

Q3 2018 Financial Results and Business Highlights

November 7, 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.

Q3 progress positions the launch of 3 products in 3 crops in the next 12-18 months



- Non-GM GoodWheat in the Americas
- HB4 Drought Tolerant Soybeans in Argentina
- Non-GM Extended Shelf Life Tomatoes in India (launched by Shriram Bioseed)

Q3 and early Q4 results reflect focus on moving products toward commercialization

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- Ardent Mills collaboration for extended shelf life wheat and other innovations
 - Advancing several products, including GoodWheat, closer to commercialization
 - Building supply chain partnerships to support the successful launch of GoodWheat products
 - Demonstrated agronomic performance of GoodWheat in field trials across multiple locations
 - Achieved important regulatory milestone with HB4 drought tolerant soybeans
 - Achieved technical milestone with extended shelf life tomatoes in India
 - Added key positions to build our commercial organization capabilities in preparation for commercialization

Collaborating with Ardent Mills to develop and commercialize wheat innovations

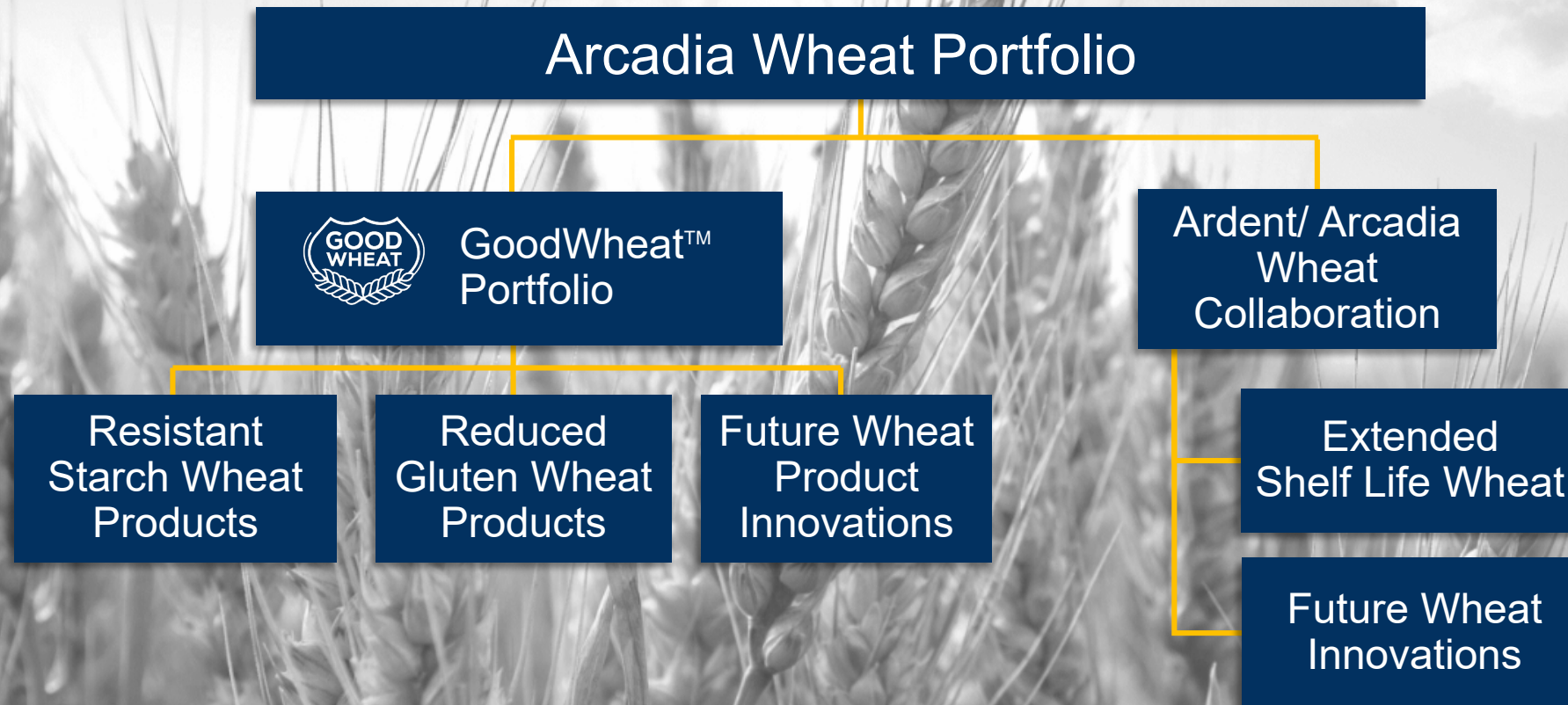


- Ardent is the leading flour milling and food ingredient company in North America
- First project is Extended Shelf Life wheat – to improve taste, encourage whole grain consumption and reduce waste
- Partnership leverages Arcadia's innovations in non-GM wheat trait development and Ardent Mills' expertise and market reach
- Consumers benefit because of the health benefits of whole grains
- Food companies benefit because of the extended shelf life and reduced waste
- Arcadia recently received US patent for the technology in wheat
- Whole grain market is \$46B, growing 6% per year¹

¹ Statistics MRC

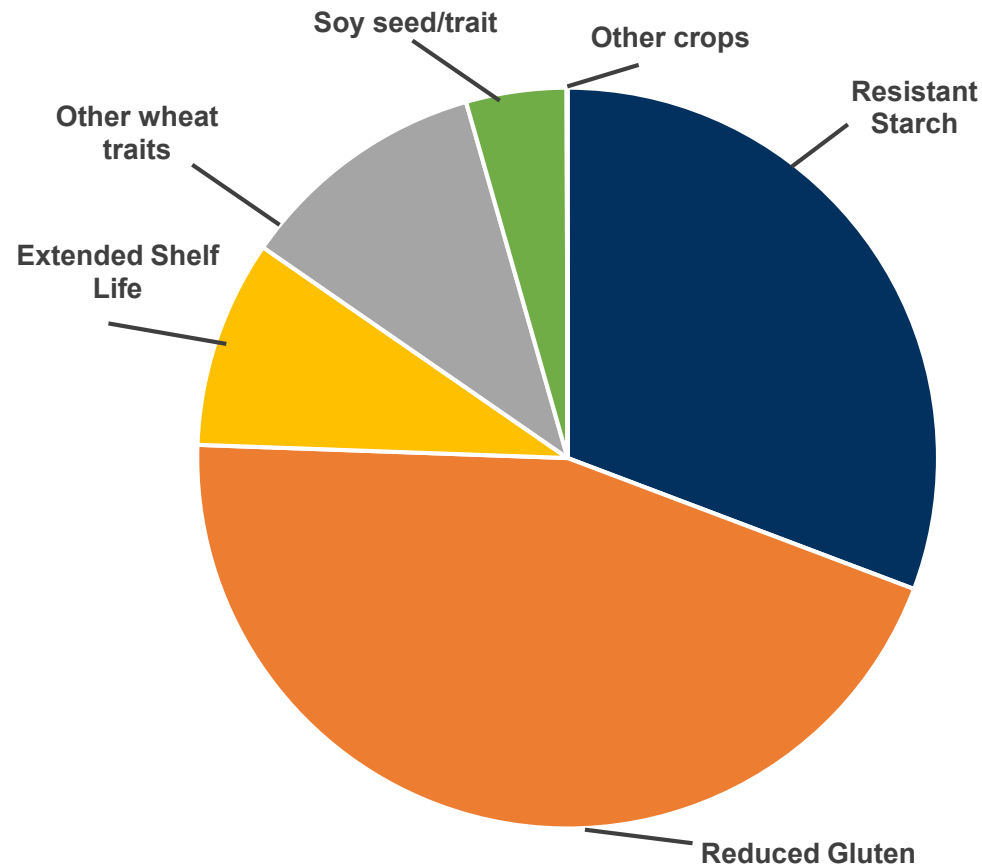


Arcadia's non-GM wheat portfolio includes multiple products – unique varieties with value-added traits

