



July 26, 2016

Marrone Bio Innovations Receives Registration for Grandevo and Venerate Bioinsecticides in Mexico

DAVIS, Calif.--(BUSINESS WIRE)-- Marrone Bio Innovations, Inc. (NASDAQ:MBII) (MBI), a leading provider of effective and environmentally responsible pest management and plant health products, announced today that Mexico regulatory authorities have approved for sale both of the company's bioinsecticides, GRANDEVO® and VENERATE®.

GRANDEVO and VENERATE are advanced broad-spectrum bioinsecticides that offer protection against chewing and sucking insects and mites including thrips, whiteflies, Asian citrus psyllid, armyworms and other pest caterpillars, Lygus bug, mealybugs, and soil-inhabiting pests. The active ingredients in GRANDEVO and VENERATE bioinsecticides are different, novel species of non-living bacteria that produce insecticidal compounds during the fermentation manufacturing process.

Mexico is a major producer and exporter of fruits and vegetables, with exports to the U.S. alone totaling US\$19.3 billion in 2013-15 according to the USDA Economic Research Service. Mexican growers of exported produce must meet the increasing demands of consumers, retailer preferences and government restrictions on chemical and pesticide residues.

Official field studies performed in Mexico, as well as in other parts of the world, show both GRANDEVO and VENERATE have equivalent or better performance to chemical pesticides on certain pest species. Both products have unique and complex modes of action that provide growers with a much needed component in their programs to control mounting insect resistance to existing products. And, both GRANDEVO and VENERATE provide operational flexibility, with minimum re-entry intervals and no pre-harvest interval, allowing crops to be harvested soon after application. Both products are exempt from the requirement of a food tolerance, and therefore provide an effective solution for late season pest control on exported crops that are subject to maximum residue levels.

Dr. Pam Marrone, Founder and Chief Executive Officer of Marrone Bio Innovations, commented, "Mexico is a key market for MBI, as Mexico is a major agricultural producer of fresh fruits and vegetables, with much of its production destined for U.S. and Canadian markets. We believe the pesticide residue tolerance exempt status of both GRANDEVO and VENERATE will help facilitate the movement of produce both ways across the U.S. and Mexican border, as well as into other markets that have strict limits on pesticide residues."

Julie Versman, Senior Director of International Business, added, "Both GRANDEVO and VENERATE will provide Mexican growers with effective, reduced-risk pest management tools. Mexican regulatory agencies have designated both MBI insecticides with 'green band' status, meaning the products present minimal health risks to farm workers and food processors and, due to their worker safety, can be sprayed with minimal pre-harvest and re-entry intervals."

GRANDEVO and VENERATE are registered in Mexico for use on 1) Solanaceous crops, such as tomato, pepper, chili, eggplant and potato for thrips, beet armyworm and both nymphs and adults of potato psylla, 2) Berry crops, such as strawberry, raspberry and blackberry for red mites and two-spotted spider mites, and 3) Cole crops, such as broccoli, cabbage, cauliflower and brussels sprouts for diamond-back moth. With 2016 field trials in Mexico on citrus and Asian citrus psyllid completed, efforts are now underway to expand the label to include Asian citrus psyllid control on citrus. Both products are compliant with the National Organic Program (NOP) and listed by the Organic Materials Review Institute (OMRI).

For additional information and distribution inquiries, please contact Senior Director of International Business, Julie Versman at info@marronebio.com or visit <http://marronebioinnovations.com/index.php>.

About Marrone Bio Innovations

Smart. Natural. Solutions.

Marrone Bio Innovations, Inc. (NASDAQ: MBII) strives to lead the movement to a more sustainable world through the discovery, development and promotion of biological products for pest management and plant health. Our effective and environmentally responsible solutions help customers operate more sustainably while controlling pests, improving plant

health, and increasing crop yields. We have four products for agriculture on the market (Regalia[®], Grandevo[®], Venerate[®] and Majestene[®]), and also distribute Bio-tam 2.0[®] for Isagro USA in the western U.S. MBI also markets Zequanox[®] for invasive mussels for water markets. We also have a proprietary discovery process, a rapid development platform, and a robust pipeline of pest management and plant health product candidates. At Marrone Bio Innovations we are dedicated to pioneering better biopesticides that support a better tomorrow for users around the globe. For more information, please visit www.marronebio.com.

Marrone Bio Innovations Forward Looking Statements

This press release 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 MBI's views as of any subsequent date. Examples of such statements include statements regarding sales of the Company's products, including GRANDEVO and VENERATE, in Mexico and other markets, the potential benefits of the Company's products, and MBI's efforts with respect to expansion of its product labels. Such forward-looking statements are based on information available to the Company as of the date of this release 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 consumer, regulatory and other factors affecting demand for the Company's products, any difficulty in marketing MBI's products in Mexico, competition in the market for pest management products, lack of understanding of bio-based pest management products by customers and growers, and adverse decisions by regulatory agencies and other relevant third parties. Additional information that could lead to material changes in MBI's performance is contained in its filings with the SEC. MBI is under no obligation to, and expressly disclaims any responsibility to, update or alter forward-looking statements contained in this release, whether as a result of new information, future events or otherwise.

View source version on [businesswire.com](http://www.businesswire.com): <http://www.businesswire.com/news/home/20160726005565/en/>

Marrone Bio Innovations:

Nancy M. Hood, +1 530-302-8290

VP Marketing

nhood@marronebio.com

or

MBI Investors:

James Palczynski, +1 203-682-8229

ICR

James.Palczynski@icrinc.com

Source: Marrone Bio Innovations, Inc.

News Provided by Acquire Media