Michael E. Cox, CFA, Sr Research Analyst 612 303-2043, michael.e.cox@pjc.com
Piper Jaffray & Co.

Mike J. Ritzenthaler, Research Analyst 612 303-6887, mike.j.ritzenthaler@pjc.com Piper Jaffray & Co.

#### Reason for Report:

Company Update

| Changes           | Pre      | vious    | Current        |
|-------------------|----------|----------|----------------|
| Rating            |          |          | Overweight     |
| Price Tgt         |          |          | \$12.00        |
| FY11E Rev (mil)   |          |          | \$123.1        |
| FY12E Rev (mil)   |          |          | \$161.7        |
| FY11E EPS         |          |          | (\$0.12)       |
| FY12E EPS         |          |          | \$0.16         |
| Price:            |          |          | \$9.88         |
| 52 Week High:     |          |          | \$14.98        |
| 52 Week Low:      |          |          | \$6.88         |
| 12-Month Price    | Target:  |          | \$12.00        |
| Based on 3x       | EV/2011  | sales    |                |
| Shares Out (mil)  | :        |          | 39.0           |
| Market Cap. (mil  | ):       |          | \$385.3        |
| Avg Daily Vol (00 | 00):     |          | 91             |
| Book Value/Shar   | re:      |          | \$3.00         |
| Net Cash Per Sh   | nare:    |          | \$2.90         |
| Debt to Total Ca  | pital:   |          | 0%             |
| Div (ann):        |          |          | \$0.00         |
| Est LT EPS Grov   | vth:     |          | 25%            |
| P/E to LT EPS G   | rowth (F | Y11):    | NA             |
| Est Next Rep Da   | ite:     |          | 03/10/2011     |
| Fiscal Year End:  |          |          | Dec            |
| Rev (mil)         | 2010E    | 2011E    | 2012E          |
| Mar               | \$25.7A  | \$28.2E  | \$38.4E        |
| Jun               | \$24.5A  | \$30.9E  | \$40.3E        |
| Sep               | \$27.1A  | \$32.3E  | \$43.1E        |
| Dec               | \$25.0E  | \$31.7E  | <u>\$39.8E</u> |
| FY \$             | 102.3E   | \$123.1E | \$161.7E       |

| Rev (mil)  | 2010E         | 2011E          | 2012E          |
|------------|---------------|----------------|----------------|
| Mar        | \$25.7A       | \$28.2E        | \$38.4E        |
| Jun        | \$24.5A       | \$30.9E        | \$40.3E        |
| Sep        | \$27.1A       | \$32.3E        | \$43.1E        |
| Dec        | \$25.0E       | <u>\$31.7E</u> | <u>\$39.8E</u> |
| FY         | \$102.3E      | \$123.1E       | \$161.7E       |
| CY         | \$102.3E      | \$123.1E       | \$161.7E       |
| FY RM      | 3.8x          | 3.1x           | 2.4x           |
| CY RM      | 3.8x          | 3.1x           | 2.4x           |
| EPS        | 2010E         | 2011E          | 2012E          |
| Mar        | (\$0.04)A     | (\$0.04)E      | \$0.03E        |
| Jun        | (\$0.15)A     | (\$0.04)E      | \$0.02E        |
| Sep        | (\$0.08)A     | (\$0.03)E      | \$0.07E        |
| Dec        | (\$0.07)E     | (\$0.01)E      | <u>\$0.04E</u> |
| FY         | (\$0.32)E     | (\$0.12)E      | \$0.16E        |
| CY         | (\$0.32)E     | (\$0.12)E      | \$0.16E        |
| FY P/E     | NM            | NM             | 61.8x          |
| CY P/E     | NM            | NM             | 61.8x          |
| EPS assume | s post-IPO sh | are count of   | 34.2mil basic  |

/ 39.0mil diluted.

# Codexis, Inc. Overweight

(CDXS - \$9.88)

# Adding a New Pillar to the Growth Strategy - Chemicals; Maintain Overweight

#### **CONCLUSION:**

We recently met with Codexis and are incrementally more confident in the company's opportunity in the chemicals market – a platform that we believe is widely overlooked by investors. Through the acquisition of Maxygen's directed evolution IP portfolio, Codexis is actively developing bio-catalysts for use in converting sugars into detergent alcohols – a key ingredient in a variety of household products. Unlike the fuels and carbon capture platforms, we believe Codexis may take a more direct ownership of commercialization, which could drive a faster path to revenues/profits, which are not included in our model. Reiterate Overweight & \$12 target.

\*Codexis is presenting at Piper Jaffray's Clean Technology & Renewables Conference in New York on January 12th.

- Expansion into chemicals presents new growth platform. Codexis is actively pursuing a partnership agreement to develop bio-based chemicals, which represents a sizeable new growth platform for this already diversified company (pharma, fuels, carbon capture). Along with a strategic partner, we believe Codexis may elect to invest directly in the commercialization of chemicals, a strategy that would likely accelerate the commercialization timeline and place greater control in the hands of Codexis. The strategy to pursue chemicals is common for bio-industrial companies given the similarity of the carbon chains and the higher value & margins associated with chemicals.
- Targeting attractive detergent alcohol market. Codexis is specifically targeting the multi-billion dollar detergent alcohol market, which is a common ingredient in a variety of personal care, fabric care, and dishwashing products. By producing optimized enzymes that efficiently convert sugars into specific carbon chains used in detergent alcohols, the company can provide the market with a cost-effective substitute to palm oil, which is increasingly facing supply shortages and drawing increased scrutiny by environmental groups.
- Multiple growth platforms provide diversity & upside potential. Through its core technology, Codexis is pursuing several large & attractive markets within Pharma, Biofuels, and Carbon Capture. We have not incorporated any contribution from chemicals in our model, but see this as a potential source of upside. Given the diversity of the Codexis model and multiple commercialization pathways, we are reiterating our Overweight rating and \$12 price target. The upcoming distribution of CDXS shares to Maxygen shareholders may pressure the stock in the near-term, but we would view this as a buying opportunity.

