



# First Quarter 2022 Earnings Call

The world's leading carbon negative materials company

*May 9, 2022*

# Forward looking statements and disclaimers

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# Q1 2022 highlights

*Origin's mission is to help drive the world's transition to sustainable materials by providing sustainable, plant-based, zero-carbon materials designed for "drop-in" use and at economics comparable to existing fossil-fuel based materials, which are supported by a growing list of global brands including PepsiCo, Nestlé Waters, Danone, Ford Motor Company, Mitsubishi Gas Chemical, PrimaLoft, Solvay, Kolon Industries, AECI, Stepan, Mitsui & Co., Packaging Matters, Minafin Group, LVMH Moët Hennessy Louis Vuitton, and Mitsubishi Chemical Holdings Group*

## Customer demand is strong and broad based

- Offtake and capacity reservation agreements now \$7.4 billion<sup>1</sup>
- LVMH Moët Hennessy Louis Vuitton, the global leader in luxury goods, announced a strategic partnership to bring carbon negative materials to the perfumes and cosmetics industry
- Mitsubishi Chemical Holdings Group began a strategic partnership with Origin to develop advanced carbon-negative materials for tires, by converting hydrothermal carbon ("HTC") into high-performance analogs of specialty carbon black materials

## Origin 1 and Origin 2 construction timelines unchanged

- Origin 1 remains on schedule for completion by the end of 2022. The previously disclosed Origin 2 capital budget and construction timeline are unchanged
- Due to rising inflation and a more challenging supply chain delivery environment, Origin has updated its capital budget for Origin 1 and now expects a \$15 million to \$20 million increase from its prior outlook
- The total capital budget for Origin 1 is now expected to be in the range of \$125 million to \$130 million, up from the original budget of \$110 million<sup>2</sup> when Origin first announced its go public transaction in February 2021
- The additional capital budget will be fully funded from the Company's cash on hand

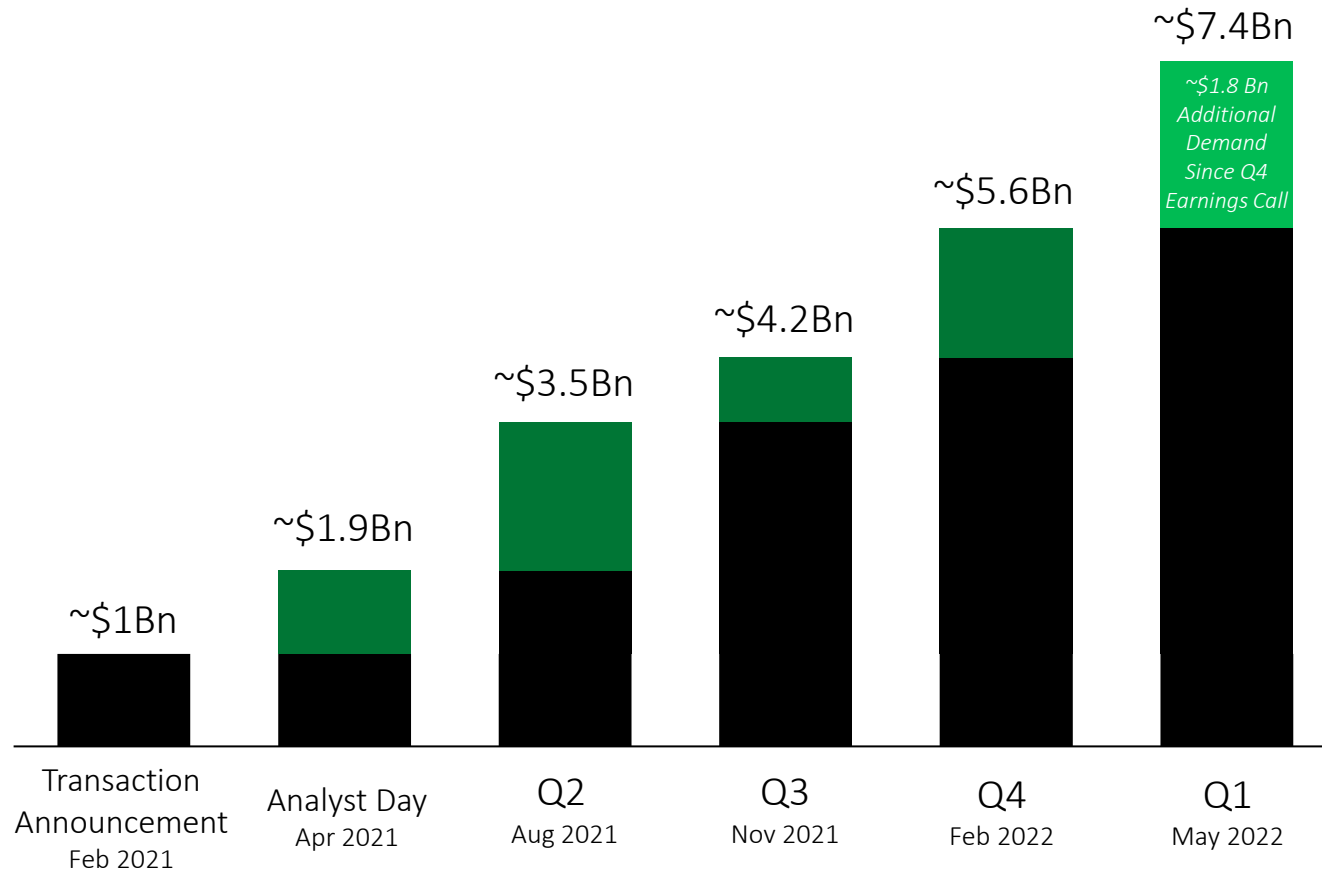
1. Includes \$264Mn specified as customer option. Figures assume maximum offtake amounts and exercise of full customer option.

