



# Arcadia

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**Third Quarter 2017**  
**Financial Results and Business Highlights**

**November 9, 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.

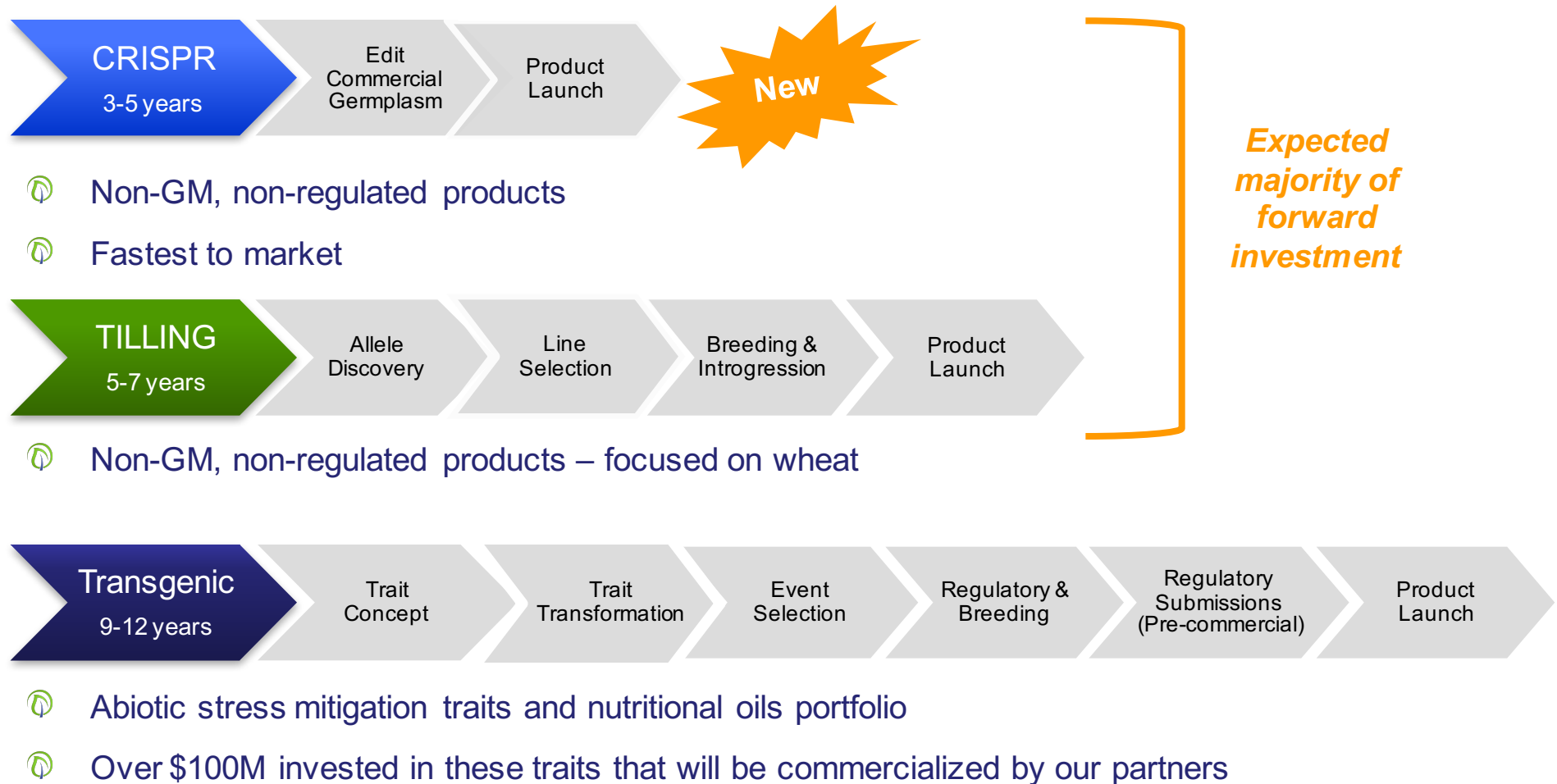
Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially, and reported results should not be considered as an indication of future performance. These risks and uncertainties include, but are not limited to: the company’s and its partners’ 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 Annual Report on Form 10-K for the year ended December 31, 2016. 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](http://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.

