



ARCADIA BIOSCIENCES

Q1 2021 Earnings Call

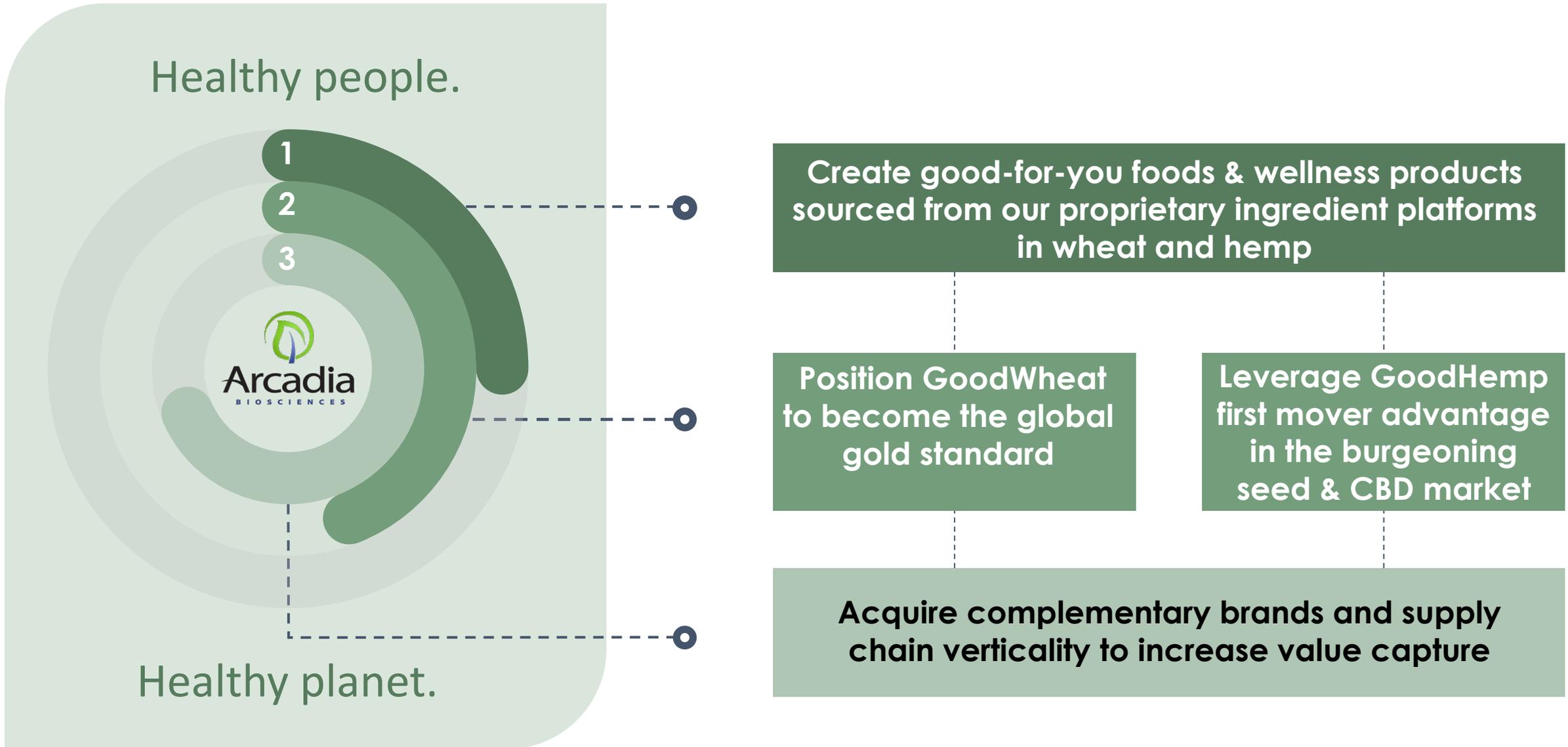
May 17, 2021



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 projected revenue growth as a result of the asset acquisition; synergies between Arcadia’s business and the purchased assets; the company’s anticipated financial results; the projected size of the CBD market; current and future products under development; 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, including the sale of products containing CBD, and changes to such laws and regulations; the customer demand and commercial success of such products; the company’s; successful operation of the company’s collaborations and joint ventures; the growth of the global wheat and hemp markets; the successful integration of the acquired brands and assets into Arcadia’s business; the potential impact of COVID-19 on the company’s business; and the company’s future capital requirements and ability to satisfy its capital needs.
- 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 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 GROWTH STRATEGY



