



Arcadia

B I O S C I E N C E S

Second Quarter 2016
Financial Results and Business Highlights

August 9, 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 March 31, 2016 and additional information that will be set forth in our Form 10-Q for the quarter ended June 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 President and CEO – Raj Ketkar

- ④ Joined Arcadia on May 23, 2016
- ④ 35 years of experience in the agricultural chemicals, biotechnology, and seed industry
- ④ Experienced leader in global business development, research, strategy and operations, manufacturing and supply chain
- ④ Former Managing Director of Mahyco-Monsanto Biotech Ltd.
- ④ Led successful launch of Bt cotton in India



Arcadia is well positioned for future growth

- ① Robust pipeline of GM and Non-GM traits
- ① Unique business model leverages partnerships with seed companies and processors to bring products to market
- ① Numerous licenses in place with global partners in major crops
- ① Multiple products in advanced stages of development
- ① Dedicated team of scientific, product development, regulatory and business professionals

Near-term priorities will inform long-term company strategy

PRODUCTS

- Complete comprehensive strategic review of projects
- Deep dive into development plans, timelines, strategy
- Focus on bringing late-stage products to market

OPERATIONS

- Identify opportunities for near-term revenue
- Improve efficiency of current resources
- Manage costs, optimize cash utilization

ORGANIZATION

- Build performance-driven organization
- Align processes across functional areas
- Ensure appropriate skill set and talent

HB4 stress tolerant soybeans continue to advance through the regulatory systems

Initial launch in South America

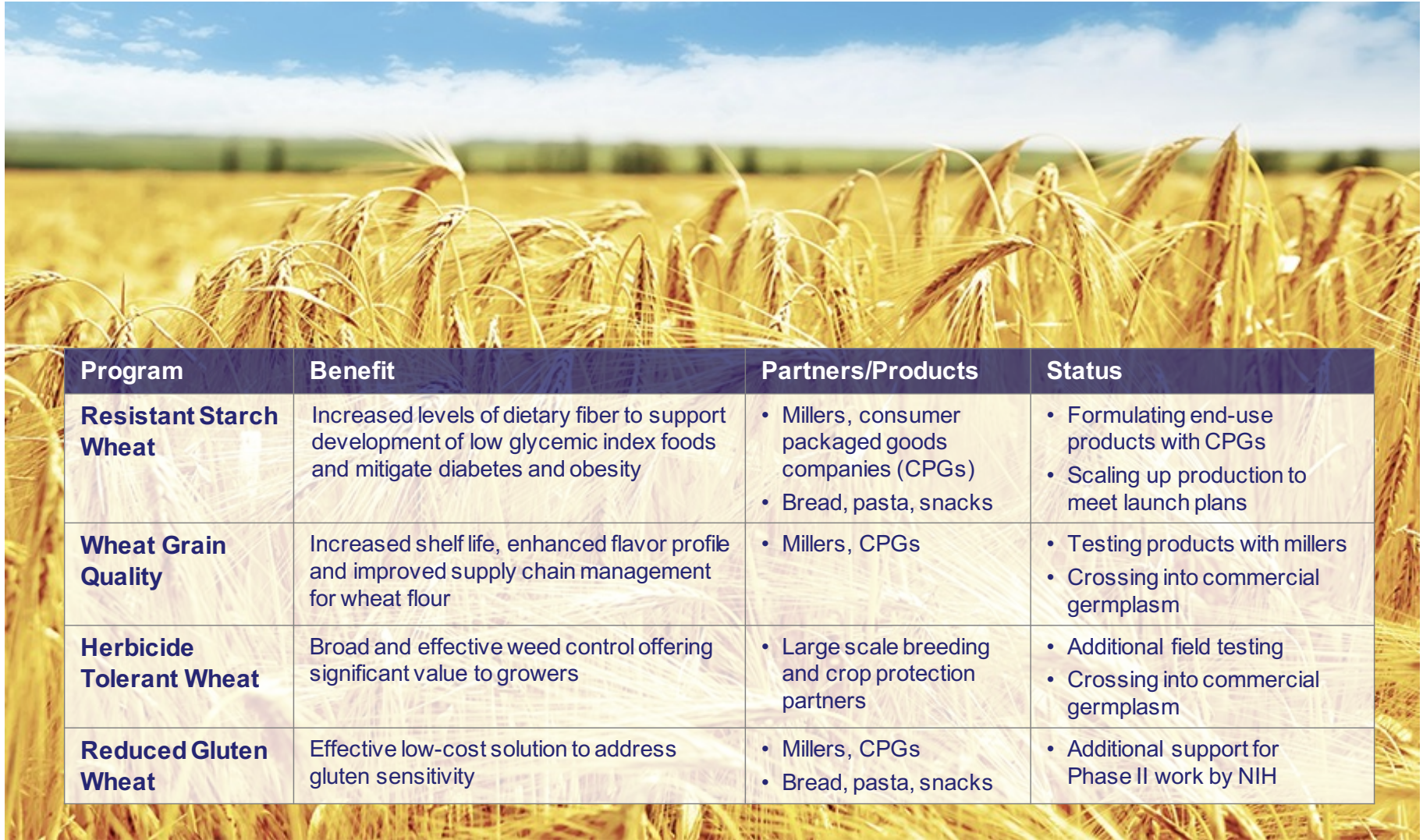
- South America soybean area: **136M acres**
- Addressable by HB4 trait: **35M to 50M acres**

