



Nature Inspired. Technology Driven.™

DECEMBER 2020 INVESTOR PRESENTATION



Forward Looking Statements



We have made these forward-looking statements in reliance on the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. In some cases, you can identify these statements by forward-looking words such as “anticipates,” “believes,” “continue,” “estimates,” “expects,” “targets,” “intends,” “may,” “might,” “plans,” “potential,” “predicts,” “projects,” “should,” or “will,” the negative of these terms and other similar terminology. Forward-looking statements in this presentation include statements about the potential impact of the COVID-19 pandemic on our business and operating results; our future financial performance; product pipeline and development; our business model and strategies for commercialization and sales of commercial products; regulatory progression; potential collaborations, partnerships and licensing arrangements and their contribution to our financial results, cash usage, and growth strategies, including with respect to potential revenue relating to our winter oats, high saturated fat soybean for palm alternative, hemp, high oleic low linolenic soybean, high fiber wheat and improved quality alfalfa; addressable market opportunities; and anticipated trends in our business. These and other forward-looking statements are predictions and projections about future events and trends based on our current expectations, objectives and intentions and premised on current assumptions. Our actual results, level of activity, performance, or achievements could be materially different than those expressed, implied, or anticipated by forward-looking statements due to a variety of factors, including, but not limited to: the severity and duration of the evolving COVID-19 pandemic and the resulting impact on macro-economic conditions; the impact of increased competition, including with respect to our winter oats, high saturated fat soybean for palm alternative, hemp, high oleic low linolenic soybean, high fiber wheat and improved quality alfalfa; disruptions at our or our collaborators’ key facilities; changes in customer preferences and market acceptance of our or our partners’ products, including our winter oats, high saturated fat soybean for palm alternative, hemp, high oleic low linolenic soybean, high fiber wheat and improved quality alfalfa; competition for collaboration partners and licensees and the successful execution of collaborations and licensing agreements, including on terms consistent with our projections; the impact of adverse events during development, including unsuccessful field trials or development trials or disruptions in seed production; the impact of improper handling of our product candidates by unaffiliated third parties during development, such as the improper aerial spraying of our high fiber wheat product candidate; failures by third-party contractors; inaccurate market sizing and/or price and demand forecasting, including with respect to sales projections used by Calyxt management in determining potential license and other revenues; the effectiveness of commercialization efforts by commercial partners or licensees; our ability to make grain sales on terms acceptable to us; the timing of our grain sales; our ability to collect accounts receivable; disruptions to supply chains, including transportation and storage functions; commodity price conditions; the impact of changes or increases in oversight and regulation; disputes or challenges regarding intellectual property; proliferation and continuous evolution of new technologies; management changes; dislocations in the capital markets; and other important factors discussed under the caption entitled “Risk Factors” in our Annual Report on Form 10-K and subsequent filings on Form 10-Q or 8-K with the U.S. Securities and Exchange Commission. Any forward-looking statements made by us are based only on information currently available to us when, and speaks only as of the date, such statement is made. Except as otherwise required by securities and other applicable laws we do not assume any obligation to publicly provide revisions or updates to any forward-looking statements, whether as a result of new information, future developments or otherwise, should circumstances change.

Investment Highlights

- Differentiated gene-editing platform (TALEN) - proven, precise, fast, non-transgenic path to market
- Pioneer in developing and bringing to market gene-edited consumer trait via TALEN® technology
- Capital-efficient business model with multiple routes to market
- Pipeline that targets critical industry dynamics including consumer demand for specialty ingredients, technologies that help growers access new high-value markets, and technologies that help meeting society's sustainability targets
- Total addressable market of \$8.8 billion across projects in development¹

