

ARCADIA BIOSCIENCES

INVESTOR PRESENTATION

NOVEMBER 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, 2020. 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.

Healthy people. Healthy planet.

WHO WE ARE..... With origins as a trailblazing developer of science-based approaches to enhancing the quality and nutritional value of crops and food ingredients, Arcadia is now a vertically innovative producer of plant-based health and wellness products, which include GoodWheat™, Zola® coconut water, Soul Spring™, ProVault™, and Saavy Naturals®.

WHAT WE DO..... Using our proprietary platform crop and ingredient technologies, Arcadia sustainably formulates new plant-based food and wellness products to improve the health and well-being of the planet.

A COMPELLING INVESTMENT OPPORTUNITY

REASONS FOR OPTIMISM

- Business model & forward strategy clearly defined
- Revenue growth underway
 - 2020 record revenues
 - 2021 quarterly revenues up YoY
- Well funded
- Well-equipped team – our experience matches our strategy and markets
- Full suite of in-market products, leading brands and on-trend commercial ready products

ARCADIA GROWTH STRATEGY



Create good-for-you foods & wellness products sourced from our proprietary ingredient platforms

Use GoodWheat's intrinsically superior nutrition profile to disrupt multiple consumer food categories & become the global gold standard wheat ingredient

Deploy omni-channel marketing & distribution to further elevate our brands & penetrate the highest margin consumer health and wellness categories

