



# Q3 2019 Financial Results and Business Highlights Supplemental Slides

November 6, 2019

# 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, 2018. These documents are 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.




# Well positioned for significant revenue generation based on 4 fundamentals



Recent management guidance	
Initial revenues in 2019	Wheat; Hemp
Total revenues for 2020	> \$10.0 Million
Total revenues for 2021	> \$30.0 Million
Positive net cash from operations	Mid-to-late 2021

1 Hemp	2 Extraction Services	2 GoodWheat	3 HB4 Soybeans
Several new high value revenue sources being developed in hemp: quality seed sales and hemp extracts, including CBD	Completing delivery of mobile hemp extraction unit to Hawaii to serve our own processing needs as well as those of other Hawaiian hemp farmers	Commercial potential unlocked with Bay State Milling in North America, opens sales opportunities in foreign markets	HB4 soybeans are a meaningful market contender in Argentina, Brazil and US – top 3 soybean producing countries

# Arcadia's product suite provides multiple opportunities to generate revenue each quarter

		1Q	2Q	3Q	4Q
	Seeds	◇	◆		◇◆
	Grain/ flour	◆	◆	◆	◆
	Traits/ royalty	◆	◆	◆	◆
	Seeds/ clones	◇	◆		
	CBD, etc.	◆	◆	◆	◆
	Extraction services	◆	◆	◆	◆
	Traits	◆			
SOY	Seeds			◆	

