

LANDEC

INNOVATIONS FOR
HEALTHY LIVING

Investor Presentation

October 2019



IMPORTANT CAUTIONS REGARDING FORWARD-LOOKING STATEMENTS

Except for the historical information contained herein, the matters discussed in this presentation are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934 (the “Exchange Act”). These forward-looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements.

Potential risks and uncertainties include, without limitation, those mentioned in our most recent Annual Report on Form 10-K, as modified by any subsequent filings we make with the Securities and Exchange Commission (the “SEC”) pursuant to the Securities Act of 1933 or the Exchange Act. Landec undertakes no obligation to update or revise any forward-looking statements in order to reflect events or circumstances that may arise after the date of this presentation.

This presentation contains summaries of financial and non-financial information that has been filed with the SEC pursuant to the Exchange Act. You should read this presentation in conjunction with our most recent Annual Report on Form 10-K and any subsequent Exchange Act filings.

LANDEC CONSOLIDATED FINANCIAL OVERVIEW

FY19 FINANCIAL METRICS

REVENUE

\$558mm

FY20 FINANCIAL GUIDANCE

\$603mm –
\$614mm

FY20 FINANCIAL DRIVERS

YoY increase driven by

- \$38mm – \$48mm increase in Net Revenue at Curation Foods
- \$8mm – \$9mm increase in Net Revenue at Lifecore

ADJUSTED EBITDA

\$26mm

\$36mm –
\$40mm

YoY increase driven by

- \$8mm – \$11mm increase in Adjusted EBITDA at Curation Foods
- \$2mm-\$3mm increase in EBITDA at Lifecore

EPS

\$0.07

\$0.28 - \$0.32

- Continued growth at Lifecore
- Avocado Products generating income vs. loss in FY19
- Oil & Vinegar Products turning profitable in FY20
- Cost –Out initiatives offset cost increases

Diversified Health and Wellness Solutions

Our mission is to create innovative products that support everyone's unique health and wellness journey.



Our goal is to be a growing and profitable business that delivers substantial value to our shareholders, while respecting people and protecting the planet for future generations.

CREATING SHAREHOLDER VALUE

Landec is well positioned to create both shareholder and stakeholder value

Landec will create shareholder value by delivering against our financial targets, strengthening our balance sheet, implementing our strategic priorities to improve operating margins at Curation Foods, investing in growth and driving topline momentum at Lifecore, while protecting the planet for future generation with sustainable business practices.

Curation
FOODS

Lifecore
BIOMEDICAL



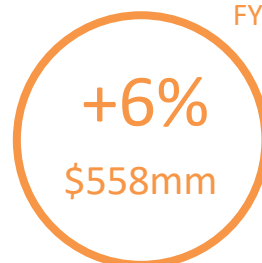
YUCATAN



FY19 FINANCIAL HIGHLIGHTS

LANDEC

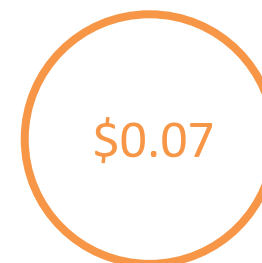
FY19 vs FY18



REVENUE



Adj. EBITDA



EPS

Curation
FOODS

FY19 vs FY18



REVENUE



Adj. EBITDA

DRIVERS

- Acquired Yucatan Foods on 12/1/18
- Incurred \$3.2mm of acquisition related costs for Yucatan Foods
- Growth in salads and oil and vinegar were offset by lower green bean sales due to weather-related supply shortages

 **Lifecore**
BIOMEDICAL

FY19 vs FY18



REVENUE



EBITDA

DRIVERS

- Increase in aseptic sales to existing customers
- Increase in business development revenues due to expanded customer pipeline

FY20 OUTLOOK FOR SUSTAINABLE, PROFITABLE GROWTH STRATEGIES

LANDEC

FY20 OUTLOOK:

- Provide the capital required for growth
- Deliver revenue and EBITDA growth for a strong financial finish to the year
- Create value to our customers, consumers and shareholders



Focus on Streamlining

1. Simplify our business
2. Innovate delicious quality products for consumers and customers
3. Focus on high margin products that deliver improved gross profit
4. Drive cost out across all brands
5. Optimize operations and supply chain



Focus on Growth

1. Deliver highest quality products and services for client needs
2. Benefit from growing trend to outsource specialty services and manufacturing
3. Expanding business development pipeline to support future growth
4. Utilizing new capacity for filling vials and maximizing capacity of syringes
5. Building on our historic HA expertise

FY20 FINANCIAL GUIDANCE

LANDEC

FY20 vs FY19

+8%-10%
\$603mm -
\$614mm

REVENUE

+38%-54%
\$36mm -
\$40 mm

EBITDA

\$0.28 -
\$0.32

EPS

Curation
FOODS

FY20 vs FY19

+8%-10%
\$519mm -
\$529mm

REVENUE

+73%-91%
\$19mm -
\$21mm

EBITDA

DRIVERS

- Recognizing a full year of revenue and income for Yucatan and Cabo Fresh avocado products
- Disruptive innovation
- Targeting \$18mm - \$20mm in cost out

Lifecore
BIOMEDICAL

FY20 vs FY19

+10%-12%
\$84mm -
\$85mm

REVENUE

+5%-15%
\$21mm -
\$23mm

EBITDA

DRIVERS

- Investing ~\$13mm for capacity expansion
- 15-20 customers in the business development pipeline, with the goal of 1-2 approvals annually

LANDEC

INNOVATING DIVERSIFIED HEALTH AND WELLNESS SOLUTIONS

OPERATING BUSINESS: CURATION FOODS

The background of the slide features a blurred image of a person's hand reaching towards a plate of food. In the foreground, there is a green bowl filled with a salad of orange cubes, white cheese, and red beans. To the right, a glass vase holds a bouquet of purple thistles. A dark purple banner with white text is positioned across the middle of the image.

