American Vanguard
Positioned to Succeed

American Vanguard Investor Presentation

This presentation contains, in addition to historical information, forward-looking statements. Such statements are based on management's current expectations and are subject to a number of uncertainties and risks that could cause actual results to differ materially from those described in the forward-looking statements. Factors that may cause such a difference include, but are not limited to, those described in the Company's Annual Report on Form 10-K and other SEC filings.

Jefferies & Company

6th Annual Global Industrial and A&D Conference

August 10, 2010

Modern Global Agriculture

To **supply** an increasing global **demand**…requires

- Available, fertile **land . . . . .** limited → finite
- Adequate **irrigation . . . . . .** water resource limitations
- **Mechanical/labor. . . . . .** equipment technology
- **Seed** technology **. . . . . .** hybrid → genetically modified
- Infestation defenses **. . . . .** **crop protection chemicals**
- **Nutrient** inputs **. . . . . .** fertilizers

Major Country Population & Consumption Statistics

Country	Population		Consumption Growth 2009/05 % p.a.					
	Millions	Annual Growth%	Beef	Pork	Chicken	Wheat	Rice	Maize
China	1338.6	0.66	2.4	0.5	6.6	0.1	-0.2	3.0
India	1166.1	1.55	3.9	n.a.	7.8	-0.7	2.7	3.2
Japan	127.1	-0.19	0.1	-0.3	0.6	n.a	0.2	-0.1
EU-27	491.6	0.11	-0.1	0.0	1.2	0.7	n.a.	-0.5
USA	307.2	0.98	-0.3	-0.2	0.4	1.4	1.9	3.3
Brazil	198.7	1.20	1.7	4.7	3.2	1.6	-0.6	2.9
World	**6790.1**	**1.17**	**0.6**	**0.7**	**3.5**	**0.9**	**1.2**	**2.5**

* 6-7 lbs of grain needed for every pound of protein

Source: Phillips McDougall

Crop Protection Chemical Overview

($'s in millions)

Region	Herbicides	Insecticides	Fungicides	Others	Total
North America	6,543	1,607	1,145	419	9,714
	35.8%	16.2%	11.5%	22.7%	24.3%
Europe	4,092	1,543	3,435	730	9,800
	22.4%	15.5%	34.6%	39.5%	24.5%
Far East	3,339	3,165	2,490	279	9,273
	18.3%	31.9%	25.1%	15.1%	23.2%
Latin America	3,671	2,271	2,376	334	8,652
	21.6%	20.1%	22.9%	23.9%	18.1%
Rest	634	1,350	477	86	2,547
	3.5%	13.6%	4.8%	4.7%	6.4%
Total	18,279	9,936	9,923	1,848	39,986

Source: Agranova 2010 (21st Edition)
Agrochemicals – Executive Review

Crop Protection Industry Trends

- **Regulation**…Significant R&D, registration costs
- **Technology**…infestation defense alternatives
  - Crop protection chemicals
  - Genetic modification (seeds)

  Resistance development requires continuous adaptation & integrated pest management
- **Economics**…declining "renewal" of chemical technology
  - Patented ≈ 25%
  - Branded, off-patent ≈ 30%
  - Generic variations ≈ 45%
- **Consolidation**…spin-offs, mergers, joint-ventures

AgChemical Industry Structure

- **Big Six** (Mega-billions)

  Syngenta, BayerCropScience, BASF, Dow Agro Sciences, Monsanto, Dupont

- **Next Tier** ($0.5 to $2.5 billion)

  MAI, NuFarm, Sumitomo Arysta, FMC, Chemnova, ChemChina AgroChemical

- **Niche Twenty** ($200 to $500 million)

  Mitsui, Chemtura, Albaugh, Certis, Nissan, Isagro, ISK, Amvac Chemical

Source: Agranova 2010

Los Angeles Assets

- LA facility in Commerce, California
- Manufactures PCNB, Metam, Bidrin and a number of other products

The Evolving AMVAC

- Fully integrated company operation, excluding basic R&D
- Focusing on growth through:
  - Acquiring/licensing branded niche products
  - Reinventing core products by identifying new opportunities
  - Licensing new, developmental active ingredients and product technologies
  - Global expansion
- Strengthening our capabilities to develop, market, sell & service products
- Growing and more fully exploiting our manufacturing capabilities

