

RBC Capital Markets Corp.

Stuart Bush (Analyst)

(512) 708-6384; stuart.bush@rbccm.com

David Askew (Associate)

(512) 708-6355; david.askew@rbccm.com

FY Dec	2009A	2010E	2011E	2012E
Revenue (MM)	82.9	96.0	121.4	168.7
EBITDA (MM)	(12.3)	(3.0)	0.1	19.4
Prev.		(2.8)		
EPS (Op) - FD	(0.58)	(0.33)	(0.27)	0.14
P/E	NM	NM	NM	59.6x
Revenue (MM)	Q1	Q2	Q3	Q4
2009	19.4A	19.2A	20.1A	24.2A
2010	25.7A	24.5A	21.2E	24.6E
Prev.		21.8E	22.5E	26.0E
2011	28.3E	28.5E	29.9E	34.7E
EBITDA (MM)				
2009	(4.3)A	(1.0)A	(3.8)A	(3.2)A
2010	0.7A	(1.3)A	(2.4)E	0.0E
Prev.		(2.1)E	(2.0)E	0.5E
2011	0.1E	(1.1)E	(1.1)E	2.2E
Prev.	0.2E			2.1E
EPS (Op) - FD				
2009	(0.22)A	(0.10)A	(0.22)A	(0.19)A
2010	(0.05)A	(0.15)A	(0.13)E	(0.05)E
Prev.		(0.14)E	(0.12)E	
2011	(0.06)E	(0.10)E	(0.10)E	(0.01)E

All values in USD unless otherwise noted.

COMPANY UPDATE | COMMENT

AUGUST 6, 2010

Codexis, Inc. (NASDAQ: CDXS)

Q210 Results: On Track

Outperform Speculative Risk

Price:	8.34	Price Target:	14.00
Trice.	0.51	Implied All-In Return:	68%
Shares O/S (MM):	34.1	Market Cap (MM):	284
Dividend:	0.00	Enterprise Val. (\$MM):	394.1
Float (MM):	16.1	Avg. Daily Volume (MM):	0.10

Codexis Reported Q210 on Thurs., Aug 5

Investment Opinion

Net: Q210 contained several signs of solid progress in our view. Pharma segment continues to gain traction with large innovator products, highlighted by further product sales to Merck to support Januvia. Bioindustrials segment has met 2 of 6 milestones to date with Shell in collaborative R&D agreement, providing evidence of viability of company's biocatalyst technology as it relates to biofuels. Company reiterates full year revenue guidance of \$94M - \$98M, which we believe will begin to include payment of milestone fees from Shell in the back half of the year. We believe the next catalyst for the stock will be details on timing around opportunities to deploy biocataysts in Shell / Cosan j/v, with management expecting an update on the j/v to be "imminent".

- Encouraging Signs of Progress in Bioindustrials. Company has met 2 of 6 revenue milestones in its collaborative R&D project with Shell, exceeding internal expectations for speed of achievement. We expect company to begin receiving payments once milestones are validated by Shell, which we believe may begin occurring in Q310. Early achievement of milestones allows for immediate work to begin on new milestones, which will yield additional future revenues upon achievement. We expect total milestone payments to be between \$5M \$10M in FY 10.
- Q210 Revenue Beat on Merck Contract. Revenue of \$24.5M was above consensus estimate of \$22.4M due to timing of innovator pharma product sales to Merck to support Januvia. Pharma gross margin came in at 28% on higher revenues, but we expect margins to revert to more normalized levels in the back half of 2010. Our full year revenue estimate remains unchanged at \$96M.
- Clarity on Expanded Shell Relationship Expected Soon. We look forward to further announcements around company's strategic alliance with Shell and Cosan, which company expects to be imminent. We view this potential relationship as a significant opportunity, as company would be able to deploy its biocatalysts at significant scale alongside key industry players. Leveraging the established manufacturing capabilities and distribution infrastructure of Shell and Cosan would provide a significant competitive advantage and speed to market for company's biocatalysts, in our view.

Details

Net: Q210 contained several signs of solid progress in our view. Pharma segment continues to gain traction with large innovator products, highlighted by further product sales to Merck to support Januvia. Bioindustrials segment has met 2 of 6 milestones to date with Shell in collaborative R&D agreement, providing evidence of viability of company's biocatalyst technology as it relates to biofuels. Company reiterates full year revenue guidance of \$94M - \$98M, which we believe will begin to include payment of milestone fees from Shell in the back half of the year. We believe the next catalyst for the stock will be details on timing around opportunities to deploy biocataysts in Shell / Cosan j/v, with management expecting an update on the j/v to be "imminent".