#### **INVESTMENT RECOMMENDATION:**

The recent pullback in CDXS shares has improved the risk/reward profile and as commercialization catalysts approach, we believe valuations will expand.

#### **RISKS TO ACHIEVEMENT OF TARGET PRICE:**

Facility construction delays, reduced regulatory support for biofuels, competing bio-catalysis technologies, a sustained drop in oil prices

#### **COMPANY DESCRIPTION:**

Codexis custom-tailors enzymes that enhance the efficiency - and lower the cost - of producing pharmaceuticals, biofuels, and various other bio-based chemicals.

Piper Jaffray does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decisions. This report should be read in conjunction with important disclosure information, including an attestation under Regulation Analyst certification, found on pages 7 - 9 of this report or at the following site: http://www.piperjaffray.com/researchdisclosures.

Codexis, Inc. Page 1 of 9<sub>40</sub>

**Expansion into chemicals presents new growth platform.** Codexis is actively pursuing a partnership agreement to develop bio-based chemicals, which represents a sizeable new growth platform for this already diversified company (pharma, fuels, carbon capture). The fuels & chemicals strategy is common for biofuel companies given the similarity of the carbon chains and the higher value associated with chemicals (which tends to lead to better margins). For Codexis, it was made possible through the acquisition of Maxygen's IP portfolio. Codexis is exclusive with Shell for biofuels, but has the opportunity to pursue other strategies for chemicals. Codexis recently bolstered its management team to support its chemicals platform and is allocating internal R&D resources. Importantly, we believe Codexis may elect to invest directly in the commercialization of chemicals (along with a strategic partner). This strategy could serve to accelerate the commercialization timeline and place greater control in the hands of Codexis.

**Targeting attractive detergent alcohol market.** Codexis is specifically targeting the multi-billion dollar detergent alcohol market, which is a common ingredient in a variety of personal care, fabric care, and dishwashing products. By producing optimized enzymes that efficiently convert sugars into specific carbon chains used in detergent alcohols, the company can provide the market with a cost-effective substitute to palm oil, which is increasingly facing supply shortages and drawing increased scrutiny by environmental groups.

Multiple growth platforms provide diversity & upside potential. By leveraging its core technology, Codexis is pursuing several large & attractive markets. Pharma provides revenue & EBITDA today. Biofuel is being pursued with Shell as a partner and should receive a jumpstart when the Shell/Cosan JV is finalized. The company recently announced a partnership with Alstom Power to develop its carbon capture technology. To date, Codexis has maintained an 'asset light' model and formed strategic partnerships to pursue commercialization. In chemicals, we believe Codexis may take a more active approach, which we endorse as it provides the company with more control of the timeline & path to market. We have not incorporated any contribution from chemicals in our model, but believe this could ultimately prove to be a significant source of upside depending on the structure & timing of a partnership agreement. Given the diversity of the Codexis model and multiple pathways to significant commercialization, we are reiterating our Overweight rating and \$12 price target. The upcoming distribution of CDXS shares to Maxygen shareholders may pressure the stock in the near-term, but we would view this as a buying opportunity.

Codexis, Inc. Page 2 of 9<sub>41</sub>

## Codexis

### **Income Statement**

(\$ In Million Except Per Share Data)

Date: 12/14/10 Price: \$9.83

Current disclosure information for this company can be found at:

