



Arcadia

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Fourth-Quarter and Full-Year 2016 Business Results

March 8, 2017

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.

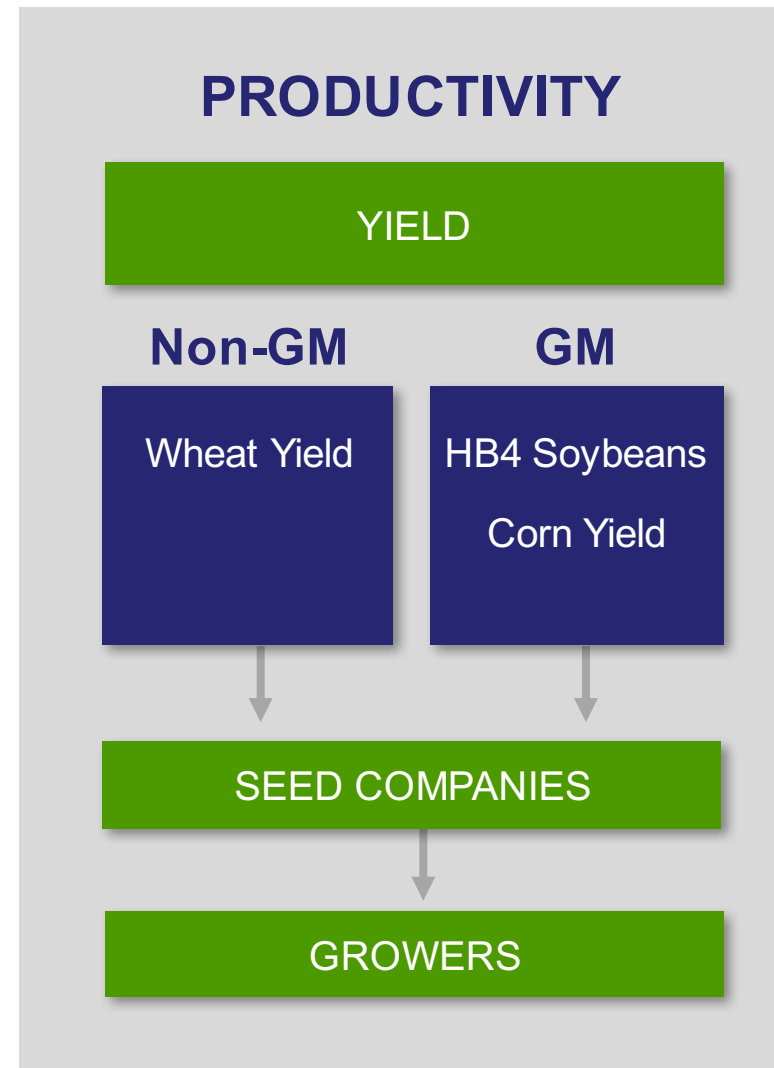
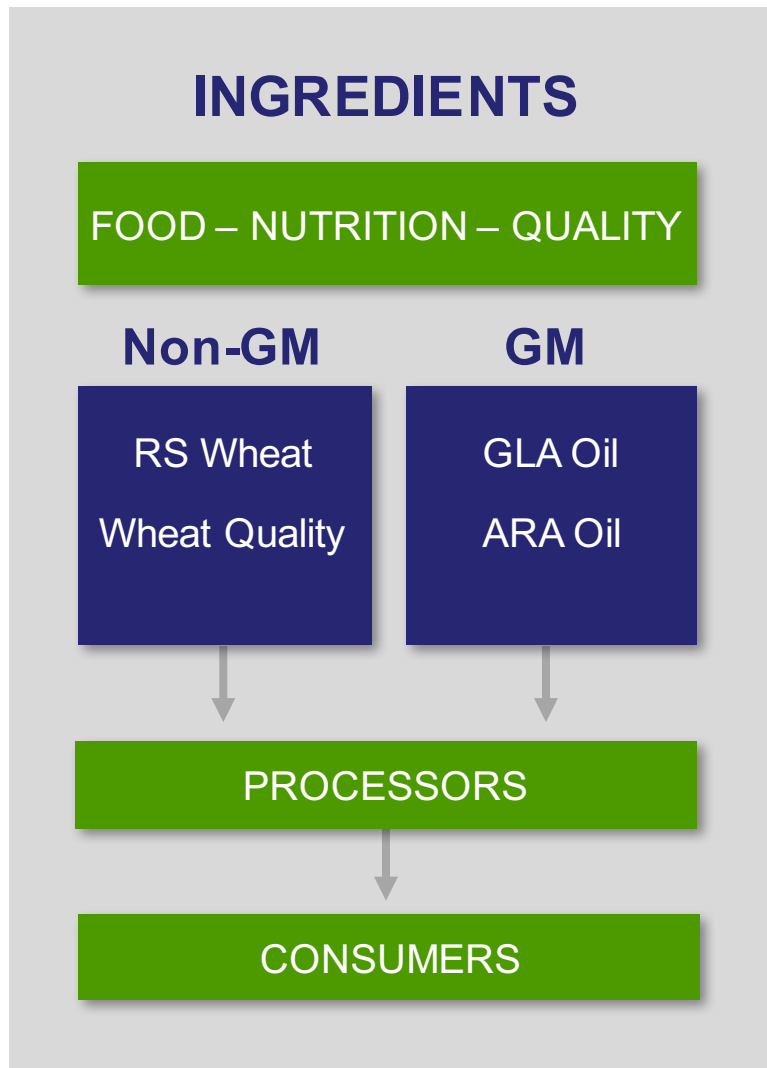
Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially, and reported results should not be considered as an indication of future performance. These risks and uncertainties include, but are not limited to: the company’s and its partners’ 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 Quarterly Report on Form 10-Q for the quarter ended September 30, 2015 and additional information that will be set forth in its Form 10-K for year ended December 31, 2015. 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.