ARCADIA CPG PRODUCT OFFERINGS



Food & Bev



BODY CARE



OMNI CHANNEL APPROACH ENABLES MULTIPLE REVENUE CHANNELS

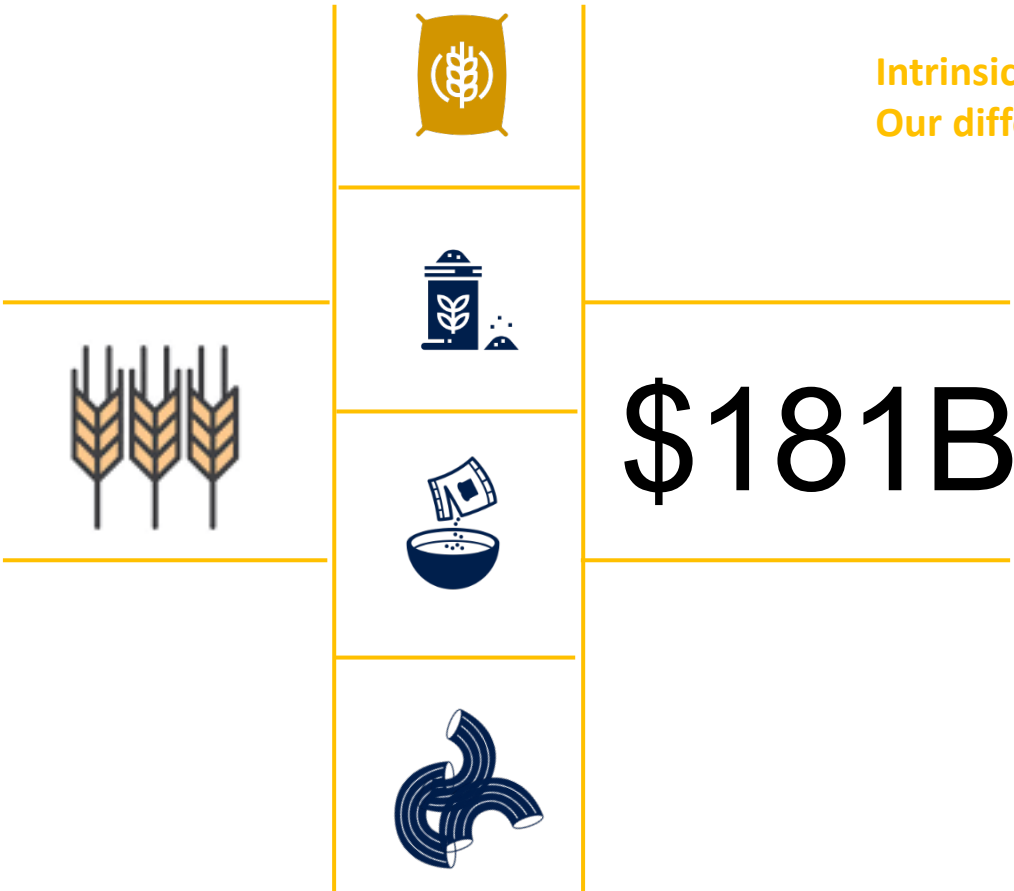


- Bricks & Mortar (Today)
- On-line (Launching)
- Food Service (Prospecting)

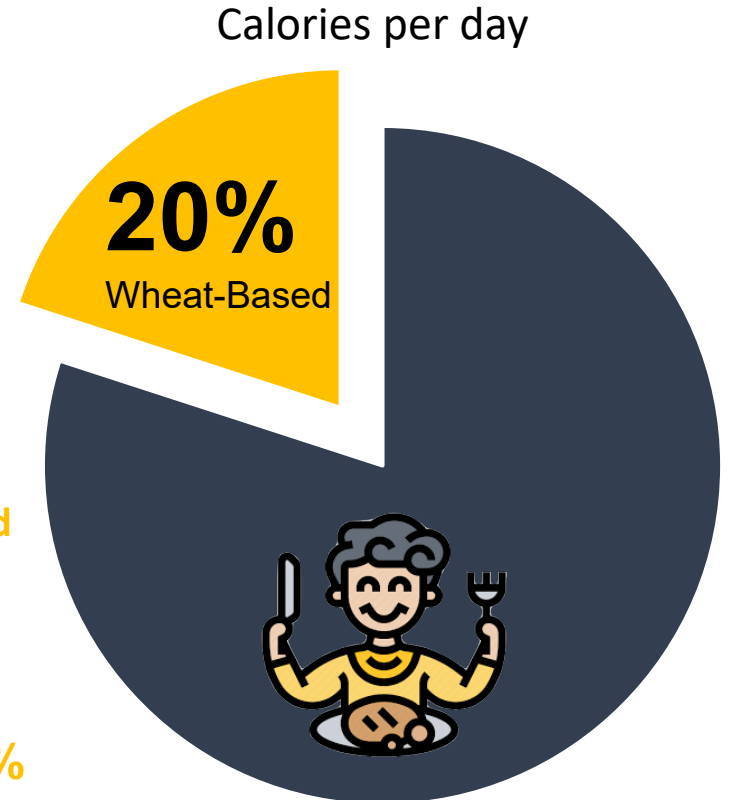
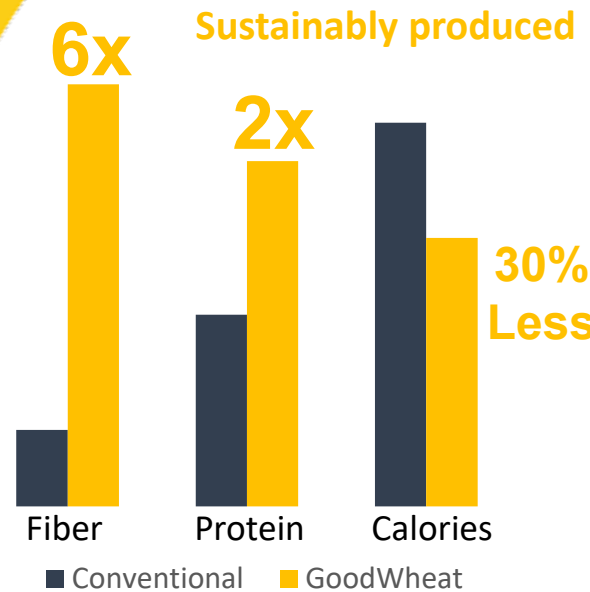


FOOD & BEVERAGE

SETTING THE GOLD STANDARD FOR WHEAT NUTRITION



Intrinsic to the wheat
Our differentiation!