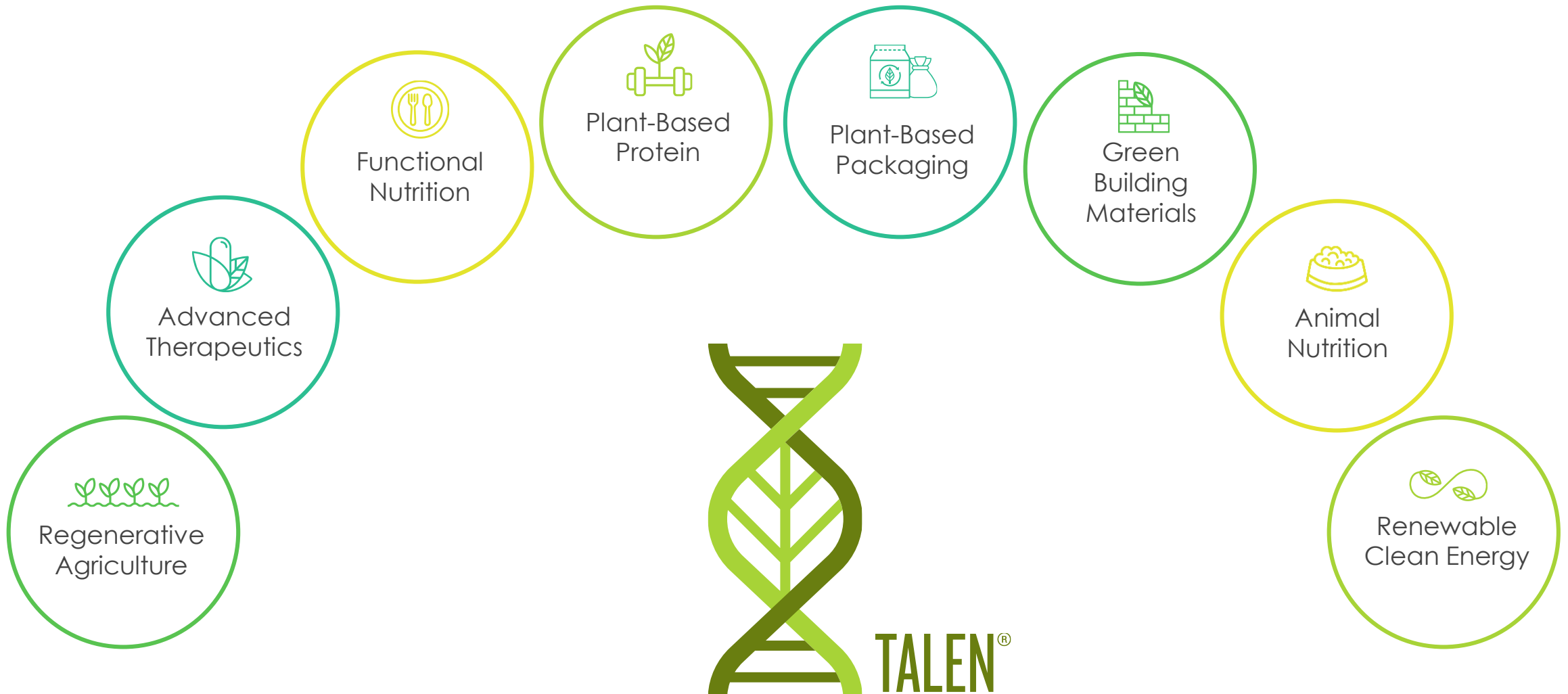
¹ See the information on slides 26 to 31 for sources and key assumptions underlying the total addressable market and potential product revenue opportunity.



The Ideation that TALEN Could Support








PLANT-BASED SOLUTIONS



Seed & Trait Opportunity Across Key Projects



\$8.8B ADDRESSABLE MARKET

				
Winter Oats	High Saturated Fat Soybean for Palm Alternative	Hemp	High Oleic Low Linolenic Soybean	High Fiber Wheat
\$3.6B	\$2.1B	\$2.1B	\$760M	\$190M

Addressable market estimates are based on information from various sources, including independent industry publications and management's assumptions based on Calyxt's knowledge of, and experience to date in, the potential markets for our product candidates. Addressable market opportunity estimates and forecasts, whether obtained from third-party sources or developed internally, are subject to uncertainty and are based on assumptions and estimates—including with respect to market size, demand and adoption, and pricing—that may not prove to be accurate. Estimated addressable markets reflect opportunity available for all participants in the market. Addressable market opportunity estimates may not materialize for many years, if ever. See slides 26 to 30 for sources and key assumptions underlying the total addressable market and potential product revenue opportunity.

Innovation Pipeline In Development

ADDRESSING TRENDS FOR GROWERS, CONSUMERS AND OUR PLANET



	GROWER ECONOMICS	CONSUMER HEALTH	SUSTAINABILITY
Winter Oats	X		X
HSF Soybean for Palm Alternative	X		X
Hemp	X	X	X
HOLL Soybean	X	X	
High Fiber Wheat		X	X
Alfalfa	X		X

Groundbreaking Technology is our Platform

TALEN[®]

Transcription Activator-Like Effector Nuclease (TALEN[®]) is the engine behind our innovation. TALEN is an advanced breeding technology that allows for precision targeting of existing genes within a plant's genome. That targeting allows our scientists to select for desired characteristics, accelerating breeding in a fraction of the time.

calyxt[®]



Key Benefits of TALEN® Technology

A PRECISE PLATFORM FOR GENE EDITING



PRECISION

TALEN is a precise tool to target existing genes within a crop's genome. We check every time we make an edit to validate the desired edit was made.

EFFICIENCY

A large percentage of plant cells treated by TALEN bear the desired gene edit, keeping development costs low.

COST

TALEN is cost competitive compared to other gene-editing technologies and traditional breeding methods.

MARKET VALUE

Calyxt's IP portfolio provides a clear path to commercialize gene edited products.

Our Development Process



POWERED BY: STARLIMS nrgene

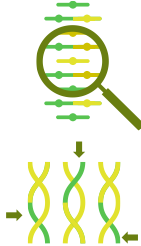
DISCOVERY

1-2 years



Imagine

We or our partners imagine the possibilities for a product concept



Discover and Target

We discover biochemical pathways and traits of underlying genes. We then target traits in those specific genes using our TALEN® technology.

PHASE 1

1-2 years



Gene Editing & Genotyping

Using TALEN, we edit selected target genes. We then validate the seeds by genotyping for product candidate selection.

PHASE 2

1-2 years



Breed & Field Test

We use germplasm acquisition, trait integration, seed increase and field testing to validate product quality.

PHASE 3

1-2 years



Grow and Process

We work with our partners for smooth harvest, storage, transport, and processing of the final product.

COMMERCIALIZATION

1-2 years



Go-to-Market Development

Final product is delivered to the customer for commercialization.