2. \$110 million includes the \$70 million incremental capex that Origin anticipated would be spent in 2021-2022 when Origin first announced its go public transaction in February 2021.

# Origin customer demand has increased more than sevenfold to \$7.4Bn since February 2021 announcement to go public

Total demand is \$7.4Bn in either offtake agreements or capacity reservations<sup>1</sup>

## Customer Demand, \$Bn cumulative



## Select Origin Customers & Partners



Major Asian soft drink company

Major global retail company

Major global toy company

1. Includes \$264Mn specified as customer option. Figures assume maximum offtake amounts and exercise of full customer option. Source: Origin Materials.

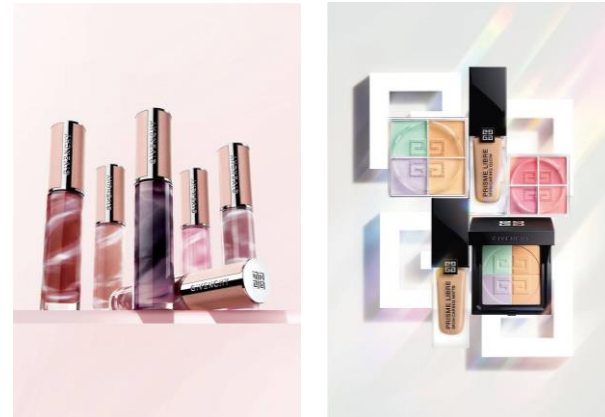
# LVMH Moët Hennessy Louis Vuitton Partnership (1 of 2)

LVMH

## “Origin Materials and LVMH Moët Hennessy Louis Vuitton Form Strategic Partnership to Bring Carbon Negative Materials to Perfumes and Cosmetics Industry”

– April 19, 2022

- Strategic partnership with LVMH Beauty, a division of LVMH, the global leader in luxury products
- LVMH has signed a multi-year capacity reservation agreement to purchase sustainable, carbon-negative polyethylene terephthalate (“PET”) for use in packaging for perfumes and cosmetics
- New category expansion and Origin’s first partnership with luxury brand
- Family of renowned LVMH Beauty brands includes Parfums Christian Dior, Parfums Givenchy, Guerlain, and others



LVMH Beauty brands shown: Parfums Christian Dior, Parfums Givenchy, Guerlain

# LVMH Moët Hennessy Louis Vuitton Partnership (2 of 2)

LVMH

“At LVMH, with our Life 360 program, we made the decision that our packaging will contain zero plastic from virgin fossil resources in a near future. Origin’s bioplastic technologies are playing a crucial role in helping LVMH achieve our sustainability targets without any compromise on quality. LVMH Beauty is happy to collaborate with Origin, supporting innovative technologies.”

