



# AEMETIS

## Company

### NASDAQ: AMTX

Price 11/11/17: \$0.77

52wk Range: \$0.53 – \$2.50

Shares Outstanding: ~20 million

## Management Team

**Eric McAfee**, Chairman and CEO

**Todd Waltz**, EVP and CFO

**Andy Foster**, EVP and President,  
Aemetis Advanced Fuels

**Sanjeev Gupta**, President, Aemetis  
International

**Satya Chillara**, VP of Corporate  
Development & Investor Relations

## Recent News

### Aemetis Signs 20 Year Feedstock Supply Agreement to Produce Cellulosic Ethanol

### Aemetis Signs Long Term Lease for Cellulosic Ethanol Plant Site in California

### Aemetis Commercializes Advanced Enzymatic Biodiesel Process

## Contact Us

### INVESTOR RELATIONS

Satya Chillara  
VP of Corporate Development  
& Investor Relations  
+1 (408) 213-0939  
schillara@aemetis.com

### EXTERNAL IR CONTACT

Kirin Smith  
PCG ADVISORY Group  
535 Fifth Avenue, 24<sup>th</sup> Floor  
New York, NY 10017  
ksmith@pcgadvisory.com

### CORPORATE HEADQUARTERS

20400 Stevens Creek Boulevard  
Suite 700  
Cupertino, CA 95014  
United States

Phone: +1 (408) 213-0940  
www.aemetis.com



Aemetis is an advanced renewable fuels and biochemicals company focused on the production of advanced fuels and chemicals through the acquisition, development and commercialization of innovative technologies that replace traditional petroleum-based products by conversion of first-generation ethanol and biodiesel plants into advanced biorefineries.

## Investment Highlights

- **Aemetis is transforming the energy industry with high value, mandated cellulosic ethanol**
  - Acquiring Edeniq, \$100 million funded, proven cellulosic ethanol company to accelerate the deployment of the technology to US ethanol plants with low capex
  - Licensed LanzaTech technology to convert up to 50% of the corn ethanol capacity
- **India Biodiesel:** Large opportunity in the 25 billion gallon diesel market in India
  - Aemetis subsidiary in India signed three-year contract to supply biofuels to BP Singapore, a major oil company
  - \$6 million dollar biodiesel supply contract with India government oil companies
    - Major milestone in expanding the customer base for our 50 million gallon-per-year capacity India biodiesel plant

## 3-Year Roadmap for Product Revenues

|                                   | Current | Future   | Volume Target |   |
|-----------------------------------|---------|----------|---------------|---|
| Ethanol                           | 90-95%  | → 40-50% | 60 mgy        | Aemetis is reducing ethanol industry volatility by migrating to high-growth cellulosic ethanol, distilled biodiesel and renewable jet/diesel fuel markets |
| Cellulosic Ethanol                | 0%      | → 25-35% | 25-30 mgy     |   |
| Renewable Jet, Diesel & Biodiesel | 5-10%   | → 25-35% | 60-70 mgy     |   |

## Company Background

- Founded in 2006 by biofuels industry veteran Eric McAfee (co-founder PEIX/EPM)
- \$143 million revenue for 2016
  - Own/operate 60 million gallon per year (MGY) Ethanol plant in California
    - Expanding plant with to Cellulosic Ethanol (non-food feedstock)
  - Own/operate 50 MGY Distilled Biodiesel & Glycerin refinery in India
    - India diesel market size is approx. 25 billion gal., growing at about 5% per year
  - Licensed technology for Cellulosic Ethanol & Renewable Jet/Diesel
- Market leader in India
  - India revenue growth without large additional capital expenditures

## Facilities

- Ethanol production facility in Keyes, CA
  - 60 million gallons per year capacity
  - Largest biorefinery in CA; Cost \$145 million
  - Products: Ethanol, Wet Distiller's Grains, Corn Oil
- Biodiesel production facility in India
  - 50 million gallons per year capacity
  - Products: Biodiesel, Glycerin, Edible Oils
- Aemetis Laboratory
  - Biotechnology research & development



## Products

### Renewable Fuels

#### • Ethanol

- Clean burning, high octane
- Produced from agricultural & cellulosic feedstocks

#### • Biodiesel

- Significantly reduces air pollution
- Environmentally friendly
- Produced from waste vegetable oils

### Biochemicals

#### • Glycerin

- By product of biodiesel production
- Many uses in pharmaceutical, food/beverage, cosmetic & other industries