Broad Patent Estate Covering Multiple Technologies

OWNED AND IN-LICENSED PATENT PORTFOLIO COVERING PLANT GENE-EDITING TECHNOLOGIES



United States

40+ Patents granted, including broad claims for TALEN gene editing platform

40+ Patent applications with both broad claims to gene editing and adjacent technologies as well as specific product claims



Global

275 Patents granted globally outside the US

35+ Countries with patents issued or applications pending

Total Worldwide

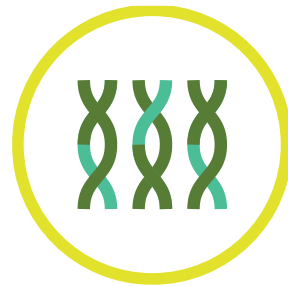
80+ families | **100+** applications | **300+** patents

Our Go-To-Market Strategies



Seed Sales

Sale of seed to agricultural processors, including millers and crushers, or others in the relevant crop's supply chain, these sales of seed are expected to result in revenue for Calyxt



Trait Licensing

Develop and license traits to downstream partners with commercialization expertise for negotiated upfront and milestone payments and potential royalties



Technology Licensing

License Calyxt's technology to others for use in their own development of specific traits for negotiated upfront and annual fees and potential royalties

Financial Models for Go-To-Market Strategies




POTENTIAL CASH PAYMENTS THROUGHOUT THE DEVELOPMENT CYCLE

Go-To-Market Strategy	Initiation	Development	Commercial
Seed Sales	--	--	Revenue from seed sales
Trait Licensing	Upfront fee based on size of opportunity	Milestone-based fees	Royalties on commercial product / value
Technology Licensing	Upfront fee based on size of opportunity	Annual fees	Royalties on commercial product / value

Prioritized Development Pipeline



NINE PROJECTS REPRESENT AN \$8.8B ADDRESSABLE MARKET

Crop	Trait	Target Commercial Planting Year ¹	Target GTM Strategy	Partner Status	Addressable Market ¹
					(\$ in millions)
Alfalfa	Improved digestibility	2021	Trait	 Prospecting	\$65
Soybean	High oleic	2021	Seed		\$760
Soybean	High oleic, low linolenic (HOLL)	2023	Seed		
Soybean	Enhanced HOLL	2026	Seed		
Wheat	High fiber	2022	Seed Trait		\$190
Hemp	Marketable yield	2023	Seed Trait		\$2,100
Hemp	Low THC for fiber, food, & therapeutics	2024	Seed Trait		
Oat	Cold tolerant, gluten-free alternative	2026	Seed Trait		\$3,600
Soybean	High saturated fat for palm alternative	2026	Seed Trait		\$2,100
Various	Improved protein profile and flavor	2027	Trait		\$8,800

We are also negotiating with potential partners with respect to specific opportunities for which development activity would only commence upon reaching an agreement.

¹ See the information on slides 26 to 31 for sources and key assumptions underlying the total addressable market and potential product revenue opportunity.

Summary of Seed & Trait Opportunity



\$2.3B REVENUE OPPORTUNITY ON AN ANNUAL BASIS AT SCALE



Winter Oats



High Saturated
Fat Soybean for
Palm Alternative



Hemp



High Oleic
Low Linolenic
Soybean



High Fiber
Wheat



Improved
Digestibility
Alfalfa

							Totals
Addressable Market	\$3.6B	\$2.1B	\$2.1B	\$760M	\$190M	\$65M	\$8.8B
Revenue Potential for Product	\$1.1B	\$420M	\$520M	\$230M	\$55M	\$19M	\$2.3B

See the information on slides 26 to 31 for sources and key assumptions underlying the total addressable market and potential product revenue opportunity.

First Trait License Agreement Secured

AGREEMENT HAS THE POTENTIAL TO GENERATE MORE THAN \$10 MILLION OF LICENSE REVENUE FROM U.S. SALES OVER LIFE OF PENDING PATENT¹

- IQ™ Alfalfa is a high-quality, improved digestibility alfalfa with a strong yield that delivers benefits to growers as well as the dairy and cattle industries.
- The collaboration identified traits for a higher value alfalfa produced on the same acre with the same inputs, putting greater profitability in the hands of the farmer.

¹ Generally 20 years from filing date of provisional patent application.



Advancement of Soybean Go-To-Market Strategy – Q3-2020 Update



Launch – Q2 2020

- ☒ Proof of concept
- ☒ Developed scalable supply chain
- ☒ Established customer demand
- ☒ Sell products resulting from crush

2020 – 2021

- ☒ Advance go-to-market
- ☒ Sell grain to processors who will market products
- ☒ Adjust soybean-related workforce
- ☒ Wind down contractual commitments

2021+

- ☐ Complete advancement
- ☐ Sell seed to processors who contract with growers
- ☐ Partner with processors on future product launches and enhancements

