

# Q2 2019 Financial Results and Business Highlights

August 14, 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.

# HB4<sup>®</sup> drought tolerant soybeans now approved for commercialization in US, Brazil and Argentina

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- USDA approval received in August, following FDA approval in 2017. Accelerating evaluation of US partners to introgress trait into their soy varieties.
  - Commercial approval in Brazil will follow public comment period.
  - Initial sales in Argentina pending China import approval –expected in 2020



# GoodWheat™ advances toward sales before year-end



- ***Building supply for first sales in 2019***
- Introducing reduced gluten wheat retail flour in the US
- Securing sales of resistant starch wheat in key global markets
- Winter production was successful with greater than expected yields, spring production nearing harvest
- Launching GoodWheat to the baking industry in September at IBIE
- Sales expected to scale in 2020

# Announcing Archipelago™ Ventures - strategic hemp partnership with Legacy Ventures Hawaii



- Joins Arcadia's extensive genetic expertise and resources with Legacy's proven experience in extraction and distribution
- Creates one vertically integrated supply chain, from seed to sale, to deliver superior hemp products
- Leverages Hawaii's unique geographic and climate advantages for growing hemp year-round, with a channel to key international markets
- Expanding hemp production areas and establishing extraction capabilities
- ***First sales of hemp products expected in 2019***

# First hemp harvest completed in Hawaii

- Establishes Arcadia as leader in developing industrial hemp industry in Hawaii
- Demonstrates capability to grow and harvest multiple hemp varieties for flower and CBD production
- Cultivating varieties that can deliver commercial-level performance without exceeding the 0.3% THC threshold for industrial hemp
- ***De-risks and positions us for next phase of growth in Hawaiian market***

# Arcadia Specialty Genomics™ is rapidly advancing R&D and breeding capabilities



- Indoor growth facilities fully operational with breeding protocols easily replicated in all research settings
- Internal platform to analyze cannabinoid and terpene profiles
- CO2 extraction research capabilities in metabolomics lab enables rapid evaluation of new lines and innovations
- Building extensive germplasm library to support robust breeding pipeline
- ***First in-house hemp line***