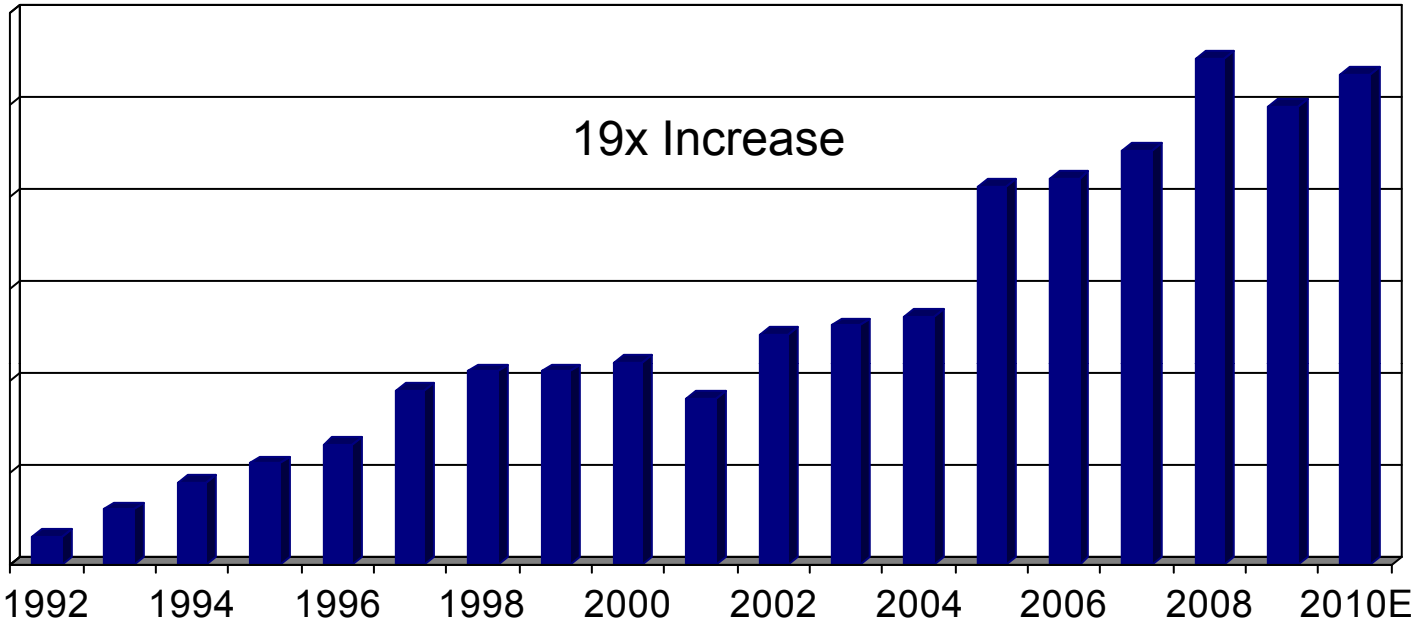
The foundation of our success is long-term, mutually profitable relationships with our partners

Proven Track Record of Acquisitions and Licenses

Dibrom Naled (US) (Valent) 1998	Axis Plant (DuPont) 2001	Deadline Metaldehyde (Pace) 2003	Counter Terbufos (BASF) 2006	Terraclor PCNB (Chemtura) 2007	
Vapam Metam Sodium (Zeneca) 1996	Smartbox System (Dupont) 2000	Evital Norflurazon (Syngenta) 2003	Thimet Phorate (BASF) 2005	E-Z Load System (UAP) 2007	Def (Bayer) 2010
Bidrin Dicrotophos (DuPont) 1993	Fortress Chorethoxyfos (DuPont) 2000	Nuvan DDVP (Novartis AH) 2003	Impact Topramezone (BASF) 2005	Lorsban (Dow) 2006	Orthene Acephate (Valent) 2008
Fruitone NAA (Rhone Poulenc) 1991	Dacthal DCPA (Zeneca) 2000	Ambush 25WP Permethrin (Syngenta) 2002	Avenge Difenzoquat (BASF) 2005	Ambush, Prelude Permethrin (Syngenta) 2006	Marsing Plant (Bayer) 2008
Dibrom (ex-US) (Chevron) 1991	Aztec (ATB) (Bayer) 2000	Folex Tribufos (Aventis) 2002	Hivol 2,4-D (Pace) 2003	Lock ’n Load System (BASF) 2006	Hannibal Plant (BASF) 2007
Phosdrin Mevinphos (DuPont) 1989					