– Claude Martinez, Executive President & Managing Director LVMH Beauty



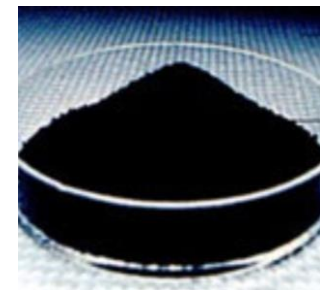
LVMH Beauty brands shown: Parfums Christian Dior, Parfums Givenchy, Guerlain

# Mitsubishi Chemical Holdings Group Partnership

## “Origin Materials and Mitsubishi Chemical Holdings Group Partner to Develop Advanced Carbon-Negative Materials for Tires”

– April 28, 2022

- Strategic partnership with Mitsubishi Chemical Holdings Group (“MCHG”), Japan’s leading diversified chemicals and advanced materials producer
- MCHG will convert HTC produced by Origin into high-performance analogs of specialty carbon black materials
- Represents Origin’s first announced carbon black partnership
- Carbon black applications include paint, printing inks, colored resin, toner, tires, and rubber products



# Origin 1 & Origin 2 construction timeline unchanged, Origin 1 budget update

Origin 1 is on track for completion by the end of 2022, with budget update

- Origin maintains that the previously disclosed Origin 1 construction timeline is on track, with mechanical completion expected by the end of 2022
- Due to rising inflation and a more challenging supply chain delivery environment, Origin has updated its capital budget for Origin 1 and now expects a \$15 million to \$20 million increase from its prior outlook
- The total capital budget for Origin 1 is now expected to be in the range of \$125 million to \$130 million, up from the original budget of \$110 million<sup>1</sup> when Origin first announced its go public transaction in February 2021
- The additional Origin 1 capital budget will be fully funded from the Company's cash on hand
- As previously disclosed, lifting and installation of previously fabricated key production equipment modules was completed in October 2021, six months ahead of the schedule announced in April 2021
- During the fourth quarter 2021, the ENCON evaporator module system was placed and bolted, three months ahead of the schedule announced in April 2021
- Piping and steel fabrication, which was started nearly six months ahead of the schedule announced in April 2021, is underway and on track

Previously disclosed Origin 2 timeline and budget are unchanged

- The previously disclosed Origin 2 capital budget and construction timeline are unchanged
- Front end design is underway and detailed engineering is expected to begin in 2023, with the previously disclosed timeline to be operational by mid-2025 unchanged

1. \$110 million includes the \$70 million incremental capex that Origin anticipated would be spent in 2021-2022 when Origin first announced its go public transaction in February 2021.

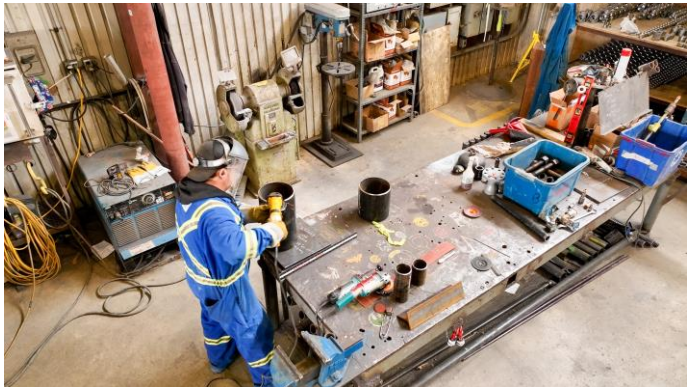


# Construction – Origin 1 update (1 of 4)

Piping and steel fabrication, started nearly 6 months ahead of the schedule announced in April 2021, is underway and on track



Pipe fabrication prior to painting



# Construction – Origin 1 update (2 of 4)

Fabricated pipes are painted before assembly into steel pipe racks



Painted pipe, including 80-foot pieces. Next, the pipes are assembled into pipe rack modules and shipped to the Origin 1 site for installation in the field