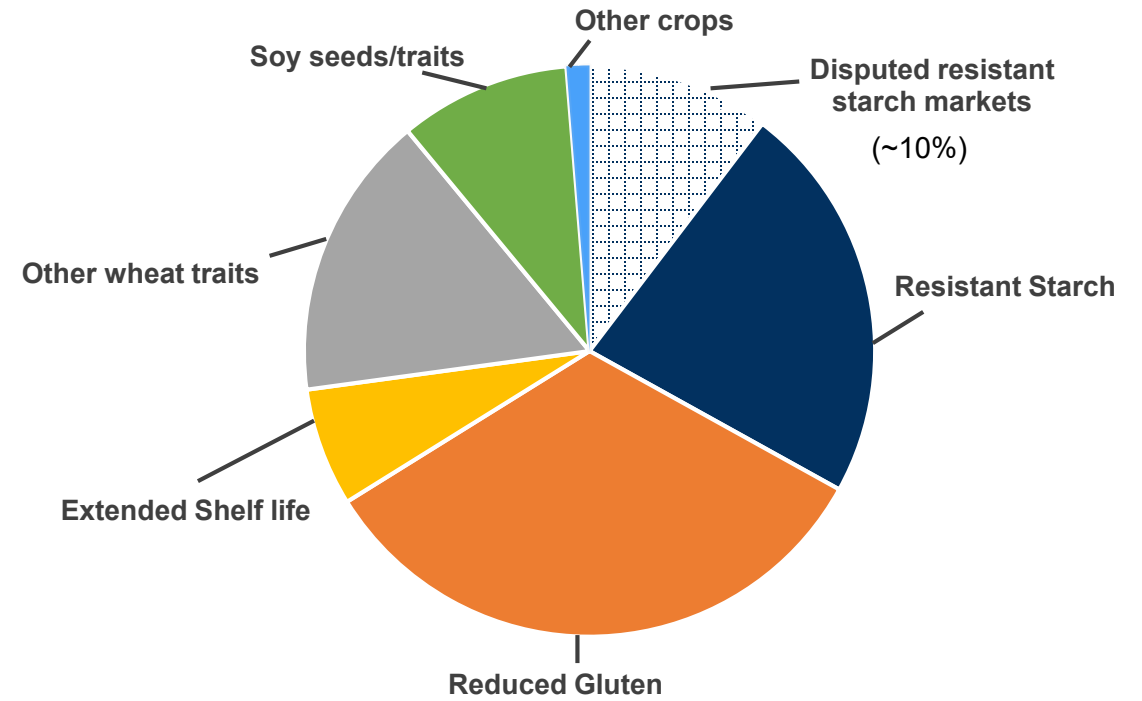


Arista litigation has minimal impact on overall market potential for Arcadia's product portfolio