1989 → 2010

Organic Product Growth - Metam



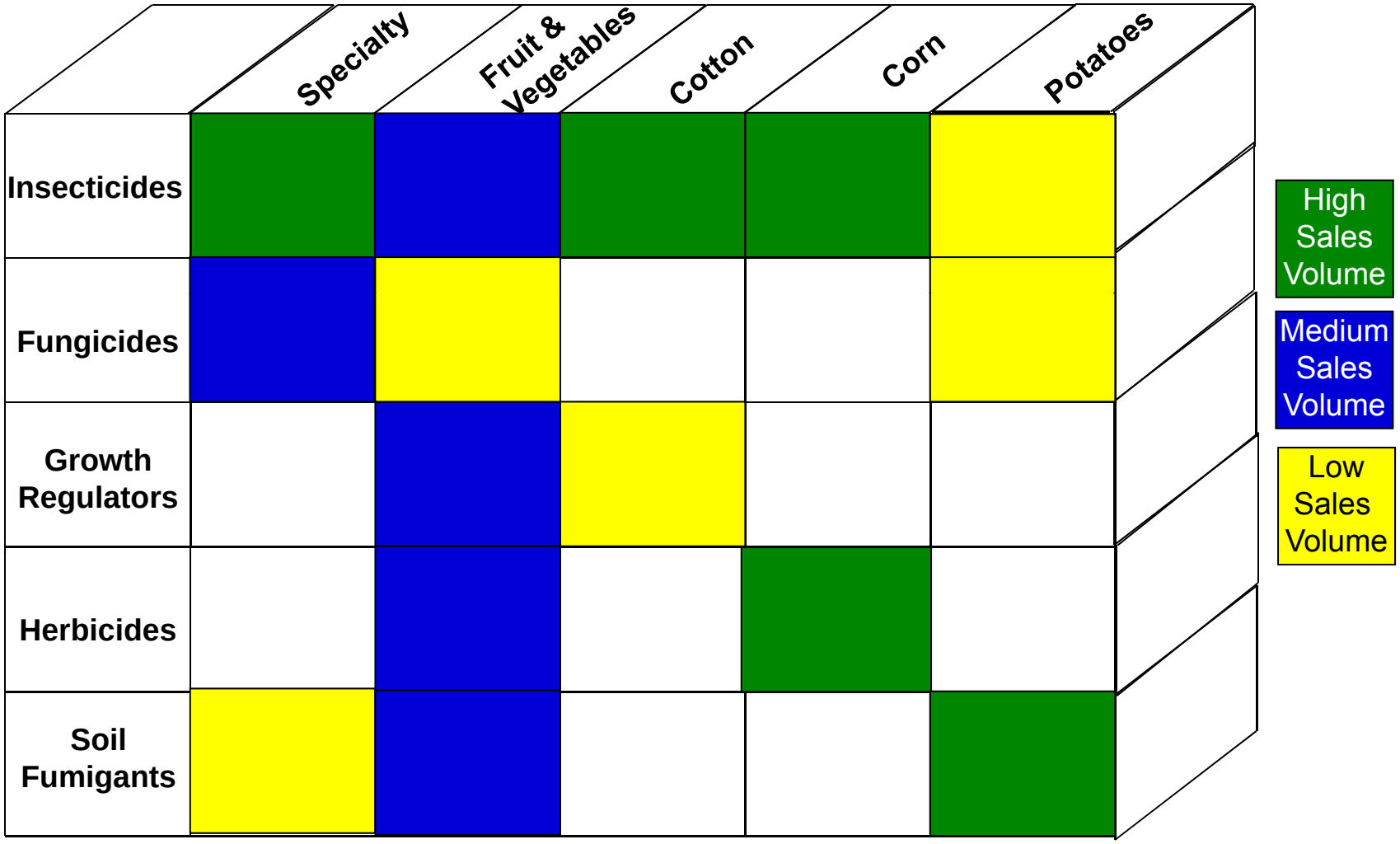
1991 Market Conditions:

- Market cluttered with 4 other competitors

Key to Growth:

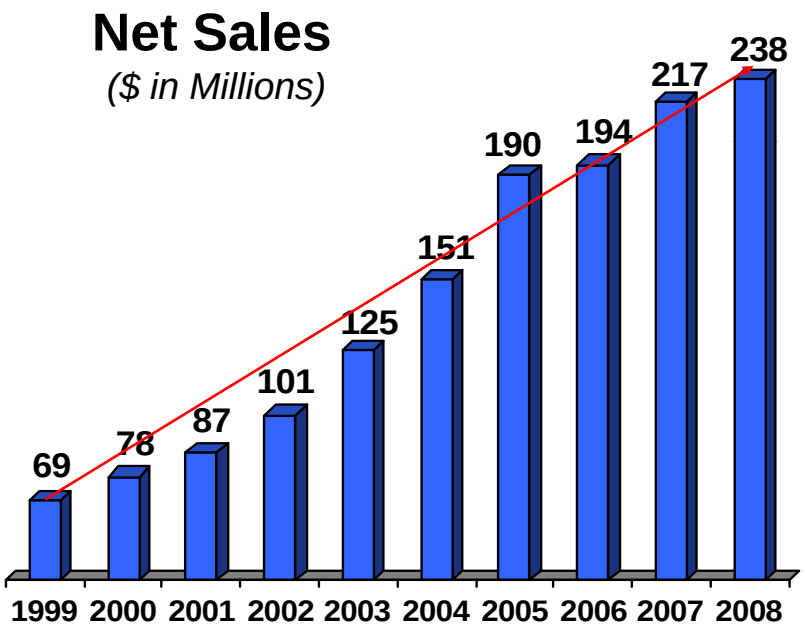
- Acquired market leader in 1996 and marketing rights of #3 competitor in 1997
- Large product development and regulatory efforts plus the hiring of strong, knowledgeable sales force have both expanded the market and led to a substantial market share position