# Construction – Origin 1 update (3 of 4)

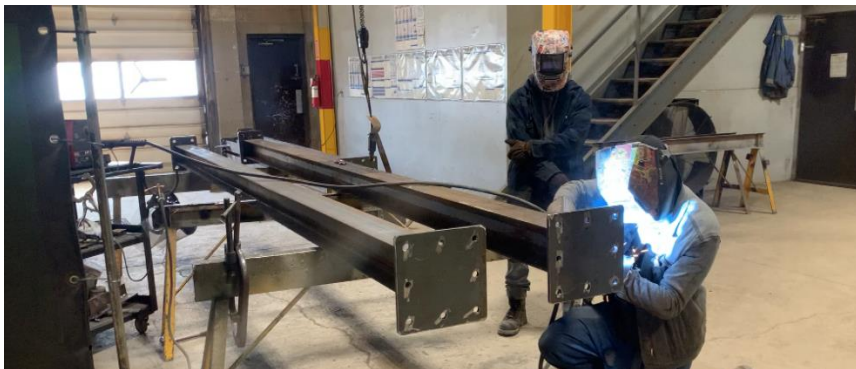
Steel pipe racks interconnecting the plant's key production modules being assembled and installed in the field



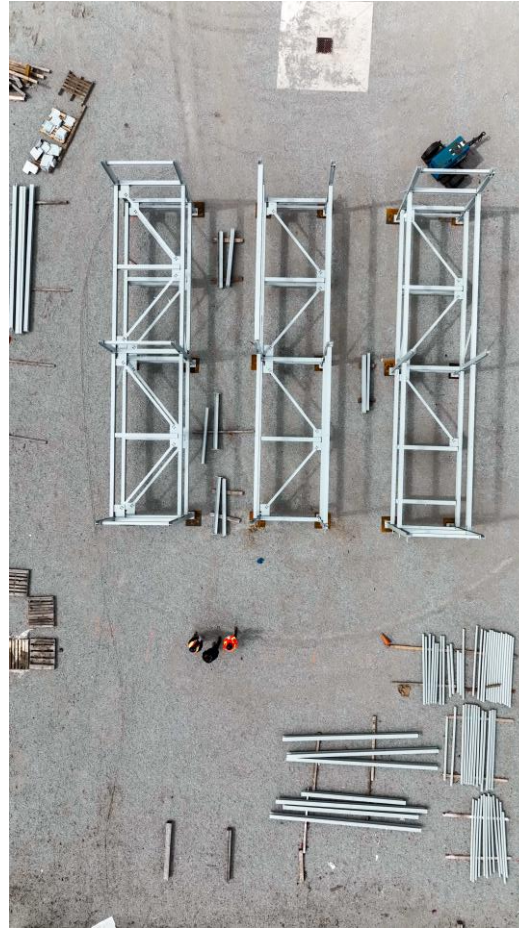
Blast cleaning steel verticals



Finished steel verticals