Curation
FOODS

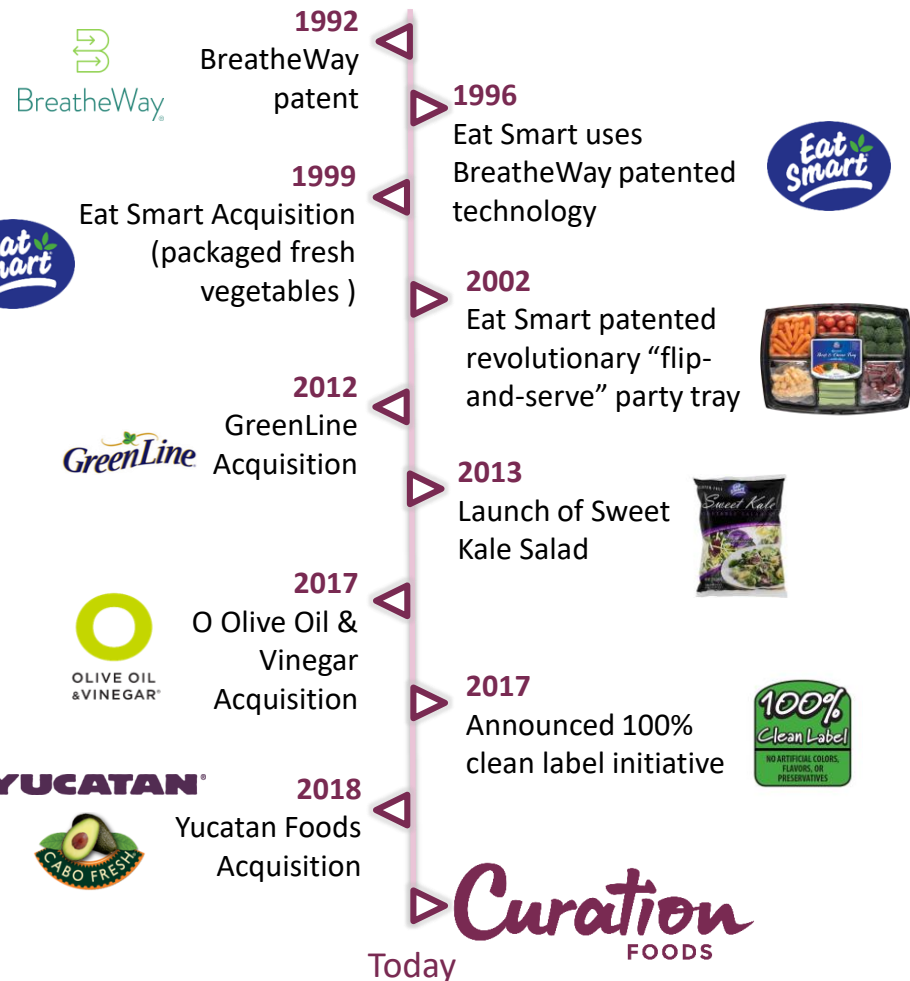
Bring it to the table.

NEWS: ANNOUNCING CURATION FOODS



Our mission is to provide 100% clean ingredient plant-based food to as many people as possible, in a way that respects people and protects the planet for future generations.

Launched in January 2019, Curation Foods is the corporate umbrella for our portfolio of natural food brands and patented packaging technology.

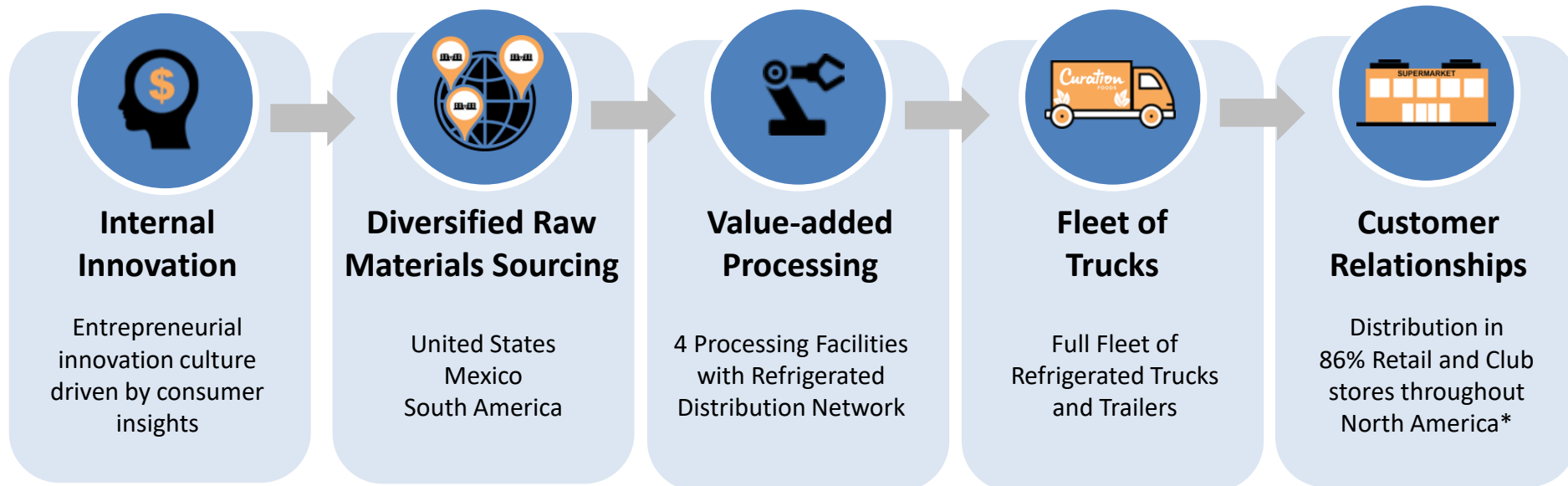


Completed Transition from a packaged fresh vegetable company to a natural food company

We are a different kind of food company

Expanding from one brand to four natural food brands over the past two years, enhancing food offering with on-trend, plant-based products that contain 100% clean ingredients.

Curation Foods Differentiated Capabilities



Nielsen Latest 52 W/E 08/24/19


* Total Universe includes Food, Mass, Club, excludes Costco (not reported by Nielsen)

PROFITABILITY





Focus on a Select Portfolio of Natural Food Brands


<i>Packaged Fresh Vegetables</i>
Discover delicious possibilities to Eat Smart
Made for Me

 OLIVE OIL & VINEGAR®
<i>Premium Artisan Olive Oils & Vinegars</i>
Explore the surprising variety of flavors that makes everyday food taste extraordinary
Food Explorers

YUCATAN®
<i>Authentic Fresh Guacamole</i>
Celebrate traditional, authentic Mexican taste
Made for Me


<i>A Fresh Take on Guacamole</i>
Experience fresh new flavors
Food Explorers

 BreatheWay®
<i>Supply Chain Packaging Solution</i>
Extends the shelf life of packaged fruits and vegetables naturally
B2B Fresh Food Companies

Product Tenets: Fresh & Clean Ingredients | Delicious & Convenient | Plant-based & Healthy

Our Values: Innovation, Passion, Belief in People, Respect, Integrity, Customer Commitment, Accountability