Third Quarter and YTD Financial Results



	Quarter Ended September 30		YTD Ended September 30	
\$ in millions except per share amounts	2020	2019	2020	2019
Revenue	\$ 5.2	\$ 3.0	\$ 9.9	\$ 3.5
Gross margin, as reported	\$ (1.8)	\$ (0.6)	\$ (6.3)	\$ (0.3)
Gross margin (%)	(35%)	(19%)	(64%)	(9%)
Gross margin, as adjusted ¹	\$ (1.3)	\$ (2.5)	\$ (3.2)	\$ (2.8)
Gross margin, as adjusted (%) ¹	(24%)	(86%)	(33%)	(81%)
Operating expenses	\$ 7.3	\$ 10.1	\$ 24.5	\$ 27.4
Net loss	\$ (9.5)	\$ (10.7)	\$ (31.4)	\$ (27.4)
Adjusted net loss ¹	\$ (9.3)	\$ (11.9)	\$ (28.3)	\$ (28.5)
Net loss per share	\$ (0.29)	\$ (0.32)	\$ (0.95)	\$ (0.84)
Adjusted net loss per share ¹	\$ (0.28)	\$ (0.36)	\$ (0.86)	\$ (0.87)
Adjusted EBITDA ¹	\$ (7.1)	\$ (8.9)	\$ (21.8)	\$ (21.2)

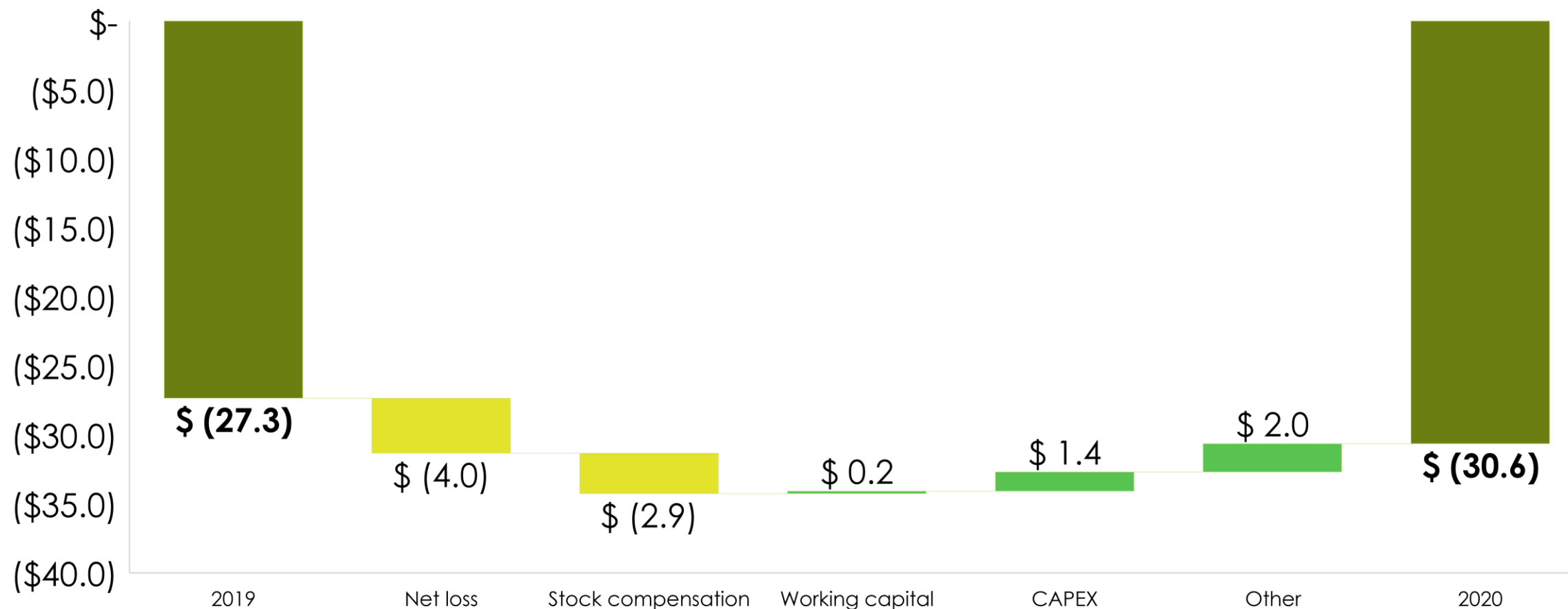
¹ Gross margin, as adjusted and adjusted net loss, net loss per share, and adjusted EBITDA are non-GAAP measures. Reconciliations are provided to gross margin, net loss, and net loss per share, the associated GAAP measures, beginning on page 32 of this presentation.

YTD Cash Usage Bridge



NET CASH USED IN THE FIRST NINE MONTHS OF 2020 INCREASED BY \$3.3 MILLION COMPARED TO THE SAME PERIOD IN 2019

\$ in Millions



As of September 30, 2020 cash, cash equivalents, restricted cash, short-term investments were \$29.4 million.

Sept 30 Trailing 12 Month Operating Expenses



DERIVED FROM 2019 FORM 10-K AND 2020 THIRD QUARTER FORM 10-Q

R&D Expenses

\$11.5M

Include the costs of performing activities to discover and develop products and advance our intellectual property, primarily employee-related costs, fees for contractors who support product development and breeding activities, expenses for trait validation, licensing, facilities, regulatory, and other costs associated with owning and operating our own laboratories.

Selling Expenses¹

\$ 9.8M

Include the costs of our business development and supply chain activities that support our go-to-market strategies, as well as historically the costs of marketing and selling our soybean products, primarily employee-related costs, travel, samples, and other internally allocated costs for facilities and IT.