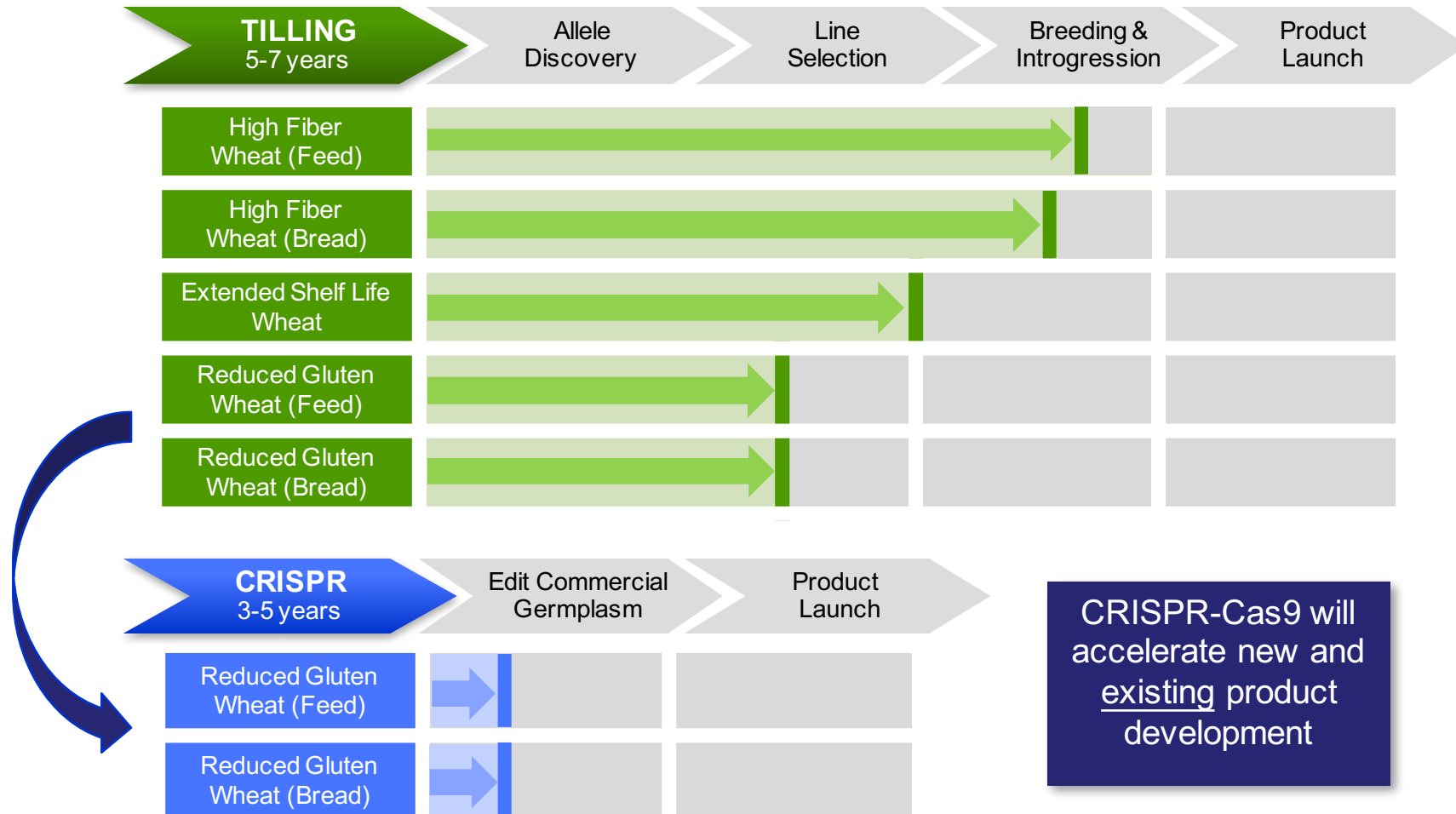
# Positive momentum continues in Q3

- ④ **Licensed CRISPR-Cas9 gene editing technology**
- ④ **Advanced commercialization of non-GM wheat health and nutrition traits**
- ④ **Arcadia - Dow AgroSciences (DAS) wheat quality trait collaboration**
- ④ **Field trials for abiotic stress traits approved and planted in India**
- ④ **Regulatory advancements for drought tolerance traits**
- ④ **New board member – Amy Yoder**

