



NYSE: AVD

2024 Annual Stockholder Meeting

June 6, 2024

Safe Harbor Statement



The Company, from time to time, may discuss forward-looking information. Except for the historical information contained in this release, all forward-looking statements are estimates by the Company's management and are subject to various risks and uncertainties that may cause results to differ from management's current expectations.

Such factors include weather conditions, changes in regulatory policy and other risks as detailed from time-to-time in the Company's SEC reports and filings. All forward-looking statements, if any, in this release represent the Company's judgment as of the date of this release.



Building Long-Term Value

Initiatives to Drive Double Digit EBITDA Growth



Core Project Pipeline

- American Vanguard maintains a diverse portfolio of profitable products.
- No single product accounts for more than 15% of EBITDA or sales.
- Additional opportunities emerge frequently, and we expect to introduce 1 – 3 new products every year.

Green Solutions

- AMVAC's Green Solutions portfolio is expected to grow twice as fast as the industry average in 2024.
- A vast portfolio of projects across multiple geographies.
- Equal representation of biostimulants, biocontrols and biofertilizers.
- State-of-the-art facilities, to ensure long-term growth.

Precision Ag

- Precision ag continues to make progress. An expanded relationship with a Tier-1 equipment manufacturer may accelerate the deployment of SIMPAS.

Business Transformation

- Digital and Business transformation are expected to drive adjusted EBITDA margins from approximately 10% to 15%.
- Enhanced data should allow the company to lower our raw material costs, maximize margins and react more quickly to increases or decreases in demand.

