



ARCADIA BIOSCIENCES

H.C. WAINWRIGHT GLOBAL LIFE SCIENCES CONFERENCE

MARCH 9-10, 2021



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, 2019. 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.



ARCADIA BIOSCIENCES' INNOVATIONS MEET A WIDE VARIETY OF HEALTH, WELLNESS AND PERFORMANCE NEEDS GLOBALLY



IMPROVE

- Shelf life
- Dietary fiber
- Oil quality
- Nutrient profile
- Plant proteins
- Flavor and color



REDUCE

- Allergenicity
- Calories
- Added fibers and sugars
- Crop variability
- Environmental impact



MANAGE

- Yield and quality
- Drought tolerance
- Herbicide tolerance
- Plant resilience
- Growth cycle



Key crop & ingredient traits

Leading Traits

Wheat

- High-fiber resistant starch
- Reduced gluten
- Extended shelf-life

Hemp

- Yield and quality
- Plant resilience
- Growth cycle

Soy

- Drought tolerance
- Herbicide tolerance



Using our technology platform and proprietary libraries

Building on over 15 years of industry expertise

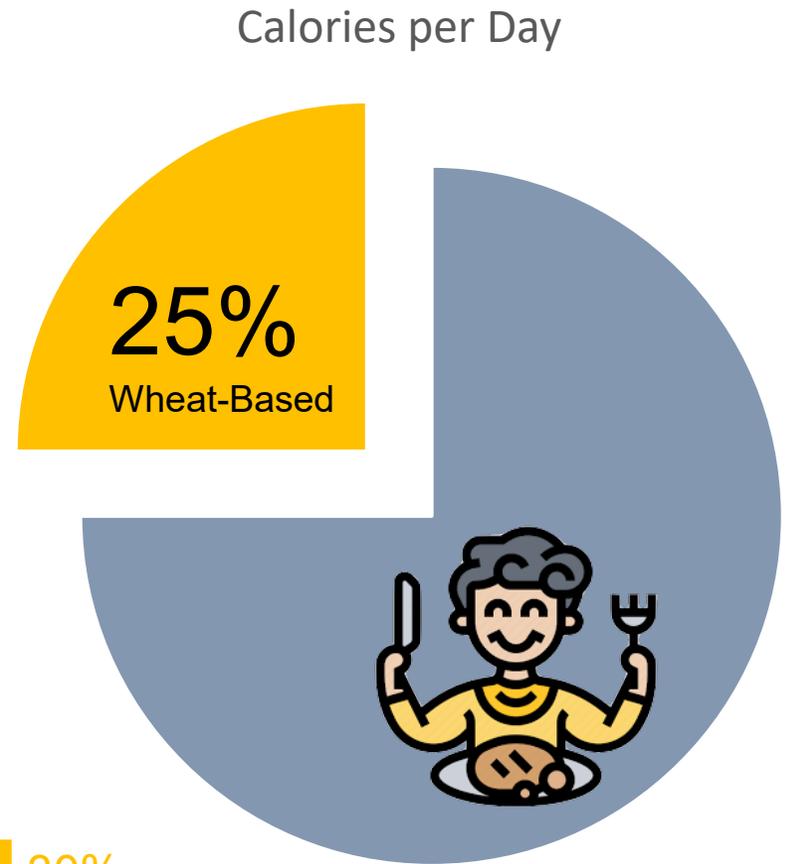
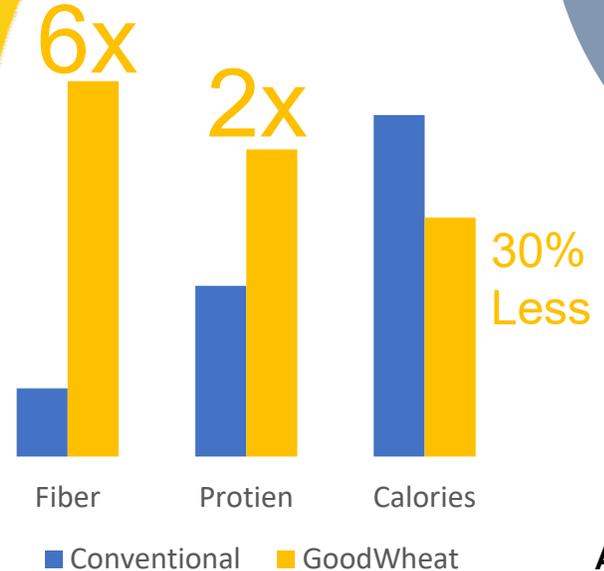
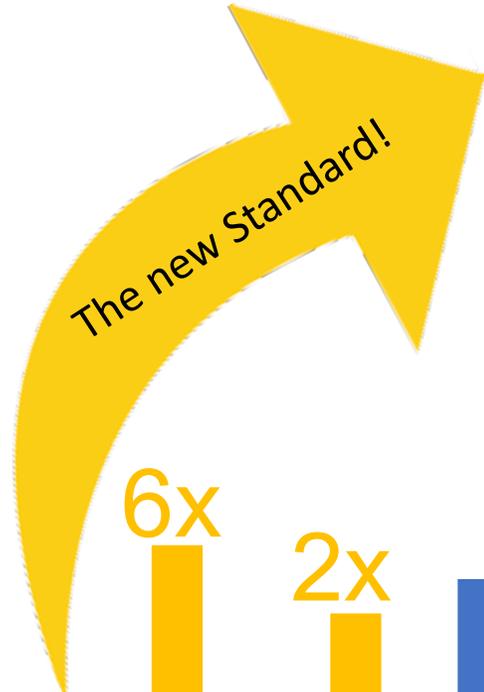