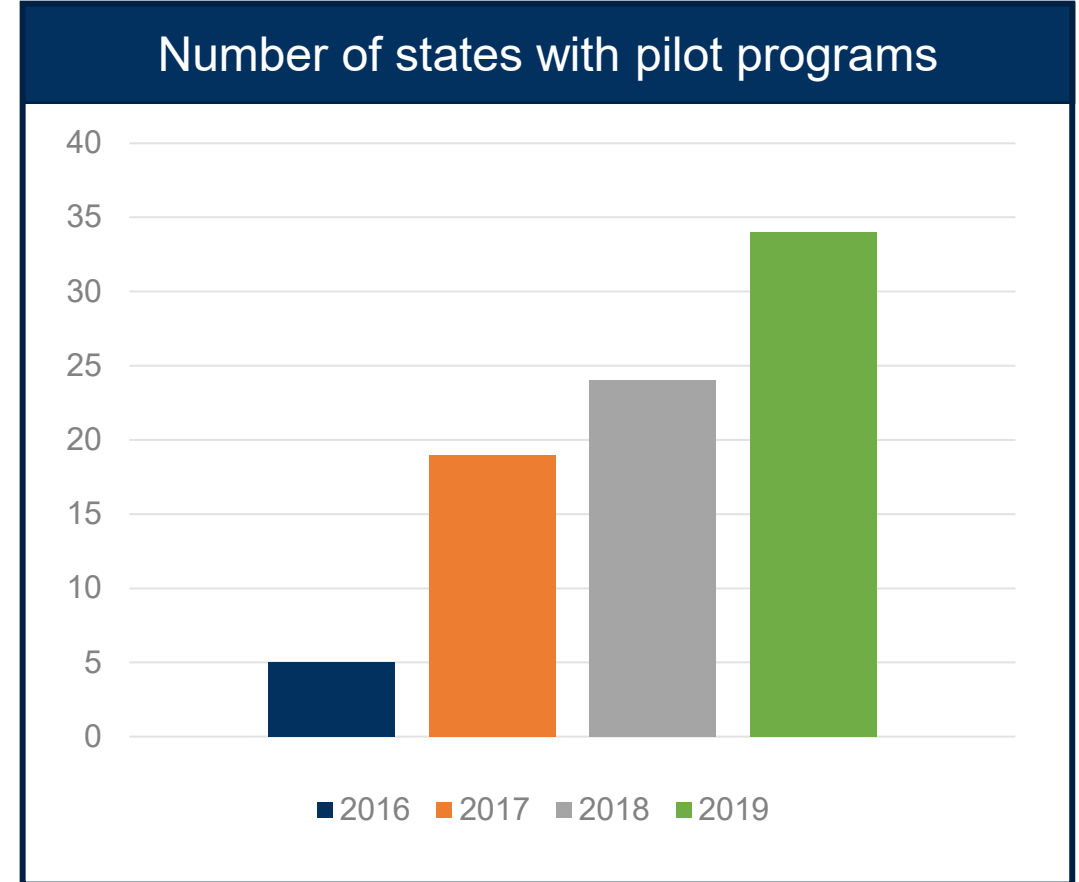
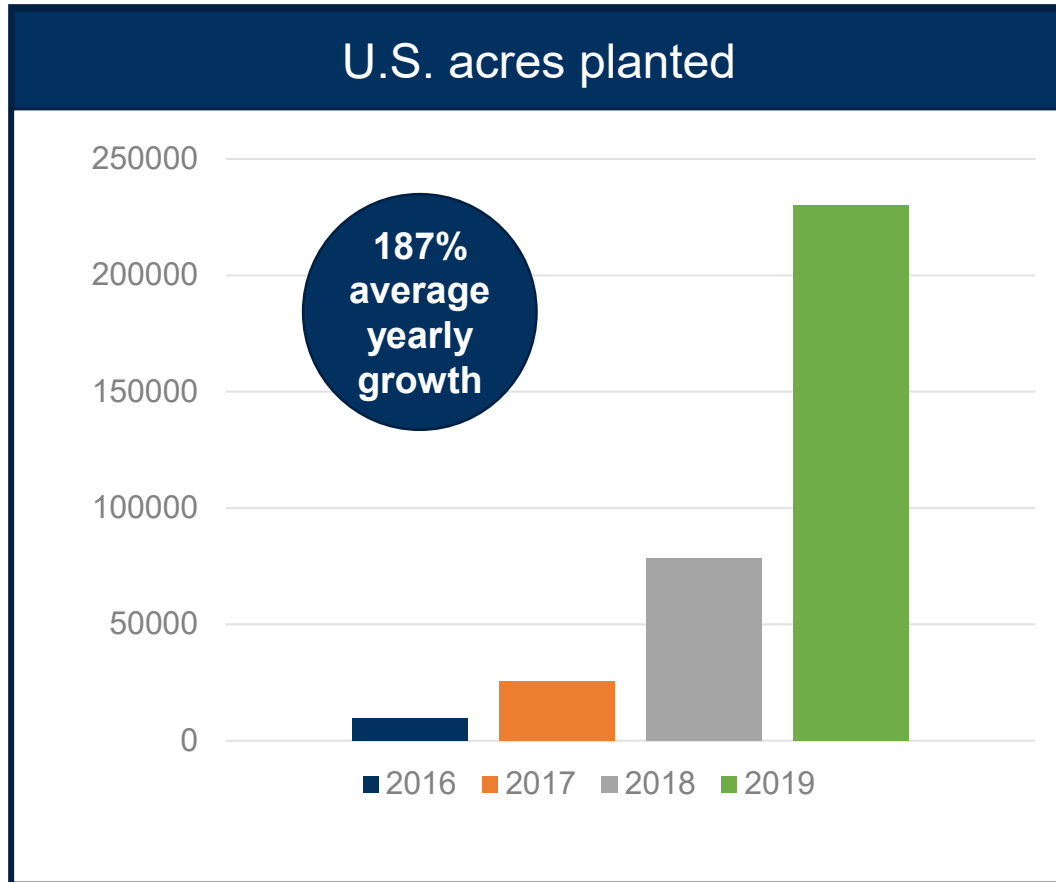
◇ Purchase commitment