# Increased focus on Health & Nutrition traits with near term revenue potential



# Accelerating product development with TILLING and CRISPR-Cas9



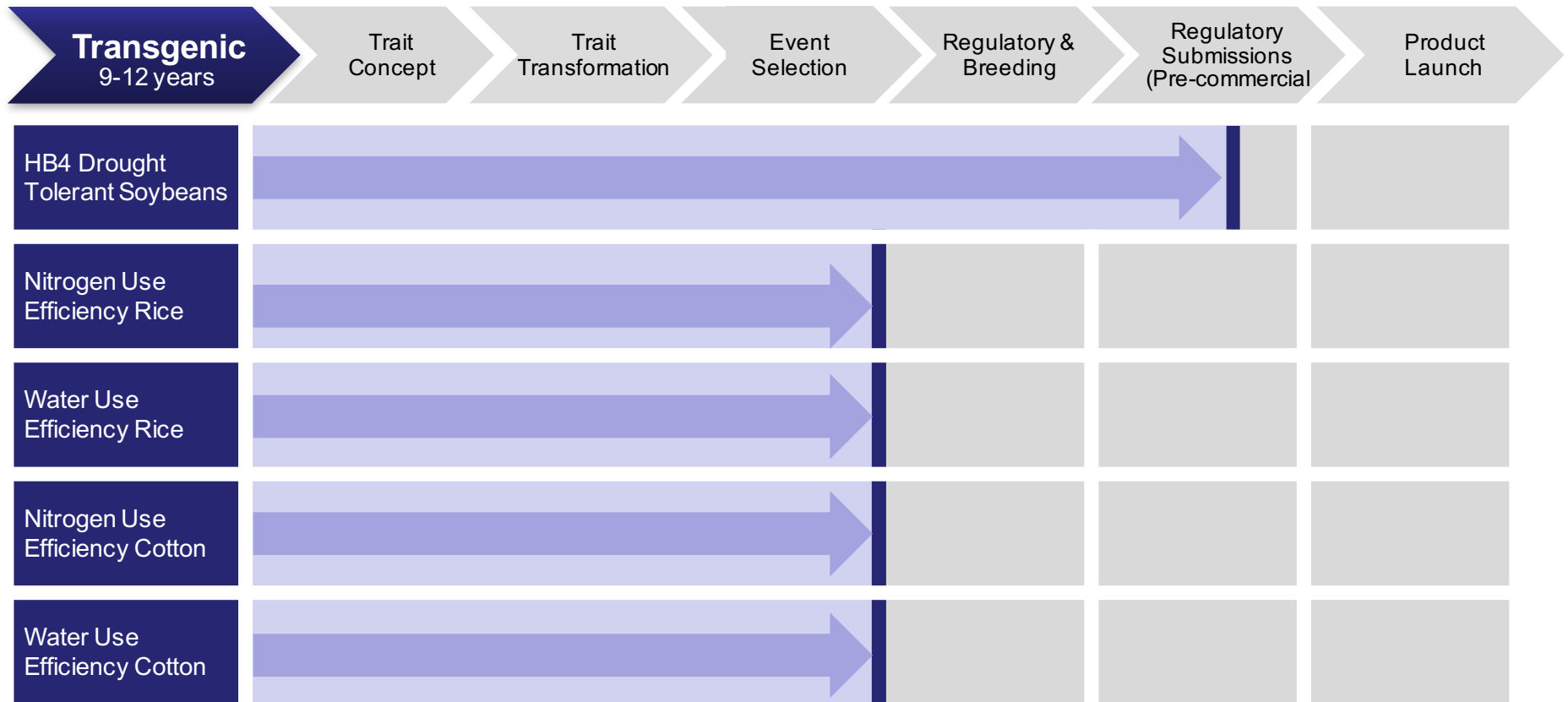
# Health & Nutrition: High fiber wheat



- High fiber white wheat
  - Low glycemic index
- Products are in advanced pre-commercial phase
  - Introgressing into commercial germplasm
  - Large-scale trials to demonstrate identity preserved production and large scale milling and processing
  - Partnered with Ardent Mills, largest wheat processing company in US
- Integrated supply chain capability in place