G&A Expenses

\$12.7M

Include the costs of our executive, legal, intellectual property, IT, finance, facilities, and human resources functions, primarily employee-related costs, facility and IT expenses not otherwise allocated to R&D or Selling expenses, professional fees for auditing, tax and legal services, expenses associated with maintaining patents, consulting costs, and other costs of our information systems.

Other Expenses

\$0.8M

Include management fees to Collectis and, following our business model transition, costs related to restructuring our soybean product line to its new go-to market strategy.

¹ Selling expenses include selling, supply chain, and business development expenses. Historically, the majority of these expenses were for acquiring acres, selling oil and meal, and managing our supply chain. Please refer to our quarterly report on Form 10-Q filed on November 5, 2020 for a discussion of anticipated changes between revenues and costs as we execute on our streamlined business model, which we adopted in August 2020.

Long-term Operating Model



AT SCALE, TARGETS DELIVERY OF FREE CASH FLOW AND POSITIVE EBITDA MARGIN

Financial Metric

Revenue²

R&D expenses

Selling expenses³

General & administrative expenses

Future Growth Targets (CAGR)

Mid double digits

Mid single digits

Low single digits

Low single digits

Assuming a seed revenue only business model and the operating expense trajectory described on this slide, we expect to be cash breakeven at \$50M to \$60M in seed revenue. Cash from trait and technology licensing would be accretive.

¹ See the information on page 2, "Forward-Looking Statements," for factors that may impact these at-scale future growth targets, and the business model illustration.

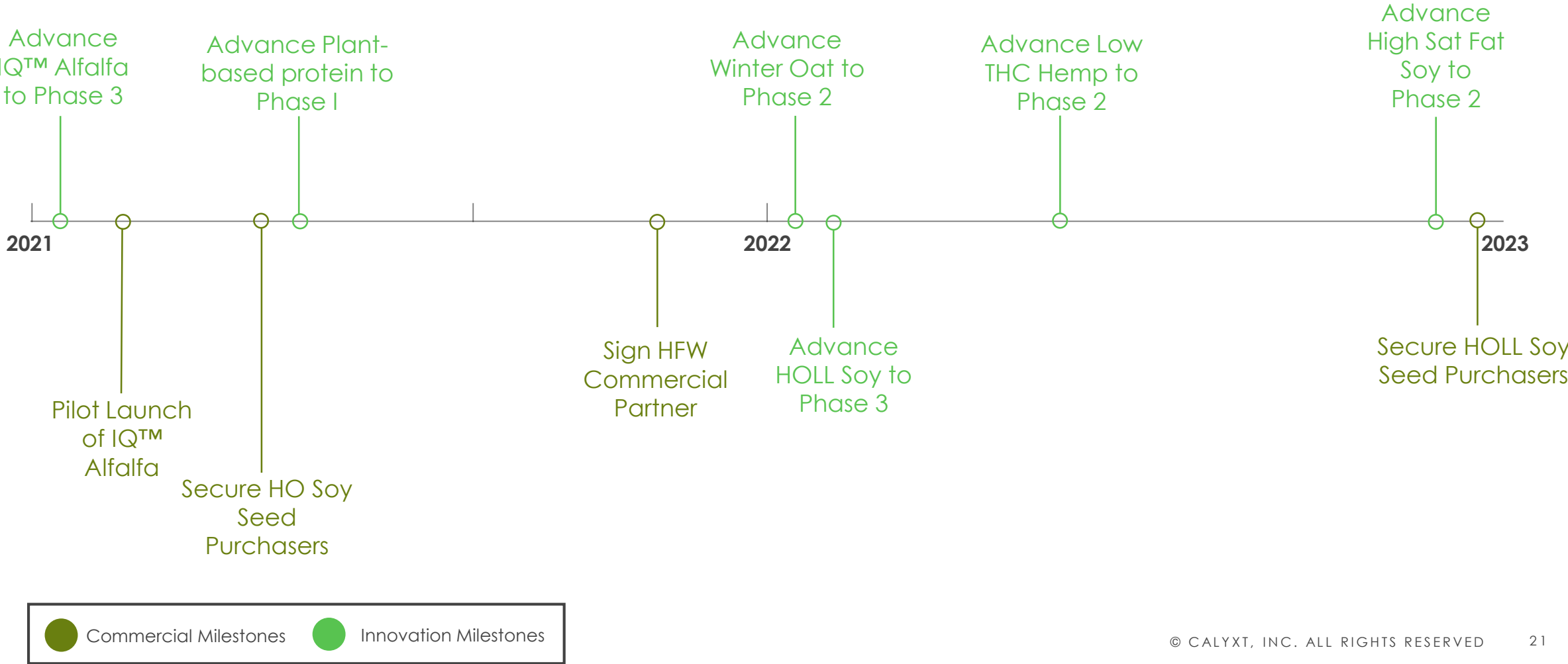
² Revenue growth targets exclude revenues associated with our soybean transition, as those revenues are expected to increase from 2020 to 2021 and then decline to zero in 2022.

³ In 2021 and 2022 selling expenses, which include business development, are expected to decline as a result of the staffing adjustments made as part of the decision to advance our soybean products to a seed go-to-market strategy.

