

LANDEC

Investors Presentation
October 21, 2011

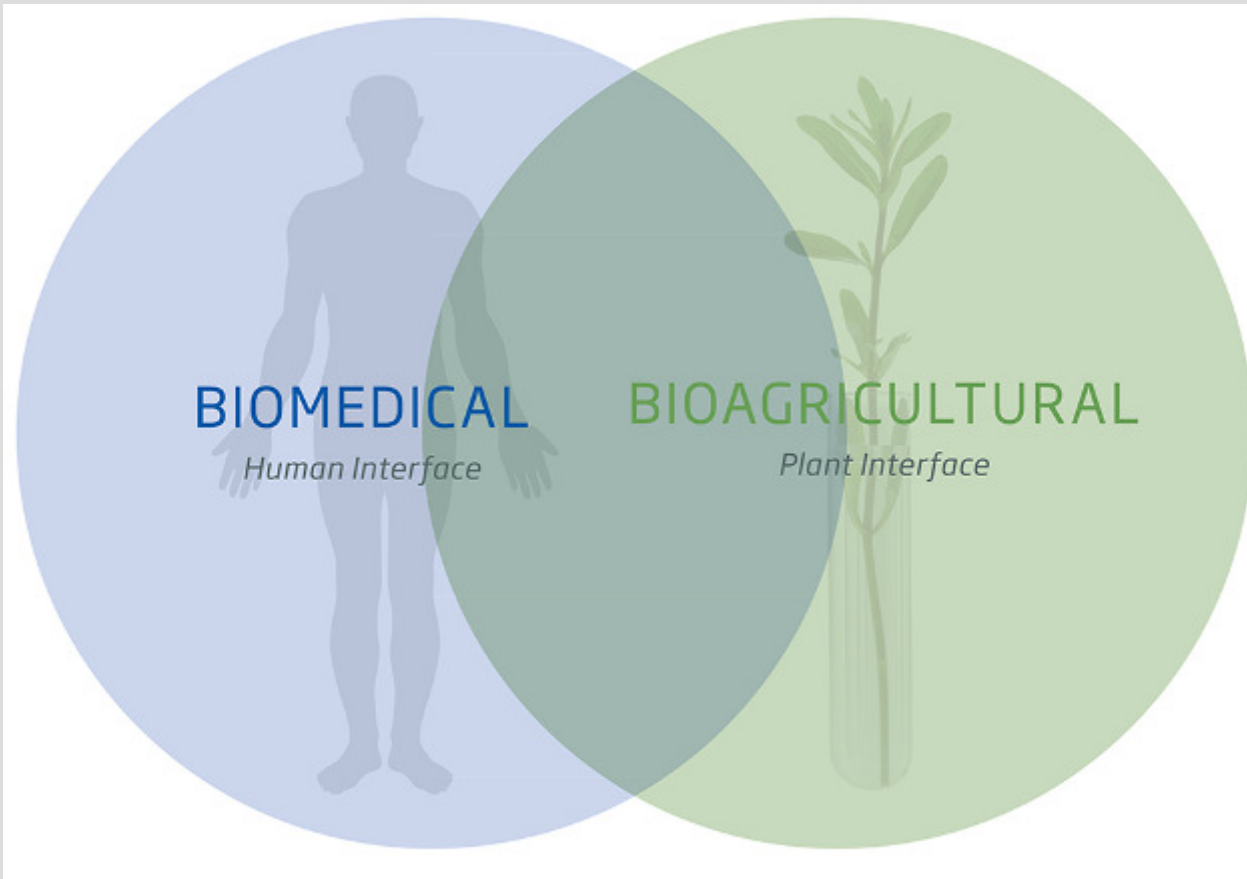


Disclaimer

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 Corporation Polymer Materials



