



# Q1 2019 Financial Results and Business Highlights

May 8, 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.



# GoodWheat™ production scales in preparation for commercial launch



- Completed counter-season production, now being harvested
- Building supply for commercial launch, first sales expected in 2019
- Preparations underway for planting in the summer season in the key wheat growing states
- GoodWheat product testing continues with food companies and milling companies

# Verdeca introduced pre-commercial HB4 soybeans to growers at Expoagro in Argentina

- Expoagro is Argentina's largest farm show – more than 1200 growers visited the Verdeca pavilion
- Verdeca Bio-Innovator program provides growers with priority access to test HB4 soybean varieties in their fields
- HB4 soybeans offer two levels of value: drought tolerance and herbicide tolerance
- Completed third year of field trials in Argentina, bulking up seed supply
- Preparing for commercial launch in 2019, pending regulatory approval in China



*Verdeca is a joint venture between Arcadia Biosciences, Inc. and Bioceres Crop Solutions Corp.*

# Arcadia Specialty Genomics™

# Addressing the need for quality genetics, product reliability and supply assurance in the burgeoning cannabis industry



- Market leaders recognize the need for improved standards and quality in cannabis consumer products
- Mislabeling, unsubstantiated health claims, and lack of quality standards are pervasive, from cultivation to product formulation and labeling
- Arcadia Specialty Genomics is evaluating collaboration, supply and service opportunities with existing and new industry partners

# Initial plantings at Hawaii hemp research station are flourishing

- Evaluating performance and quality attributes against climate and geographic conditions
- Demonstrating compliance with regulatory requirements and standards
- Staggering additional research and multiple harvests to accelerate research with various strains
- Full time staff hired to oversee ongoing research and grow operations



# Arcadia Specialty Genomics™

## research goals for 2019



- **Germplasm strategy** - Build experience with geographic and phenotypical diversity among the most productive and highest quality strains available
- **Hemp breeding** - Leverage research programs in HI and CA to improve agronomic performance and build IP
- **Trait development** – Prioritize key productivity and quality trait targets through gene editing and TILLING, establish library with genetically diverse utility in 2020

# Key financial results



	First Quarter			
	2019	2018	\$ Favorable/ (Unfavorable)	% Favorable/ (Unfavorable)
Total revenues	158	214	(56)	(26%)
Cost of product revenues	59	36	(23)	(64%)
R&D expense	1,505	1,396	(109)	(8%)
SG&A expense	2,812	2,621	(191)	(7%)
Total operating expenses	4,376	4,053	(323)	(8%)
Loss from operations	(4,218)	(3,839)	(379)	(10%)
Other income and expense*	(8,394)	(6,776)	(1,618)	(24%)
Net loss	(12,612)	(10,615)	(1,997)	(19%)
Net loss per share	\$(2.64)	\$(4.86)		
Basic and diluted shares outstanding (weighted average)	4,776,540	2,186,196		

*\$ 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*