Valuation

Our valuation methodology employs EV/EBITDA, EV/Sales, and P/E multiples for both the pharma and the bioindustrials business segments. We derive our valuation multiples from public comparables and apply the multiples to our 2013 estimates, which we believe are the most representative of the company's intrinsic value given commercialization of the biofuels segment. Valuation for the pharma segment employs an EV/EBITDA multiple of 11.5x, an EV/Sales multiple of 3.25x, and a P/E multiple of 19x on our 2013 estimates. Valuation for the bioindustrials segment employs an EV/EBITDA multiple of 13x, EV/Sales multiple of 1.25x, and a P/E multiple of 26x on our 2013 estimates. We then discount back to present value at a 10% discount rate for pharma and a 18% discount rate for bioindustrials to arrive at our price target of \$14.

Price Target Impediment

- Future product revenues and royalties from biofuels are contingent upon Shell's commercialization of biocatalysts developed by Codexis. Failure to reach commercialization or reduction in R&D funding will limit revenues that can be achieved from the Bioindustrials business segment.
- Lower prices of traditional sources of energy such as oil could potentially reduce the demand for alternative sources of energy, which would lower the outlook for biofuel production.
- Low levels of adoption of biocatalysts in pharma manufacturing could result in significantly lower growth rates than we are forecasting for pharma product and service revenue.
- Inability of biofuel production to meet regulatory requirements would result in a lower than expected growth rate for the biofuels industry.

Company Description

Codexis commenced operations in March 2002 after being incorporated in January 2002 as a wholly owned subsidiary of Maxygen, Inc. The company operates a proprietary technology platform that enables the creation of optimized biocatalysts that make existing industrial manufacturing processes faster, cleaner, and more efficient than current methods. Codexis has commercialized its biocatalysts in the pharmaceutical industry and is developing biocatalysts for use in producing advanced biofuels under a multi-year research and development collaboration with Shell.