| http://www.piperjaffray.com/researchdisclosu | <u>ires</u>  |                |                |              |              |              |              |              |        |        |        |        |                 |                 |              |        |
|--|--------------|----------------|----------------|--------------|--------------|--------------|--------------|--------------|--------|--------|--------|--------|-----------------|-----------------|--------------|--------|
|  |              | 2010           |                |              |              | 2011         |              |              |        | 2012   |        |        |                 |                 |              |        |
|  | 1QA          | 2QA            | 3QA            | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           | 1Q     | 2Q     | 3Q     | 4Q     |                 |                 |              |        |
|  | Mar          | June           | Sept           | Dec          | Mar          | June         | Sept         | Dec          | Mar    | June   | Sept   | Dec    | FY09            | FY10E           | 2011E        | 2012E  |
| Net Sales                                    | 25.7         | 24.5           | 27.1           | 25.0         | 28.2         | 30.9         | 32.3         | 31.7         | 38.4   | 40.3   | 43.1   | 39.8   | 82.9            | 102.3           | 123.1        | 161.7  |
| Cost of Sales                                | 5.2          | 6.1            | 8.6            | 5.2          | 7.8          | 9.9          | 9.7          | 8.2          | 13.3   | 14.6   | 14.9   | 11.8   | 16.7            | 25.1            | 35.6         | 54.6   |
| Gross Profit                                 | 20.5         | 18.4           | 18.5           | 19.8         | 20.4         | 21.1         | 22.5         | 23.5         | 25.1   | 25.7   | 28.3   | 28.0   | 66.2            | 77.2            | 87.5         | 107.1  |
| Research & development                       | 13.0         | 13.0           | 13.1           | 13.5         | 13.5         | 14.0         | 14.5         | 14.5         | 14.5   | 15.5   | 15.5   | 16.0   | 45.9            | 52.6            | 56.5         | 61.5   |
| Operations                                   | 2.0          | 2.0            | 1.5            | 1.8          | 1.5          | 1.5          | 2.0          | 2.0          | 2.0    | 2.0    | 2.5    | 2.5    | 8.9             | 7.3             | 7.0          | 9.0    |
| SG&A   | 6.6          | 6.7            | 6.4            | 7.0          | 7.5          | 7.5          | 7.5          | 8.0          | 8.0    | 8.0    | 8.0    | 8.5    | 29.9            | 26.7            | 30.5         | 32.5   |
| Operating Income from operations             | (1.100)      | (3.3)          | (2.5)          | (2.5)        | (2.1)        | (1.9)        | (1.5)        | (1.0)        | 0.6    | 0.2    | 2.3    | 1.0    | (18.4)          | (9.3)           | (6.5)        | 4.1    |
| Interest Expense, net<br>Other               | (0.3)        | (0.6)          | 0.0            | <u>-</u>     | 0.4          | 0.4          | 0.4          | 0.4          | 0.5    | 0.5    | 0.5    | 0.5    | (1.2)<br>(0.6)  | (0.9)           | 1.6          | 2.0    |
| Total Other Income (loss)                    | (0.3)        | (0.6)          | 0.0            | -            | 0.4          | 0.4          | 0.4          | 0.4          | 0.5    | 0.5    | 0.5    | 0.5    | (1.9)           | (0.9)           | 1.6          | 2.0    |
| Pretax Income<br>Tax Provision               | (1.4)<br>0.1 | (3.9)<br>(0.1) | (2.4)<br>(0.3) | (2.5)<br>0.2 | (1.7)<br>0.2 | (1.5)<br>0.2 | (1.1)<br>0.2 | (0.6)<br>0.2 | 1.1    | 0.7    | 2.8    | 1.5    | (20.2)<br>(0.1) | (10.2)<br>(0.2) | (4.9)<br>0.8 | 6.1    |
| Net Income                                   | (1.4)        | (3.9)          | (2.7)          | (2.3)        | (1.5)        | (1.3)        | (0.9)        | (0.4)        | 1.1    | 0.7    | 2.8    | 1.5    | (20.3)          | (10.4)          | (4.1)        | 6.1    |
| Shares Basic                                 | 34.2         | 26.6           | 34.2           | 34.2         | 34.2         | 34.2         | 34.2         | 34.2         | 34.2   | 34.2   | 34.2   | 34.2   | 34.2            | 32.3            | 34.2         | 34.2   |
| Shares Diluted (Mils.)                       | 39.0         | 39.0           | 39.0           | 39.0         | 39.0         | 39.0         | 39.0         | 39.0         | 39.0   | 39.0   | 39.0   | 39.0   | 39.0            | 39.0            | 39.0         | 39.0   |
| EPS-Reported Diluted                         | (\$0.04)     | (\$0.15)       | (\$0.08)       | (\$0.07)     | (\$0.04)     | (\$0.04)     | (\$0.03)     | (\$0.01)     | \$0.03 | \$0.02 | \$0.07 | \$0.04 | (\$0.59)        | (\$0.32)        | (\$0.12)     | \$0.16 |
| Depreciation and amortization                | 1.8          | 2.2            | 2.0            | 2.0          | 2.4          | 2.4          | 2.4          | 2.4          | 3.8    | 3.8    | 3.8    | 3.8    | 6.1             | 8.0             | 9.5          | 15.0   |
| Non-cash stock comp & other                  | 2.0          | 2.5            | 2.5            | 1.5          | 2.1          | 2.1          | 2.1          | 2.1          | 2.0    | 2.0    | 2.0    | 2.0    | 4.9             | 8.5             | 8.5          | 8.0    |
| EBITDA                                       | 2.8          | 1.4            | 2.0            | 1.0          | 2.4          | 2.6          | 3.0          | 3.5          | 6.4    | 5.9    | 8.0    | 6.7    | (7.3)           | 7.2             | 11.5         | 27.1   |
| Margins:                                     |              |                |                |              |              |              |              |              |        |        |        |        |                 |                 |              |        |
| Gross Margin                                 | 79.7%        | 75.2%          | 68.4%          | 79.1%        | 72.3%        | 68.1%        | 69.8%        | 74.2%        | 65.4%  | 63.8%  | 65.6%  | 70.3%  | 79.9%           | 75.5%           | 71.1%        | 66.2%  |
| R&D expense ratio                            | 50.5%        | 53.1%          | 48.2%          | 53.9%        | 47.8%        | 45.2%        | 44.9%        | 45.8%        | 37.7%  | 38.5%  | 35.9%  | 40.2%  | 55.3%           | 51.4%           | 45.9%        | 38.0%  |
| Operations expense ratio                     | 7.8%         | 8.2%           | 5.5%           | 7.2%         | 5.3%         | 4.8%         | 6.2%         | 6.3%         | 5.2%   | 5.0%   | 5.8%   | 6.3%   | 10.7%           | 7.1%            | 5.7%         | 5.6%   |
| SG&A expense ratio                           | 25.7%        | 27.2%          | 23.8%          | 28.0%        | 26.6%        | 24.2%        | 23.2%        | 25.3%        | 20.8%  | 19.9%  | 18.5%  | 21.4%  | 36.0%           | 26.1%           | 24.8%        | 20.1%  |
| EBITDA Margin                                | 10.7%        | 5.6%           | 7.5%           | 4.0%         | 8.5%         | 8.3%         | 9.4%         | 11.1%        | 16.6%  | 14.7%  | 18.6%  | 16.9%  | -8.8%           | 7.0%            | 9.4%         | 16.8%  |
| Operating Margin                             | -4.3%        | -13.3%         | -9.1%          | -10.0%       | -7.4%        | -6.2%        | -4.5%        | -3.1%        | 1.6%   | 0.5%   | 5.3%   | 2.5%   | -22.2%          | -9.1%           | -5.3%        | 2.5%   |
| Pretax Margin                                | -5.6%        | -15.8%         | -9.0%          | -10.0%       | -6.0%        | -4.9%        | -3.3%        | -1.9%        | 2.9%   | 1.7%   | 6.5%   | 3.7%   | -24.4%          | -10.0%          | -4.0%        | 3.8%   |
| Net Income Margin                            | -5.3%        | -16.1%         | -10.1%         | -9.4%        | -5.3%        | -4.3%        | -2.7%        | -1.2%        | 2.9%   | 1.7%   | 6.5%   | 3.7%   | -24.5%          | -10.2%          | -3.3%        | 3.8%   |