◆ Revenue recognition

*Estimates assume at-scale commercial activity*

# Hemp market expansion forecast to continue

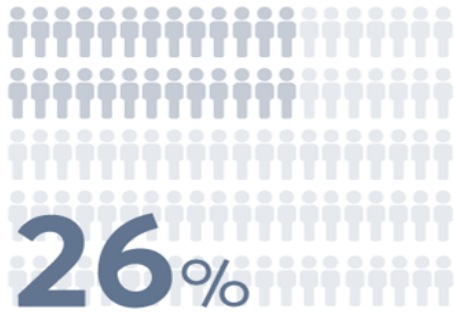
## Year over year growth in metrics



Source: Vote Hemp [www.votehemp.com](http://www.votehemp.com)

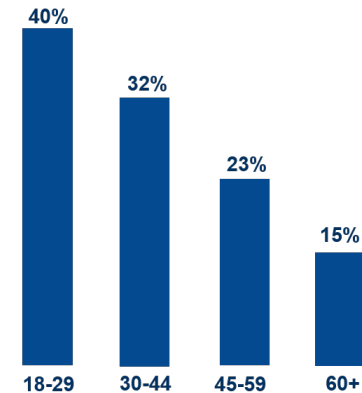
# Hemp-derived CBD is increasingly seen as a medication alternative and desirable ingredient in food & cosmetics

## Who uses CBD?

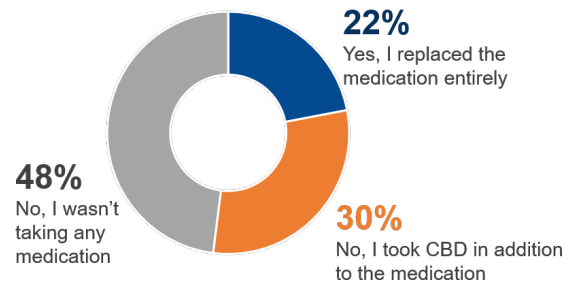


of Americans have tried CBD at least once in the past two years

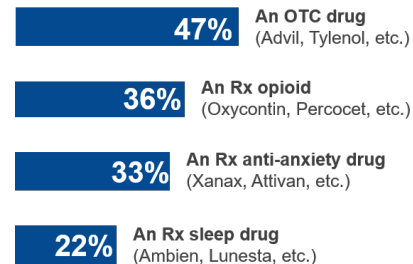
## How old are they?



## Did you use CBD to replace an Rx or OTC drug?



## What drug did you replace with CBD?



## Major companies selling CBD products



## Companies using CBD as an ingredient



Source:  
Consumer Reports, *CBD Goes Mainstream*, April 2019

Partial list

# Key financial results



	Third Quarter				First Nine Months			
	2019	2018	Favorable/(Unfavorable)		2019	2018	Favorable/(Unfavorable)	
			\$	%			\$	%
Total revenues	392	370	22	6%	753	1,020	(267)	(26%)
Cost of product revenues	177	124	(53)	(43%)	324	431	107	25%
R&D expense	1,931	1,334	(597)	(45%)	5,387	4,524	(863)	(19%)
SG&A expense	4,477	3,011	(1,466)	(49%)	10,434	8,581	(1,853)	(22%)
Total operating expenses	6,585	4,469	(2,116)	(47%)	16,145	13,536	(2,609)	(19%)
Loss from operations	(6,193)	(4,099)	(2,094)	(51%)	(15,392)	(12,516)	(2,876)	(23%)
Other income and expense*	(7,994)	8,549	(16,543)	(194%)	(7,170)	(318)	(6,852)	(2,155%)
Net (loss) income	(14,187)	4,450	(18,637)	(419%)	(22,562)	(12,834)	(9,728)	(76%)
Net (loss) income per share	(\$2.04)	\$0.93			(\$4.03)	(\$3.74)		
Basic and diluted shares outstanding (weighted average)	6,942,612	4,774,732			5,596,545	3,427,799		

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

\* Includes other income, loss and change in FV of liabilities, offering costs and income tax provision