THE TRANSACTION



- \$6M annual recurring revenues; significant potential for growth & synergy revenues
- 80 SKU's, 17 product categories
- Soul Spring #1 brand in CBD topicals in natural channel
- National distribution; sold in more than 5k stores; Including: Sprouts, Wegmans Vitamin Shoppe, Fresh Thyme, meaningful private label business
- 20,000 sq ft of GMP licensed, ISO certified manufacturing
- Product gross margins 30% - 60%, targeting average in mid 40's, near term
- Deep FMCG leadership expertise
- Total purchase price:
 - \$4M cash
 - 827,400 shares of common stock

SoulSpring™



CBD Infused Botanical Therapy



Saavy NATURALS *All-Natural Body Care*



Arcadia Consumer Products



Limited market penetration to date



Channel network 5,000+ Doors



- A. National distributors
- B. Direct to Independents



Initially targeting 15% of installed base

Lief Consumer Products



Little on-line presence today (5-15%)



Saleable E-commerce platform

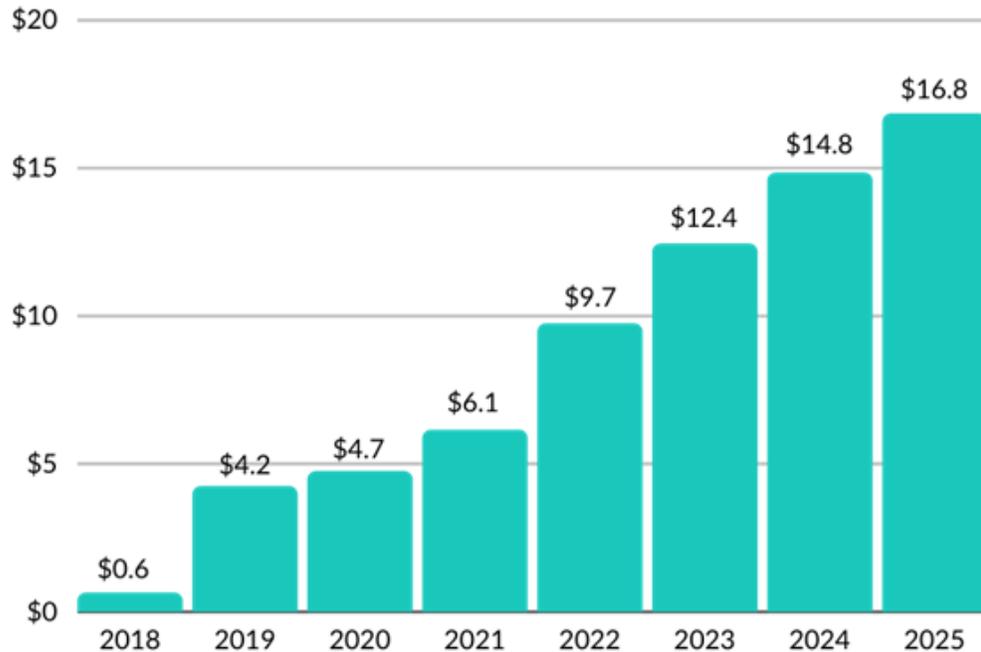


Target growth to 25-35% of total revenue

CBD MARKET OVERVIEW

As the CBD market continues to ramp, there are opportunities for industry leaders to secure substantial margins throughout the value chain