Codexis **Segment Sales & Profit Analysis** 

(\$ In Thousands Except Per Share Data)

|                  |              | 2010         | E            |             |             |              | lE           |              |              | 2012         | 2E           |              |    |        |              |              |              |
|------------------|--------------|--------------|--------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----|--------|--------------|--------------|--------------|
|                  | 1QA          | 2QA          | 3Q           | 4Q          | 1Q          | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |    |        |              |              |              |
|                  | Mar          | June         | Sept         | Dec         | Mar         | June         | Sept         | Dec          | Mar          | June         | Sept         | Dec          | FY | 709    | FY10E        | 2011E        | 2012E        |
| Revenue          |              |              |              |             |             |              |              |              |              |              |              |              |    |        |              |              |              |
| Pharma           | 6.9          | 8.5          | 10.5         | 6.5         | 10.4        | 13.2         | 13.0         | 10.9         | 19.0         | 20.9         | 21.2         | 16.9         |    | 20.0   | 32.5         | 47.5         | 77.9         |
| Generic          | 2.4          | 4.2          | 3.2          | 3.6         | 4.1         | 6.4          | 6.4          | 6.6          | 7.0          | 7.9          | 8.0          | 8.2          |    | 8.8    | 13.5         | 23.4         | 31.1         |
| Innovator        | 4.5          | 4.3          | 7.4          | 2.9         | 6.3         | 6.8          | 6.6          | 4.3          | 12.0         | 12.9         | 13.3         | 8.7          |    | 11.2   | 19.0         | 24.1         | 46.8         |
| Biofuels         | 16.0         | 15.5         | 16.2         | 18.5        | 17.0        | 17.0         | 18.5         | 19.5         | 17.7         | 17.7         | 19.2         | 20.2         |    | 62.8   | 66.2         | 72.2         | 74.9         |
| FTE              | 14.5         | 14.7         | 14.7         | 14.5        | 15.5        | 15.5         | 15.5         | 15.5         | 16.2         | 16.2         | 16.2         | 16.2         |    | 53.5   | 58.4         | 62.2         | 64.9         |
| Other/Milestones | 1.5          | 0.9          | 1.5          | 4.0         | 1.5         | 1.5          | 3.0          | 4.0          | 1.5          | 1.5          | 3.0          | 4.0          |    | 9.3    | 7.9          | 10.0         | 10.0         |
| Bio-industrials  | 0.0          | 0.0          | 0.0          | 0.0         | 0.5         | 0.5          | 0.5          | 1.0          | 1.0          | 1.0          | 2.0          | 2.0          |    | 0.1    | 0.0          | 2.5          | 6.0          |
| Carbon           | 0.0          | 0.0          | 0.0          | 0.0         | 0.5         | 0.5          | 0.5          | 1.0          | 1.0          | 1.0          | 2.0          | 2.0          |    | 0.0    | 0.0          | 2.5          | 6.0          |
| Water, Other     | 0.0          | 0.0          | 0.0          | 0.0         | 0.0         | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |    | 0.1    | 0.0          | 0.0          | 0.0          |
| Grants           | <u>2.7</u>   | 0.5          | 0.4          | 0.0         | 0.3         | 0.3          | 0.3          | 0.3          | 0.7          | 0.7          | 0.7          | 0.7          |    | 0.0    | 3.6          | 1.0          | 2.8          |
| TOTAL            | 25.7         | 24.5         | 27.1         | 25.0        | 28.2        | 30.9         | 32.3         | 31.7         | 38.4         | 40.3         | 43.1         | 39.8         |    | 82.9   | 102.3        | 123.1        | 161.7        |
| Revenue % Change |              |              |              |             |             |              |              |              |              |              |              |              |    |        |              |              |              |
| Pharma           | 39.4%        | 82.2%        | 108.4%       | 23.4%       | 50.5%       | 55.0%        | 23.2%        | 66.7%        | 82.1%        | 58.6%        | 63.3%        | 54.9%        |    |        | 62.6%        | 46.1%        | 64.2%        |
| Generic          | 30.0%        | 157.4%       | 50.0%        | 0.0%        | 70.0%       | 50.0%        | 100.0%       | 80.0%        | 70.0%        | 25.0%        | 25.0%        | 25.0%        |    |        | 53.8%        | 73.5%        | 33.0%        |