Pipe rack module verticals in fabrication



Steel pipe rack module assembly



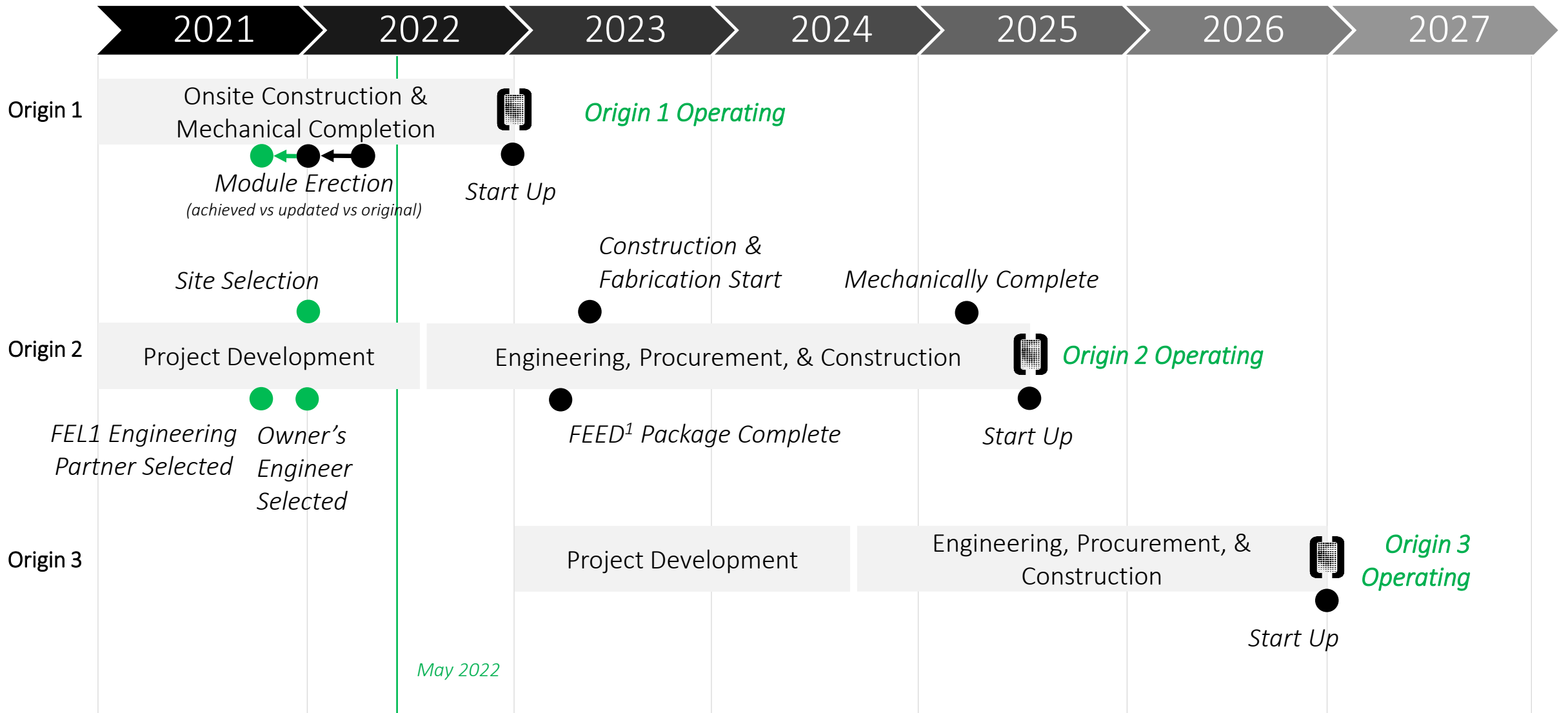
Key production module showing process equipment. The newly fabricated pipe rack modules are designed to interconnect the plant's key production modules

