Institutions Across Globe



3

Growth Opportunity



# LanzaTech CCT Plant Deployment Status

3 Commercial Plants Operating, 6 Plants Scheduled to Complete Construction or Commissioning in 2023, and 8 Additional Plants in Engineering

## Operating



## Construction



## Engineering



## Feedstocks Represented



## Regions Represented



## Partner Investment

~\$850 million

## Estimated Total Installed Capacity<sup>1</sup>

~700,000 mtpa (230 million gpy)

## Anticipated Carbon Captured Annually<sup>1</sup>

~1,000,000 tonnes

Source: LanzaTech management. <sup>1</sup> Represents capacity and carbon captured by all plants above.

# Global Impact



# Brookfield Partnership to Drive CCT Scale-Up and Catalyze Project Deployment within LanzaTech Co-Development Strategy

- Brookfield Framework Agreement **unlocks sophisticated infrastructure capital** to invest in projects and **further validates the LanzaTech technology platform**
- **Capital-light solution** providing much-needed supply for the **massive, immediate, and rapidly growing demand** from CarbonSmart™ and SAF customers

**1,500k MT**

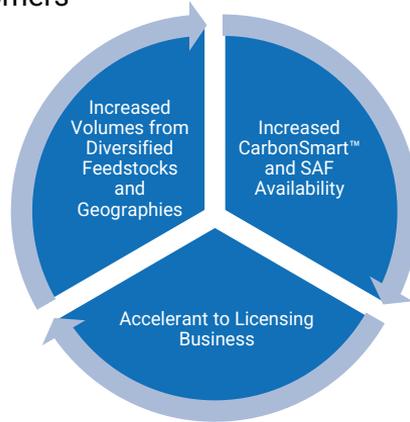
(~500 million gallons)

**Potential supply for SAF and CarbonSmart™ materials from these projects<sup>1</sup>**

**5,000k MT**

(~1.8 billion gallons)

**Massive Demand Opportunity from LanzaJet alone by 2030**



- In select identified opportunities, LanzaTech plans to deploy capital directly into projects (~\$85mm total, **representing ~5% of total capital required for those projects**)

## Brookfield Partnership Revolutionizes LanzaTech Co-Development Strategy

**+\$500mm**

Equity commitment to invest in CCT projects meeting pre-agreed milestones; LanzaTech participates in project upside

**Drives Revenue**

LanzaTech receives its one-time and recurring project-related revenue

**Brookfield**

**Broad Scope**

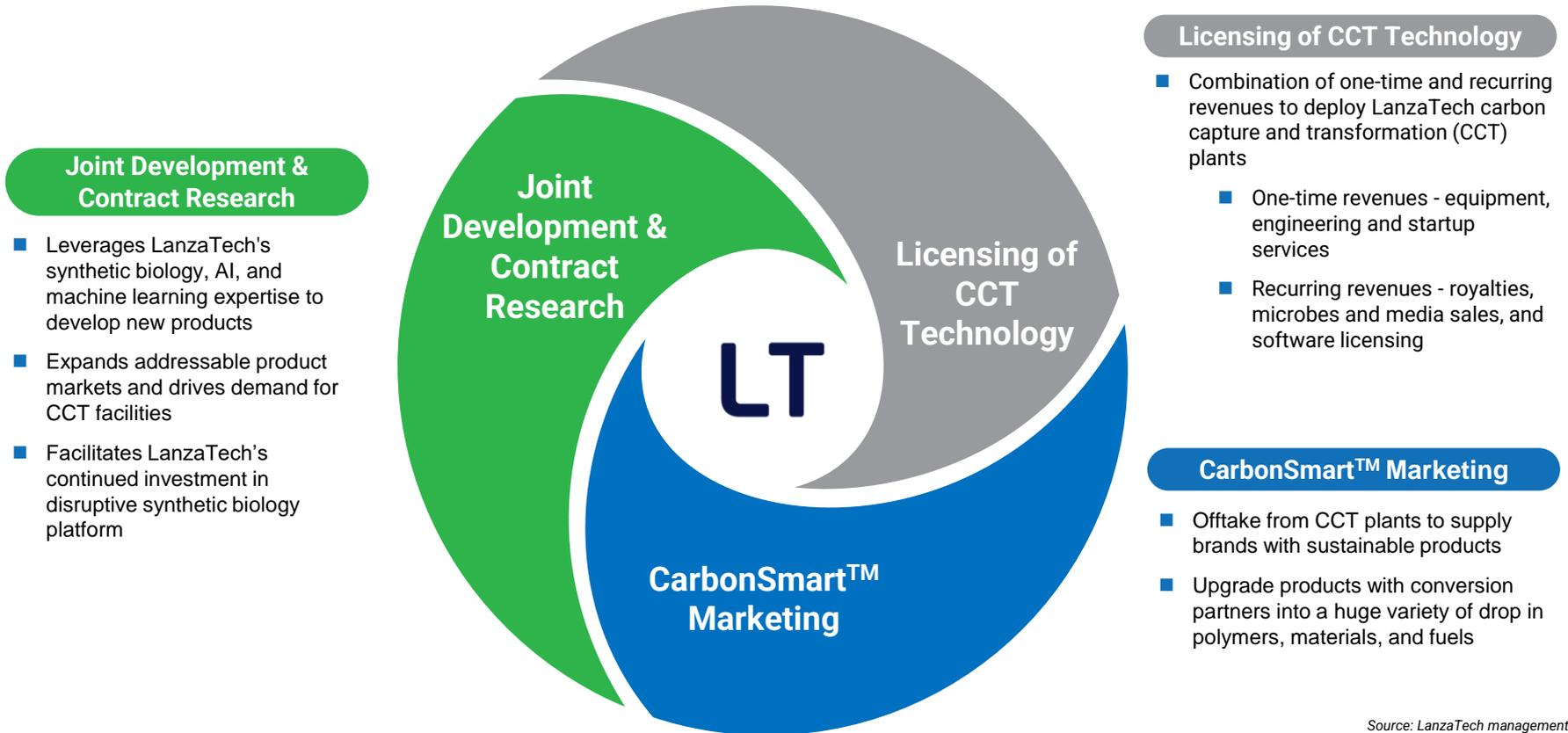
Global focus enables broad deployment of CCT technology