| Innovator        | 45.0%        | 41.1%        | 25.0%        | 75.0%       | 40.0%       | 60.0%        | -10.0%       | 50.0%        | 90.0%        | 90.0%        | 100.0%       | 100.0%       |    |        | 69.5%        | 26.6%        | 94.6%        |
| Biofuels         | 11.2%        | 6.6%         | 7.9%         | -1.8%       | 6.2%        | 9.9%         | 14.6%        | 5.6%         | 4.0%         | 4.0%         | 3.7%         | 3.5%         |    |        | 5.4%         | 9.0%         | 3.8%         |
| FTE              | 12.2%        | 8.4%         | 8.9%         | 6.8%        | 6.9%        | 6.0%         | 5.9%         | 7.2%         | 4.4%         | 4.4%         | 4.4%         | 4.4%         |    |        | 9.0%         | 6.5%         | 4.4%         |
| Other/Milestones | 2.9%         | -16.6%       | -1.4%        | -24.1%      | 0.0%        | 76.3%        | 100.0%       | 0.0%         | 0.0%         | 0.0%         | 0.0%         | 0.0%         |    |        | -15.3%       | 27.4%        | 0.0%         |
| Bio-industrials  | n/a          | n/a          | n/a          | n/a         | n/a         | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          |    |        | n/a          | n/a          | n/a          |
| Grants<br>Total  | n/a<br>32.4% | n/a<br>27.5% | n/a<br>35.1% | n/a<br>3.3% | n/a<br>9.8% | n/a<br>26.4% | n/a<br>19.1% | n/a<br>26.6% | n/a<br>36.2% | n/a<br>30.2% | n/a<br>33.6% | n/a<br>25.6% |    |        | n/a<br>23.4% | n/a<br>20.3% | n/a<br>31.3% |
| Total            | 32.476       | 21.570       | 33.170       | 3.370       | 2.070       | 20.470       | 19.1 /6      | 20.070       | 30.270       | 30.270       | 33.070       | 23.070       |    |        | 23.470       | 20.3 /6      | 31.370       |
| Gross Profit     |              |              |              |             |             |              |              |              |              |              |              |              |    |        |              |              |              |
| Pharma           | 1.719        | 2.409        | 1.985        | 1.306       | 2.611       | 3.288        | 3.249        | 2.722        | 5.704        | 6.258        | 6.364        | 5.059        |    | 3.310  | 7.419        | 11.869       | 23.38        |
| Biofuels         | 16.041       | 15.504       | 16.180       | 18.500      | 17.039      | 17.039       | 18.539       | 19.539       | 17.729       | 17.729       | 19.229       | 20.229       |    | 52.806 | 66.225       | 72.156       | 74.92        |
| Bio-industrials  | 0.000        | 0.000        | 0.000        | 0.000       | 0.500       | 0.500        | 0.500        | 1.000        | 1.000        | 1.000        | 2.000        | 2.000        |    | 0.069  | 0.000        | 2.500        | 6.00         |
| Grants           | <u>2.722</u> | 0.492        | 0.379        | 0.000       | 0.250       | 0.250        | 0.250        | 0.250        | 0.700        | 0.700        | 0.700        | 0.700        |    | 0.046  | 3.593        | 1.000        | 2.80         |
| TOTAL            | 20.482       | 18.405       | 18.544       | 19.806      | 20.400      | 21.077       | 22.538       | 23.511       | 25.133       | 25.687       | 28.293       | 27.988       | 6  | 6.230  | 77.237       | 87.525       | 107.10       |
| Gross Margins    |              |              |              |             |             |              |              |              |              |              |              |              |    |        |              |              |              |
| Pharma           | 24.8%        | 28.4%        | 18.8%        | 20.0%       | 25.0%       | 25.0%        | 25.0%        | 25.0%        | 30.0%        | 30.0%        | 30.0%        | 30.0%        |    | 16.6%  | 22.8%        | 25.0%        | 30.0%        |
| Biofuels         | n/a          | n/a          | n/a          | n/a         | n/a         | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          |    |        |              |              |              |
| Bio-industrials  | n/a          | n/a          | n/a          | n/a         | n/a         | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          |    |        |              |              |              |
| Grants           | n/a          | n/a          | n/a          | n/a         | n/a         | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          |    |        |              |              |              |
| Total            | 79.7%        | 75.2%        | 68.4%        | 79.1%       | 72.3%       | 68.1%        | 69.8%        | 74.2%        | 65.4%        | 63.8%        | 65.6%        | 70.3%        |    | 79.9%  | 75.5%        | 71.1%        | 66.2%        |