**Revenue opportunity:
\$175-\$250M per year**

HB4 commercial launch status

- Regulatory approvals completed in Argentina, pending in Uruguay
- FDA submission in May 2016
- Planned regulatory submissions:
 - Brazil and Paraguay – production
 - China and Europe – importation

Proprietary non-GM wheat products have fewer regulatory requirements for commercialization



| Program | Benefit | Partners/Products | Status |
|---------------------------------|--|---|--|
| Resistant Starch Wheat | Increased levels of dietary fiber to support development of low glycemic index foods and mitigate diabetes and obesity | <ul style="list-style-type: none"> • Millers, consumer packaged goods companies (CPGs) • Bread, pasta, snacks | <ul style="list-style-type: none"> • Formulating end-use products with CPGs • Scaling up production to meet launch plans |
| Wheat Grain Quality | Increased shelf life, enhanced flavor profile and improved supply chain management for wheat flour | <ul style="list-style-type: none"> • Millers, CPGs | <ul style="list-style-type: none"> • Testing products with millers • Crossing into commercial germplasm |
| Herbicide Tolerant Wheat | Broad and effective weed control offering significant value to growers | <ul style="list-style-type: none"> • Large scale breeding and crop protection partners | <ul style="list-style-type: none"> • Additional field testing • Crossing into commercial germplasm |
| Reduced Gluten Wheat | Effective low-cost solution to address gluten sensitivity | <ul style="list-style-type: none"> • Millers, CPGs • Bread, pasta, snacks | <ul style="list-style-type: none"> • Additional support for Phase II work by NIH |

Key financial results



| | Second Quarter | | | First Half | | |
|---|----------------|------------|-------------------------------|------------|------------|-------------------------------|
| | 2016 | 2015 | % Favorable/ (Unfavorable) | 2016 | 2015 | % Favorable/ (Unfavorable) |
| Total revenues | 721 | 1,430 | (50%) | 1,573 | 2,245 | (30%) |
| Cost of product revenues | 35 | 106 | 67% | 182 | 162 | (12%) |
| R&D expense | 2,216 | 2,086 | (6%) | 4,418 | 3,918 | (13%) |
| SG&A expense | 2,759 | 2,785 | 1% | 6,195 | 5,423 | (14%) |
| Loss from operations | (4,289) | (3,547) | (21%) | (9,222) | (7,258) | (27%) |
| Net loss | (4,551) | (3,677) | (24%) | (9,741) | (9,480) | (3%) |
| Net loss attributable to common stockholders | (4,551) | (4,556) | 0% | (9,741) | (12,251) | 20% |
| Net loss per share attributable to common stockholders | (0.10) | (0.19) | N/A | (0.22) | (0.94) | N/A |
| Cash used in operating activities | | | | (8,847) | (6,582) | (34%) |
| Basic and diluted shares outstanding (weighted average) | 44,308,245 | 23,775,368 | | 44,274,508 | 12,985,332 | |