# Construction – Origin 1 update (4 of 4)

Origin 1 is on track for completion by the end of 2022



# Construction schedule – Origin 1, Origin 2, and Origin 3

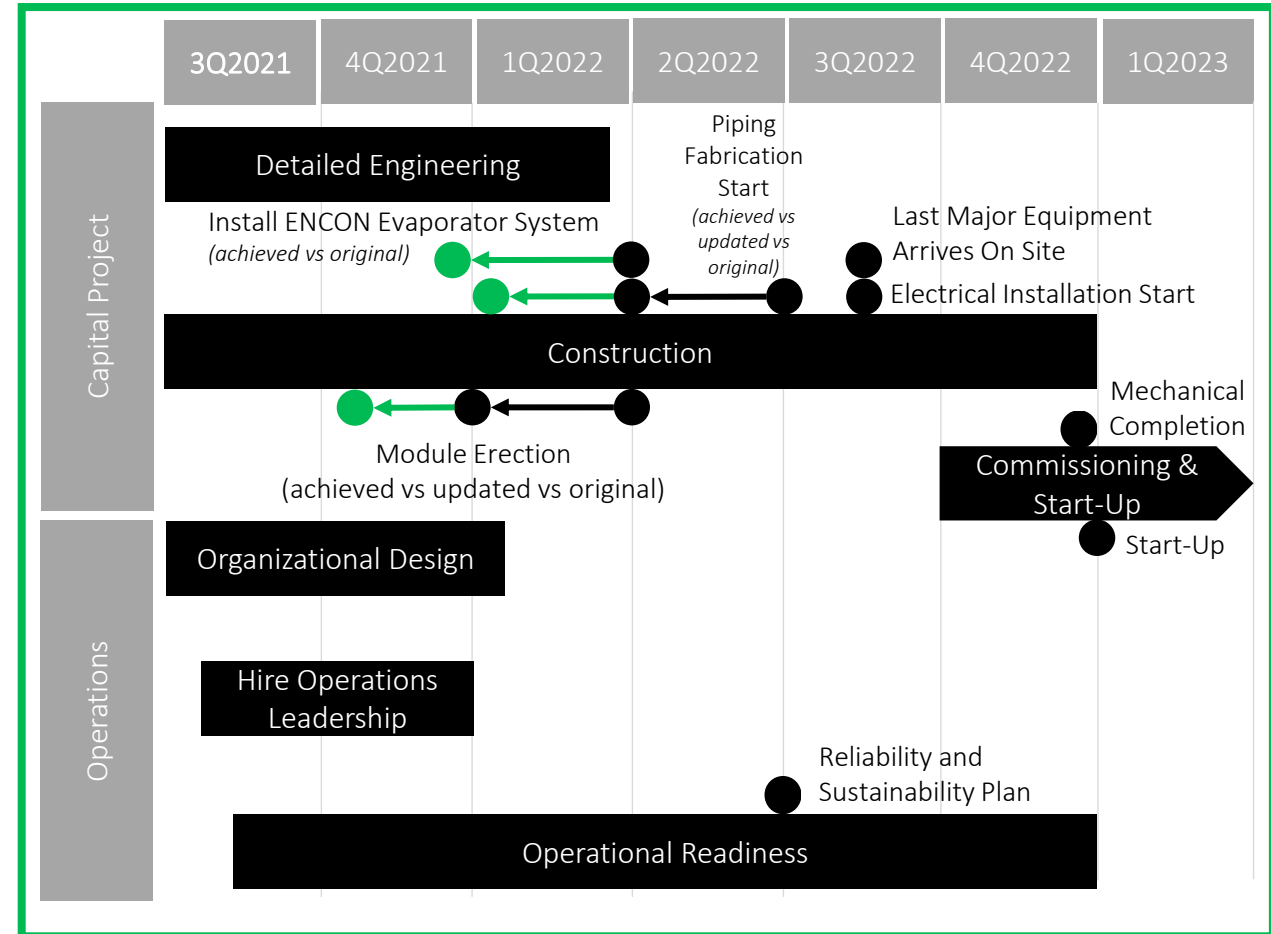


1. Front-end engineering design.

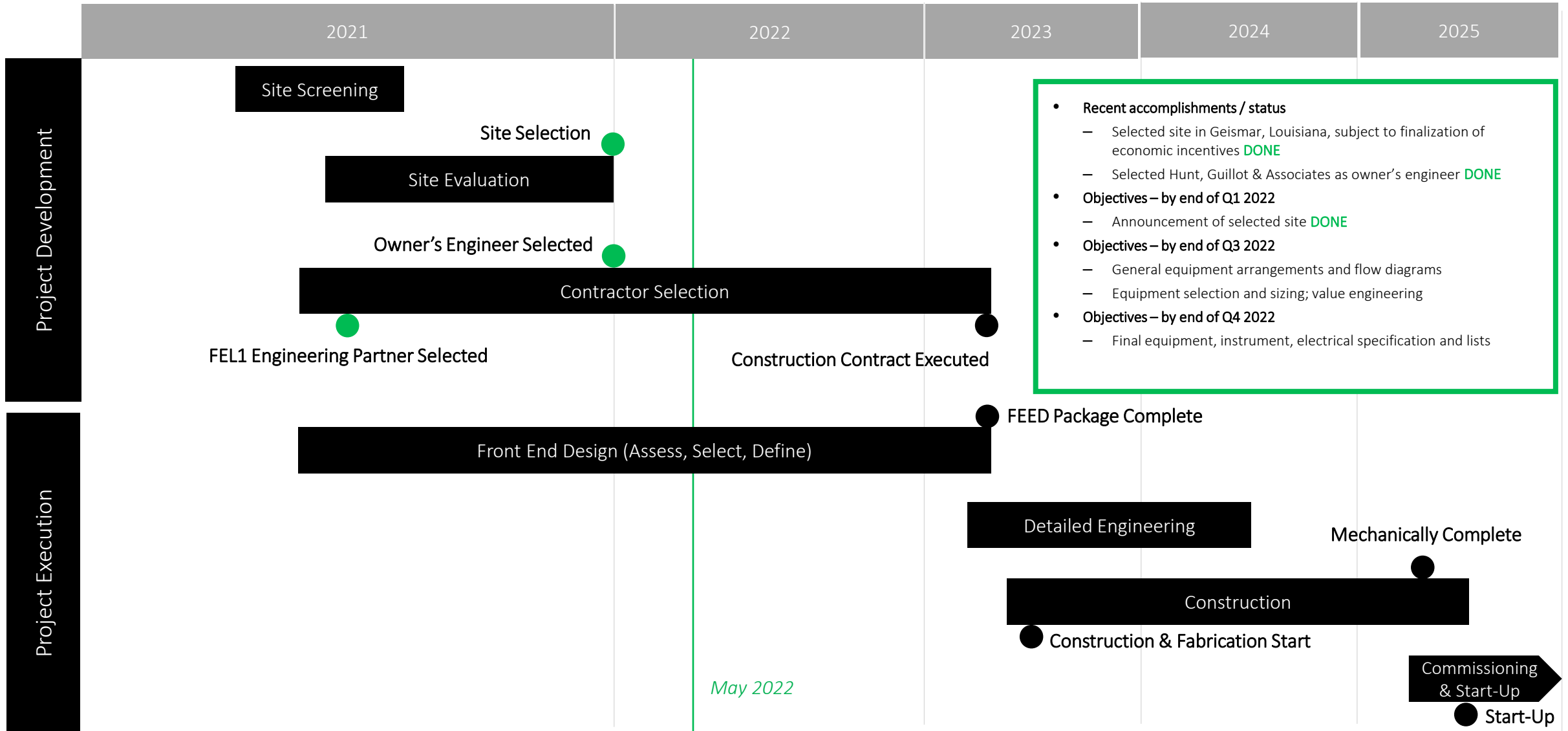
# Construction schedule – Origin 1

- Origin 1 – plant purpose
  - Produce CMF and HTC at commercial volumes
  - Produce CMF and HTC and other intermediates in volumes that allow customers to qualify products and applications other than PET
- Objectives – by end of Q1 2022
  - Receive additional major equipment (tanks, etc.) **DONE**
  - Piping fabrication start **DONE**  
(The initial objective, per schedule announced April 2021, was to start by the end of Q2 2022)
- Objectives – by end of Q2 2022
  - 1<sup>st</sup> round of operations hiring (Head of Shift Operators, Admin, Materials Manager, Production Engineer, Engineering Project Manager, Asset Improvement Engineer)
- Objectives – by middle of Q3 2022
  - Electrical installation start
  - Last major equipment arrives on site
- Objectives – by beginning of Q4 2022
  - First system turnovers to commissioning and start-up team
- Objectives – by end of Q4 2022
  - Mechanical completion

Origin 1 Timeline (Detail View)



# Construction schedule – Origin 2



# Q1 2022 financials in-line with previous outlook

Financial operating metrics for Q1 2022 are in-line with our previous outlook

- With ramp up of employee hiring and operations in support of construction, product development and sales activities, Q1 2022 Adjusted EBITDA loss was \$6.5 million compared to a loss of \$4.6 million in the prior-year period.<sup>1</sup>
- Net income was \$7.3 million for the first quarter compared to a net loss of \$53.6 million in the prior year period

Origin 1 and Origin 2 financing on track