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Codexis, Inc Stuart Bush (512) 708-6384 stuart.bush@rbccm.com Fiscal Year 2010 Fiscal Year 2011 Annual Results Q110A Q210A Q310E Q410E Q111E Q211E Q311E Q411E FY09A FY10E FY11E FY12E FY13E Mar-10 Jun-10 Sep-10 Dec-10 Mar-11 Jun-11 Sep-11 Dec-11 Revenues 6.936.0 9.335.0 19,988.0 102,739.8 Pharma 6.386.3 6,968.0 10,569,9 11,530.8 12,491.7 13,452.6 29,625.3 48,045,1 81,388,6 16,930,9 21,028,9 84,489.6 16,042.0 14,653.0 14,810,1 17,670.1 16,940,9 17,402.9 62,874.8 63,175.2 72,303,6 Bioindustrials 110,380.0 2,832.2 Grants 2,722.0 492.0 831.0 207.8 45.8 3,214.0 1,038.8 **Total Revenues** 25,700.0 24,480,0 21,196,4 24.638.1 28.331.9 28.471.7 29.894.6 34.689.3 82.908.6 96.014.5 121,387.5 168.710.3 213.119.9 Seauential Growth 6.0% (13.4%) 16.2% 15.0% 0.5% 5.0% 16.0% YoY Growth 32.4% 27.5% 5.7% 1.6% 10.2% 16.3% 41.0% 40.8% 15.8% 26.4% 39.0% 26.3% Cost of Revenues 5.218.0 6.075.0 3,402.3 3,731.5 6,381.3 6.961.4 7,541.5 8,121,6 16,678.1 18,426.9 29,005.7 48,990.1 66,778.4 20,482.0 18,405.0 17,794.0 20,906.6 21,950.6 21,510.3 22,353.1 26,567.7 66,230.5 77,587.6 92,381.7 119,720.2 146,341.4 Total Gross Margin 79.7% 75.2% 83.9% 77.5% 75.5% 80.8% 76.1% 68.7% Other Operating Expenses 12,982.0 13,004.0 13,517.7 14,058.4 14,660.3 15,290.7 15,963.5 16,665.8 54,698.2 53,562.0 62,580.2 73,448.2 76,585.1 SG&A 8,600.0 8,652.0 8,868.3 9,090.0 9,353.6 9,641.7 9,950.2 10,288.6 29,871.1 35,210.3 39,234.1 41,869.4 48,728.0 Total Operating Expenses 21,582.0 21 656 0 22 386 0 23 148 4 24 013 9 24 932 4 25,913,7 26,954,4 84 569 3 88,772.3 101,814,3 115 317 6 125 313 1 Seauential Growth (10.7%) 0.3% 3.4% 3.4% 3.7% 3.8% 3.9% 4.0% EBITDA (1,090.1) 2,178.8 38,062.7 738.0 (1,349.0)(2,393.4)122.1 (1,141.6)(2,963.2)69.3 19,441.7 41.2 (12,318.0)(4.0%) EBITDA Margin (11.3%)0.4% (3.6%)6.3% (3.1%)2.9% 0.2% (14.9%)0.1% 11.5% 17.9% YoY Growth 54.5% 27968.1% Operating Income (EBIT) (1,100.0)(4,591.9) (2,241.8) (2,063.3) (3,422.0)(3,560.6) (386.7) (18,338.9) (9,432.6) 21,028.4 (3,251.0) (11, 184, 7)4,402.7 (4.3%) Operating Margin (21.7%) (9.1%) (7.3%) (12.0%) (11.9%) (1.1%) 2.6% 9.9% Seauential Growth 76.7% (195.5% (41.2%) 51.2% 8.0% (65.9%) (4.0%)89.1% Other Income (Expense) Interest Income 28.0 46.0 118.1 122.6 349.4 318.4 290.4 267.1 179.7 314.7 1,225.3 1,581.6 1,994.5 Interest Expense (177.0) (116.1)(101.4)(1.334.3)(358.0) (654.0)(145.3)(84.4)(74.1)(1.413.5)(376.0) (244.2) (244.2)(330.0) Interest (Net) (608.0) (58.9)(22.8) 233.3 217.0 206.0 193.0 (1,233.8) (1,019.7)849.2 1,337.4 1,750.3 Other (Net) 401.7 700.1 103.9 59.2 (14.3)(109.7) 1,101.8 39.1 207.5 208.1 (330.0) (608.0) 191.7 Total Other Income (Expense) 342.8 677.3 83.3 (1,857.4)82.1 1,544.9 1,958.4 Pretax Income (EBT) (1,430.0) (3,859.0) (4,249.1) (1,564.5) (1,726.1) (3,145.9) (3,368.9) (303.5) (20,196.3) (11,102.6) (8,544.3) 5,947.6 22,986.8 Income Taxes (Benefit) (61.0) <u>87.0</u> 149.5 149.5 192.7 192.7 192.7 192.7 <u>65.8</u> 325.0 770.8 1,100.0 1,100.0 (1,714.0 (1.918.8)(3.338.6)Net Income (1.369.0)(3.946.0)(4,398.6)(3.561.6)(496.2)(20,262.1) (11,427.6)(9.315.1)4.847.6 21.886.8 EPS from Cont. Ops (0.13)(0.05)(0.06)(0.10)(0.10)(0.01)(0.33)(0.27)0.14 0.63 Extraordinary Items Foreign Exchange Gain (Loss) 59.4 Warrants FV Adjustment (396.0) (162.7) (162.7) (162.7)(884.1) -÷ ÷ ÷ (716.2)_ _ _ (396.0)(162.7)(162.7)(162.7)(623.6) (884.1)Total Extraordinary Items Net Income to Common (GAAP) (973.0) (3,783.3) (4,235.9) (1,551.3) (1,918.8)(3,338.6) (3,561.6) (496.2) (10,543.5) (9,315.1) 4,847.6 21,886.8 EPS from Extraordinary Items 0.01 0.01 0.00 EPS to Common (GAAP) (0.06) (0.10) (0.10) (0.01) (0.27) 0.14 0.63 (0.03)(0.12)(0.04)(0.56)(0.30)Average Shares Outstanding - Diluted 27,910 26,557 34,810 34,810 34,810 34,810 34,810 34,810 34,810 34,810 34,810 34,810 34,810 Company Reports, RBC Capital Market estimates



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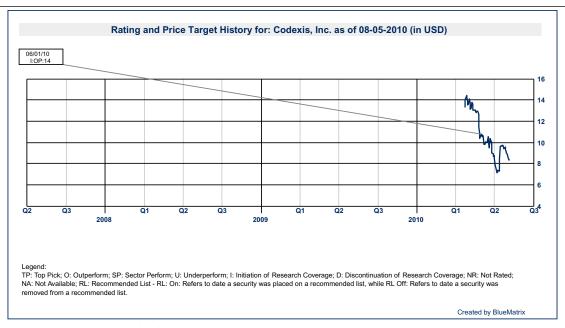
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