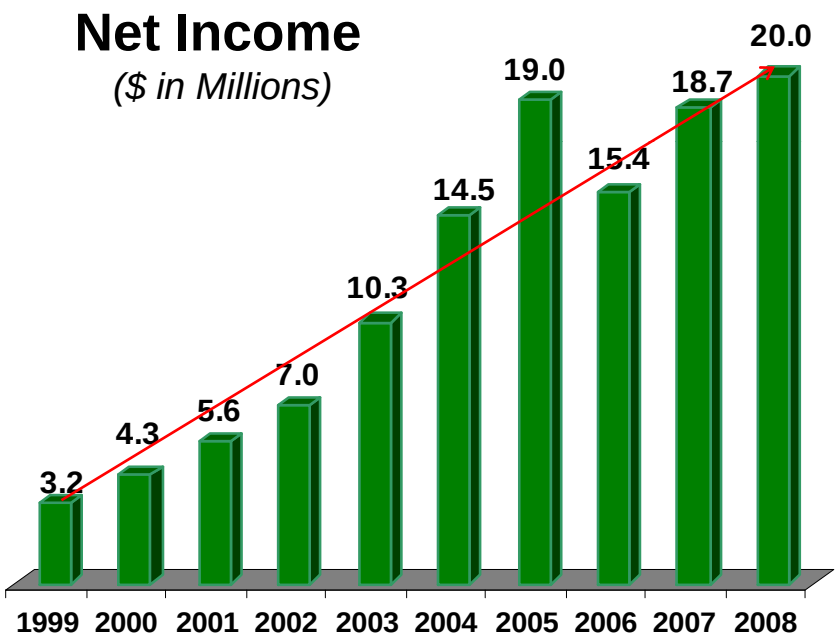
AMVAC Overview - *Realized Growth*



American Vanguard Corporation

Historical Growth

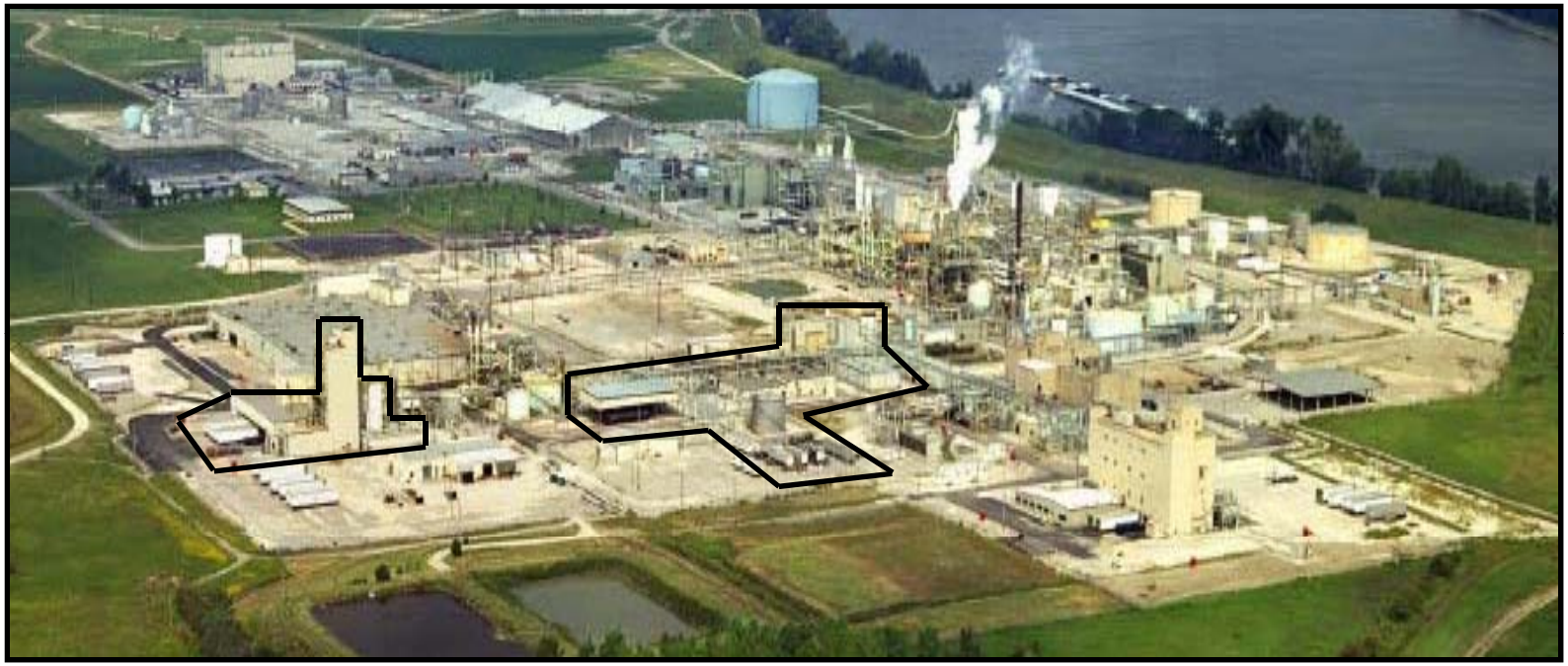




Axis Assets

- Axis facility near Mobile, Alabama
- Produces Metam, Dibrom®, SmartChoice® & other products
- This is the center of our tolling activity

Hannibal Assets



- Hannibal facility in Missouri
- Manufactures Thimet® and Counter® insecticides

Marsing Assets

- Marsing facility in Idaho
- A dedicated formulation and packaging facility
- Potential to expand production of flowable products for many seed treatment applications

AMVAC's Patented SmartBox®
Closed Delivery System

The only patented computer-controlled returnable, refillable granular delivery system, with an electronic application meter, which accurately dispenses product at low rates. Additional conveniences include "real-time" tractor cab information & control, record-keeping and data download capabilities.

The Simple, Safe, Superior choices for granular products

Fortress 5G

Fortress 5G

Chlorethoxyfos (AMVAC)

THIMET® 20G

Phorate (AMVAC)

Force 3G

Insecticide

For Use to Control Insects on Field Corn, Popcorn, Seed Corn, and Sweet Corn

Tefluthrin (Syngenta)

Smart Choice 5G™

Chlorethoxyfos + Bifenthrin (AMVAC)

Counter 15G

Counter 15G

Terbufos (AMVAC)

Dow AgroSciences

Lorsban 15G

Granular Insecticide

Chlorpyrifos (Dow)

AZTEC 4.67 G

Aztec 4.67G

Tebupirimphos + cyfluthrin (Bayer)