# Ag productivity traits advancing with field trials approved and planted in India and Argentina



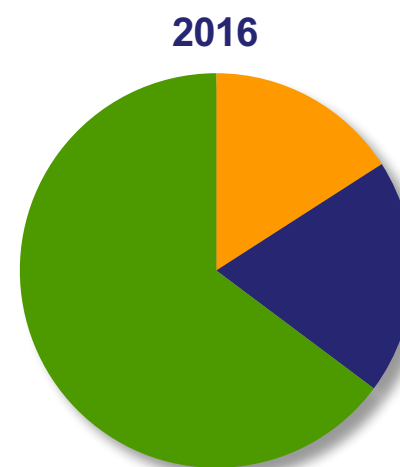
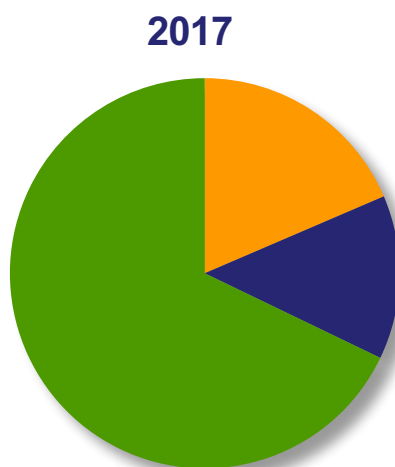
# Revenue

	Third Quarter				First nine months			
	2017	2016	Favorable/ (Unfavorable)		2017	2016	Favorable/ (Unfavorable)	
			\$	%			\$	%
Product revenue	82	102	(20)	(20%)	482	422	60	14%
License revenue	144	218	(74)	(34%)	353	510	(157)	(31%)
Contract research and government grants	363	755	(392)	(52%)	1,763	1,716	47	3%
<b>Total revenues</b>	<b>589</b>	<b>1,075</b>	<b>(486)</b>	<b>(45%)</b>	<b>2,598</b>	<b>2,648</b>	<b>(50)</b>	<b>(2%)</b>

*\$ in thousands; Unaudited*

## First nine months revenue mix comparison:

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





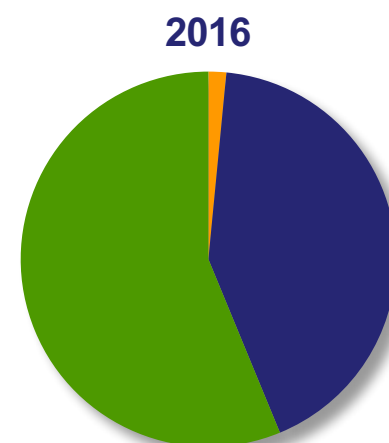
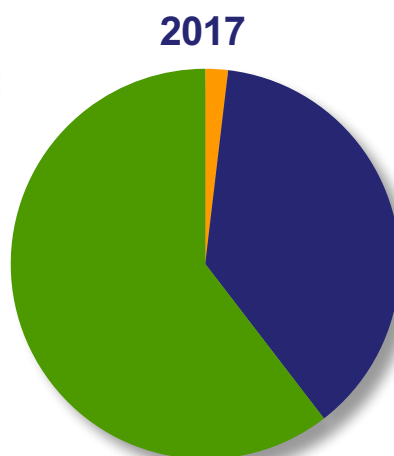
# Operating expenses

	Third Quarter				First Nine Months			
	2017	2016	Favorable/ (Unfavorable)		2017	2016	Favorable/ (Unfavorable)	
			\$	%			\$	%
Cost of product revenues	40	60	20	33%	262	242	(20)	(8%)
R&D expense	1,749	2,255	506	22%	5,241	6,673	1,432	21%
SG&A expense	2,415	2,687	272	10%	8,410	8,882	472	5%
<b>Total operating expenses</b>	<b>4,204</b>	<b>5,002</b>	<b>798</b>	<b>16%</b>	<b>13,913</b>	<b>15,797</b>	<b>1,884</b>	<b>12%</b>

*\$ in thousands; Unaudited*

## First nine months expense mix comparison:

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



# Key financial results



	Third Quarter				First Nine Months			
	2017	2016	Favorable/(Unfavorable)		2017	2016	Favorable/(Unfavorable)	
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Loss from operations	(3,615)	(3,927)	312	8%	(11,315)	(13,149)	1,834	14%
Interest expense, tax provision and other income and loss, net	(910)*	(248)	(662)	(267%)	(1,432)*	(767)	(665)	(87%)
Net loss and net loss attributable to common stockholders	(4,525)	(4,175)	(350)	(8%)	(12,747)	(13,916)	1,169	8%
Net loss per share attributable to common stockholders	(0.11)	(0.09)	(0.02)	N/A	(0.29)	(0.31)	0.02	N/A
Basic and diluted shares outstanding (weighted average)	42,676,916	44,370,061			43,272,083	44,336,324		

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

\* Includes \$900K nonrecurring charge for extinguishment of debt during the quarter



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**Thank you!**