- Capital budget for Origin 1 and Origin 2 still anticipated to be fully funded from cash in hand and traditional project financing sources
- Due to rising inflation and a more challenging supply chain delivery environment, Origin has updated its capital budget for Origin 1 and now expects a \$15 million to \$20 million increase from its prior outlook. The total capital budget for Origin 1 is now expected to be in the range of \$125 million to \$130 million, up from the original budget of \$110 million<sup>1</sup> when Origin first announced its go public transaction in February 2021. The additional capital budget will be fully funded from the Company's cash on hand
- The Company maintains that our financing assumptions for Origin 2 are reasonable and executable, helped by pending state and local incentives worth more than \$100 million and a Private Activity Bond ("PAB") allocation of \$400 million
- The \$400 million PAB allocation from the State of Louisiana provides a strong foundation for the financing of Origin 2 and, in combination with certain 2021 Infrastructure Investment and Jobs Act provisions and non-volume cap tax-exempt financing, could enable the debt financing of Origin 2 using entirely tax-exempt bonds
- Origin also continues to work with leading financial institutions on other forms of traditional private financing and federal loan programs, including through the U.S.D.A. and Department of Energy

Reaffirm 2022 adjusted EBITDA forecast; capital expenditure forecast updated

- Adjusted EBITDA loss forecast of up to \$36 million, consistent with prior outlook<sup>2</sup>
- Capital spending is expected to be up to \$175 million

1. \$110 million includes the \$70 million incremental capex that Origin anticipated would be spent in 2021-2022 when Origin first announced its go public transaction in February 2021.