2016 – A year of transition for Arcadia

- ④ New CEO and CFO joined company
- ④ Conducted comprehensive strategic review of the business
- ④ Shifting focus from R&D to late-state development and commercialization of key projects
- ④ Optimized cost structure
 - Reduced workforce
 - Consolidated facilities

Arcadia's product strategy focuses on two sectors of the agricultural supply chain



Arcadia has a rich pipeline of licensed technologies

These traits are being advanced by our licensees,
and we will continue to support their progress

RICE

Nitrogen Use
Efficiency

Water Use
Efficiency

Salinity
Tolerance

WHEAT

Nitrogen Use
Efficiency

Heat
Tolerance

SOYBEAN

Soy Yield

COTTON

Nitrogen Use
Efficiency

Water Use
Efficiency

Salinity
Tolerance

GLA safflower oil

- Growth in Q4 and FY 2016 through new markets
- FDA GRAS status received in January 2017
- Awaiting FDA regulatory approval for use in pet food



Resistant starch wheat

- Field production underway; harvest expected in Q2
- Field trials to demonstrate agronomic performance
- Supplied larger samples to processors for product testing



Business highlights – Agronomic yield

HB4 stress-tolerant soybeans

- Regulatory dossier submitted to China in Q4 2016 with Verdeca JV partner, Bioceres
- Field trials of HB4 trait in commercial varieties planted by seed partners



Corn yield and stress traits

- Dow AgroSciences completed field trials of yield traits in corn
- Advancing most promising lines to field trials in 2017



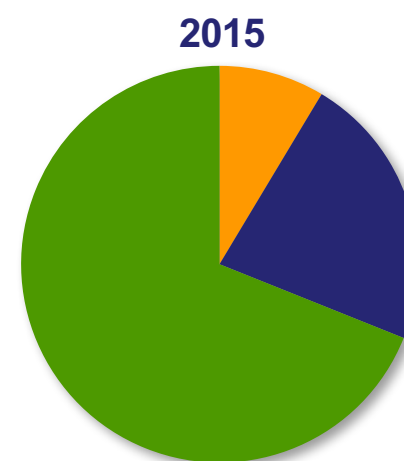
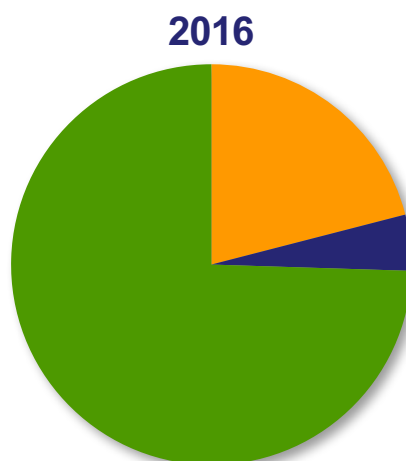
Revenue