**50% Offtake**

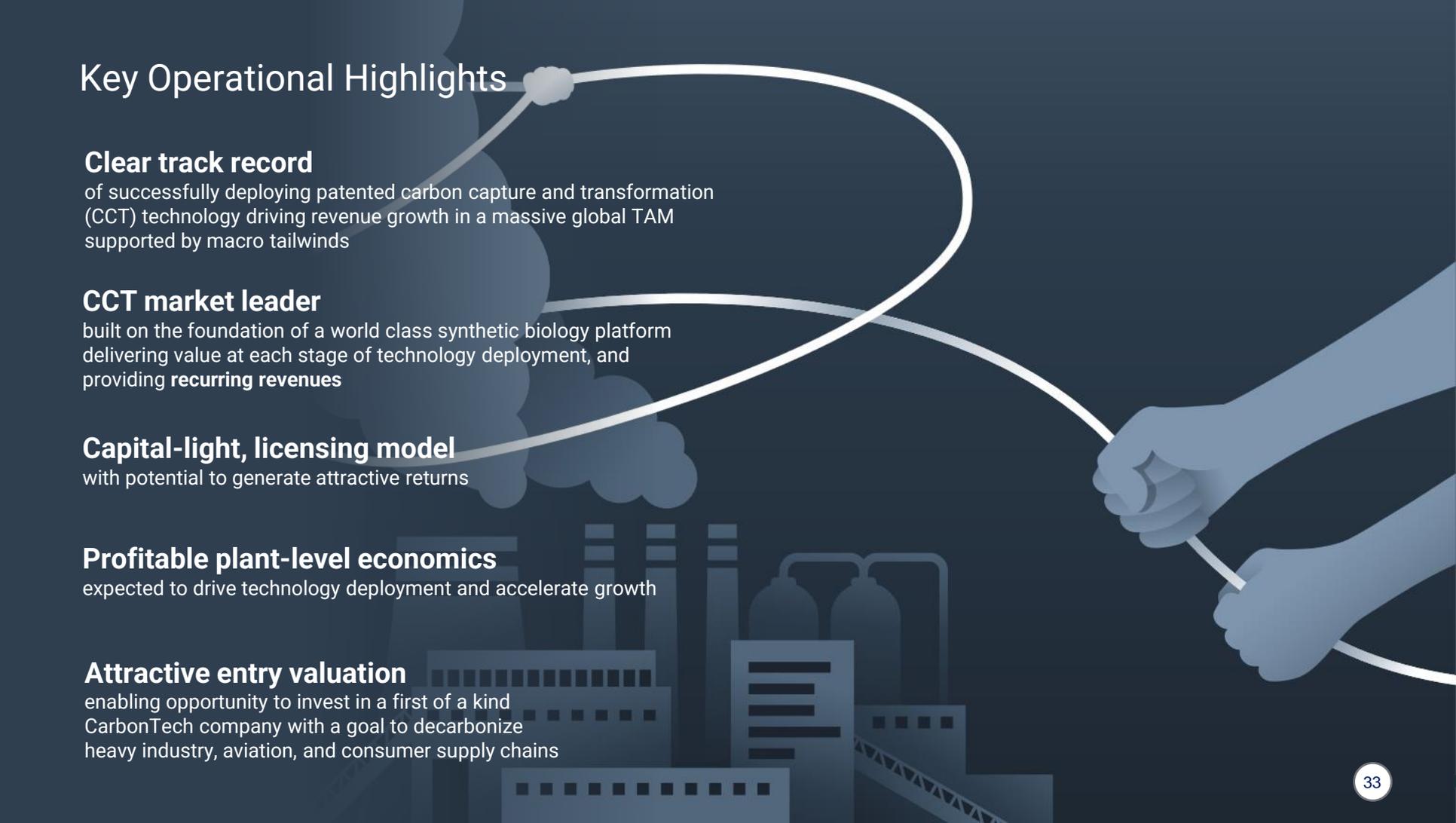
LanzaTech eligible to take up to 50% of the offtake

# Business Model

## Integrated and Complementary Business Model



# Key Operational Highlights



## Clear track record

of successfully deploying patented carbon capture and transformation (CCT) technology driving revenue growth in a massive global TAM supported by macro tailwinds

## CCT market leader

built on the foundation of a world class synthetic biology platform delivering value at each stage of technology deployment, and providing **recurring revenues**

## Capital-light, licensing model

with potential to generate attractive returns

## Profitable plant-level economics

expected to drive technology deployment and accelerate growth

## Attractive entry valuation

enabling opportunity to invest in a first of a kind CarbonTech company with a goal to decarbonize heavy industry, aviation, and consumer supply chains





**LanzaTech**