FOCUS ON PRODUCT PLATFORMS THAT DELIVER HIGH GROSS MARGIN



PRODUCT PLATFORM MIX



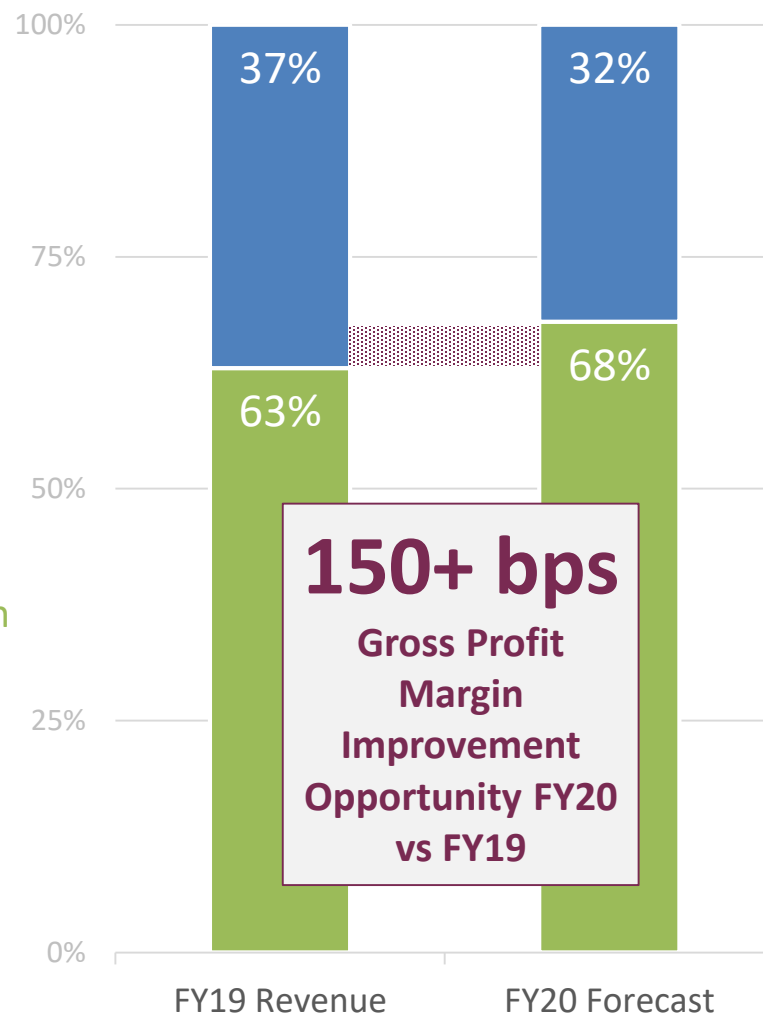
De-emphasizing low margin legacy core vegetable products



HIGH MARGIN PRODUCT PLATFORMS



Emphasizing high margin product platforms that have a greater impact on gross margin



“The foundation of our company is end-user driven innovation. Big ideas are often created by making small significant changes to existing products to deliver unmet needs.”

Dr Albert Bolles, PHD
President & CEO, Landec Corporation
CEO, Curation Foods

1

Addressing
customers/
consumers unmet
needs

2

Delivering on trend
plant-based foods

3

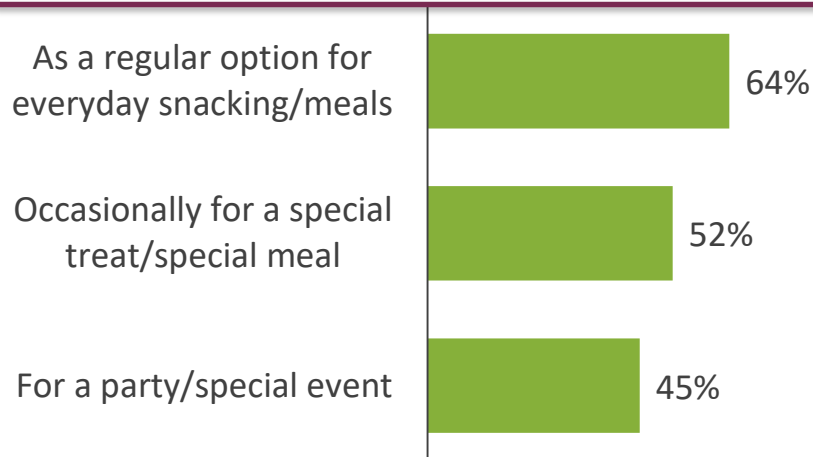
Expanding existing
products' usage

INNOVATION: SMALL CHANGES = MARKET IMPACT

Packaging Guacamole in squeeze container creates new usage occasion
and keeps products fresher longer

1. In Market: September 2019
2. Available Nationwide
3. Contains up to 4 Avocados per 14 oz. squeeze package
4. Convenience and packaging shift delivers high-margin product
5. Usage as an everyday condiment vs. a dip

USAGE OCCASION



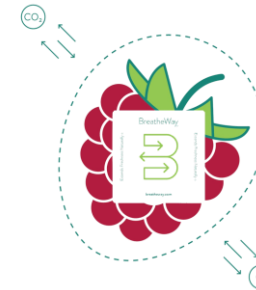
Research shows 71% of consumers would purchase product



INNOVATION: SMALL CHANGES=MARKET IMPACT

BreatheWay: Supply Chain Packaging Technology

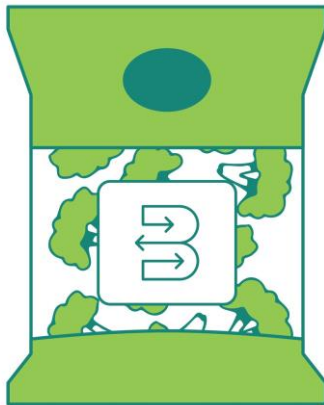
Our patented packaging technology establishes a beneficial packaging atmosphere - adapting to changing produce respiration and temperature to extend freshness naturally



PATENTED PACKAGING TECHNOLOGY

1995

Keeps **individual** vegetable products in trays and bags fresh at retail



SUPPLY CHAIN PACKAGING SOLUTIONS

2019

Keeps **pallets** at beneficial atmosphere during domestic supply chain transport resulting in more marketable fruit at retail.