#### Codexis Balance Sheet

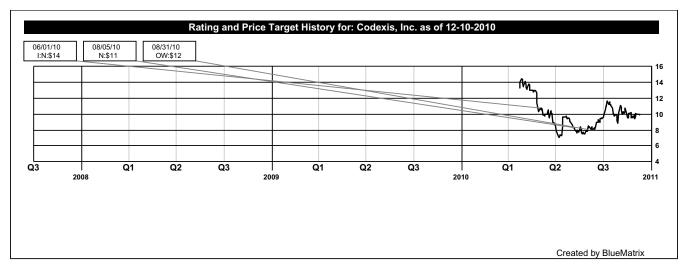
|                                |      | FY10  | 0E    |        |       | FY11  | E     |       |       | FY12  | 2E    |       |    | Fiscal | Fiscal | Fiscal | Fiscal | Fiscal |
|--------------------------------|------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|----|--------|--------|--------|--------|--------|
| (\$ Million)                   | Q1A  | Q2A   | Q3A   | Q4     | Q1    | Q2    | Q3    | Q4    | Q1    | Q2    | Q3    | Q4    |    | 2008   | 2009E  | 2010E  | 2011E  | 2012E  |
| Cash                           | 29.2 | 100.3 | 99.3  | 73.5   | 70.9  | 68.2  | 66.6  | 62.9  | 59.6  | 57.0  | 56.6  | 55.0  | '- | 37.1   | 55.6   | 73.5   | 62.9   | 55.0   |
| Other current assets           | 21.5 | 14.3  | 20.5  | 21.7   | 25.6  | 28.5  | 29.8  | 33.1  | 35.8  | 37.2  | 38.8  | 39.7  |    | 11.2   | 11.8   | 21.7   | 33.1   | 39.7   |
| Current Assets                 | 50.7 | 114.6 | 119.8 | 95.1   | 96.5  | 96.7  | 96.5  | 96.0  | 95.4  | 94.2  | 95.4  | 94.7  |    | 48.3   | 67.4   | 95.1   | 96.0   | 94.7   |
| Plant/Property/Equipment (Net) | 21.3 | 21.3  | 21.0  | 21.0   | 21.1  | 21.3  | 21.9  | 22.5  | 28.8  | 35.0  | 41.3  | 47.5  |    | 16.0   | 21.6   | 21.0   | 22.5   | 47.5   |
| Other long-term assets         | 11.9 | 7.8   | 7.3   | 7.3    | 7.3   | 7.3   | 7.3   | 7.3   | 7.3   | 7.3   | 7.3   | 7.3   |    | 6.5    | 10.1   | 7.3    | 7.3    | 7.3    |
| TOTAL ASSETS                   | 83.8 | 143.7 | 148.1 | 123.5  | 124.9 | 125.2 | 125.6 | 125.8 | 131.5 | 136.5 | 144.0 | 149.5 |    | 70.9   | 99.0   | 123.5  | 125.8  | 149.5  |
| Current liabilities:           |      |       |       |        |       |       |       |       |       |       |       |       |    |        |        |        |        |        |
| Notes Payable                  | -    | -     | 4.0   | -      | -     | -     | -     | -     | -     | -     | -     | -     |    | 5.2    | 7.9    | -      | -      | -      |
| Deferred revenue               | 9.4  | 4.6   | 9.3   | 9.4    | 9.6   | 10.2  | 10.7  | 10.2  | 11.0  | 11.8  | 12.7  | 13.4  |    | 10.6   | 24.7   | 9.4    | 10.2   | 13.4   |
| Other Current Liabilites       | 28.0 | 26.3  | 23.0  | 23.2   | 23.8  | 22.7  | 21.4  | 20.4  | 22.0  | 23.6  | 25.4  | 26.7  |    | 26.6   | 31.5   | 23.2   | 20.4   | 26.7   |
| Total Current Liabilities:     | 37.4 | 30.8  | 36.4  | 32.6   | 33.4  | 32.9  | 32.1  | 30.5  | 33.1  | 35.4  | 38.1  | 40.1  |    | 42.4   | 64.2   | 32.6   | 30.5   | 40.1   |
| Long-Term Debt                 | _    | -     | _     | -      | -     | -     | -     | -     | _     | -     | -     | _     |    | 8.5    | -      | -      | -      | -      |
| Other liabilities              | 10.9 | 8.5   | 7.6   | (10.9) | (8.8) | (6.7) | (4.6) | (2.4) | (0.4) | 1.6   | 3.6   | 5.6   |    | 16.4   | =      | (10.9) | (2.4)  | 5.6    |
| Total Liabilities              | 48.3 | 39.4  | 43.9  | 21.7   | 24.6  | 26.3  | 27.5  | 28.1  | 32.6  | 36.9  | 41.6  | 45.7  |    | 67.3   | 64.2   | 21.7   | 28.1   | 45.7   |
| Preferred stock                | -    | -     | -     | -      | -     | -     | -     | -     |       |       |       |       |    | -      | -      | -      |        |        |
| Stockholders' equity           | 35.5 | 104.3 | 104.1 | 101.8  | 100.3 | 99.0  | 98.1  | 97.7  | 98.8  | 99.5  | 102.3 | 103.8 |    | 3.6    | 34.8   | 101.8  | 97.7   | 103.8  |
| TOTAL LIABILITIES & S.E.       | 83.8 | 143.7 | 148.1 | 123.5  | 124.9 | 125.2 | 125.6 | 125.8 | 131.5 | 136.5 | 144.0 | 149.5 |    | 70.9   | 99.0   | 123.5  | 125.8  | 149.5  |

