

BIO WITH BITE[®]

First-Quarter 2019 Financial Results

*smart.
natural.
solutions.*

May 2019 • NASDAQ: MBII



Boost yield and quality



Manage resistance



Harvest flexibility



Worker-friendly

This presentation contains forward-looking statements that involve substantial risks and uncertainties. All statements, other than statements of historical facts, included in this press release regarding strategy, future operations and plans, including assumptions underlying such statements, are forward-looking statements, and should not be relied upon as representing the Company's views as of any subsequent date. Such forward-looking statements are based on information available to the Company as of the date of this presentation and involve a number of risks and uncertainties, some beyond the Company's control, that could cause actual results to differ materially from those anticipated by these forward-looking statements, including any difficulty in developing, manufacturing, marketing or selling the Company's products, any failure to maintain and further establish relationships with distributors, competition in the market for pest management products, lack of understanding of bio-based pest management products by customers and growers, adverse decisions by regulatory agencies, and the impact of negative publicity and perceptions around the company's financial restatement. Additional information that could lead to material changes in the Company's performance is contained in its filings with the SEC. The Company is under no obligation to, and expressly disclaims any responsibility to, update or alter forward-looking statements contained in this presentation, whether as a result of new information, future events or otherwise.

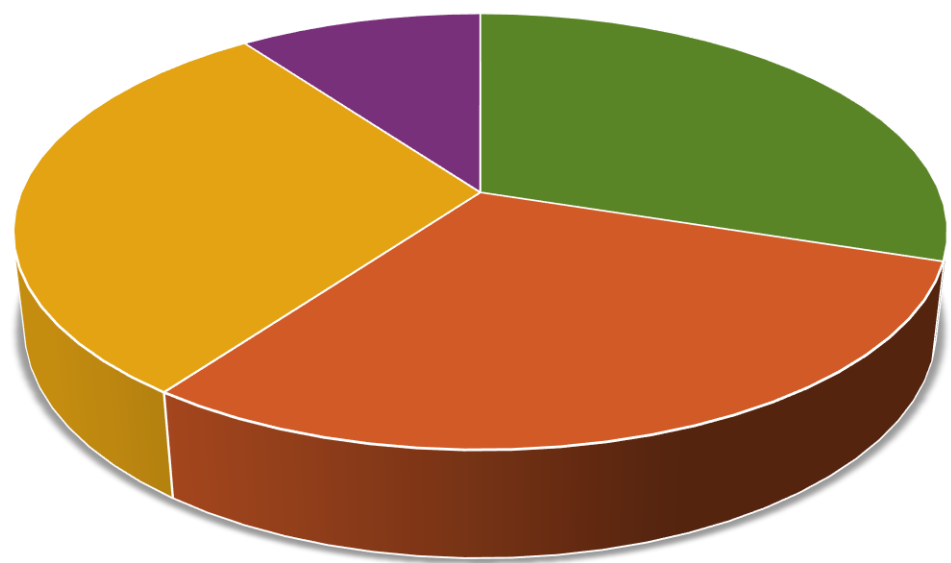
Product names -- including Regalia[®], Stargus[®], Grandevo[®] WDG, Grandevo[®] CG, Venerate[®] XC, Venerate[®] CG, Majestene[®], Haven[®], Amplitude[®], Zelto[®] and Zequanox[®]-- are trademarks or registered trademarks of Marrone Bio Innovations.

Record Q1 2019 Revenues Driven by Increased Sales of Venerate, Grandevo and Regalia Product Families



\$ millions	Q1 2019	Q1 2018	Percent Increase (Decrease)
Revenues	\$8.7	\$4.3	102%
Gross Profit	\$5.0	\$2.1	140%
Gross Margin	57.2%	48.1%	+907 bps
Operating Expenses	\$8.6	\$7.6	14%
Loss from Operations	\$(3.6)	\$(5.5)	(34%)
Net Loss	\$(3.9)	\$(5.3)	(25%)
Cash Used in Operations	\$(7.7)	\$(9.7)	(22%)

Target Annual Sales by Market (By Crop Segment)



■ Fruits, Vegetables
■ Row Crops

■ Trees, Nuts and Vines
■ Greenhouse, Protected Cover

Flexible: Marrone Bio’s biology-based products meet grower needs across:

- Scale
- Crop Types
- Production Systems

Compatible: More than 80 percent of product offerings are used in combination with other conventional agricultural solutions

Complementary: Products integrate easily into grower’s existing crop protection systems

Regalia Rx in Corn Boosts Plant Health and Grower Returns in Use with Standard Fungicide Programs