2. For a reconciliation of a non-GAAP figure to the applicable GAAP figure please see the table captioned 'Reconciliation of GAAP and Non-GAAP Results' set forth on slide 19.





**ORIGIN**

**Appendix**

# Share count as of 3/31/2022

<u>Class</u>	<u>Outstanding Shares of Common Stock</u>
<b>Total Shares Outstanding<sup>1</sup></b>	<b>136,918,989</b>
Shares subject to forfeiture <sup>1</sup>	4,500,000
<b>Total Shares Outstanding, including Shares subject to forfeiture<sup>1</sup></b>	<b>141,418,989</b>
	<u>Shares Reserved for Future Issuance Pursuant to Potential Earnouts, Outstanding Warrants, and Options</u>
Public Warrants <sup>2</sup>	24,150,000
Private Warrants <sup>2</sup>	11,326,627
Legacy Origin Earnout Shares <sup>3</sup>	25,000,000
Options and RSUs <sup>4, 5</sup>	16,294,482
<b>Total Shares<sup>5</sup></b>	<b>218,190,098</b>

1. 4.5 million shares held by a certain stockholder subject to forfeiture in three equal installments unless our Common Stock reaches certain trading price thresholds within certain specified time periods (10 consecutive trading day closing volume weighted average price targets of \$15, \$20, and \$25 within 3, 4 and 5 years after the closing of the business combination between Artius and legacy Origin (the "Business Combination"), respectively) 2. Warrant exercise price = \$11.50 per share. 3. 25,000,000 Earnout Shares are subject to issuance in three equal installments if our Common Stock reaches certain trading price thresholds within certain specified time periods (10 consecutive trading day closing volume weighted average price targets of \$15, \$20, and \$25 within 3, 4 and 5 years after the closing of the Business Combination, respectively). 4. Includes 6,293,906 options with a weighted average strike price of \$0.19/share and 1,481,531 performance-based options at \$0.14/share (423,294, 634,942, and 423,295 performance-based options vest if our Common Stock reaches volume weighted average price thresholds of \$15, \$25, and \$50 per share respectively for 10 consecutive trading days), 990,545 Restricted Stock Units, and 2,509,500 Performance Stock Units under which the maximum award can be up to 7,528,500 shares. 5. Excludes shares available for future issuance pursuant to our equity incentive plan and employee stock purchase plan.

# Reconciliation of GAAP and Non-GAAP results

We believe that the presentation of Adjusted Earnings before Interest, Taxes, Depreciation, and Amortization (Adjusted EBITDA) is appropriate to provide additional information to investors about our operating profitability adjusted for certain non-cash items, non-routine items that we do not expect to continue at the same level in the future, as well as other items that are not core to our operations. Further, we believe Adjusted EBITDA provides a meaningful measure of operating profitability because we use it for evaluating our business performance, making budgeting decisions, and comparing our performance against that of other peer companies using similar measures.

We define Adjusted EBITDA as net income or loss adjusted for (i) stock-based compensation expense, (ii) depreciation and amortization, (iii) interest income, (iv) interest expense, net of capitalized interest, (v) change in fair value of derivative liabilities, (vi) change in fair value of warrants liability, (vii) change in fair value of earnout liability, (viii) professional fees related to completed mergers, and (ix) other income, net.

(in thousands)	Three months ended March 31,	
	2022	2021
Net income (loss)	\$ 7,346	\$ (53,571)
Stock based compensation	918	627
Depreciation and amortization	148	115
Interest income	(1,833)	—
Interest expense, net of capitalized interest	—	280
Change in fair value of derivative liabilities	834	391
Change in fair value of warrants liability	1,774	48,109
Change in fair value of earnout liability	(15,227)	—
Other income, net	(450)	(581)
Adjusted EBITDA	<u>\$ (6,490)</u>	<u>\$ (4,630)</u>



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*The world's leading carbon negative materials company*