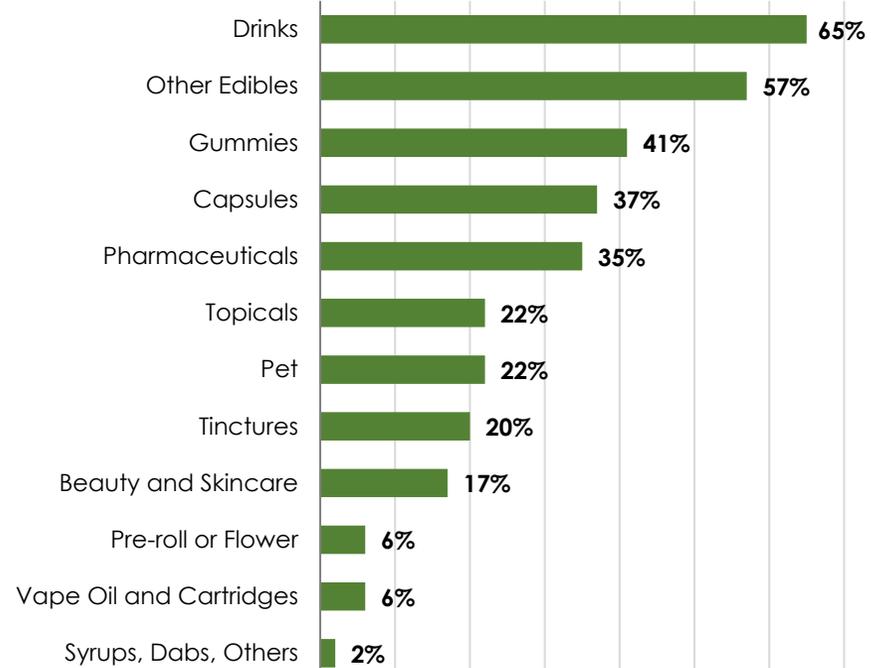
Total Hemp CBD, US\$ Billions



CBD category growth & drivers

Drink and other edibles poised to show strongest growth once FDA creates framework:

Compound annual growth rate (CAGR), 2020-2025



New public company entrants in CBD ingestible market



Source: Brightfield Group 2/5/21

- 10 Countries: ES, IT, NL, CH, DK, DE, FR, UK, BE, GR
- 50 grain producers
- 20 Milling/malting partners
- 7 Retailers
- Multiple product applications
- Installed European base to grow the combined Goodwheat business
- Projected breakeven in year 1 post-aquisition



MANOR
CH

EATALY
IT

ALCAMPO
ES

MANOR



CORTE INGLÉS
ES

ALBERT
HEIJN
NL

LIDL
DK

MIGROS
CH



MIGROS

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



PRODUCT DEVELOPMENT AND LAUNCH



NOTE: Projected launch dates are estimates, likely to change +/- 30 days



KEY FINANCIAL RESULTS

\$ in 000's except per share data	Q1 2021	Q1 2020	\$ Favorable/ (Unfavorable)	% Favorable/ (Unfavorable)
Total revenues	\$ 828	\$ 309	\$ 519	168%
Cost of product revenues	856	132	(724)	(548%)
R&D expenses	1,159	2,244	1,085	48%
Change in FV of contingent consideration	(140)	-	140	100%
Write-down of fixed assets	210	-	(210)	(100%)
SG&A expenses	4,069	3,723	(346)	(9%)
Total operating expenses	6,154	6,099	(55)	(1%)
Loss from operations	(5,326)	(5,790)	464	8%
Other income/(expense) *	7,384	8,315	(931)	(11%)
Net income to common stockholders	2,058	2,525	(467)	(19%)
Net income per share	\$ 0.11	\$ 0.29		
Diluted shares outstanding (weighted average)	19,043	8,675		

* Other includes unrealized gain on FV of securities held, issuance and offering costs, change in FV of common stock warrant liabilities, write-down of fixed assets, income tax provision and net loss attributable to NCI