3Q 2022 Earnings Presentation

November, 2022

Safe Harbor

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.

Todays Agenda

I. YTD Performance and Market Conditions

II. Q42022 and FY2022 Outlook

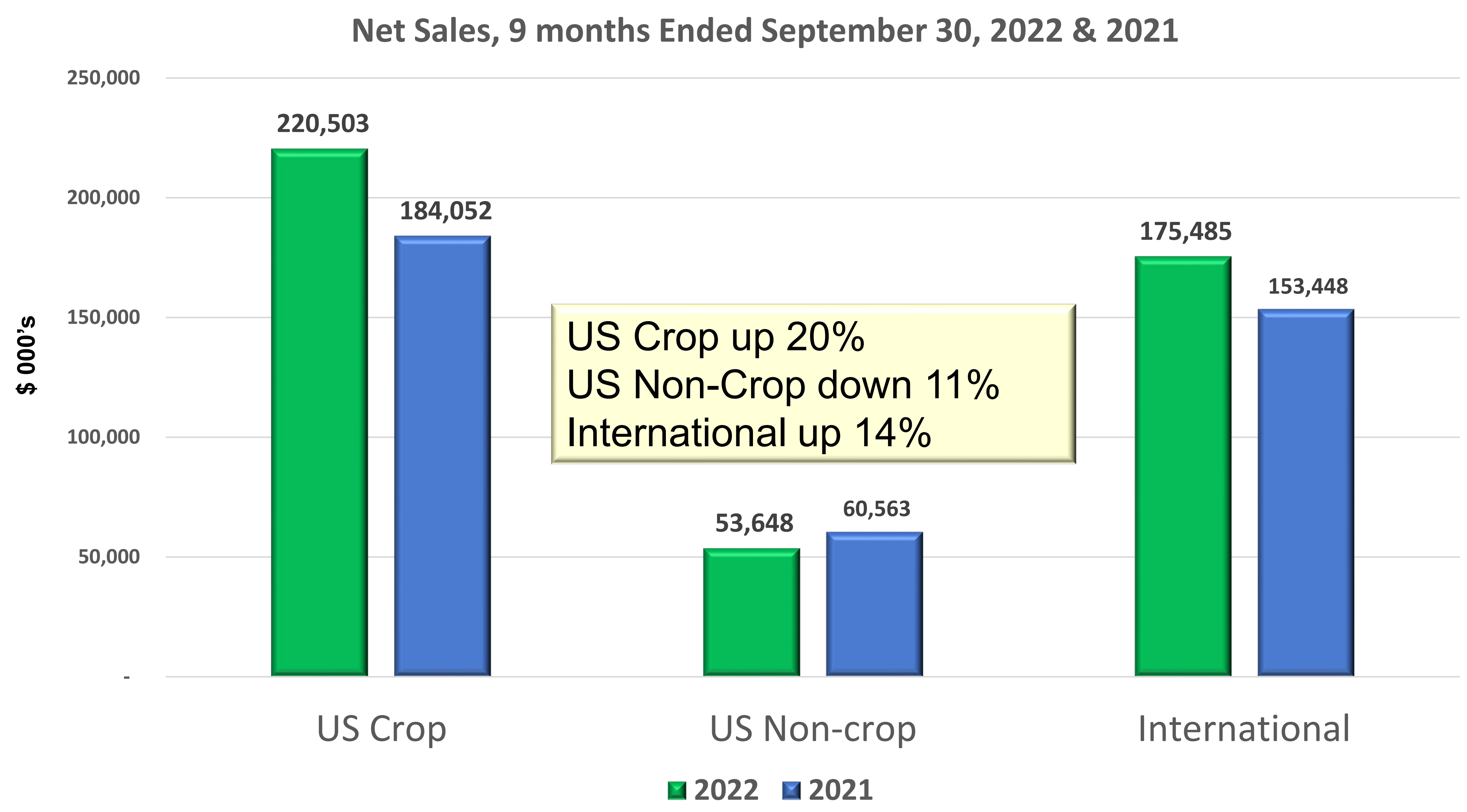
III. Financial Review

IV. Multi-year Growth Targets
- Core Business
- Green Solutions
- SIMPAS
- Total Growth

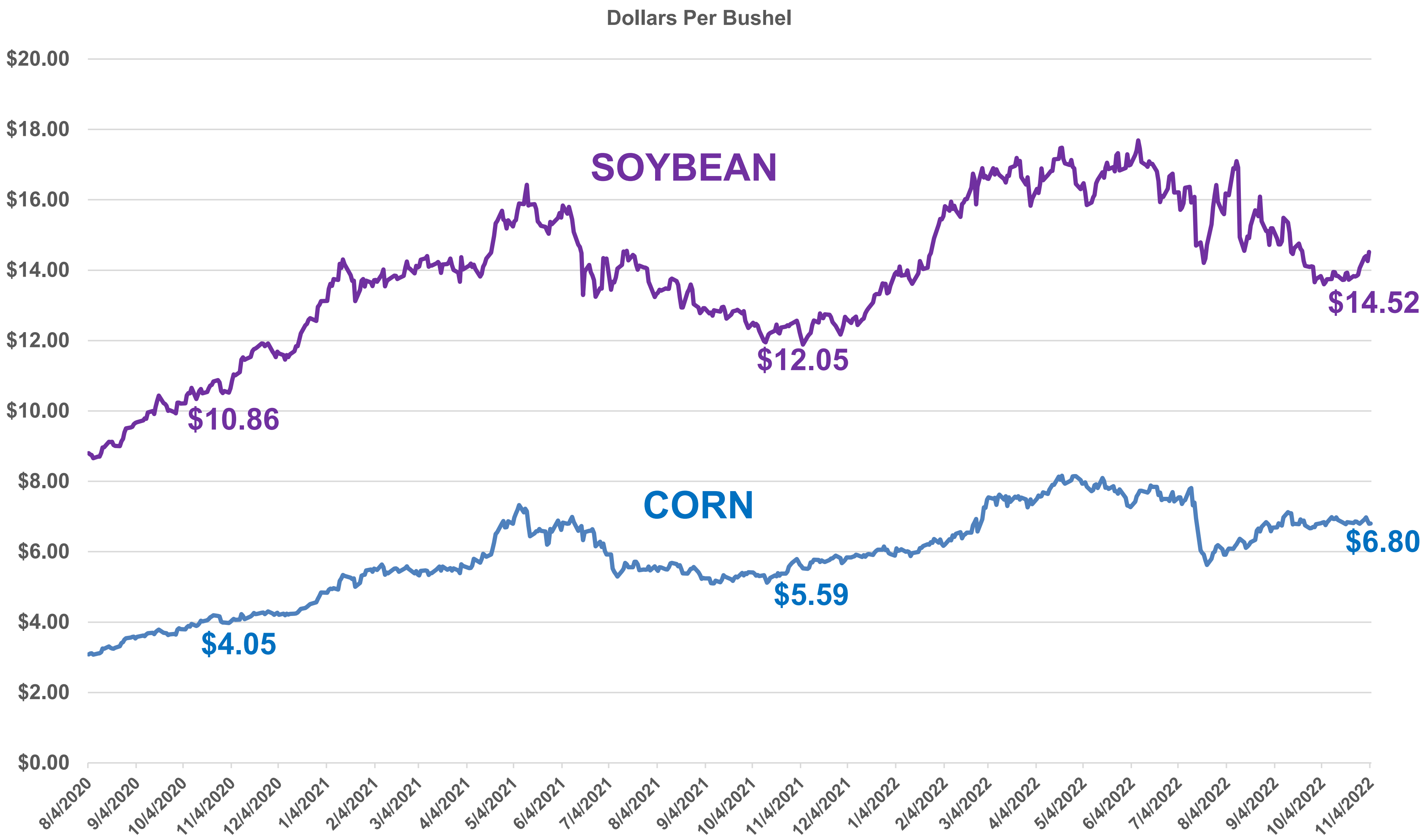
V. Questions

YTD 2022 Sales
(9 Month)