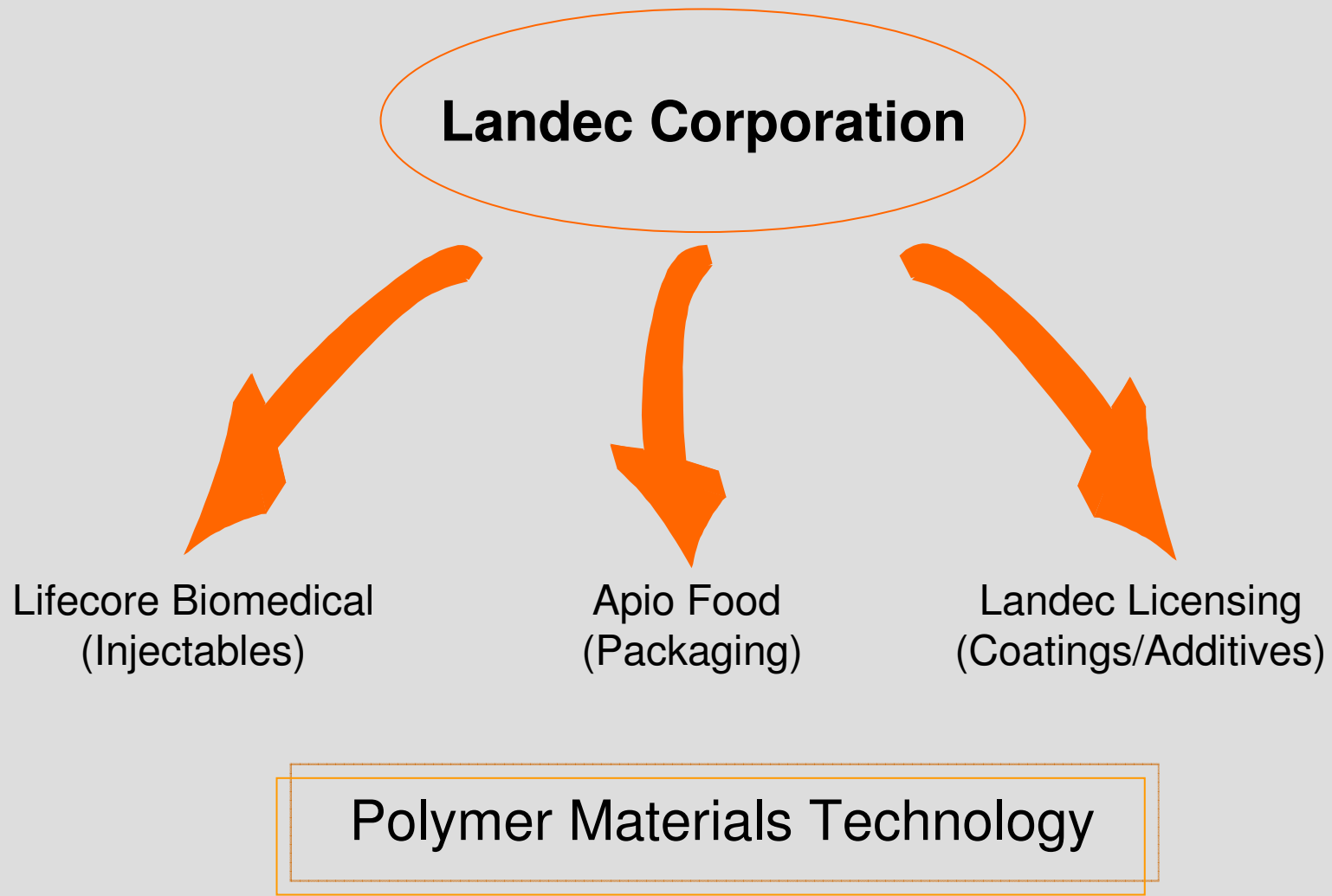
Lifecore Biomedical Products
Personal Care Additives