Serviceable Markets – \$302B



Arcadia Target Markets – \$1.54B





Key developments in Q3 advanced GoodWheat portfolio of products

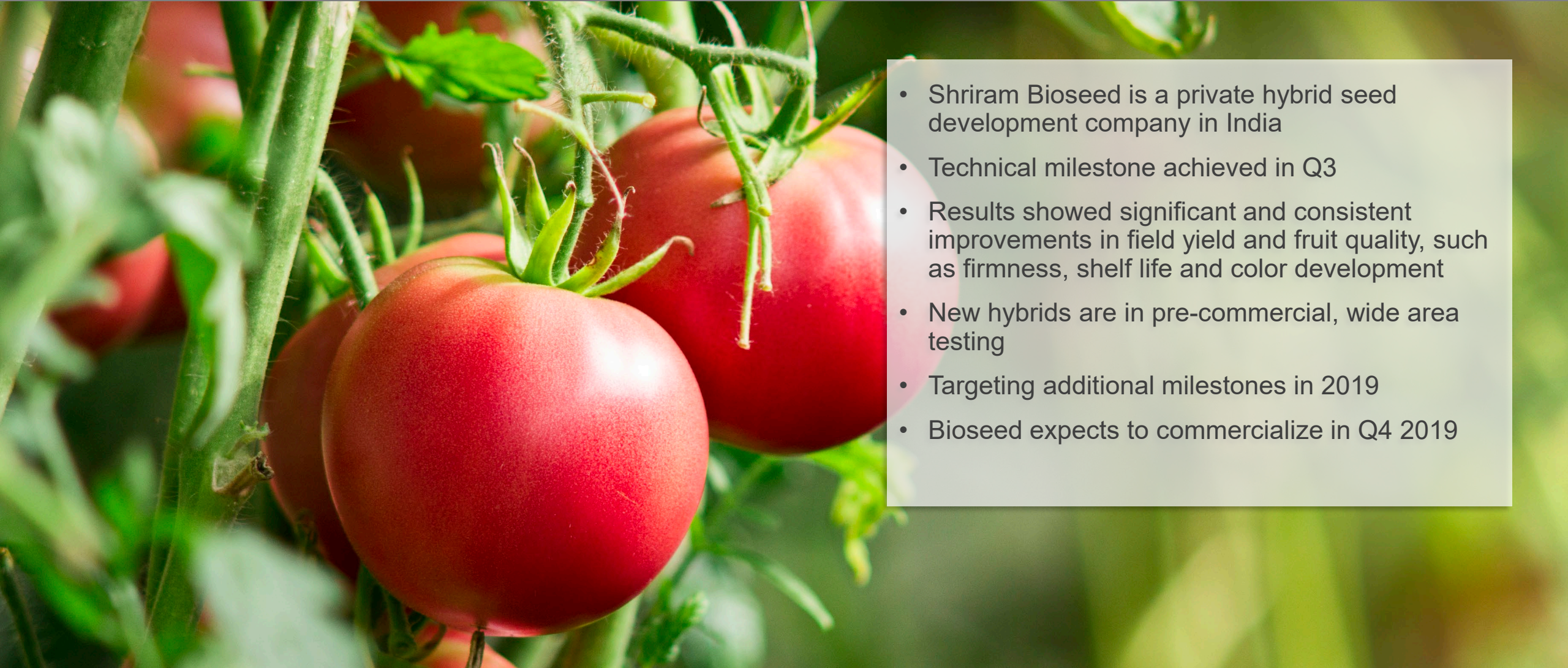


- Testing underway with commercial partners across 4 continents
- Completed harvest across multiple states with favorable agronomic performance
 - Reduced yield penalties
 - Developing specific agronomic packages for each growing region for farmers to produce commercial quantities of GoodWheat
- Initiated recipe testing with major food lab
- Hired head of commercial development to build supply chain and commercial capabilities

HB4 Drought Tolerant soybeans progressing towards launch in Argentina

- Introduced trait to farmers in Argentina at AAPRESID Conference
 - Preparing for commercialization in Q4 2019
- Hired general manager Martin Ventura Mariani
- Received regulatory in Argentina to stack HB4 trait drought tolerance trait with herbicide tolerance
- European regulatory dossier to be submitted for HB4 soybeans in Q4 2018

Advancing Extended Shelf Life tomatoes with partner in India



- Shriram Bioseed is a private hybrid seed development company in India
- Technical milestone achieved in Q3
- Results showed significant and consistent improvements in field yield and fruit quality, such as firmness, shelf life and color development
- New hybrids are in pre-commercial, wide area testing
- Targeting additional milestones in 2019
- Bioseed expects to commercialize in Q4 2019

Key financial results



	Third Quarter				First Nine Months			
	2018	2017	Favorable/(Unfavorable)		2018	2017	Favorable/(Unfavorable)	
			\$	%			\$	%
Total revenues	370	589	(219)	(37%)	1,020	2,598	(1,578)	(61%)
Cost of product revenues	124	40	(84)	(210%)	431	262	(169)	(65%)
R&D expense	1,334	1,749	415	24%	4,524	5,241	717	14%
SG&A expense	3,011	2,415	(596)	(25%)	8,581	8,410	(171)	(2%)
Total operating expenses	4,469	4,204	(265)	(6%)	13,536	13,913	377	3%
Loss from operations	(4,099)	(3,615)	(484)	(13%)	(12,516)	(11,315)	(1,201)	(11%)
Interest expense, tax provision, other income, loss and change in FV of liabilities, loss on extinguishment of debt, and offering costs	8,549	(910)	9,459	1,040%	(318)	(1,432)	1,114	78%
Net income (loss) and net income (loss) attributable to common stockholders	4,450	(4,525)	8,975	198%	(12,834)	(12,747)	(87)	(1%)
Net income (loss) per share attributable to common stockholders	\$0.93	\$(2.12)			\$(3.74)	\$(5.89)		
Basic and diluted shares outstanding (weighted average)	4,774,732	2,133,846			3,427,799	2,163,604		

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

Thank you!