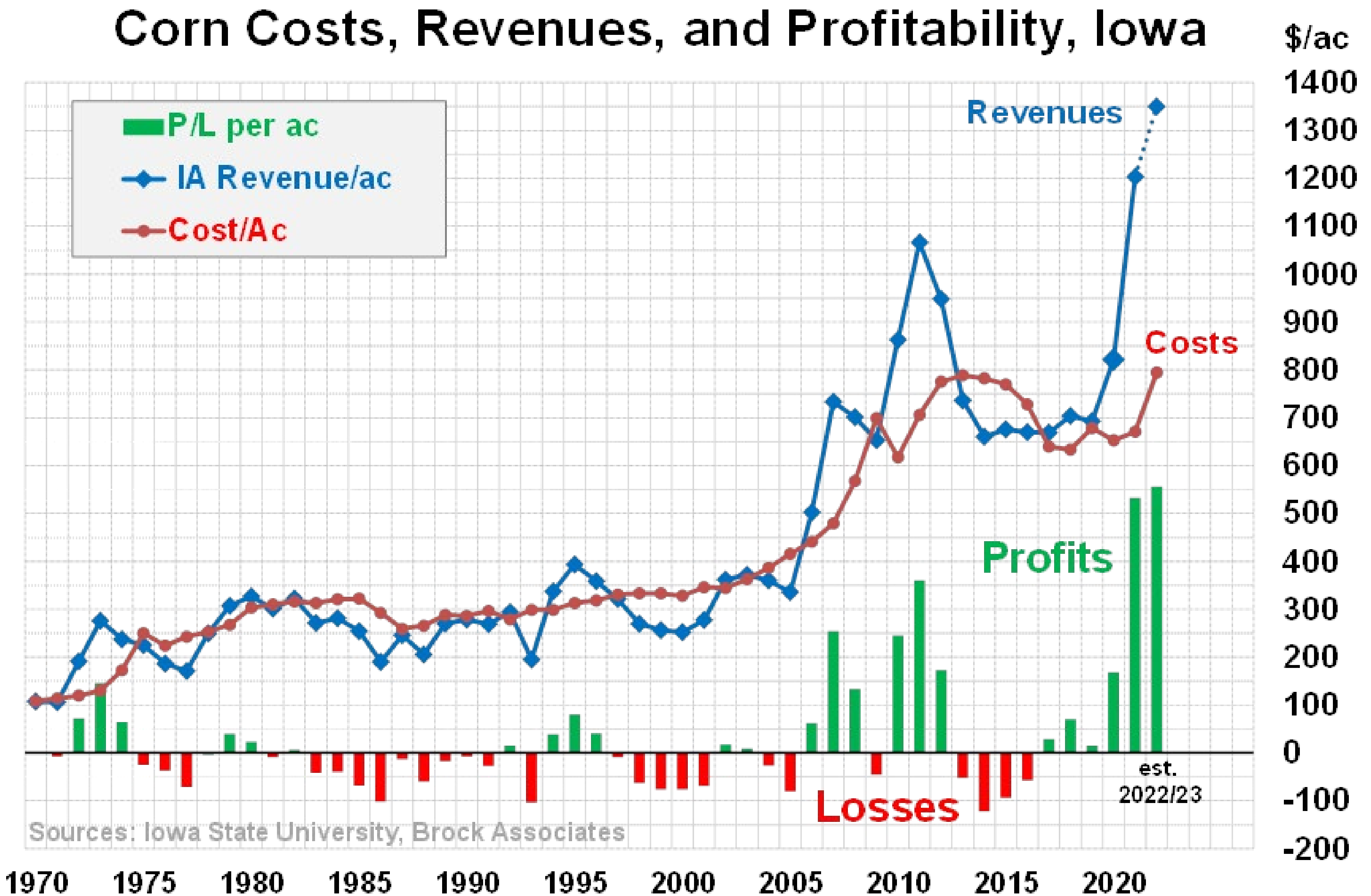
Overall YTD 2022 sales $450m vs $398m in 2021 (up 13%)
International 39% of total in 2022 and 2021