- Platform Traits
- High Amylose
 - Reduced Gluten
 - Extended Shelf Life

STRONG IP PORTFOLIO PROTECTS TECHNOLOGY PLATFORM AND RESULTANT TRAITS

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
- Proprietary know-how and trade secret methodology for TILLING, gene editing and accelerated breeding



GOODWHEAT POTENTIAL PRODUCT CATEGORIES

Pancake, Waffle Mixes

- ✓ Lower calories
- ✓ Higher fiber
- ✓ Higher protein
- ✓ Nutrition with a clean label

Baking Mixes Cookies, Muffins, Quick Breads

- ✓ Lower calories
- ✓ Higher fiber
- ✓ Higher protein
- ✓ Guilt-free indulgences

Snacks Crackers, Cereal Bars, Bagels

- ✓ Lower calories
- ✓ Higher fiber
- ✓ Higher protein
- ✓ Snacks with better nutrition

Pasta, Pizza Crust

- ✓ Lower calories
- ✓ Higher fiber
- ✓ Higher protein
- ✓ Better nutrition in the foods you love



ZOLA COCONUT WATER: PLANT BASED HYDRATION



1Liter Multi Serve



17.5oz Single Serve

- Made with Thai coconuts, Zola is known as the best tasting coconut water
- Majority of revenue is in Produce Department in conventional channel
- Provides revenue, gross margin \$

Zola named best Coconut Water by:

epicurious

BODY CARE



SOUL SPRING: CBD INFUSED BOTANICAL THERAPY

SoulSpring™



Soul Spring is the #1 selling Hemp CBD Bath & Body brand in the Natural Channel (total \$ Spins)

- Launched June 2019 - target channels include natural/specialty, conventional, drug, mass, online
- Currently sold in nearly 2,000 retail stores (including Sprouts, Wegmans, Vitamin Shoppe, Fresh Thyme) and online via **MySoulSpring.com**, Thrive Markets, etc.
- National distribution capabilities in place with UNFI, KEHE, Lotus Light



PROVAULT: PAIN RELIEF FROM NATURAL INGREDIENTS

ProVault's sports performance formulas are made with natural ingredients, effective and support recovery for athletes and people with pain

- Large market opportunity to take share with natural, better for you option with CBD
- Launched March 2021 in Sprouts (360 stores)
- Target channels include natural/specialty, conventional, drug, mass, online at **GetProVault.com**



Saavy

NATURALS™



- Brand created by Hugo and Debra Saavedra– industry leaders and experts on formulations and natural ingredients sourced from around the world
- Natural and organic ingredients are carefully researched and tested for safety, efficacy, sustainability and environmental impact on our beautiful planet
- Currently targeting online, natural/specialty, conventional and mass channels
- Rebranding exercise completed with new packaging and updated website launching in December at **SaavyNaturals.com**



INVESTMENT & FINANCIAL HIGHLIGHTS

POISED FOR SIGNIFICANT SHAREHOLDER VALUE CREATION

1 HIGHLIGHTS

- Business model & forward strategy clearly defined
- Revenue growth underway
- Well funded
- Well-equipped team – our experience matches our strategy and markets
- Full suite of in-market products, leading brands and on-trend commercial ready products

2 FINANCIAL METRICS

	9/30/21
Cash	\$35.5M
Debt	\$0.1M
Shares O/S	22.2M
Warrants/options O/S	13.0M
Value of cash warrants	~\$50M
NOL carryforward <i>Tax affected, subject to valuation</i>	~\$15M

3 RKDA ANALYST PRICE TARGETS

Bank	Rating	Price	Impl. Value (\$M)
HCW	Buy	\$7.00	\$155
Lake Street	Buy	\$4.50	\$100