

About Senomyx

Utilizing Taste Science Innovations to Discover & Develop Novel Flavor Ingredients for the Global Food & Beverage Industry



Senomyx uses proprietary technologies to create new flavor ingredients that provide nutritional and/or cost benefits while maintaining the taste desired by consumers.

We have Discovery, Development, & Commercialization collaborations with global food, beverage, and ingredient supply companies, some of which are marketing products that contain Senomyx's flavor ingredients.

Innovative Technologies

Senomyx pioneered the use of robotic screening methods for the discovery of new flavor ingredients.



Senomyx's high-throughput screening systems perform millions of analyses each year, searching our extensive libraries of artificial and natural samples to identify potential new flavor ingredients. Results are confirmed in taste tests with trained panelists.

Our intellectual property portfolio has 247 issued and several hundred pending patents re. taste receptor sequences & functions, screening assays, ingredients, and product applications (5/10/11).

Flavor Programs

Senomyx is building a product pipeline of proprietary flavor ingredients that address the needs of the food & beverage industry.



❖ **Savory Flavors Program** – Reduce or replace added MSG in foods and beverages; create new savory ingredient blends

Nestlé and another partner are selling products containing Senomyx's savory flavor ingredients in the Pacific Rim, Latin America, Africa, Middle East, and North America.

❖ **Sweet Taste Program** – Reduce added sugar or other sweeteners in foods and beverages; decrease calories; potential cost savings; improved taste

S6973 Sucrose Enhancer enables up to 50% reduction of sucrose (table sugar). Received U.S. GRAS (Generally Recognized As Safe) regulatory approval for use in foods and selected beverages. Firmenich has manufactured commercial quantities of S6973 in preparation for product launches.

S2383 Sucralose Enhancer enables up to 75% reduction of the artificial sweetener sucralose. Received U.S. GRAS regulatory approval for use in foods, beverages, confectionaries. Firmenich initiated sales of commercial quantities of S2383 in 2011.

New Sucrose Enhancers with alternative physical properties provide up to 50% reduction of sucrose; being evaluated in taste tests.

New Fructose Enhancers are undergoing optimization and evaluation in taste tests.



❖ **Bitter Blockers Program** – Improve palatability of foods & beverages

Two Bitter Blockers received U.S. GRAS regulatory approval in Q4 2010. S6821 has activity against bitter-tasting foods/beverages including soy & whey proteins, menthol, caffeine, cocoa, and Rebaudioside A (stevia). S7958 has alternative desirable properties that may be useful for various product applications. S6821 is being evaluated by Senomyx partners for potential commercialization.

❖ **Salt Taste Program** – Reduce added salt in foods & beverages; improve the nutritional profile of high-sodium products

Senomyx is exploring the role of proteins believe to be involved in salt taste perception.

❖ **Cooling Flavors Program** - Create cooling flavors without the limitations of current agents

Promising new cooling ingredients with improved properties vs. commonly used agents are being evaluated in a variety of product prototypes.



Industry Challenges

Senomyx Advantages

Health Concerns / Social & Legislative Issues

Improve Nutritional Profile of Foods & Beverages

Need Innovative Products

Exclusivity Provides Competitive Advantages for Partners

Cost Pressures

Decrease / Control Partners' COGS

Taste Cannot be Diminished

Maintain / Enhance Taste

Recent Milestones

- New patents covering compositions containing S2383 sucralose enhancer and Senomyx bitter blockers.
- New Kraft Foods collaboration to develop & commercialize flavor modulators for gum and medicated confectioneries
- New PepsiCo collaboration to discover, develop, & commercialize Sweet Enhancers and natural High-Potency Sweeteners
- Two Bitter Blockers received GRAS regulatory approval
- Firmenich Cooling Flavors collaboration extended
- First Fructose Enhancers identified
- Balance sheet strengthened

Company Highlights

- New market introductions by three collaborators
- Multiple flavor programs
- World-class collaborators
- Strong IP position
- Significant leverage opportunities
- No COGs, marketing or manufacturing costs

Collaborations Business Model

Senomyx intends to maximize the revenue potential from our flavor ingredients by entering into collaborations with leading food, beverage, and ingredient supply companies.

Senomyx's collaborators are granted exclusive or co-exclusive use of the flavor ingredients resulting from one of our flavor programs, in specific product categories and geographies. The collaborators are responsible for manufacturing, sales, and marketing. Senomyx has received upfront payments, R&D funding, license fees, milestone payments, and royalties from the sales of our collaborators' products that contain our flavor ingredients.

Current collaborators include **Ajinomoto Co. Inc., Firmenich SA, Kraft Foods Inc., Nestlé SA, and PepsiCo.**

Financial Summary

(As of 3/31/11)

- **Cash Balance** = approx. \$66 mm
- **No debt**
- **No warrants**
- **Royalty payments** by collaborators through patent life
- **39.6 mm Shares Outstanding** (as of 4/25/11)

Senior Management

Kent Snyder - Chief Executive Officer and Chairman of the Board of Directors
John Poyhonen - President and Chief Operating Officer
Sharon Wicker - Senior Vice President and Chief Commercial Development Officer
Donald Karanewsky, Ph.D. - Senior Vice President and Chief Scientific Officer
David Berger - Vice President, General Counsel and Corporate Secretary
Susan Firestone - Vice President, Human Resources
David Linemeyer, Ph.D. - Vice President, Biology
Lorenzo Peña - Vice President, Information Technology
Tony Rogers - Vice President and Chief Financial Officer
Gwen Rosenberg - Vice President, Investor Relations & Corporate Communications

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Forward Looking Statement - Statements in this summary that are not strictly historical are forward-looking statements and involve a high degree of risk and uncertainty. The Company's actual results may differ materially from those suggested in the presentation. Additional information concerning factors that could cause such difference is contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2010.