



Arcadia

B I O S C I E N C E S

Third Quarter 2016
Financial Results and Business Highlights

November 10, 2016

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 and ongoing plans; 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 June 30, 2016 and additional information that will be set forth in our Form 10-Q for the quarter ended September 30, 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. 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.

New Chief Financial Officer – Matt Plavan

- ④ Joined Arcadia on September 12, 2016
- ④ 30 years of financial and executive leadership experience in healthcare, biotech and high technology companies
- ④ Experienced in the areas of business operations, fiscal management and strategy, commercial partnering, M&A and integration activities, and public and private equity fundraising.



Comprehensive strategic review completed

Three Key Areas



Products



Operations



Organization

- ④ Accelerate food and nutrition platform products, particularly non-GM Resistant Starch wheat
- ④ Drive GM yield traits in corn and soybeans in North and South America
- ④ Support partners advancing GM yield traits in rice, wheat and cotton



- ④ Optimize cost structure to align with new strategic focus on high priority projects
- ④ Additional investment and resourcing in certain GM traits will be done by our partners
- ④ No additions to our yield and abiotic stress trait portfolio at this time



Organization

- ④ Strengthen performance-driven organization across our company
- ④ Ensure appropriate talent and expertise to support long-term success
- ④ New management additions including new CFO and HR director



Q3 business highlights – Nutrition

GLA safflower oil

- Revenue YTD is ahead of last year
- FDA regulatory approval pending for use in pet food
- Upon approval, may open a new market for Sonova GLA



Resistant starch wheat

- Field production underway for most advanced lines
- Scaling up to support additional customer and consumer testing
- Results will drive production and commercialization plans



Q3 business highlights – Agronomic yield

HB4 soybeans regulatory progress

- Verdeca JV partner, Bioceres
- USDA and FDA regulatory dossiers submitted and under review
- Regulatory studies initiated for China and Europe



Corn yield and stress trait development

- Working with Dow AgroSciences
- Third season of corn field trials completed
- Data analysis underway to identify most promising elite lines to advance



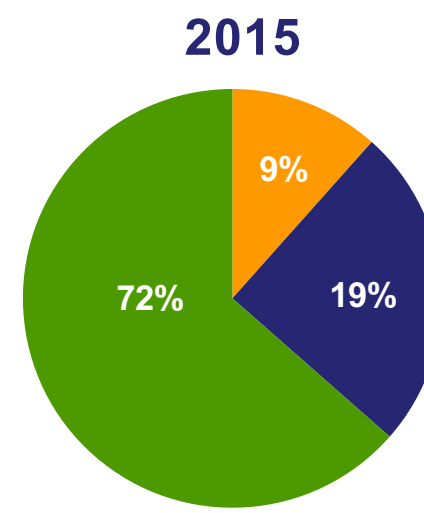
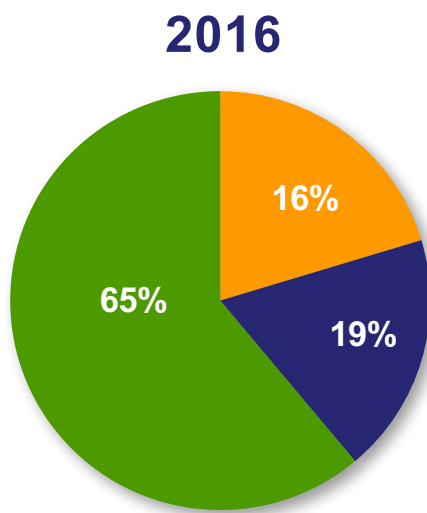
Revenue

	Third Quarter			First Nine Months		
	2016	2015	% Favorable/ (Unfavorable)	2016	2015	% Favorable/ (Unfavorable)
Product revenue	102	123	(17%)	422	383	10%
License revenue	218	214	2%	510	773	(34%)
Contract research and government grants	755	1,486	(49%)	1,716	2,912	(41%)
Total revenues	1,075	1,823	(41%)	2,648	4,068	(35%)

\$ in thousands; Unaudited

First nine months revenue mix comparison:

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



P&L highlights



	Third Quarter			First Nine Months		
	2016	2015	% Favorable/ (Unfavorable)	2016	2015	% Favorable/ (Unfavorable)
Total revenues	1,075	1,823	(41%)	2,648	4,068	(35%)
Cost of product revenues	60	61	2%	242	223	(9%)
R&D expense	2,255	3,179	29%	6,673	7,097	6%
SG&A expense	2,687	2,818	5%	8,882	8,241	(8%)
Loss from operations	(3,927)	(4,235)	7%	(13,149)	(11,493)	(14%)
Net loss	(4,175)	(4,619)	10%	(13,916)	(14,099)	1%
Net loss attributable to common stockholders	(4,175)	(4,619)	10%	(13,916)	(16,870)	18%
Net loss per share attributable to common stockholders	(0.09)	(0.11)	N/A	(0.31)	(0.72)	N/A
Cash used in operating activities				(12,778)	(11,163)	(14%)
Basic and diluted shares outstanding (weighted average)	44,370,061	43,647,180		44,336,324	23,318,262	

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



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Thank you!