Amvac's Traditional Business Model

Two Prong Approach

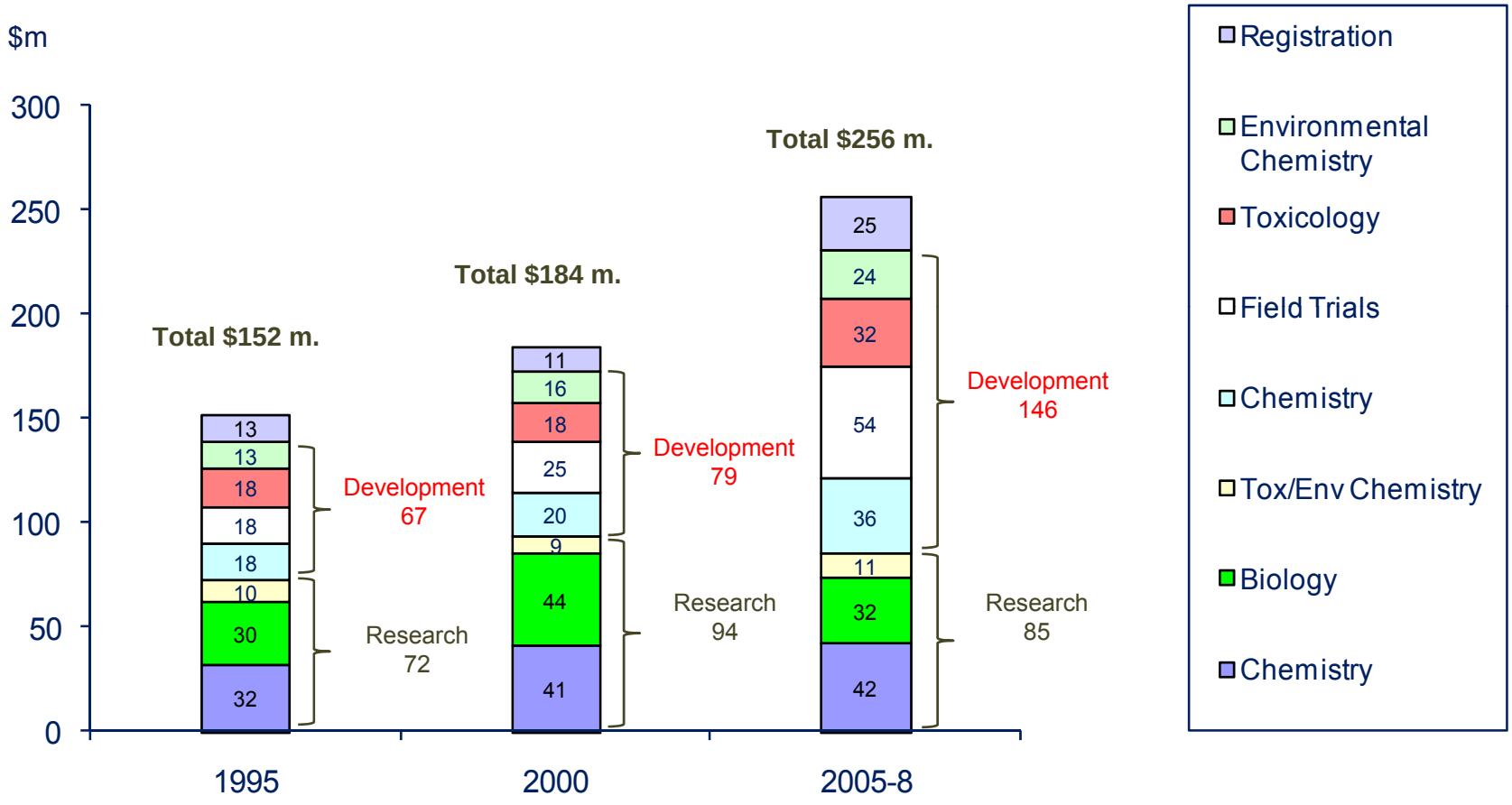
- **Organic Growth *(existing products)***

  Label expansion, packaging improvement, new formulations, improved marketing programs, field research

- **Acquisitions/Licensing**

  Acquire mature brand name products from majors who are focusing on new innovations; license products to expand use beyond current activities

Cost to Bring New Product to Market



Source: Phillips McDougall
Results of Study undertaken for ECPA and CropLife America

Product Introductions and R&D Products

	Introduced 1993-2008	Currently in R&D
Bayer	36	6
Syngenta	18	5*
BASF	20	4
Dow	21	1
Sumitomo	16	3*
DuPont	7	3*
Monsanto	1	0
Other Japanese	43	18
Rest	21	5
Total	183	45**

* Some in co-development with other companies

** Some licensed products counted twice

Source: Phillips McDougall

New Product Development

(Three Legged Stool)

- New product development "Pipeline": more than a dozen candidates, including insecticides, fungicides, herbicides, and growth regulators
- Many are targeted at high-valued, niche market opportunities
  - Gross profit margins could be 50% or better
- World-wide market potential for some of these compounds expected to be $5 million to $45 million