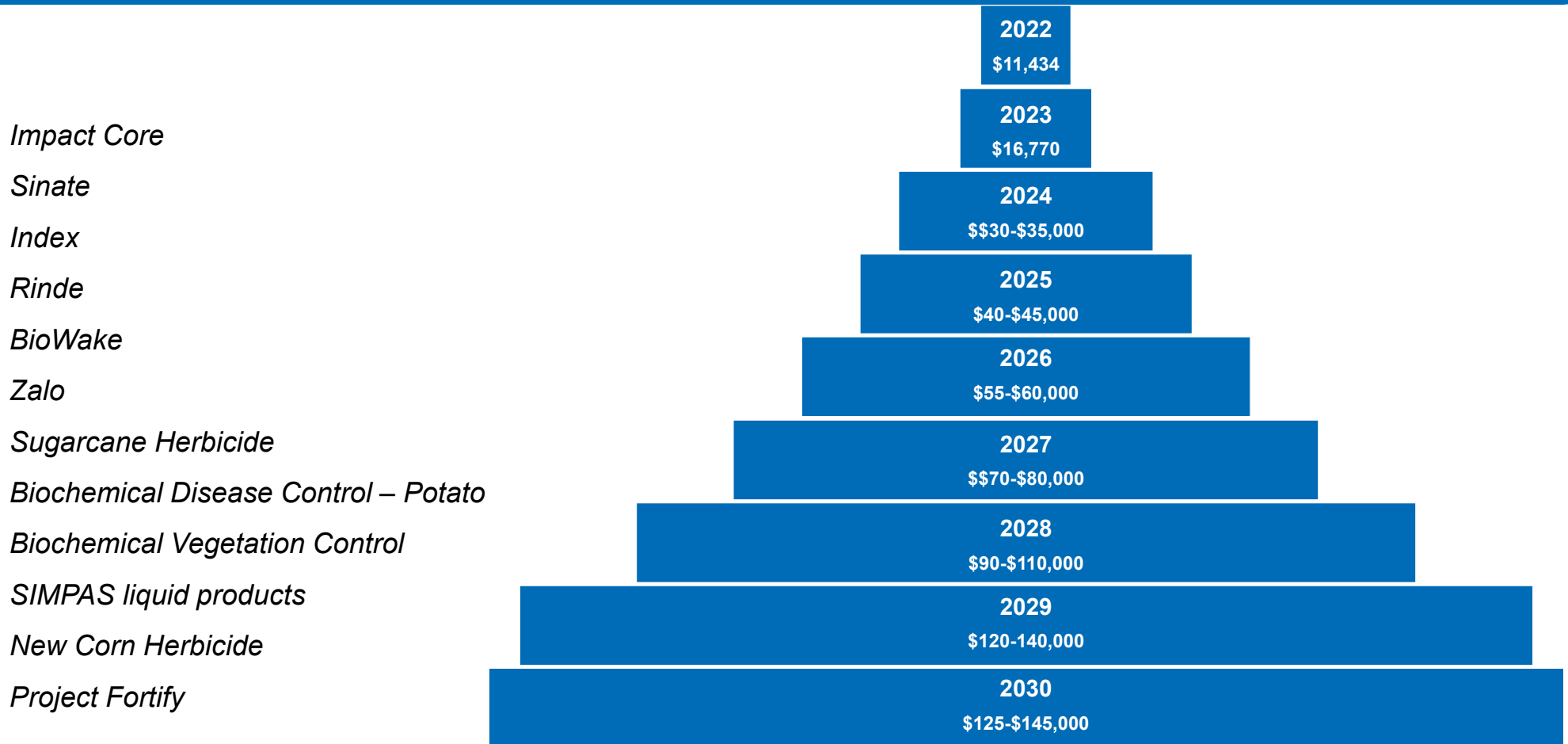


Innovation Review Committee Project Pipeline

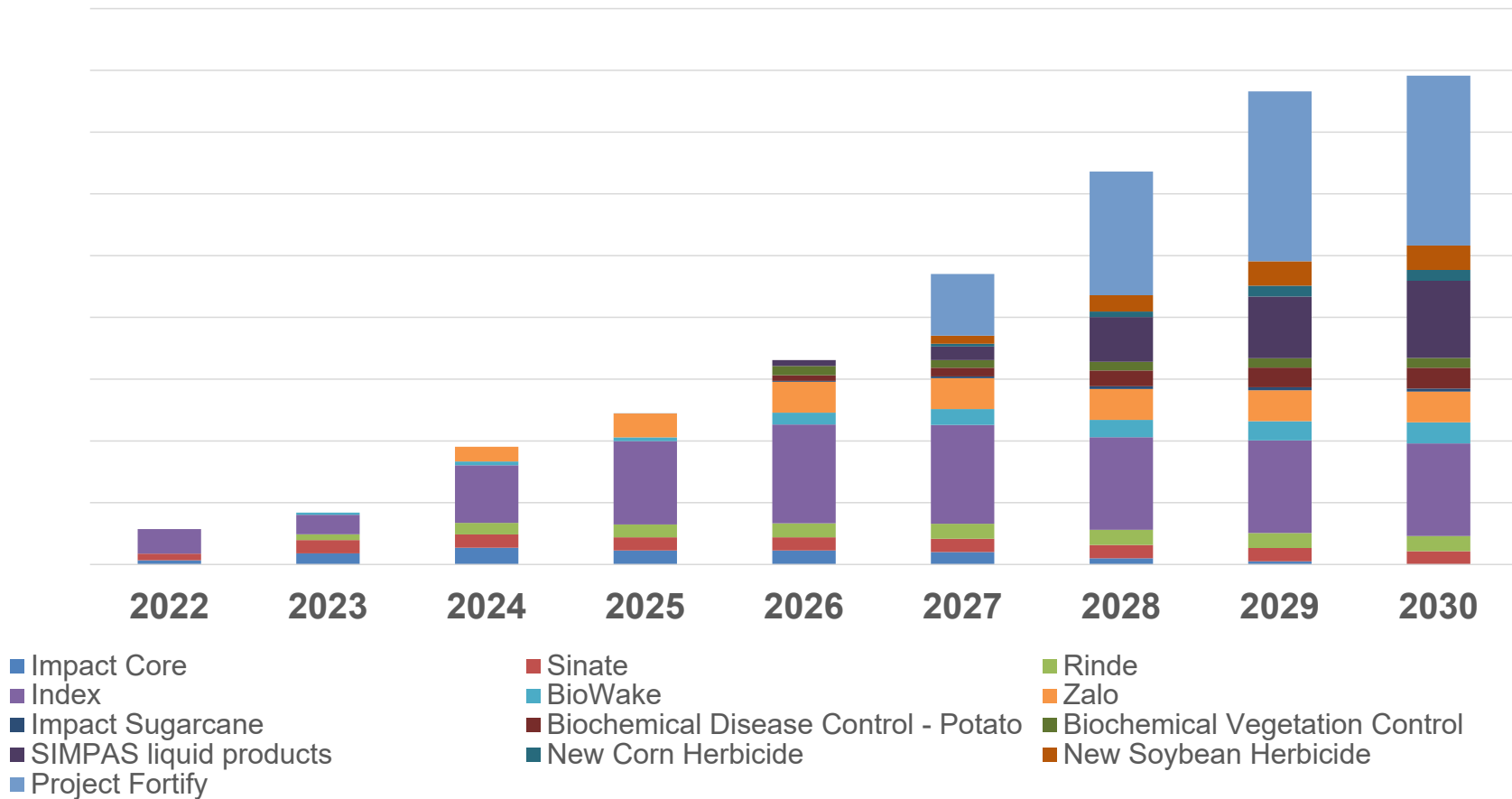
- American Vanguard maintains a diverse portfolio of products, with no single product accounting for more than 15% of EBITDA or sales.
- In addition to a strong core business, the company continually seeks to introduce new products.
- As we invest a significant amount of capital in R&D and are constantly surveying the acquisition landscape, we are plan to launch one to three IRC/homegrown products annually over the next three years.