### Food & Feed

#### • Wet Distiller's Grains

- By product of ethanol production
- Protein & energy rich animal feed

#### • Corn Oil

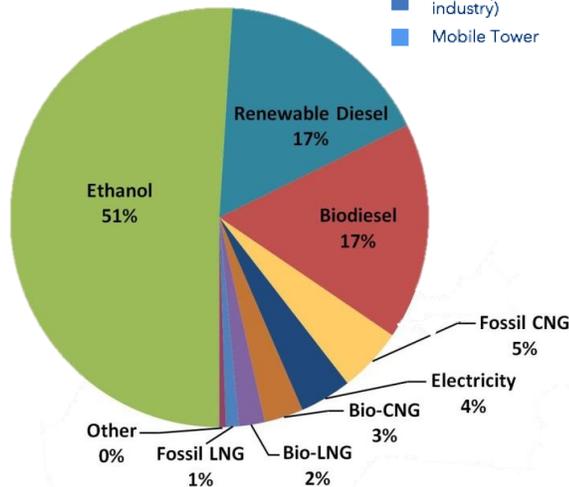
- By-product of ethanol production
- Sold as poultry & cattle feed

This document contains forward-looking statements, including statements regarding our assumptions, projections, expectations, targets, intentions, or beliefs about future events or other statements that are not historical facts. Forward-looking statements in this document include, without limitation, statements regarding our growth opportunities, the size of the market for biodiesel in India, our ability to ship India biodiesel international, the financial from the Low Carbon Fuel Standard credits, EPA approval of tax credits and Renewable Identification Numbers related to our production of cellulosic ethanol, and achievement of our revenue and profitability goals. Words or phrases such as "anticipates," "may," "will," "should," "believes," "estimates," "expects," "intends," "plans," "predicts," "projects," "targets," "will likely result," "will continue" or similar expressions are intended to identify forward-looking statements. These forward-looking statements are based on current assumptions and predictions and are subject to numerous risks and uncertainties. Actual results or events could differ materially from those set forth or implied by such forward-looking statements and related assumptions due to certain factors, including, without limitation, competition in the ethanol and other industries in which we operate, commodity market risks including those that may result from current weather conditions, financial market risks, counter-party risks, risks associated with changes to government policy or regulation, and other risks detailed in our reports filed or to be filed with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended December 31, 2016 and in our subsequent filings with the SEC. We are not obligated, and do not intend, to update any of these forward-looking statements at any time unless an update is required by applicable securities laws.

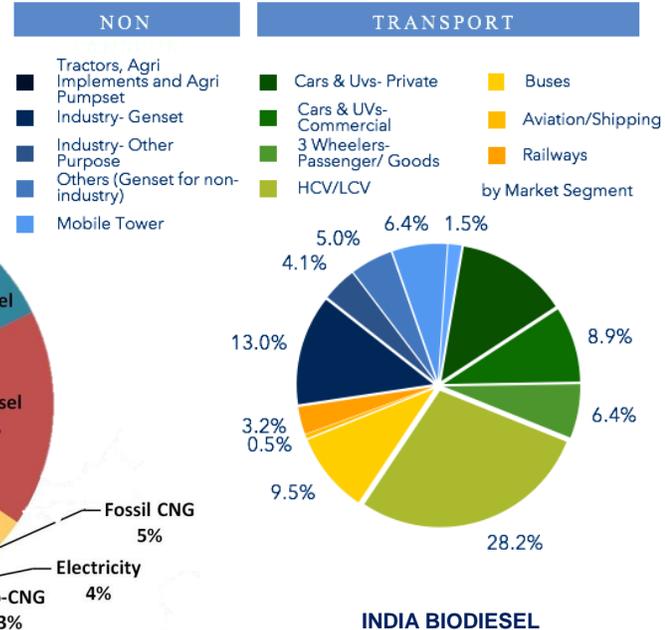
## RFS Mandate



## CA LCFS CARBON CREDIT GENERATION BY FUEL TYPE, 2011-2015



Renewable Fuels Association



## Aemetis Strategy to Accelerate Adoption of EdeniQ Technology

- EPA approval of Pacific Ethanol plant in California
  - D3 RIN and \$1.01 per gallon tax credit
- Plan to file for California LCFS approval of cellulosic gallons
- Target 5 ethanol plants per year to implement EdeniQ technology
  - New business model of revenue share with customers
    - No capital or operating costs for customers
    - Customers share in increased revenues from cellulosic ethanol
      - Customers also benefit from increases in starch ethanol and corn oil
- Total \$10 million Potential Additional Revenue Per Year

## Economic Potential of Cellulosic Ethanol