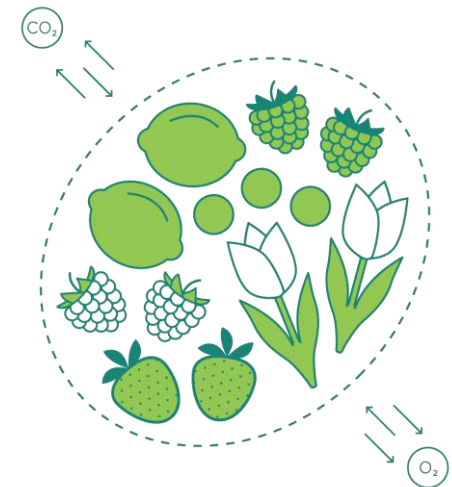
In market with Driscoll's raspberries delivered from California distribution centers

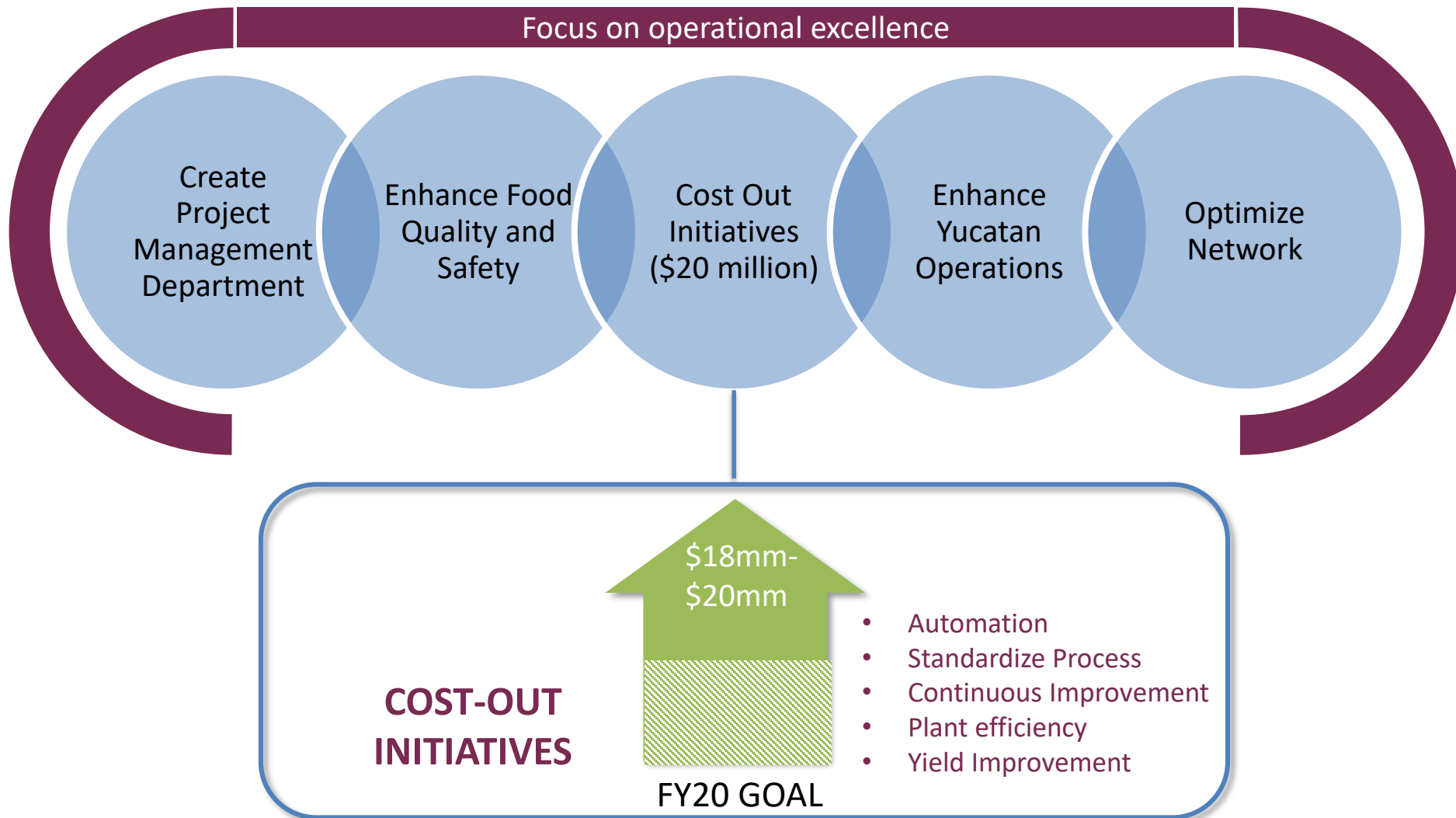
Driscoll's
Only the Finest Berries™

US & INTERNATIONAL BUSINESS DEVELOPEMENT PIPELINE

Future

Supply chain **packaging solutions** to transport perishable items by land and sea - berries, stone fruit, citrus, and flowers.





Curation Foods is committed to delivering value to our shareholders while simultaneously working in a way that respects people and preserves the planet.

Sustainability Pillars

SOCIAL

People



FOOD

Product

All products have 100% clean ingredient label for all Curation Foods products

90% of all packaging is 100% curbside recyclable at Curation Foods

ENVIRONMENTAL

Planet

50% of water being recycled system-wide at Curation Foods

38% of all energy comes from renewable sources at Curation Foods

OPERATING BUSINESS: LIFECORE



Progress made possible.

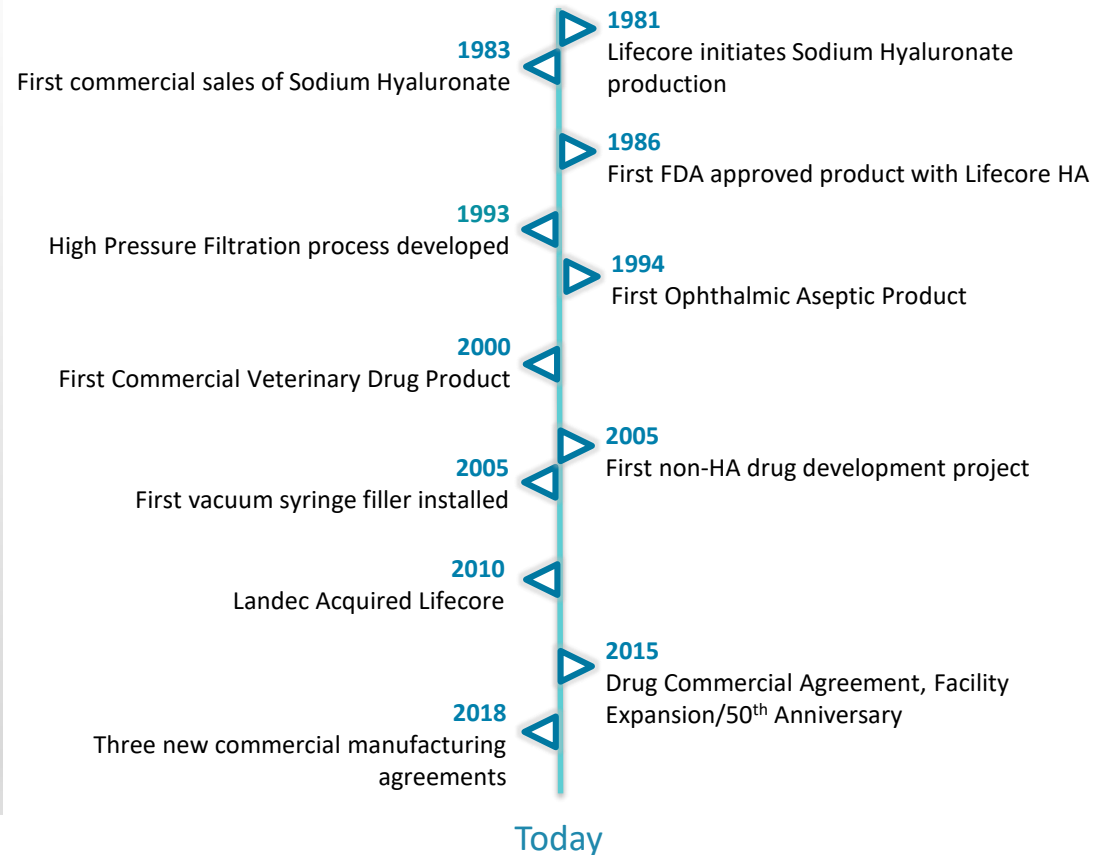
Leveraging over 35 years of experience to bring our customers' innovations to market