\$125-\$145 Million Incremental Revenue

relative to 2021, from new products by the end of the decade



Project Pipeline





GreenSolutions™

from **American Vanguard**

AMVAC®
An American Vanguard Company

Biorational Top Brands

Specialty Nutrition

Biofertilizers

**iNvigo[®]rate[®]
Plus**

HumiPlant*
HYT-M (India)
Invicto HS*
Delta Micro*

Biostimulants

 **BioWake™**

B Sure®

UpLift®

Terramar*
MayaMagic
SeaMaxx
Seacrop

Biopesticides

 **BioWake**
PRIME

**ECOZIN[®]
PLUS**

smartblock
POTATO SPROUT INHIBITOR

Galaxy*
Timorex*
Botaniguard*
Mycotrol*
AgriOil*
Cronox*

Other

Photon*
Bacsun*
Protector*
Sombra*
Surround*
DewDrop*

Micronutrients/Macronutrients

 **Greenplants®**

Microstar*
Verno*

Structure in accordance with Dunham Trimmer classification of biological products

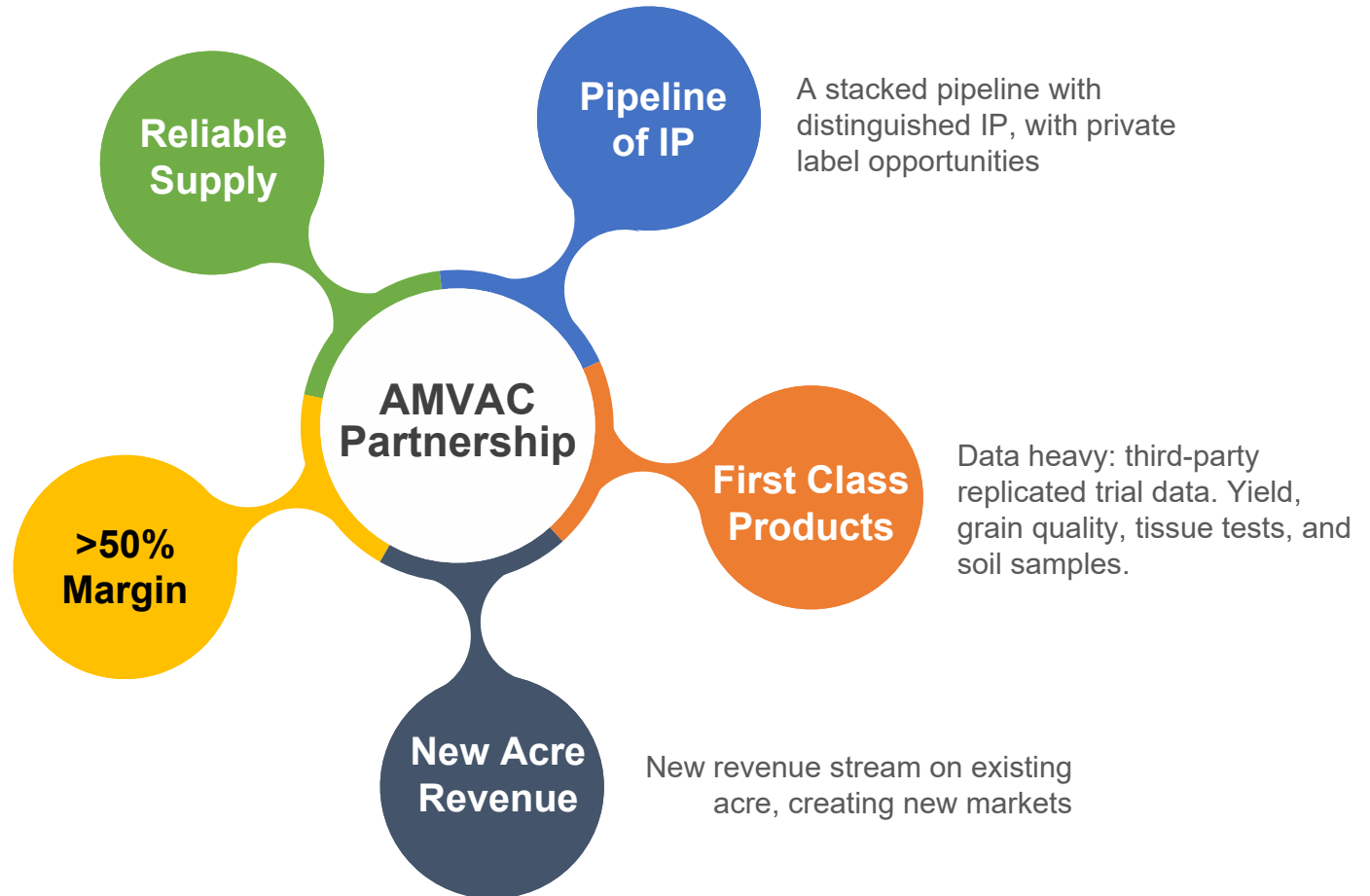
* Trademarks owned by non-AMVAC entities