Apio Food Packaging & Processing
Seed Coatings

Landec Background

- FY2011 revenues of \$277 million
- Generated \$14.5 million in cash flow from operations in FY11
- Profitable since 2003
- Strong balance sheet with over \$35 million in cash and \$55 million of working capital
- Over \$200 million in total assets
- 255 employees
- 54 patents issued or pending

I. Landec's Business Focus



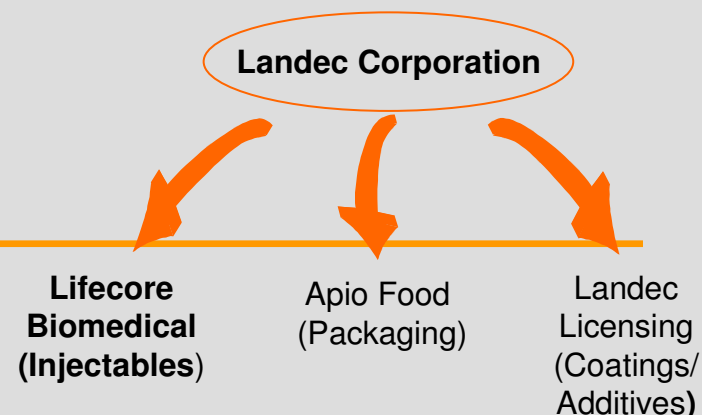
Lifecore Biomedical

- Chaska, Minnesota
- 112,000 sq. ft. pharma grade facility
- A leader in supply of premium, fermented HA to ophthalmology/orthopedic markets

About Lifecore Biomedical

- Positioned in premium price biomaterials
- High gross margins with EBITDA margins of 30%
- Good growth prospects
- Diversification for Landec shareholders
- Platform for launching and manufacturing future medical products

In FY11, grew EBITDA from \$2.9mm to \$9.9mm



Lifecore Biomedical



Pharma Grade Manufacturing/Processing
112,000 sq. ft. of facilities



Fermentation



Sterile Filling



Pharma Grade Quality

Lifecore (HA) Applications



Current Products

Ophthalmology

- Ophthalmic Visco Device (cataract surgery)

Orthopedics

- Injectable Orthopedic Viscosupplement
- Delivery Vehicle for De-mineralized Bone

Veterinary

- Orthopedic Viscosupplement



Landec Corporation

Landec's Apio Value Added Food Products

Lifecore
Biomedical
(Injectables)

**Apio Food
(Packaging)**

Landec
Licensing
(Coatings/
Additives)



Example Customers

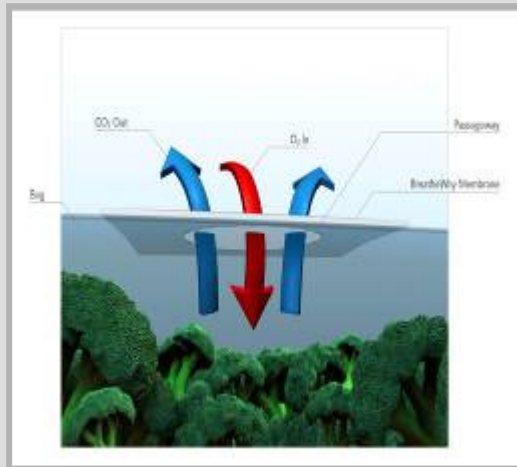
Costco
Sam's
Trader Joe's
Publix
Loblaws
Vons
SuperValu

Sold to Retail Grocery Chains and Club Stores

BreatheWay® Food Packaging



BreatheWay® Membranes Fresh produce packaging



Benefits:

- Extends shelf life
- Minimizes waste
- Removes need for ice during distribution

O₂ and CO₂ transmission through packaging are independently tuned to match metabolic needs of respiring produce, including variation in these needs with temperature

Food Packaging (con't)



Eat Smart® ClearlyFresh bag sold by Apio, Inc.