2021+ Business Milestone Targets



GOAL: UNDERPIN ROAD MAP TO SUCCESS OVER THE NEXT 3 YEARS



Investment Highlights

- Differentiated gene-editing platform (TALEN) - proven, precise, fast, non-transgenic path to market
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- Pipeline that targets critical industry dynamics including consumer demand for specialty ingredients, technologies that help growers access new high-value markets, and technologies that help meeting society's sustainability targets
- Total addressable market of \$8.8 billion across projects in development¹

¹ See the information on slides 26 to 31 for sources and key assumptions underlying the total addressable market and potential product revenue opportunity.



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Calyxt, Inc. NASDAQ: CLXT

Share price	\$3.33
Market cap	\$123.2M
Shares outstanding	37.0M
Public float	13.8M
Insider holdings	72.4%

As of November 2, 2020

This chart includes information that was publicly disclosed as of the dates above and is not being updated as of the date of this presentation.

Capital Markets Summary



CLXT

NASDAQ Listed

Shares Outstanding: **33,243,161¹**

Options/Warrants: **5,581,307¹**

Sector: **Agricultural
Technology**

Year-End: **December 31**

Sell-Side Analyst Coverage

Canaccord Genuity

Goldman Sachs

Jefferies

Ladenburg Thalmann

National Securities

Wells Fargo Securities

Bobby Burleson

Adam Samuelson

Laurence Alexander

Robert Leboyer

Ben Klieve

John Baumgartner

News Releases

- Calyxt Announces Collaboration with NRGene® to Advance its Product Pipeline - **November 11, 2020**
- Calyxt Reports Third Quarter 2020 Financial Results - **November 5, 2020**
- Calyxt Announces Commercial Agreement with S&W Seed Company to Deliver Improved Quality Alfalfa - **October 29, 2020**
- Calyxt Announces \$15 Million Registered Direct Offering - **October 16, 2020**
- Calyxt Appoints Sarah Reiter as Vice President of Business Development – **October 14, 2020**
- Reports Q2 2020 Financial Results - **August 5, 2020**

Upcoming Events

- Canaccord Genuity AgriFood Tech Innovation Virtual Forum – **December 3, 2020**
- Roth Deer Valley Consumer Conference - **December 10, 2020**
- LD Micro Main Event 2020 - **December 14-15, 2020**

¹ As of September 30, 2020

Note: Calyxt, Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding Calyxt, Inc.'s performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of Calyxt, Inc. or its management. Calyxt, Inc. does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations. The above table also includes information that was publicly disclosed as of the dates above and is not being updated as of the date of this presentation.

APPENDIX

Winter Oats



¹ Source: USDA estimated for US and Canada (4 million acres).

² Source: Management estimate of total acres required for high-quality feed based on USDA and Eurostate estimates of total US and EU swine population, management estimates of 7 lbs. per day of daily hog feed with 25% oat content and estimate of 65 bushels per acre (50 million acres).

³ Source: USDA and Eurostate estimate of planted soybean and corn acres (177 million acres).

⁴ Source: Management estimates based on market survey.

High Saturated Fat Soybean for Palm Alternative



ADDRESSABLE MARKET AND PRODUCT REVENUE OPPORTUNITY

Addressable Market in Acres		Addressable Market (Acres x Oil Price)	Revenue Potential for Product
US, Brazil, Argentina Palm Oil Imports ¹	Metric Tons Per Soybean Acre ²	Oil Trait Value Per Acre ²	Potential Capture of Market for Product
6.3 Metric Tons	.23	\$78	20%
= 26.9 Million Total Acres		= \$2.1 Billion Addressable Market	= \$420 Million Potential Revenue

¹ Source: USDA (US and Brazil) and Tridge (Argentina).

² Source: Management estimate.

³ Source: U.S. Soybean Export Council (yield) and management estimates of oil premium (above oil base price) from high saturated fat.

Hemp



ADDRESSABLE MARKET AND PRODUCT REVENUE OPPORTUNITY

Addressable Market in Acres			Addressable Market (Acres x Price Per)	Revenue Potential for Product				
CBD Acres ¹	+	Protein Acres ²	+	Fiber Acres ³	×	Price Per Acre ⁴	×	Potential Capture of Market for Product
500K		1 Million		6.7 Million		\$105 - \$1,260		25%
= 8.2 Million Total Acres			= \$2.1 Billion Addressable Market		= \$520 Million Potential Revenue			

¹ Source: Hemp Industry Daily estimated planted acres of hemp in the U.S.

² Source: USDA estimated plant-based protein chickpea planted acres in the US and Canada.

³ Source: USDA (Brazil, Egypt, Pakistan), Brazilian Assn. Of Cotton Producers (Brazil), ISAAA (Kenya), and Corron: Review of World Situation (South Africa); Management estimated replacement of 1/3 of planted cotton acres in these geographies.

⁴ Source: Management estimates based on market survey; \$1,260 / acre (CBD).