**GOOD
WHEAT**



GLOBAL WHEAT MARKET





BUSINESS MODEL & CHANNEL STRATEGY

B2C

B2B

Supply Chain

- Arcadia sources IDP grain in US
- Arcadia manufactures finished goods
 - Flour, pasta, cake mixes, crackers, etc.



- Today Arcadia sources IDP grain
- Will migrate IDP production local to channel partner over time (elevators)



Channel Strategy

- Domestic:** National grocery chain & Amazon digital food stores



- International:** Leveraging proven digital platforms, Key Opinion Leader (KOL) model and classic network of local food service and retail

- Globally: Partner with large, innovative millers and CPG's who recognize the premium value of GW



- Channel partners develop formulations and marketing strategies as best fit for their target markets



Value Capture

- Arcadia sells finished goods at wholesale pricing to channel partners
- Arcadia sells at MSRP through direct on-line



- Currently Arcadia sells grain to channel partners to formulate
- Migrate to trait model once production established locally to channel partner



Brand Strategy

- Master brand powered by GoodWheat; subordinate brands as example Three Farm Daughters



- Master brand powered by GoodWheat
- Private brand and White label





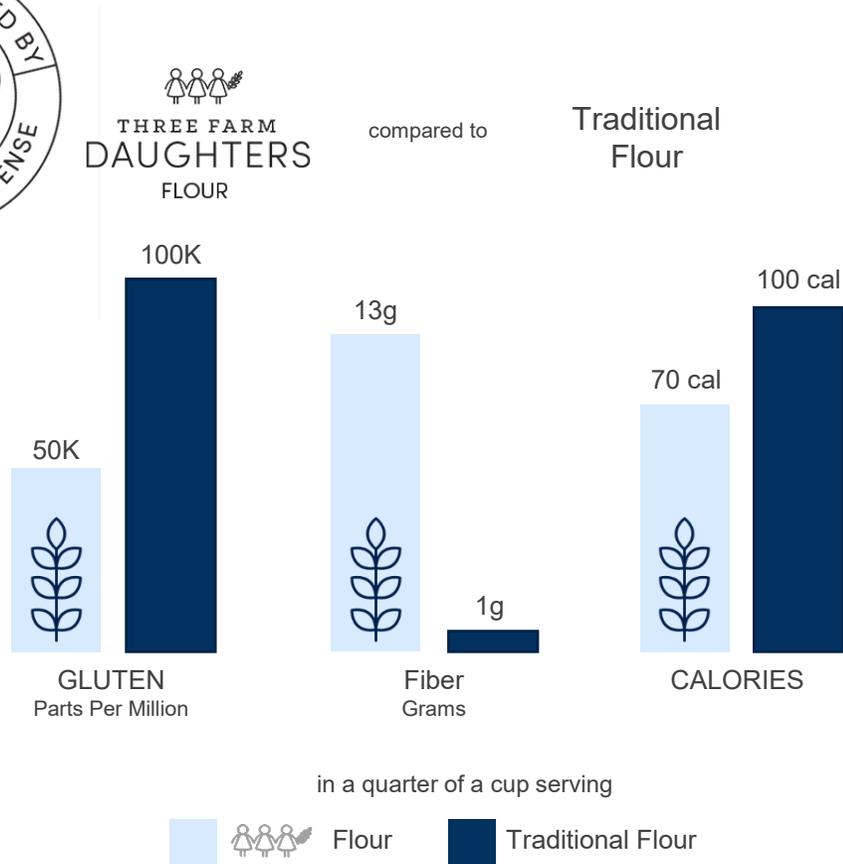
B2C OVERVIEW – THREE FARM DAUGHTERS (USA)

AMAZON / REGIONAL GROCER

- Penetrating the US market in both e-commerce channels and beginning with regional grocery chains in the Midwest
- JV Partnership with large family farm operations in Grand Forks, ND, Sproule Farms



HOW WE'RE DIFFERENT



BETTER FOR YOU FOOD

- HIGH FIBER
- 50% LESS GLUTEN
- 30% LESS CALORIES
- PROUDLY USA MADE

No fillers. No dyes. No lies.





GOODWHEAT INDICATIVE REVENUES



| UNITS SOLD | ANNUAL PRODUCT REVENUE |
|------------|------------------------|
| 500K | \$2.0M |
| 1,000K | \$4.0M |
| 1,500K | \$6.0M |

ASSUMPTIONS
Units are consumer sku's with avg. MSRP price \$4/pack –



| UNITS SOLD | ANNUAL GRAIN REVENUE |
|------------|----------------------|
| 100K | \$1.0M |
| 200K | \$2.0M |
| 300K | \$3.0M |