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

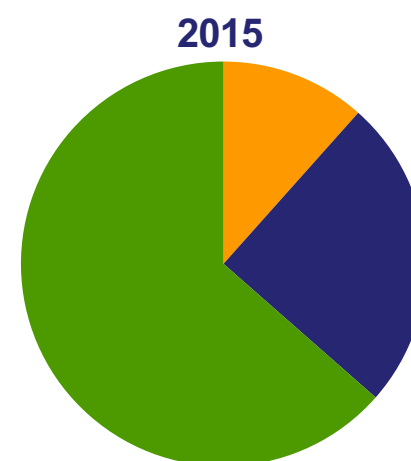
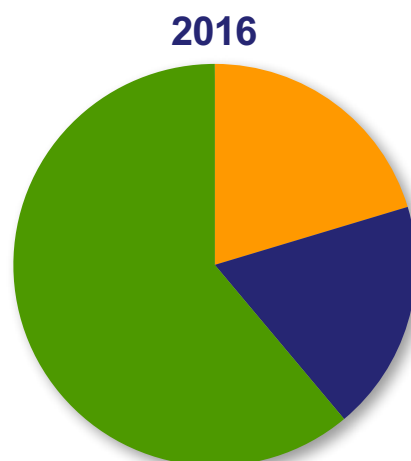
Revenue

| | Second Quarter | | | First Half | | |
|---|----------------|--------------|-------------------------------|--------------|--------------|-------------------------------|
| | 2016 | 2015 | % Favorable/ (Unfavorable) | 2016 | 2015 | % Favorable/ (Unfavorable) |
| Product revenue | 65 | 179 | (64%) | 320 | 260 | 23% |
| License revenue | 140 | 401 | (65%) | 292 | 559 | (48%) |
| Contract research and government grants | 516 | 850 | (39%) | 961 | 1,426 | (33%) |
| Total revenues | 721 | 1,430 | (50%) | 1,573 | 2,245 | (30%) |

\$ in thousands; Unaudited

First half revenue mix comparison:

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



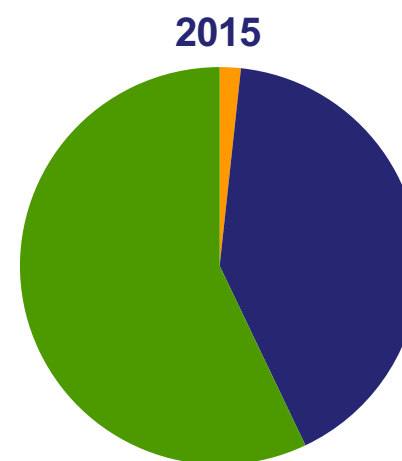
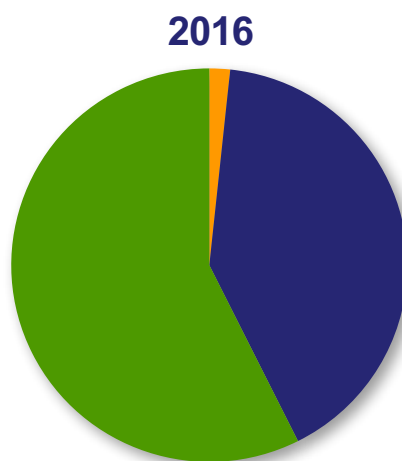
Operating expenses

| | Second Quarter | | | First Half | | |
|---------------------------------|----------------|--------------|-------------------------------|---------------|--------------|-------------------------------|
| | 2016 | 2015 | % Favorable/ (Unfavorable) | 2016 | 2015 | % Favorable/ (Unfavorable) |
| Cost of product revenues | 35 | 106 | 67% | 182 | 162 | (12%) |
| R&D expense | 2,216 | 2,086 | (6%) | 4,418 | 3,918 | (13%) |
| SG&A expense | 2,759 | 2,785 | 1% | 6,195 | 5,423 | (14%) |
| Total operating expenses | 5,010 | 4,977 | (1%) | 10,795 | 9,503 | (14%) |

\$ in thousands; Unaudited

First half expense mix comparison:

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





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Thank you!