Chiquita To Go™ Bananas

Licensing: Seed Coatings & Crop Protection

Landec Corporation

Lifecore
Biomedical
(Injectables)

Apio Food
(Packaging)

**Landec
Licensing
(Coatings/
Additives)**



- Soil/foliar applications
- Seed coatings

Delivery of insecticides/fungicides/nutrients
controlled by Landec technology

- Increased yields
- Reduced number of chemical applications
- Improved environment (safety)

Seed Treatments Now \$1.5 billion market

Licensing: Personal Care Additives



Air Products Partnership
\$2.5mm upfront license fees
40% of gross profit to Landec

- Ingredients in over 50 cosmetic products
- Skin creams and lotions
- Unique properties including:
 - Viscosity modification
 - Sensory benefits
 - Deposition
- Future applications:
 - Hair care
 - Color cosmetics
 - Lipsticks

Licensing: Nitta Corporation

Temperature Activated Adhesives



- High tack, easy removal with heat or cool
- Royalty to Landec

Fiscal FY11 (May year-end) Update

- \$277mm in sales, EPS of \$0.33/share*
- Fresh-cut produce industry category returning to positive growth
- Lifecore Biomedical exceeded its plan for FY11 with \$9.9 million of EBITDA (up from \$2.9mm)
- Licensing partners progressing
 - Air Products - Landec materials in over 50 products
 - Chiquita – Launch of avocados; continued roll-out of bananas; 5 year extension
 - Windset - Cucumbers launched using our BreatheWay technology
- M&A search underway – in biomaterials space

*Before non recurring goodwill write-off

II. Growth Drivers in Next 36 Months: New Products, Customers, Applications and Partners



Injectables



Packaging



Coatings



Additives

Growth Drivers: Injectables with Lifecore's HA



- Over 6 million cataract surgeries/year with growth coming from aging population
- More \$ going into joint pain therapy
- Need for aseptic sterile filling of highly viscous materials

Growth Drivers: Food Packaging -- Avocados

Chiquita's Fresh & Ready™ Avocados



Early Results

- Lower retailer “shrink”
- Double digit sales increases

New Targets

- Tropical fruit
- Berries
- Tomatoes
- Veggie snacks

Fastest growing produce category – \$1 billion/year

III. Landec -- Strategic Initiatives

- Diversify outside of Food Business
Leveraging polymer chemistry capability
 - Lifecore acquisition May 2010
 - New M&A search
- Diversify within Food Business
Capitalizing on existing customer base and market share position
 - Windset Farms investment
 - New products in development





Newest Investment - February 2011

\$15 million for 20.1% equity interest





Windset Farms

Rationale

- ✓ Profitable company
- ✓ Leader in hydroponic, greenhouse grown produce
- ✓ Building 64 acres of state-of-the-art greenhouses in Santa Maria, California (first phase); 220 acres in total
- ✓ Minimizes weather-related risk for greenhouse grown products
- ✓ Expands use of our BreatheWay packaging technology
- ✓ Landec recognizes 20% of quarterly fair value appreciation
- ✓ Landec receives 7.5% annual dividend on \$15 million preferred investment



Santa Maria Project Update

October 2011



GH1 – End gable, Side gable & Interior Wall Glazing
Completed



Milestones Ahead

- Continued investment in high margin businesses
- Continued expansion of Chiquita avocado roll-out using BreatheWay technology
- Add major new customers at Lifecore Biomedical
- Start commercial sales of Windset Farms produce from California project by calendar year-end 2011
- Possibly, one new licensing partnership

Applications of Our Technology



Eat Smart®
Value-Added Produce



Lifecore® Orthopedic Hyaluronan



Chiquita® Fresh &
Ready® Avocados



Lifecore
Ophthalmic
Hyaluronan



Intelimer®
Personal
Care
Additives



Intellicoat®
Pollinator Plus®
Seed Coatings



Apio Clearly
Fresh® Bags

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