Bushels

Regalia Rx Corn Yield Advantage

Regalia + Standard Fungicide versus Standard Fungicide

2013-2015

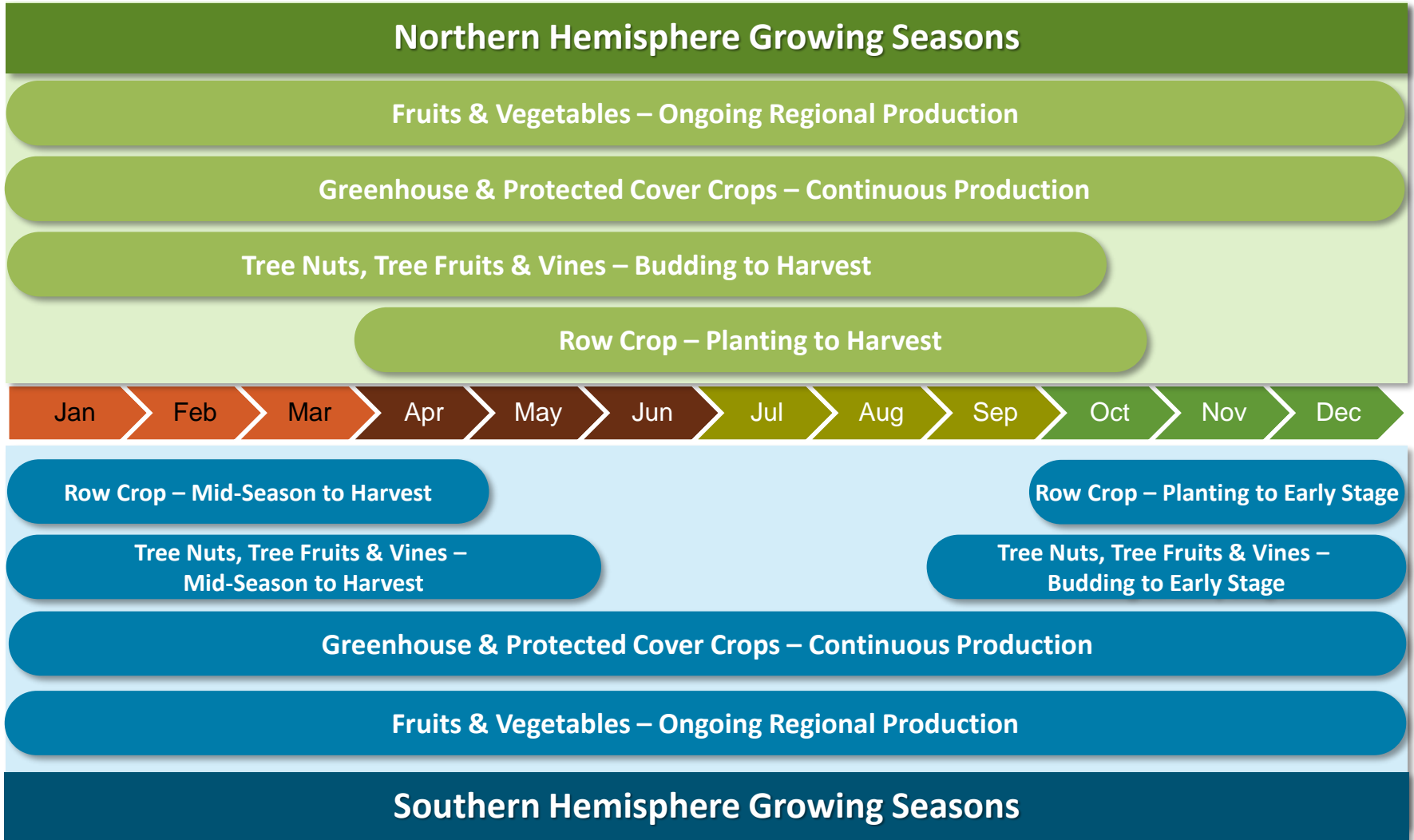


Win Rate
77%

Bushel Increase
4.2

- Fungicides tested included Aproach®, Evito-T®, Fortix®, Headline®, Headline Amp, Priaxor®, Satori®, Stratego®, or Tilt®; all rates tested were labeled rates. Regalia Rx rate in all trials was 1 pint/acre. The same fungicide and rate was used in both programs per trial location.
- All applications were made between V4-V7 stage, or at-tassel stage. Yields listed are adjusted to standard 15.5% corn grain grain moisture. ^Yields statistically favor the Fungicide + Regalia Rx program according to Paired T Test, P = 0.0006.
- Regalia Rx fungicide program out-yielded fungicide alone in 77 percent of the trials. Average yield boost was 4.16 bushels/acre (=2.2%)

Diversity of Target Markets Will Allow Marrone Bio to Serve Grower Needs Across All Seasons



Marrone Bio Has Reached a Transformative Year as Established Leader in Bio-Based Agriculture

- Revenues in 2019 are poised for further growth through:

- Portfolio Optimization
- Market Expansion
- Accelerated Innovation

- Benefits of biology-based solutions give growers technologies that:

- Complement existing production systems
- Offset yield loss/control failures due to increasing resistance
- Improve return on investment

¹Marketsandmarkets.com 2016: Biopesticides Market by Type, Origin, Mode of Application, Formulation & Crop Type – Global Forecast to 2022

²Source: Agrow, Agrifutura and Phillips McDougall