AMVAC Partnership Criteria



Two AMVAC GreenSolutions manufacturing plants in North America

GreenSolutions products offer >50% margin opportunity



AMVAC Green Solutions Helps Growers



BioWake™

2-TIME PRODUCT OF THE YEAR

WINNER

2023 THE SCOOP NEW PRODUCT OF THE YEAR | **2023 AGRIMARKETING NEW PRODUCT OF THE YEAR**



Key Milestones 2023-2024



- AMVAC Green Solutions expects growth of nearly double the industry in 2024
 - Industry CAGR 12-14% on average in most industry reports
- AMVAC name TOP 10 biological supplier in the US
- Global Integration of key acquisitions - Agrinos & Green Plants
- Expanded relationship with Certis Biologicals in Amguard OHP unit
- Expanded tolling business at Clackamas facility
 - Strong margins and factory absorption benefit
- Executed global agreement with New Leaf Symbiotics
 - US Biowake launch 2023 with 2 products, expanded to 5 products in 2024
 - Launches in Brazil, Ukraine and Canada in 2025, subject to regulatory timelines
- Executed agreement with Plant Health Care for distribution in China in 2024, with potential expansion in other geographies
- We forecast mid-to-high teens growth for the remainder of the decade in the Green Solutions business unit





Precision Application

We Remain Optimistic on the Outlook for SIMPAS



- From its commercial launch, SIMPAS has been powered and distributed by Trimble.
- AGCO's recent acquisition of Trimble creates an opportunity for accelerated SIMPAS adoption.
- We have had a good historic relationship with Precision Planting also owned by AGCO.
- SIMPAS technology aligns well with AGCO's objectives.



Business Transformation

Our Strategic Business Transformation has Three Areas of Focus



Additional detail provided

1. Commercial and operational excellence

Value creating workstreams in:

- Commercial
- Operations
- Business structure



Set of high impact projects that will set us on course for 15% adjusted EBITDA margin performance by 2026

2. Performance management culture

Key performance indicators

Cascading targets into the business

Business management reviews (quarterly)

Annual reviews with quarterly check-ins



Critical tools for achieving our 2024 budget and embedding performance management culture and accountability

3. Digital transformation

QAD upgrade and rollout

Business process automation

Data analytics and reporting

Master data management



Less time spent on low value tasks. More time spent on the work that delivers financial impact

Business Transformation

Led by AMVAC, Supported by Kearney



Sample initiatives across our commercial and operations pillar

Commercial	Operations	Business structure
<p>Product mix optimization and rationalization – full review of product margin profiles with bespoke actions</p> <p>Key account focus – drive more business in top accounts; modify sales incentives</p> <p>Portfolio pricing – redesign pricing strategy to drive additional gross margin dollars</p>	<p>Direct procurement – lowering raw material acquisition prices</p> <p>Indirect procurement – lower spend across all indirects</p> <p>Logistics procurement – reducing rates for FTL, bulk shipping and 3PL</p>	<p>Business process digitization – digital solutions driving labor efficiencies</p> <p>Organizational design – aligning business structure to support new operating model</p> <p>Savings continuity – Staffing roles required to consistently deliver on-going benefits</p>

Over a dozen projects launched week of May 13, 2024

Beyond improving our adjusted EBITDA margin to 15% we aim to achieve the following:

1. The digital and business transformation should allow American Vanguard to be more efficient allocators of capital and time.
2. We will have the data to quickly understand: pricing strategies, inventory and manufacturing productivity.
3. An organization design that supports our long-term ambitions and strategy.



**American Vanguard
2024 Annual Meeting**