ASSUMPTIONS
Units are bushels of GoodWheat; pricing/bu ~\$10 –

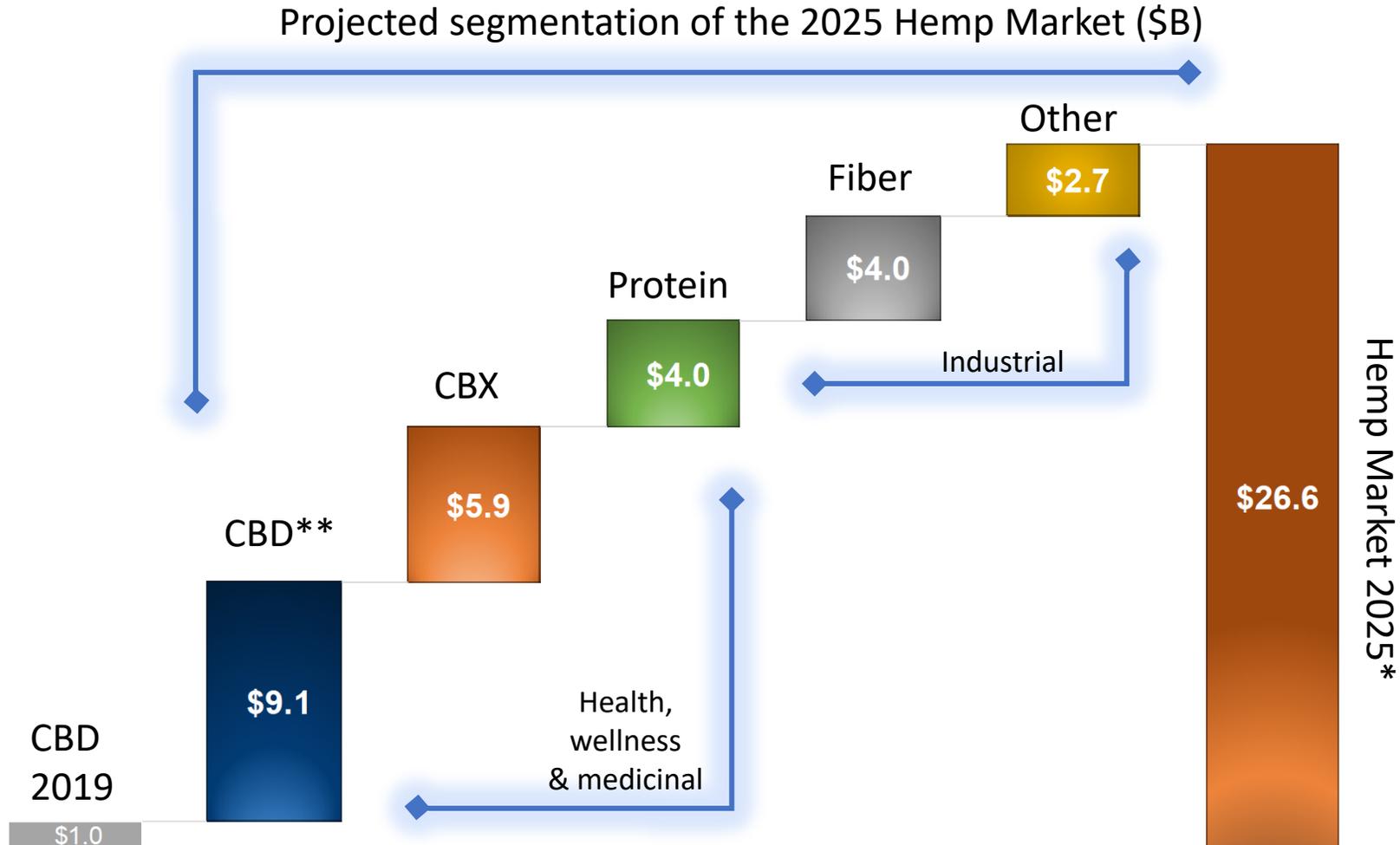
Indicative revenues are for illustration only, are forward looking statements and do not represent specific financial guidance – actual quantities sold and actual fees per kilo may vary significantly



**GOOD
HEMP**



GLOBAL HEMP MARKET BY 2025



*Total Industrial Hemp Market 2025 - Market and markets

** CBD market estimate for 2025 – Cowen



GOODHEMP CBD SEEDS

*“GoodHemp™ Seed Varieties
Earn AOSCA Certification”
Feb 2, 2021*



Umpqua

Intermediate hemp variety with an auto-flower in its lineage

Produces 2 - 2.5 pounds biomass per plant. Flowers in late July and finishes early



Rogue

Uniform variety delivered as F1 from stable parents

A good variety for either smokable flower or biomass production, with CBD levels near 10%.



Santiam

Full-season hybrid with an upright conical structure

Pound for pound our highest yielder of flower



ARCHIPELAGO VENTURES

HAWAIIAN PREMIUM CBD

- Venture joins Arcadia’s extensive genetic expertise and resources with Legacy Ventures’ proven experience in extraction and distribution.
- JV creates one vertically integrated supply chain, from seed to sale, to deliver superior hemp-derived CBD products.
- Vivion Specialties, Inc. (VSI), a North American specialty ingredient supplier with a network of 18 sales regions in the U.S. and Canada, serves as Archipelago’s North American distributor, managing the stateside marketing and sales of sun-grown Hawaiian hemp ingredients in key markets like food and beverage, human and pet nutrition and personal care.



