



Arcadia

B I O S C I E N C E S

Second Quarter 2018
Financial Results and Business Highlights

August 8, 2018

Forward-looking statements

“Safe Harbor” statement under the Private Securities Litigation Reform Act of 1995: This presentation contains forward-looking statements about the company and its products, including statements relating to components of the company’s long-term financial success; the company’s traits, commercial products, and collaborations; the company’s ability to manage the regulatory processes for its traits and commercial products; the company’s anticipated financial results; current and future products under development; additional collaboration agreements; the regulatory process; business and financial plans; and other non-historical facts.

Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially, and reported results should not be considered as an indication of future performance. These risks and uncertainties include, but are not limited to: the company’s and its partners’ ability to develop commercial products incorporating its traits and complete the regulatory review process for such products; continued competition in seed traits and other products; the company’s compliance with laws and regulations that impact the company’s business, and changes to such laws and regulations; the company’s reliance on its collaborators to commercialize products incorporating its seed traits; the company’s future capital requirements and ability to satisfy its capital needs; the company’s exposure to various contingencies, including those related to intellectual property protection, success of field trials, regulatory compliance, the speed with which regulatory approvals are received, and public acceptance of biotechnology products; developments related to foreign governmental regulations, political climate, currencies and economies; successful operation of the company’s joint ventures; fluctuations in commodity prices; the company’s ability to obtain a significant portion of the increased value to farmers from products that incorporate its traits; and the effect of weather conditions, natural disasters and accidents on the agriculture business or the company’s facilities.

Further information regarding these and other factors that could affect the company’s financial results is included in filings the company makes with the Securities and Exchange Commission from time to time, including the section entitled “Risk Factors” in the company’s Annual Report on Form 10-K for the year ended December 31, 2017. These documents are or will be available on the SEC Filings section of the Investor Relations pages of the company’s website at www.arcadiabio.com. All information provided in this presentation and in the attachments is as of the date hereof, and Arcadia Biosciences, Inc. undertakes no duty to update this information.

Q2 2018: Progress continues towards commercialization

Financing

- Closed \$14M in registered direct offering - \$24M raised in 2018 to execute growth strategy

Non-GM wheat quality products:

- Formed collaboration with Farmers Business Network to expand production capability
- Planted production scale-up trials of Resistant Starch (RS) GoodWheat™, breeding RS GoodWheat into commercial germplasm
- Working with milling and food companies to test RS GoodWheat in formulations

Ag productivity traits

- Demonstrated improved yields with HB4 drought tolerant soybean field trials in Argentina
- Hired Verdeca joint venture GM to prepare for commercialization – Martin Mariana Ventura
- Achieved milestone with extended shelf life tomatoes with Shriram Bioseed in India
- Increased rice yields by double digits in field trials with triple-stack stress mitigation traits

New additions to Board of Directors

- Albert Bolles, PhD – prominent food industry executive
- Lilian Shackelford Murray – financial and biotech industry expert

Updated website – www.arcadiabio.com

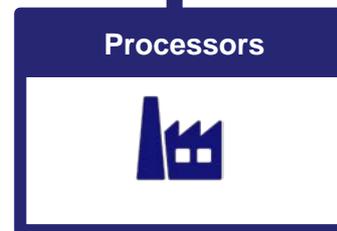
Building partnerships in the value chain to enable our GoodWheat strategy



- Demand quality food ingredients (high fiber/protein, low gluten, etc.)
- Pay premium pricing



- Consumer product testing with 4 mid/ large food companies
- Targeting 10 more companies in the next 12 months



- Testing with multiple millers
- Testing with one of EU's largest millers



- Breeding into commercial public varieties
- Testing production in multiple locations
- Identified seed producers
- Expanded access to grower base via FBN



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BIOSCIENCES

Advanced Technologies

- CRISPR Cas-9
- TILLING
- GM

Rapid Product Development

- Growth facilities
- Field trials
- Regulatory



HB4 drought tolerant soybeans demonstrate yield improvements in 2017-18 trials



- ① 17 trials across 7 locations in Argentina showed positive yield increases over commercial controls
 - Second year of breeding trials in multiple elite lines completed
- ① Product launch plan initiated
 - Hired Verdeca General Manager Martin Mariani Ventura
 - Pre-commercial testing with growers in 2018-19
- ① Breeding trials to be planted in 2018-19 season
- ① China regulatory approval and USDA regulatory approval on track
- ① EU regulatory dossier submission expected in 2018

Other ag productivity traits reach important milestones on path to commercialization

Extended Shelf Life Tomatoes

- Non-GM trait developed with Shiram Bioseed
- Field trials demonstrated significant and consistent improvements in yield, firmness, shelf life and color
- Commercial launch anticipated in 2019



Triple Stack Rice

- Nitrogen Use Efficiency, Water Use Efficiency and Salinity Tolerance traits combined
- Outperformed controls by 25% under limiting nitrogen
- Average 40% yield increase over controls under combined stress of limiting nitrogen and drought



Key financial results



	Second Quarter				First Six Months			
	2018	2017	Favorable/(Unfavorable)		2018	2017	Favorable/(Unfavorable)	
			\$	%			\$	%
Total revenues	436	991	(555)	(56%)	650	2,009	(1,359)	(68%)
Cost of product revenues	271	116	(155)	(134%)	307	222	(85)	(38%)
R&D expense	1,794	1,669	(125)	(7%)	3,190	3,492	302	9%
SG&A expense	2,949	2,943	(6)	(0%)	5,570	5,995	425	7%
Total operating expenses	5,014	4,728	(286)	(6%)	9,067	9,709	642	7%
Loss from operations	(4,578)	(3,737)	(841)	(23%)	(8,417)	(7,700)	(717)	(9%)
Interest expense, tax provision, other income, loss and change in FV of liabilities, and offering costs	(2,091)	(269)	(1,822)	(677%)	(8,867)	(522)	(8,345)	(1,599%)
Net loss and net loss attributable to common stockholders	(6,669)	(4,006)	(2,663)	(66%)	(17,284)	(8,222)	(9,062)	(110%)
Net loss per share attributable to common stockholders	(2.02)	(1.88)			(6.29)	(3.77)		
Basic and diluted shares outstanding (weighted average)	3,307,667	2,133,241			2,746,931	2,178,647		

*\$ in thousands, except share and per share data
Unaudited*



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Thank you!