

# Who We Are

Danimer Scientific was started in 2004, located in Bainbridge GA  
We are a global leader in Biopolymer research, development & commercialization

We produce 100% certified biodegradable and compostable replacements for many types of petroleum based plastics that are both renewable & sustainable

Lead by example - practicing a truly “Renewable & Sustainable” model

Contributing to the new Bio Economy



# Danimer Scientific - PepsiCo History

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- 2009 - Begin research for Biobased - industrially compostable films
  - 2011- Formulating and degradation studies
  - 2013 - Small scale evaluations and trials
  - 2015 - Began scale up of 2<sup>nd</sup> generation ind compostable film
  - 2016- Large scale market studies and trials
  - 2017- Began 3<sup>rd</sup> generation home compostable film project



# Dancing with Elephants...Working with large customers

## A Solution That Works

- Must have commitment from high level
- Anticipate and be prepared for a long dance
- Be flexible but don't "chase" the business
- Be as transparent as possible to build trust
- A team member with big company experience is helpful to "translate"