Lifecore partners with leading pharmaceutical and biotech companies to create products that are difficult to formulate, filter, and/or fill.

We save our customers time and reduce barriers – so they can focus on creating innovations that change lives.

**It's not what we make.
It's what we make possible.**



Two platforms for launching and manufacturing future medical products:

Legacy

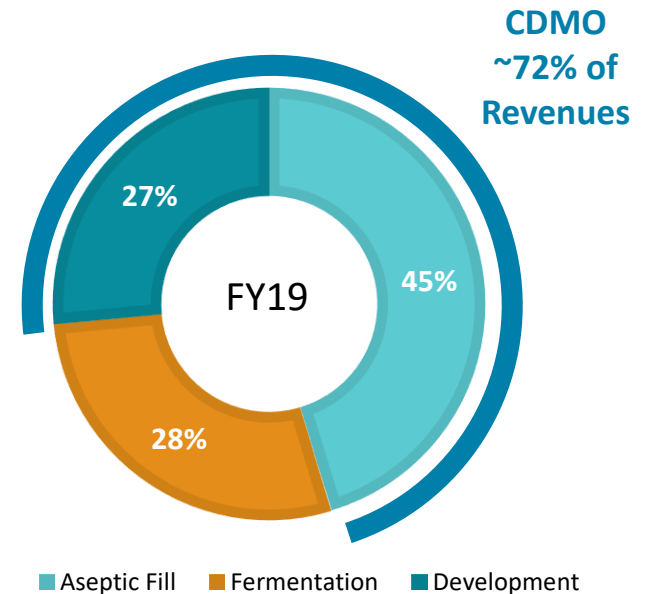
A leading supplier of pharmaceutical grade, sodium hyaluronate in ophthalmology, orthopedic and veterinary medicine

Growth

Fully integrated Contract Development & Manufacturing Organization (CDMO) assisting companies to bring new, FDA-approved injectable therapies to market