High Oleic Low Linolenic Soybean

ADDRESSABLE MARKET AND PRODUCT REVENUE OPPORTUNITY

Addressable Market in Acres				Addressable Market (Acres x Value Created)	Revenue Potential for Product
70% of U.S. Premium Oils Demand ¹	Pounds Per Bushel ²	Number of Bushels	Bushels Per Acre ²	Total Value Created Per Acre ⁴	Potential Capture of Market for Product
÷	=	÷	×	×	
10.5 Million Lbs	11	955 Million	47	\$38	30%
= 20.1 Million Total Acres for Production				= \$760 Million Addressable Market	= \$230 Million Potential Revenue

¹ Source: USDA, Economic Research Service, Fats and Oils Yearbook, March 2019.

² Source: United Soybean Board.

³ USDA 2019 Yield average.

⁴ Source: Management estimates of total value created per acre allocated to trait developer and seed company, assuming 33.3% net premium to grower.

High Fiber Wheat



ADDRESSABLE MARKET AND PRODUCT REVENUE OPPORTUNITY

Addressable Market in Acres		Addressable Market (Acres x Seed Sales)	Revenue Potential for Product
U.S. Winter and Spring Wheat Acres ¹	×	High Fiber Share ²	×
24.1 Million		30%	
		×	
		Seed Price Per Acre ³	×
		\$26	
= 7.2 Million Total Acres		= \$190 Million Addressable Market	Potential Capture of Market for Product
			30%
			= \$55 Million Potential Revenue

¹ Source: USDA long-term 2030 projection of 45 million total US wheat acres and USDA 5-year historical average winter wheat and spring wheat proportions. Management estimates of share retained for domestic.

² Source: Management estimates for use and allocation to food production applications.

³ Source: Management estimates based on survey of base seed pricing and projected trait premium.

Alfalfa



ADDRESSABLE MARKET AND PRODUCT REVENUE OPPORTUNITY

Addressable Market in Acres		Addressable Market (Acres x Seed Sales)		Revenue Potential for Product
U.S. Annual Planted Acres ¹	Improved Quality Share of Acres ²	Acres Per 50lb Bag ³	Seed Price Per Bag ²	Potential Capture of Market for Product
2.5 Million	30%	2.78 ³	\$200-\$250	30%
= 750 Thousand Total Acres		= \$65 Million Addressable Market		= \$19 Million Potential Revenue

¹ Source: 2019 National Forage Review, Progressive Forage.

² Source: Management estimates based on market survey; Management estimate of projected trait premium.

³ Source: Typical seed rate, management estimate based on market survey.

Use of Non-GAAP Financial Information



To supplement our audited financial results prepared in accordance with GAAP, we have prepared certain non-GAAP measures that include or exclude special items. These non-GAAP measures are not meant to be considered in isolation or as a substitute for financial information presented in accordance with GAAP and should be viewed as supplemental and in addition to our financial information presented in accordance with GAAP. Investors are cautioned that there are material limitations associated with the use of non-GAAP financial measures. In addition, other companies may report similarly titled measures, but calculate them differently, which reduces their usefulness as a comparative measure. Management utilizes these non-GAAP metrics as performance measures in evaluating and making operational decisions regarding our business.

We present gross margin, as adjusted, a non-GAAP measure that includes the effects of grain costs expensed as R&D in a prior period, excludes the effects of commodity derivatives entered into to hedge the change in value of fixed price grain inventories and fixed price Forward Purchase Contracts as the expected impact from these contracts will be fully offset when the underlying grain is sold, and excludes the impact of any net realizable value adjustments to inventories occurring in the period, which would otherwise have been recorded as an adjustment to value in a prior period or would have been recorded in a future period as the underlying products are sold.

We present adjusted net loss, a non-GAAP measure, and define it as net loss including the effects of grain costs expensed as R&D in a prior period, and excluding the effects of commodity derivatives entered into to hedge the change in value of fixed price grain inventories and fixed price Forward Purchase Contracts as the expected impact from these contracts will be fully offset when the underlying grain is sold, any net realizable value adjustments to inventories occurring in the period, which would otherwise have been recorded as an adjustment to value in a prior period or would have been recorded in a future period as the underlying products are sold, Section 16 officer transition expenses, R&D payroll tax credits that are no longer realizable, restructuring costs, and the recapture of non-cash stock compensation expense from the forfeiture and modification of unvested stock awards associated with staffing adjustments made as part of the advancement of our soybean business model.

We present adjusted net loss per share, a non-GAAP measure, and define it as net loss per share including the effects of grain costs expensed as R&D in a prior period, and excluding the effects of commodity derivatives entered into to hedge the change in value of fixed price grain inventories and fixed price Forward Purchase Contracts as the expected impact from these contracts will be fully offset when the underlying grain is sold, any net realizable value adjustments to inventories occurring in the period, which would otherwise have been recorded as an adjustment to value in a prior period or would have been recorded in a future period as the underlying products are sold, Section 16 officer transition expenses, R&D payroll tax credits that are no longer realizable, restructuring costs, and the recapture of non-cash stock compensation expense from the forfeiture and modification of unvested stock awards associated with staffing adjustments made as part of the advancement of our soybean business model.

We present adjusted EBITDA, a non-GAAP measure, and define it as net loss excluding interest, net, income tax expense, depreciation and amortization expenses, stock-based compensation expenses, the effects of commodity derivatives entered into to hedge the change in value of fixed price grain inventories and fixed price Forward Purchase Contracts as the expected impact from these contracts will be fully offset when the underlying grain is sold, any net realizable value adjustments to inventories occurring in the period, which would otherwise have been recorded as an adjustment to value in a prior period or would have been recorded in a future period as the underlying products are sold, Section 16 officer transition expenses, R&D payroll tax credits that are no longer realizable, restructuring costs; and including the effects of grain costs expensed as R&D in a prior period.