Proven Experience

Impact® – Post Emergent Corn Herbicide

- Licensed from BASF in 2005, prior to development completion
- Amvac completed development, product formulation, registration, and successful market introduction
- Impact achieves competitive share of market for post-emergent herbicides in U.S. corn

Proven Experience

Nuvan®– Broad Spectrum Pest Control Insecticide

- Existing molecule (DDVP) which Amvac has repositioned to address commercial pest management and consumer demand
- Applications
  - Professional pest treatment
  - Grain storage pest management
  - Bed-bug control

New Consumer Initiative

New Product Development Pipeline

Fungicides

Product	*Crop*
F1	Stone Fruit
F2	Peanut, Cucurbit, Rice, Turf
F3	Grapes, Strawberry, Peanut, Soybean, Corn, Potato, Apple
F4	Peanut, Cucurbit, Rice, Turf
F5	Grapes Strawberry, Peanut, Soybean, Corn, Potato, Apple

Insecticides

Product	*Crop*
IN1	Potato, Peanuts, Sugar Cane
IN2	Corn, Soybean, Cotton, Vegetables, Top Fruit
IN3	Vector Control
IN4	Vegetables, Turf
IN5	Vegetables, Corn, Soybean, Urban Pests

New Product Development Pipeline

Herbicides

Product	*Crop*
H1	Vegetables
H2	Vegetables, Aquatic
H3	Soybean, Corn, Vegetables
H4	Corn

Insect Growth Regulator

Product	*Crop*
IGR1	Pomme Fruit, Nut Crops, Vegetables

Plant Growth Regulator

Product	*Crop*
PGR2	Vegetables

SmartBlock™

Potato/Vegetable Sprout Inhibitor

- Licensed University Technology
- Amvac has completed development, formulation & product testing
- Registration & commercial launch in 2011
- Global market potential ≈ $45 million
- Attractive U.S. & European demand as an alternative to current CIPC – based products

Efficacy of SmartBlock™ on Potatoes

Untreated

CIPC (3 applications)

SmartBlock™ (1 application)

SmartBlock™

- Safe, food-grade additive
- Superior sprout control
- Significant global market potential
- Easy “drop-in” replacement

2009 Challenges - U.S. Market

End-Use Demand

(Growers/Farmers)

- Credit Crisis Impact
- Commodity Price Volatility

} Purchasing Restraint

Distribution Channel Demand

(Distributors & Mid-West Retailers)