	Fourth Quarter				Full Year			
	2016	2015	\$ Fav/ (Unfav)	% Fav/ (Unfav)	2016	2015	\$ Fav/ (Unfav)	% Fav/ (Unfav)
Product revenue	247	83	164	198%	669	466	203	44%
License revenue	(365)	443	(808)	(183%)	144	1,216	(1,072)	(88%)
Contract research and governmental grants	658	820	(162)	(20%)	2,375	3,732	(1,357)	(36%)
Total revenues	540	1,346	(806)	(60%)	3,188	5,414	(2,226)	(41%)

\$K; Unaudited

Full-year revenue mix comparison:

- Product revenue
- License revenue
- Contract research and governmental grants



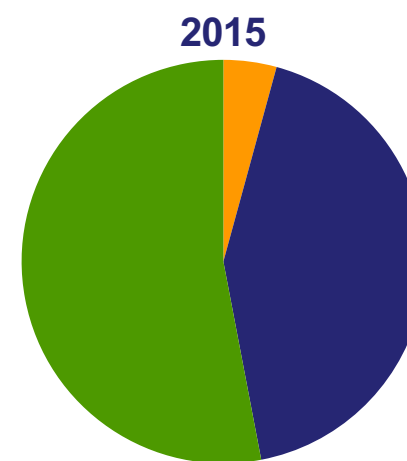
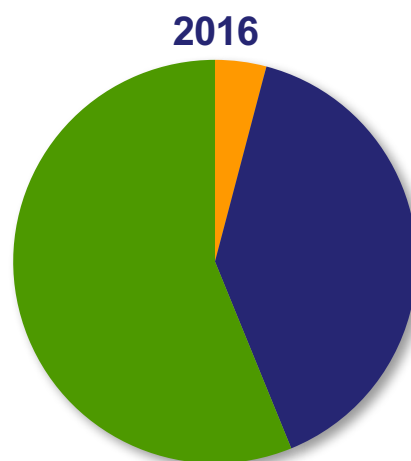
Operating expenses

	Fourth Quarter				Full Year			
	2016	2015	\$ Fav/ (Unfav)	% Fav/ (Unfav)	2016	2015	\$ Fav/ (Unfav)	% Fav/ (Unfav)
Cost of product revenues	653	669	16	2%	895	892	(3)	---
R&D expense	1,990	1,869	(121)	(6%)	8,663	8,966	303	3%
SG&A expense	3,368	2,878	(490)	(17%)	12,250	11,119	(1,131)	(10%)
Total operating expenses	6,011	5,416	(595)	(11%)	21,808	20,977	(831)	(4%)

\$K; Unaudited

Full-year expense mix comparison:

- Cost of product revenues
- R&D expense
- SG&A expense



Key financial results



	Fourth Quarter				Full Year			
	2016	2015	\$ Fav/ (Unfav)	% Fav/ (Unfav)	2016	2015	\$ Fav/ (Unfav)	% Fav/ (Unfav)
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Loss from operations	(5,471)	(4,070)	(1,401)	(34%)	(18,620)	(15,563)	(3,057)	(20%)
Net loss	(5,708)	(3,857)	(1,851)	(48%)	(19,624)	(17,956)	(1,668)	(9%)
Net loss attributable to common stockholders	(5,708)	(3,857)	(1,851)	(48%)	(19,624)	(20,727)	(1,103)	5%
Net loss per share attributable to common stockholders	(0.13)	(0.09)	N/A	N/A	(0.44)	(0.73)	N/A	N/A
Cash used in operating activities					(17,055)	(15,110)	(1,945)	(13%)
Basic and diluted shares outstanding (weighted average)	44,254,378	44,110,791			44,366,816	28,559,119		

\$K, except share and per share data
Unaudited



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Thank you!