Gross Margin: GAAP to Non-GAAP Reconciliations



	Three Months Ended September 30		Nine Months Ended September 30	
\$ in thousands	2020	2019	2020	2019
Gross margin (GAAP measure)	\$ (1,819)	\$ (561)	\$ (6,340)	\$ (332)
Gross margin percentage	(35%)	(19%)	(64%)	(9%)
Non-GAAP adjustments:				
Grain costs expensed as R&D	—	(2,814)	—	(3,349)
Mark to market loss	1,107	—	1,107	—
Net realizable value adjustment to inventories	(555)	832	2,000	832
Gross margin, as adjusted	\$ (1,267)	\$ (2,543)	\$ (3,233)	\$ (2,849)
Gross margin percentage, as adjusted	(24%)	(86%)	(33%)	(81%)

We provide in the table above a reconciliation of gross margin, as adjusted, to gross margin, which is the most directly comparable GAAP financial measure. We provide gross margin, as adjusted because we believe that this non-GAAP financial metric provides investors with useful supplemental information at this stage of commercialization as the amounts being adjusted affect the period-to-period comparability of our gross margins and financial performance.

Net Loss: GAAP to Non-GAAP Reconciliations



\$ in thousands	Three Months Ended September 30		Nine Months Ended September 30	
	2020	2019	2020	2019
Net loss (GAAP measure)	\$ (9,476)	\$ (10,669)	\$ (31,441)	\$ (27,447)
Non-GAAP adjustments:				
Grain costs expensed as R&D	—	(2,814)	—	(3,349)
Mark to market loss	1,107	—	1,107	—
Net realizable value adjustment to inventories	(555)	832	2,000	832
Section 16 officer transition expenses	56	193	493	1,052
R&D payroll tax credit	—	536	—	410
Restructuring costs	436	—	436	—
Recapture of non-cash stock compensation	(906)	—	(906)	—
Adjusted net loss	\$ (9,338)	\$ (11,922)	\$ (28,311)	\$ (28,502)

We provide in the table above a reconciliation of net loss, as adjusted, to net loss, which is the most directly comparable GAAP financial measure. We provide net loss, as adjusted because we believe that this non-GAAP financial metric provides investors with useful supplemental information at this stage of commercialization as the amounts being adjusted affect the period-to-period comparability of our net losses and financial performance.

Net Loss Per Share: GAAP to Non-GAAP Reconciliations



	Three Months Ended September 30		Nine Months Ended September 30	
\$ in thousands	2020	2019	2020	2019
Net loss per share (GAAP measure)	\$ (0.29)	\$ (0.32)	\$ (0.95)	\$ (0.84)
Non-GAAP adjustments:				
Grain costs expensed as R&D	—	(0.09)	—	(0.10)
Mark to market loss	0.03	—	0.03	—
Net realizable value adjustment to inventories	(0.01)	0.03	0.06	0.03
Section 16 officer transition expenses	0.01	0.01	0.02	0.03
R&D payroll tax credit	—	0.01	—	0.01
Restructuring costs	0.01	—	0.01	—
Recapture of non-cash stock compensation	(0.03)	—	(0.03)	—
Net loss per share, as adjusted	\$ (0.28)	\$ (0.36)	\$ (0.86)	\$ (0.87)

We provide in the table above a reconciliation of net loss per share, as adjusted, to net loss per share, which is the most directly comparable GAAP financial measure. We provide net loss per share, as adjusted because we believe that this non-GAAP financial metric provides investors with useful supplemental information at this stage of commercialization as the amounts being adjusted affect the period-to-period comparability of our net losses per share and financial performance.

Net Loss to Adjusted EBITDA: Non-GAAP Reconciliations



Three Months Ended September 30

Nine Months Ended September 30

\$ in thousands

2020

2019

2020

2019

Net loss (GAAP measure)	\$	(9,476)	\$	(10,669)	\$	(31,441)	\$	(27,447)
Non-GAAP adjustments:								
Interest, net		324		(32)		568		(296)
Income tax expense		—		—		—		—
Depreciation and amortization expenses		468		362		1,372		1,051
Stock-based compensation expenses		570		2,705		3,638		6,565
Grain costs expensed as R&D		—		(2,814)		—		(3,349)
Market to market loss		1,107		—		1,107		—
Net realizable value adjustment to inventories		(555)		832		2,000		832
Section 16 officer transition expenses		56		193		493		1,052
Research and development payroll tax credit		—		536		—		410
Restructuring costs		436		—		436		—
Adjusted EBITDA	\$	(7,070)	\$	(8,887)	\$	(21,827)	\$	(21,182)

We provide in the table above a reconciliation of adjusted EBITDA to net loss, which is the most directly comparable GAAP financial measure. Because adjusted EBITDA excludes non-cash items and discrete or infrequently occurring items, we believe that adjusted EBITDA provides investors with useful supplemental information about the operational performance of our business and facilitates comparison of our financial results between periods where certain items may vary significantly independent of our business performance.