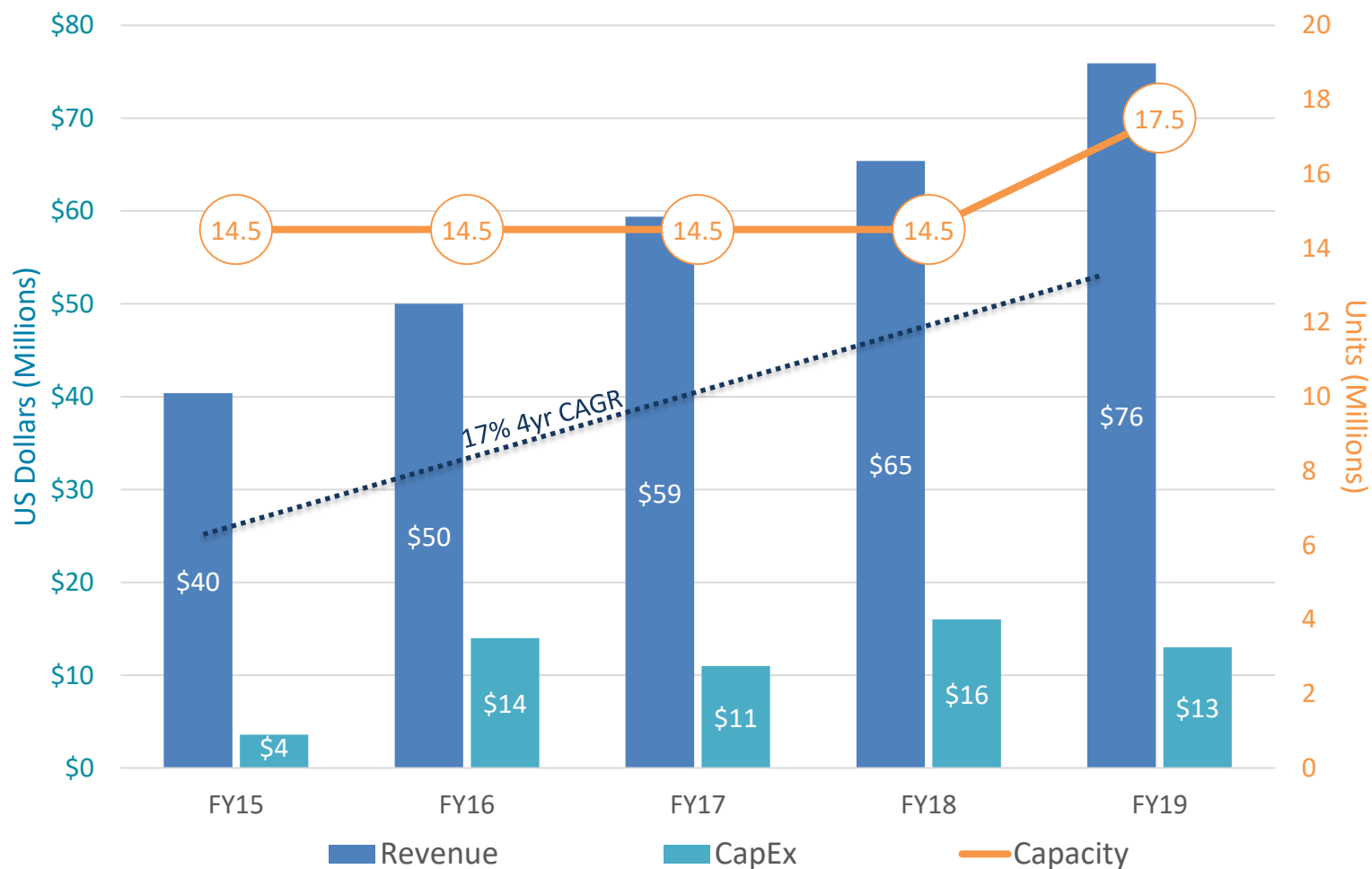
Revenue Streams



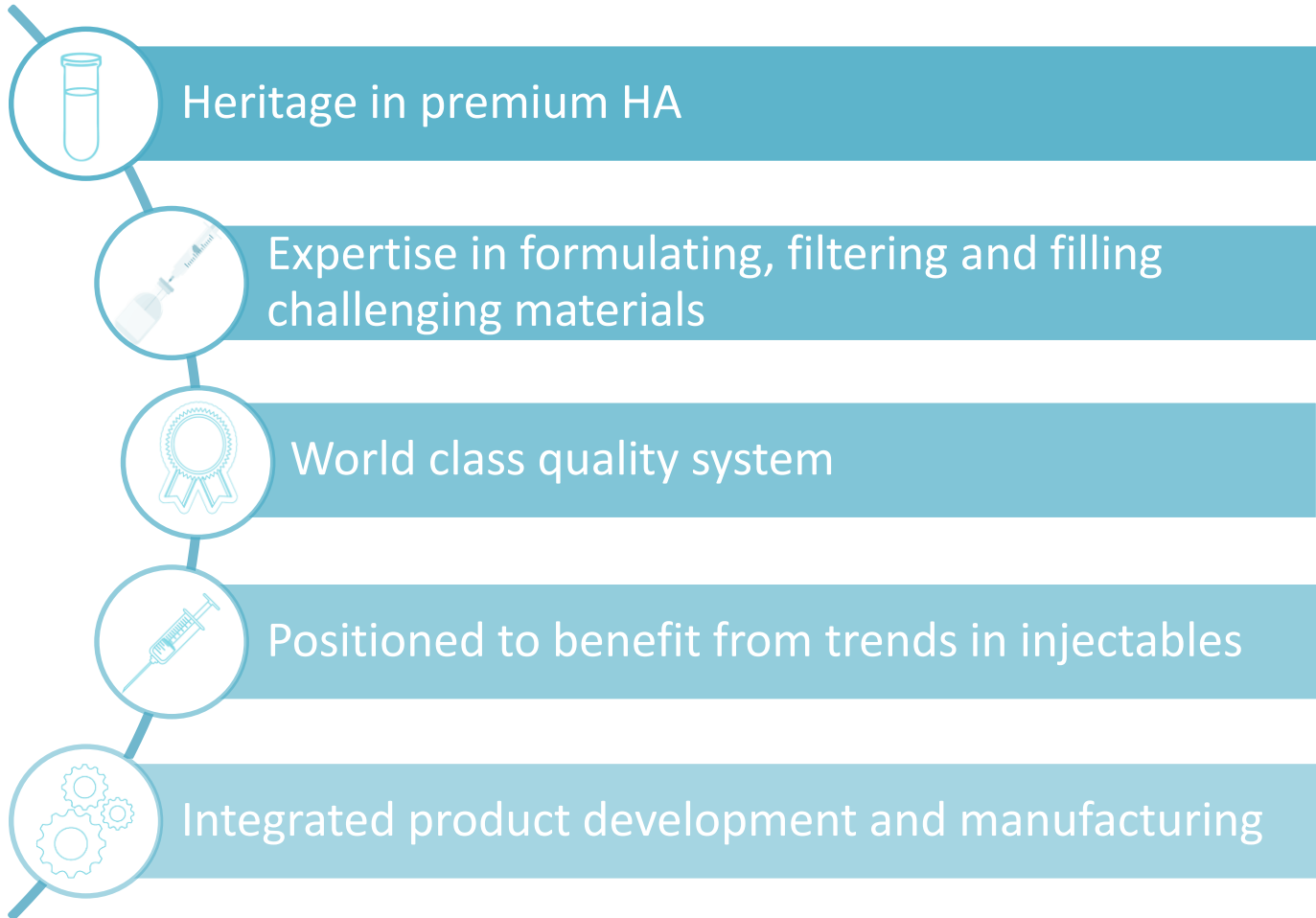
FY19

- Revenues: \$76mm
- EBITDA: \$20mm


Lifecore Revenue and CapEx vs Capacity



TRUSTED PARTNER



TRUSTED PRODUCER OF PREMIUM HYALURONIC ACID (HA)

	Type of HA	Quality	Uses & Types of Products	Barriers to Competition
	Pharmaceutical Injectable Grade	Highest Governed by regulatory agencies	<ul style="list-style-type: none"> • Ophthalmic surgery • Joint Injections • Bone grafts • Intra-articular injections • Carrier for drugs • Tissue engineering 	High <ul style="list-style-type: none"> • Product specs tailored to needs of end user • Heightened quality control in highly regulated US/EU markets • Regulatory barriers to change source
	Topical Medical Grade	Moderate Governed by regulatory agencies with less restrictions	<ul style="list-style-type: none"> • Eye drops • Topical wound healing • Topical medications • Intradermal injections 	Moderate
	Cosmetic Nutraceuticals	Lowest Limited or no regulatory agency oversight	<ul style="list-style-type: none"> • Cosmetics, lotions, creams • Nutraceuticals, supplements 	Low to No <ul style="list-style-type: none"> • Commoditized



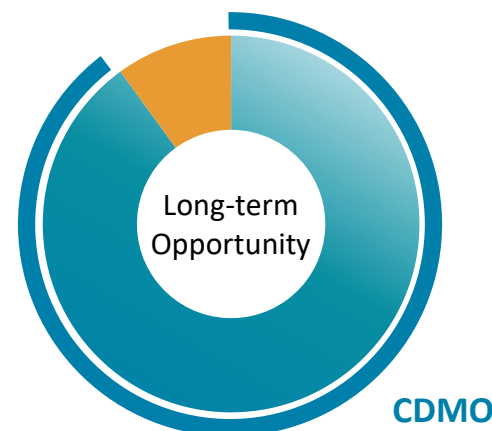
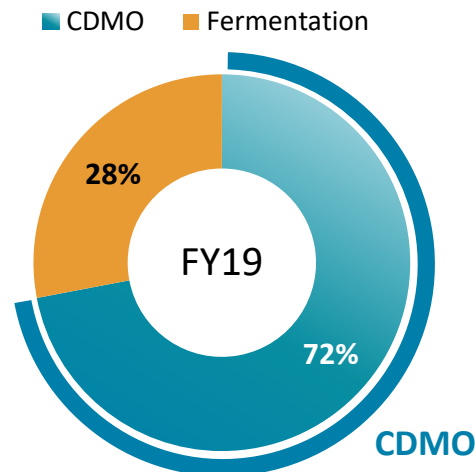
HA's role in drugs and devices:

- HA is highly synergistic with new therapies
- HA is a biocompatible, naturally occurring polymer
- Primary commercial use – functional ingredient in medical devices
- HA is the excipient that serves as the vehicle for the drug (API)
- HA is a component of the API – helping to extend delivery of the drug

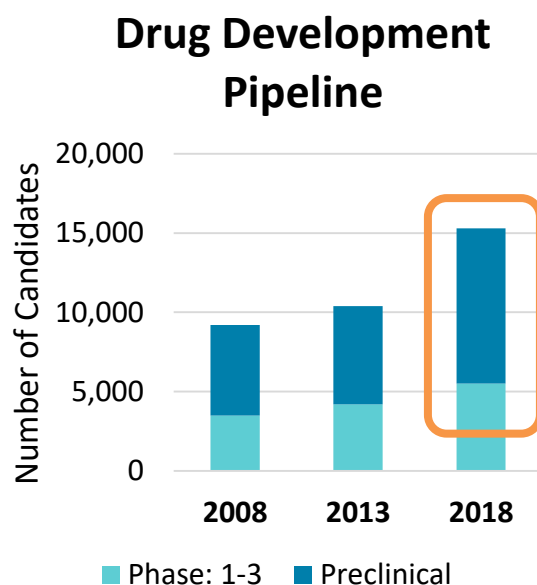
CDMO services leverage Lifecore's HA heritage and expertise:

- Over 35 years of experience in development and manufacturing medical devices and drugs
- Handling difficult materials addresses an unmet need within the CDMO market
- Expertise in handling viscous substances lends itself to working with other polymer and drug delivery technologies
- A world class quality and regulatory system with excellent track record with FDA, EMA.

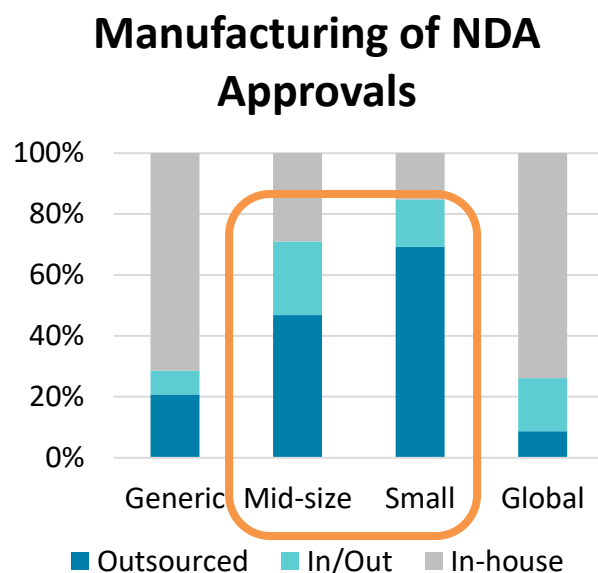
CDMO Evolution



Drug development pipeline, and outsourcing development
and manufacturing remain strong



Source: Informa, Pharma R&D Annual Review 2018



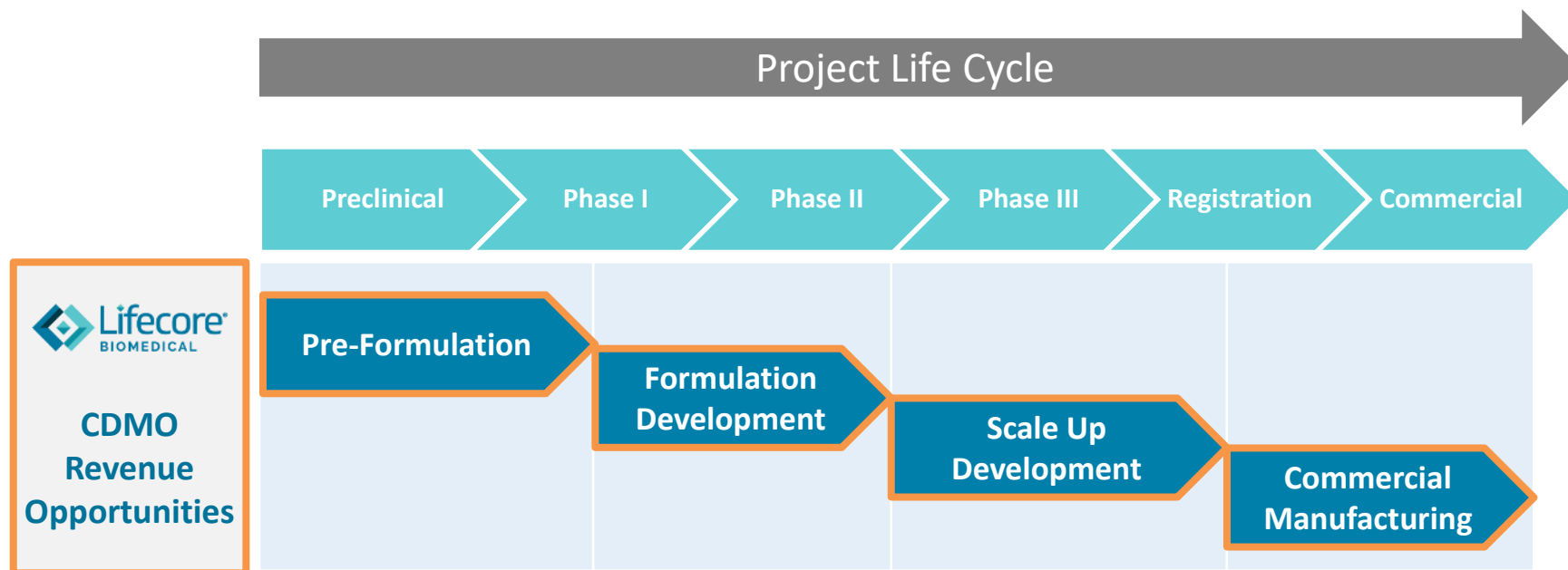
Source: GlobalData PharmSource database; NDA approvals 2009-2018

Lifecore's comprehensive service platform supports the unique needs of small- and mid-sized entities, while also remaining a partner with top pharmaceutical companies