Indicative revenues are for illustration only, are forward looking statements and do not represent specific financial guidance – actual quantities sold and actual fees per kilo may vary significantly

INDICATE REVENUES

| SKU'S SOLD AT RETAIL | ANNUAL CBD REVENUE |
|---|--------------------|
| 100K | \$2.5M |
| 250K | \$6.3M |
| 500K | \$12.5M |
| <u>ASSUMPTIONS</u> \$ 25 MSRP | |

INDICATE REVENUES

| ACRE HARVESTS | ANNUAL CBD REVENUE |
|--|--------------------|
| 40 | \$1.6M |
| 60 | \$2.3M |
| 80 | \$3.1M |
| <u>ASSUMPTIONS</u> \$1.5K PER PER KILO [DISTILLATE] - 26 KILO'S OF CBD PER ACRE - | |



ARCATECH

TECHNOLOGY PLATFORM

ENABLES NON-GM RAPID DEVELOPMENT & COMMERCIALIZATION OF ELITE CROP VARIETIES

Primary focus

HEMP

THC free

Disease resistant

Double yield

Pollen proof

Optimized photoperiod

Custom cannabinoids

Increase protein content

ArcaTech Platform Innovation Cycle

DEPLOY STACK
Stacking adds 4 months

COMBINE

Stack Attributes
Breeding
(4 months)

DESIGN

Select Genes
Genomics
(1 month)

DEPLOY ATTRIBUTES
11-month cycle from concept
to commercial handoff

TEST

Measure Attribute
Phenotyping
(4 months)

BUILD

Create Diversity
CRISPR/ TILLING
(6 months)

WHEAT

Xtend shelf-life whole grain

Non-GM Glyphosate tolerance

High amylose starch wheat

High fiber durum

Non-GM wheat yield boost

STRONG IP PORTFOLIO PROTECTS TECHNOLOGY PLATFORM AND RESULTANT TRAITS

Technology platform protection

- Method patent pending on proprietary hemp genome editing platform
- Five new technology patent family filings planned for 2020
- Proprietary know-how and trade secret methodology for TILLING, gene editing and accelerated breeding

Crops & traits protection

- Strategy protects product by technology, trait and geography
- Own or exclusively control 210 patents worldwide
- 59 issued patents and an additional 54 filed since 2015
- Controls patents in key production markets globally for core crops
- Unique ability to obtain powerful utility patents to protect non-GM traits



INVESTMENT & FINANCIAL HIGHLIGHTS

POISED FOR SIGNIFICANT SHAREHOLDER VALUE CREATION

1 HIGHLIGHTS

- Wheat business now commercialized, massive global opportunity
- Hemp seeds AOSCA certified
- Hemp extracts opportunity >\$16B by 2025
- CBD supply chain verticalization; accelerant to organic growth

2 FINANCIAL METRICS

| | 9/30/20 |
|---|----------|
| Cash | \$48.9M* |
| Debt | \$2.1M** |
| Shares O/S | 21.3M* |
| Warrants/options O/S | 12.5M* |
| Value of cash warrants | ~\$50M* |
| NOL carryforward <i>Tax affected, subject to valuation</i> | ~\$13M |

3 RKDA ANALYST PRICE TARGETS

| Bank | Rating | Price | Impl. Value (\$M) |
|-------|--------|--------|-------------------|
| Zacks | Buy | \$9.05 | \$193 |
| HCW | Buy | \$6.00 | \$128 |
| NSC | Buy | \$4.50 | \$96 |

*Proforma including 11/12/20 BIOX transaction, 12/22/20 RDO and 1/27/21 PIPE; **Excludes PPP loan as we expect forgiveness