Codexis, Inc.
Page 5 of 9

Codexis Statement of Cash Flow

|  |        | FY10   | E     |        |       | FY1   | 1E    |       |        | FY1:   | 2E     |        |   | Fiscal | Fiscal | Fiscal | Fiscal | Fiscal |
|--|--------|--------|-------|--------|-------|-------|-------|-------|--------|--------|--------|--------|---|--------|--------|--------|--------|--------|
| (\$ Millions)                                | Q1     | Q2     | Q3    | Q4     | Q1    | Q2    | Q3    | Q4    | Q1     | Q2     | Q3     | Q4     |   | 2008   | 2009   | 2010E  | 2011E  | 2012E  |
| Operating:                                   |        |        |       |        |       |       |       |       |        |        |        |        |   |        |        |        |        |        |
| Net Income                                   | (1.4)  | (3.9)  | (2.7) | (2.3)  | (1.5) | (1.3) | (0.9) | (0.4) | 1.1    | 0.7    | 2.8    | 1.5    |   | (45.1) | (20.3) | (10.4) | (4.1)  | 6.1    |
| Depreciation/Amortization                    | 1.8    | 1.9    | 2.0   | 2.0    | 2.4   | 2.4   | 2.4   | 2.4   | 3.8    | 3.8    | 3.8    | 3.8    |   | 4.6    | 7.8    | 7.7    | 9.5    | 15.0   |
| Share-based compensation                     | 1.7    | 2.3    | 2.5   | 1.5    | 2.1   | 2.1   | 2.1   | 2.1   | 2.0    | 2.0    | 2.0    | 2.0    |   | 3.5    | 4.8    | 8.0    | 8.5    | 8.0    |
| Changes in operating assets and liabilities: | (14.1) | (6.9)  | 0.9   | (0.9)  | (3.1) | (3.4) | (2.2) | (4.8) | (0.2)  | 1.0    | 1.1    | 1.2    |   | 0.8    | (1.0)  | (21.1) | (13.5) | 3.0    |
| Net Cash Flow for Operating Activities       | (12.0) | (6.7)  | 2.7   | 0.2    | (0.1) | (0.2) | 1.5   | (0.7) | 6.7    | 7.4    | 9.6    | 8.4    | _ | (36.3) | (8.7)  | (15.8) | 0.5    | 32.1   |
| Investing:                                   |        |        |       |        |       |       |       |       |        |        |        |        |   |        |        |        |        |        |
| Purchases of plant, property, equipment      | (1.3)  | (1.9)  | (1.5) | (2.0)  | (2.5) | (2.5) | (3.0) | (3.0) | (10.0) | (10.0) | (10.0) | (10.0) |   | (8.5)  | (10.8) | (6.7)  | (11.0) | (40.0) |
| Other  | 13.6   | (39.0) | 48.7  | -      | -     | -     | -     | -     | -      | -      | -      | -      |   | 15.6   | (0.4)  | 23.3   | -      | -      |
| Acquisitions                                 | -      | -      | -     | (20.0) | -     | -     | -     | -     | -      | -      | -      |        |   | -      | (1.3)  | (20.0) | -      |        |
| Net Investing Cash Flow                      | 12.3   | (40.9) | 47.2  | (22.0) | (2.5) | (2.5) | (3.0) | (3.0) | (10.0) | (10.0) | (10.0) | (10.0) |   | 7.1    | (12.5) | (3.4)  | (11.0) | (40.0) |
| Financing:  Net change in long-term debt     | (1.3)  | (1.3)  | (1.3) | (4.0)  | -     | -     | -     | -     | -      | -      | -      | -      |   | (4.3)  | (6.1)  | (8.0)  | -      | -      |
| Issuance of equity/preferred                 | -      | 72.7   | 0.0   | -      | -     | -     | -     | -     | -      | -      | -      | -      |   | 0.4    | -      | -      | -      | -      |
| Other  | (1.5)  | (1.5)  | (0.8) | -      | -     | -     | -     | -     | -      | -      | -      | -      |   | -      | 0.1    | (3.7)  | -      | -      |
| Net cash provided by Financing Activities    | (2.8)  | 69.8   | (2.0) | (4.0)  | -     | -     | -     | -     | -      | -      | -      | -      | _ | (3.9)  | (6.0)  | (11.7) | -      | -      |

# **Important Research Disclosures**



Notes: The boxes on the Rating and Price Target History chart above indicate the date of the Research Note, the rating, and the price target. Each box represents a date on which an analyst made a change to a rating or price target, except for the first box, which may only represent the first Note written during the past three years.

Legend:

I: Initiating Coverage

R: Resuming Coverage

T: Transferring Coverage

D: Discontinuing Coverage

S: Suspending Coverage

OW: Overweight

N: Neutral

UW: Underweight

B: Buy (Piper Jaffray discontinued use of the B, N, and S ratings on June 30, 2009)

N: Neutral

S: Sell

AL On/AL Off: Placed on/removed from the Alpha List maintained by Piper Jaffray (AL use discontinued March 2010)

NA: Not Available UR: Under Review

|           | Distribution of Ratings/IB Ser<br>Piper Jaffray | vices   |       |         |  |  |  |  |
|-----------|---|---------|-------|---------|--|--|--|--|
|           |   | IB Se   |       |         |  |  |  |  |
| Rating    | Count   | Percent | Count | Percent |  |  |  |  |
| BUY [OW]  | 313   | 50.10   | 67    | 21.41   |  |  |  |  |
| HOLD [N]  | 265   | 42.40   | 28    | 10.57   |  |  |  |  |
| SELL [UW] | 47  | 7.50    | 2     | 4.26    |  |  |  |  |

Note: Distribution of Ratings/IB Services shows the number of companies currently in each rating category from which Piper Jaffray and its affiliates received compensation for investment banking services within the past 12 months. FINRA rules require disclosure of which ratings most closely correspond with "buy," "hold," and "sell" recommendations. Piper Jaffray ratings are not the equivalent of buy, hold or sell, but instead represent recommended relative weightings. Nevertheless, Overweight corresponds most closely with buy, Neutral with hold and Underweight with sell. See Stock Rating definitions below.

Codexis, Inc.

Page 7 of 9/146



# **Important Research Disclosures**

# Analyst Certification — Michael E. Cox, CFA, Sr Research Analyst

— Mike J. Ritzenthaler, Research Analyst

The views expressed in this report accurately reflect my personal views about the subject company and the subject security. In addition, no part of my compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this report.

#### Research Disclosures

Piper Jaffray was making a market in the securities of Codexis, Inc. at the time this research report was published. Piper Jaffray will buy and sell Codexis, Inc. securities on a principal basis.

Piper Jaffray has received compensation for investment banking services from or has had a client relationship with Codexis, Inc. within the past 12 months.

Within the past 12 months Piper Jaffray was a managing underwriter of a public offering of, or dealer manager of a tender offer for, the securities of Codexis, Inc. or the securities of an affiliate.