LIFECORE CDMO SERVICES & CAPABILITIES ACROSS PROJECT LIFE CYCLE



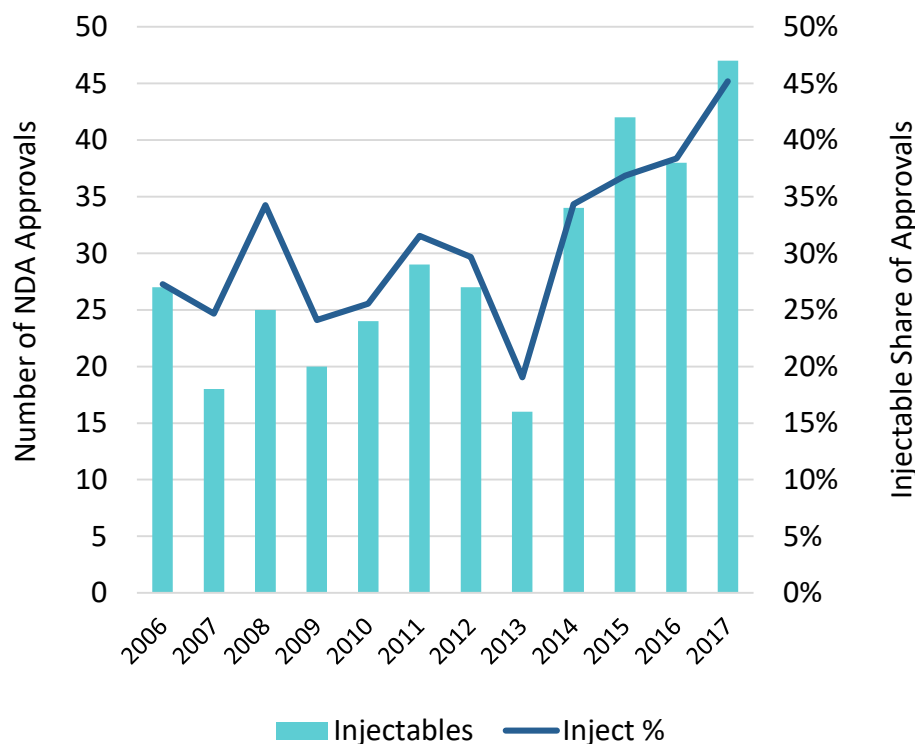
Lifecore can address the customer's entire product development and commercial life cycle



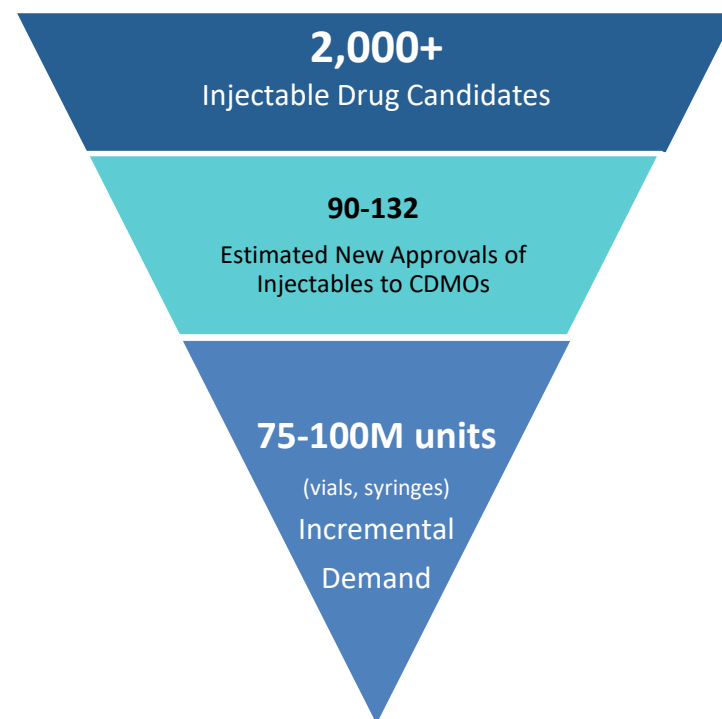
CDMO opportunities driven by industry's drug development pipeline and propensity to outsource development and manufacturing

ALIGNMENT WITH POSITIVE TRENDS IN INJECTABLES

Lifecore development pipeline maintains a pipeline of 15-20 FDA regulated drug and medical device products in various stages of development



Industry Forecasting Significant Demand for Specialized CDMOs



Source: GlobalData PharmSource Report:
Demand and Supply for Contract Manufacturing
of Injectable Drugs Through 2023

LANDEC

INNOVATIONS FOR
HEALTHY LIVING

APPENDIX

5201 Great America Parkway, Suite 232
Santa Clara, CA 95054

www.landec.com



MANAGEMENT: FOCUS ON PROFITABILITY

Albert D. Bolles, Ph.D

President & CEO of Landec Corporation

- Served on Landec's board since May 2014
- Proven track record of visionary leadership and building teams across R&D, technical innovation, quality and supply chain and delivering results through operational excellence, enabling commercial success and profitable growth
- Prior to joining Landec, Dr. Bolles was executive vice president, chief technology and operations officer at ConAgra, served as vice president for PepsiCo Beverages and Foods, (Pepsi, Gatorade, and Tropicana) and Quaker Foods

Gregory S. Skinner

EVP of Finance and CFO

- Serves as Landec's CFO and Executive Vice President of Finance and Administration
- With the company since 1996 where he originally was hired as the company's Controller.
- Prior to joining Landec, Mr. Skinner was Controller of DNA Plant Technology, an early pioneer in applying transgenic biotechnology to problems in agriculture.

LANDEC MANAGEMENT TEAM

Albert D. Bolles, Ph.D

Landec, President & CEO

Gregory S. Skinner

Landec, EVP of Finance and Chief Financial Officer

James G. Hall

Lifecore Biomedical, President

Parker Javid

Curation Foods, Chief Customer Officer Sales

Brian McLaughlin

Curation Foods, Chief Financial Officer

LANDEC BOARD OF DIRECTORS: FOCUS ON PROFITABILITY

REFRESHED BOARD OF
DIRECTORS

BALANCED REPRESENTATION OF
BIOMEDICAL & FOOD EXPERTISE

A DIVERSIFIED MIX OF
ESTABLISHED LEADERS

CURRENT BOARD OF DIRECTORS

Andrew Powell
Dr. Albert D. Bolles
Debbie Carosella
Frederick Frank
Katrina Houde
Nelson Obus
Tonia Pankopf
Catherine A. Sohn
*Robert Tobin

NOMINATIONS & APPOINTEES

Craig Barbarosh
Charles Macaluso

* Retiring after October 2019 Shareholder meeting

NON-GAAP FINANCIAL INFORMATION AND RECONCILIATIONS

The Company has disclosed non-GAAP financial measures to supplement its consolidated financial statements presented in accordance with GAAP. The non-GAAP Financial measures excludes/includes certain items that are included in the Company's results reported in accordance with GAAP as outlined in the table below. Management believes these non-GAAP financial measures provide useful additional information to investors about trends in the Company's operations and are useful for period-over-period comparisons. The non-GAAP Financial measures should not be considered in isolation or as a substitute for the comparable GAAP measures. In addition, the non-GAAP financial measures may not be the same as similar measures provided by other companies due to the potential differences in methods of calculation and items being excluded/included. It should be read in conjunction with the Company's consolidated financial statements presented in accordance with GAAP.