- End-User Purchasing Restraint
- High-Cost Fertilizer & Glyphosate Write-Offs

} Working Capital Restraint

Chemical Supplier Consequences

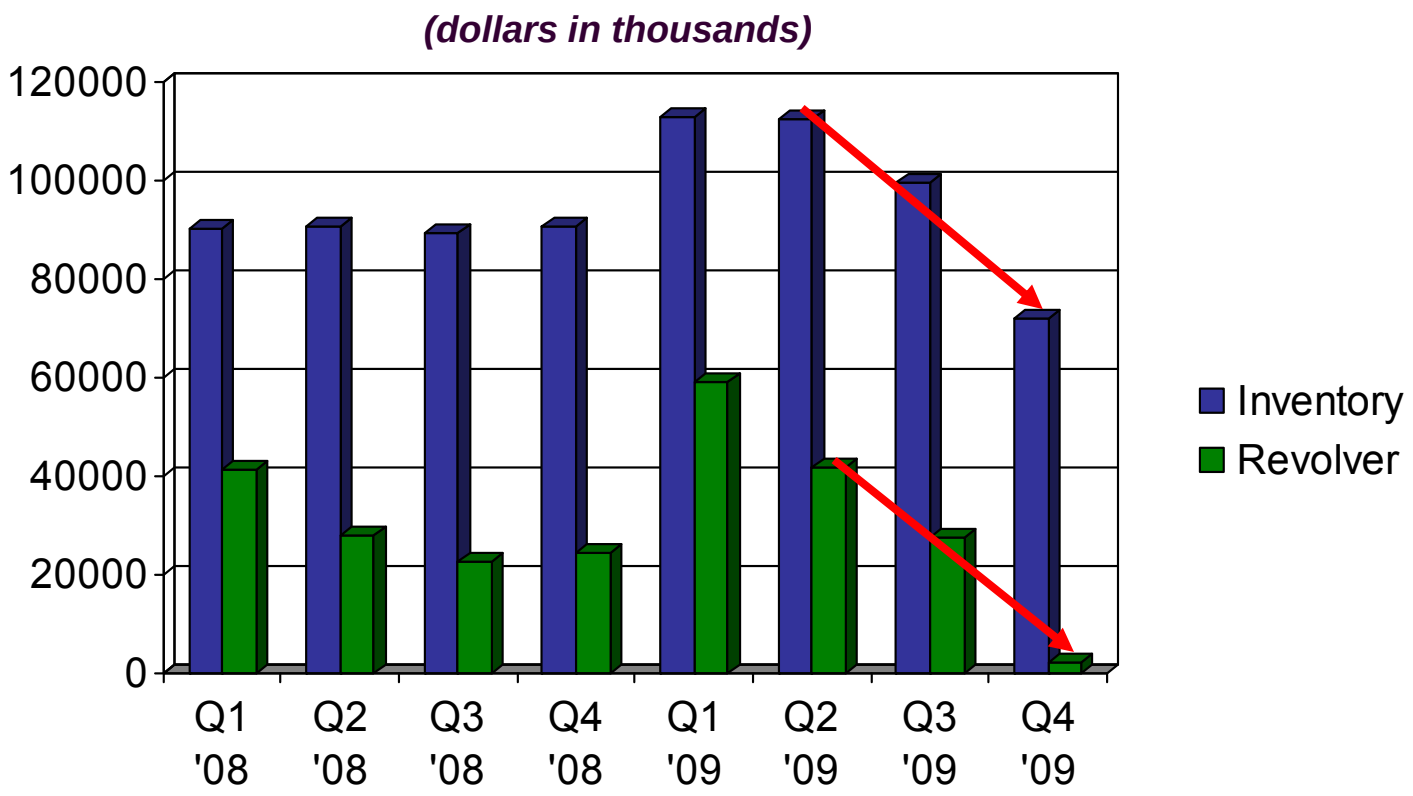
(AgChem Suppliers)

- Sales & Marketing Competitiveness
- Production "Scale Back" in Manufacturing

} Financial Performance Ramifications

AVD Balance Sheet Strengthening

- Drive down inventory
- Simultaneously drive down debt
- Year-end inventory revaluation



AVD Financial Performance

(dollars in thousands except earnings and dividend information)

	2009	2008	2007
Net sales	$209,329	$237,538	$216,662
Net income	$ (5,789)	$ 20,019	$ 18,728
Earnings per common share–assuming dilution (1)	$ (0.21)	$ 0.73	$ 0.68
Total assets	$254,711	$286,937	$248,581
Long-term debt less current portion	$ 45,432	$ 75,748	$ 56,155
Stockholders' equity	$153,087	$155,943	$139,739
Weighted average shares outstanding–assuming dilution (1) [share count in thousands]	27,120	27,469	27,436
Dividends per share of common stock (1)	$ 0.060	$ 0.080	$ 0.070

Additional information available in the SEC filing Form 10-K.

Results shown for 2009 reflect the inclusion of a one-time, non-cash charge of $13.5 million taken to adjust the value of inventories of American Vanguard at December 31, 2009.

(1) The diluted weighted average number of shares outstanding, net income per share, and dividend information for all periods presented have been restated to reflect the effects of stock splits and dividends.

2010 Perspectives

- Distribution channel inventories lowered
  - Replenishment occurring
- End-use demand improving, particularly cotton
- Better credit availability & stable commodity prices
- Improved water supplies in Western US Region
- Market demand will require increased production thru-puts
  - Reduce unabsorbed fixed manufacturing costs
- Additional manufacturing volume should result from new opportunities being negotiated presently

Strengthening Key Departments

- Finance
- Technology
- Product Development
- Marketing
- Logistics
- Sales
- International

Investment Premise

- Strong, solid **balance sheet**
- Sustainable **cash-flow generation**
- **Improving market** conditions
- Disciplined approach to **cost/expense control**
- **Diminishing fixed manufacturing cost** with higher thru-put

Positioned to Succeed

- Market and sell effectively
- Manufacture efficiently
- Manage economically
- Expand through collaborative arrangements
- Achieve incremental growth
  - Organic growth of existing products
  - Acquisition and licensing
  - New product pipeline

This strong base sets the stage for steady, solid, sustainable financial performance and improved enterprise value.

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