Within the past 3 years Piper Jaffray participated in a public offering of, or acted as a dealer manager for, Codexis, Inc. securities.

Affiliate Disclosures: This report has been prepared by Piper Jaffray & Co. and/or its affiliate Piper Jaffray Asia Securities Limited, both of which are subsidiaries of Piper Jaffray Companies (collectively Piper Jaffray). Piper Jaffray & Co. is regulated by FINRA, NYSE, and the United States Securities and Exchange Commission, and its headquarters is located at 800 Nicollet Mall, Minneapolis, MN 55402. Piper Jaffray Asia Securities Limited is a licensed corporation regulated by the Securities and Futures Commission of Hong Kong ("SFC"), entered on the SFC's register, no. ABO154, and is an exchange participant of The Stock Exchange of Hong Kong Limited. Its headquarters is located at Suite 1308, 13/F Two Pacific Place, 88 Queensway, Hong Kong. Disclosures in this section and in the Other Important Information section referencing Piper Jaffray include all affiliated entities unless otherwise specified.

Piper Jaffray research analysts receive compensation that is based, in part, on overall firm revenues, which include investment banking revenues.

## **Rating Definitions**

Stock Ratings: Piper Jaffray ratings are indicators of expected total return (price appreciation plus dividend) within the next 12 months. At times analysts may specify a different investment horizon or may include additional investment time horizons for specific stocks. Stock performance is measured relative to the group of stocks covered by each analyst. Lists of the stocks covered by each are available at www.piperjaffray.com/researchdisclosures. Stock ratings and/or stock coverage may be suspended from time to time in the event that there is no active analyst opinion or analyst coverage, but the opinion or coverage is expected to resume. Research reports and ratings should not be relied upon as individual investment advice. As always, an investor's decision to buy or sell a security must depend on individual circumstances, including existing holdings, time horizons and risk tolerance. Piper Jaffray sales and trading personnel may provide written or oral commentary, trade ideas, or other information about a particular stock to clients or internal trading desks reflecting different opinions than those expressed by the research analyst. In addition, Piper Jaffray technical research products are based on different methodologies and may contradict the opinions contained in fundamental research reports.

- Overweight (OW): Anticipated to outperform relative to the median of the group of stocks covered by the analyst.
- Neutral (N): Anticipated to perform in line relative to the median of the group of stocks covered by the analyst.
- · Underweight (UW): Anticipated to underperform relative to the median of the group of stocks covered by the analyst.

An industry outlook represents the analyst's view of the industry represented by the stocks in the analyst's coverage group. A Favorable industry outlook generally means that the analyst expects the fundamentals and/or valuations of the industry to improve over the investment time horizon. A Neutral industry outlook generally means that the analyst does not expect the fundamentals and/or valuations of the industry to either improve or deteriorate meaningfully from its current state. An Unfavorable industry outlook generally means that the analyst expects the fundamentals and/or valuations of the industry to deteriorate meaningfully over the investment time horizon.

Codexis, Inc.

Page 8 of 9/47

## **Other Important Information**

The material regarding the subject company is based on data obtained from sources we deem to be reliable; it is not guaranteed as to accuracy and does not purport to be complete. This report is solely for informational purposes and is not intended to be used as the primary basis of investment decisions. Piper Jaffray has not assessed the suitability of the subject company for any person. Because of individual client requirements, it is not, and it should not be construed as, advice designed to meet the particular investment needs of any investor. This report is not an offer or the solicitation of an offer to sell or buy any security. Unless otherwise noted, the price of a security mentioned in this report is the market closing price as of the end of the prior business day. Piper Jaffray does not maintain a predetermined schedule for publication of research and will not necessarily update this report. Piper Jaffray policy generally prohibits research analysts from sending draft research reports to subject companies; however, it should be presumed that the analyst(s) who authored this report has had discussions with the subject company to ensure factual accuracy prior to publication, and has had assistance from the company in conducting diligence, including visits to company sites and meetings with company management and other representatives.

This report is published in accordance with a conflicts management policy, which is available at http://www.piperjaffray.com/researchdisclosures.

Notice to customers: This material is not directed to, or intended for distribution to or use by, any person or entity if Piper Jaffray is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to such person or entity. Customers in any of the jurisdictions where Piper Jaffray and its affiliates do business who wish to effect a transaction in the securities discussed in this report should contact their local Piper Jaffray representative. Europe: This material is for the use of intended recipients only and only for distribution to professional and institutional investors, i.e. persons who are authorised persons or exempted persons within the meaning of the Financial Services and Markets Act 2000 of the United Kingdom, or persons who have been categorised by Piper Jaffray Ltd. as professional clients under the rules of the Financial Services Authority. Asia: This report is distributed in Hong Kong by Piper Jaffray Asia Securities Limited, which is regulated by the Hong Kong SFC. This report is intended only for distribution to professional investors as defined in the Hong Kong Securities and Futures Ordinance and is for the use of intended recipients only. United States: This report is distributed in the United States by Piper Jaffray & Co., member SIPC, FINRA and NYSE, Inc., which accepts responsibility for its contents. The securities described in this report may not have been registered under the U.S. Securities Act of 1933 and, in such case, may not be offered or sold in the United States or to U.S. persons unless they have been so registered, or an exemption from the registration requirements is available.

This report is produced for the use of Piper Jaffray customers and may not be reproduced, re-distributed or passed to any other person or published in whole or in part for any purpose without the prior consent of Piper Jaffray & Co. Additional information is available upon request.

Copyright 2010 Piper Jaffray. All rights reserved.