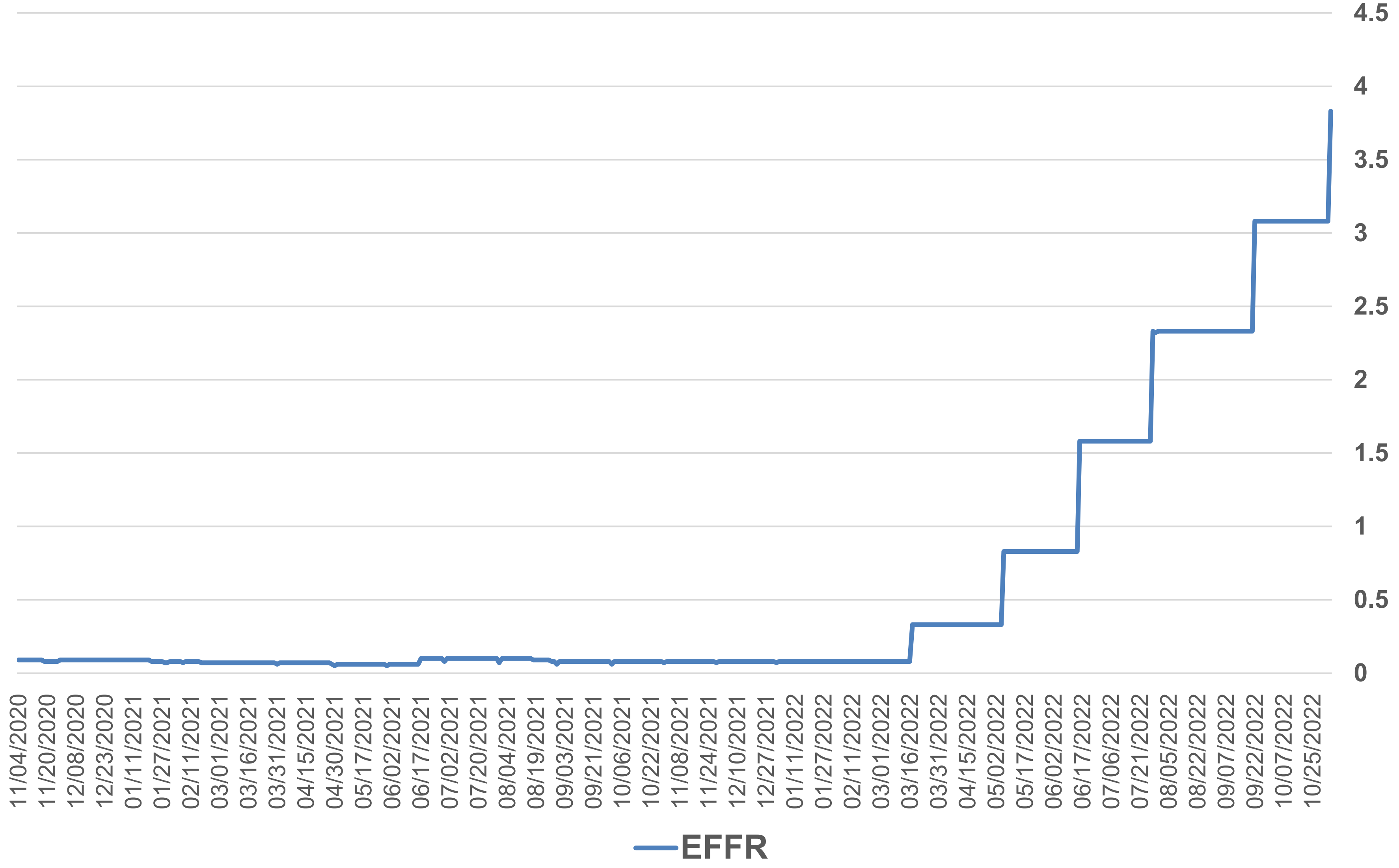
Historical Corn & Soybean Price *(Last 3 years)*



AMERICAN VANGUARD



Effective Federal Funds Rate



Where Solutions are Made

AMVAC OWNED & OPERATED MANUFACTURING FACILITIES

CLACKAMUS, OR

Fermentation Plant

MARSING, ID

Manufacturers Navigator, Oximus, Impact and AbbA Ultra

LOS ANGELES, CA

Manufacturers K-PAM, VAPAM, Equus, Citrus Fix and Dibrom

SONORA, MX

Chitin Extraction Plant

HANNIBAL, MO

Manufacturers Counter and Thimet

AXIS, AL

Manufacturers Bidrin, Aztec, Folex and Mocap

2022 Performance Target

		3Q 2022
Revenue Growth	**8% - 11%**	**+13%**
Gross Profit Margin	**38-40%**	**41%**
Operating Expenses	**OPEX as % of Sales (31-33%)**	**32%**
Interest Expense	**Similar to 2021**	**$2,256 vs $2,921** *(Down 23%)*
Tax Rate	**Mid 20% Range (Expected Full Year)**	**30%**
Debt-to-EBITDA Target . . .	**<1.0X without Acquisitions** **<2.5X with Acquisitions**	**1.9X**
Net Income	***60 - 70% Increase***	***+71%***
EBITDA*	***24-28% Increase***	***+30%***

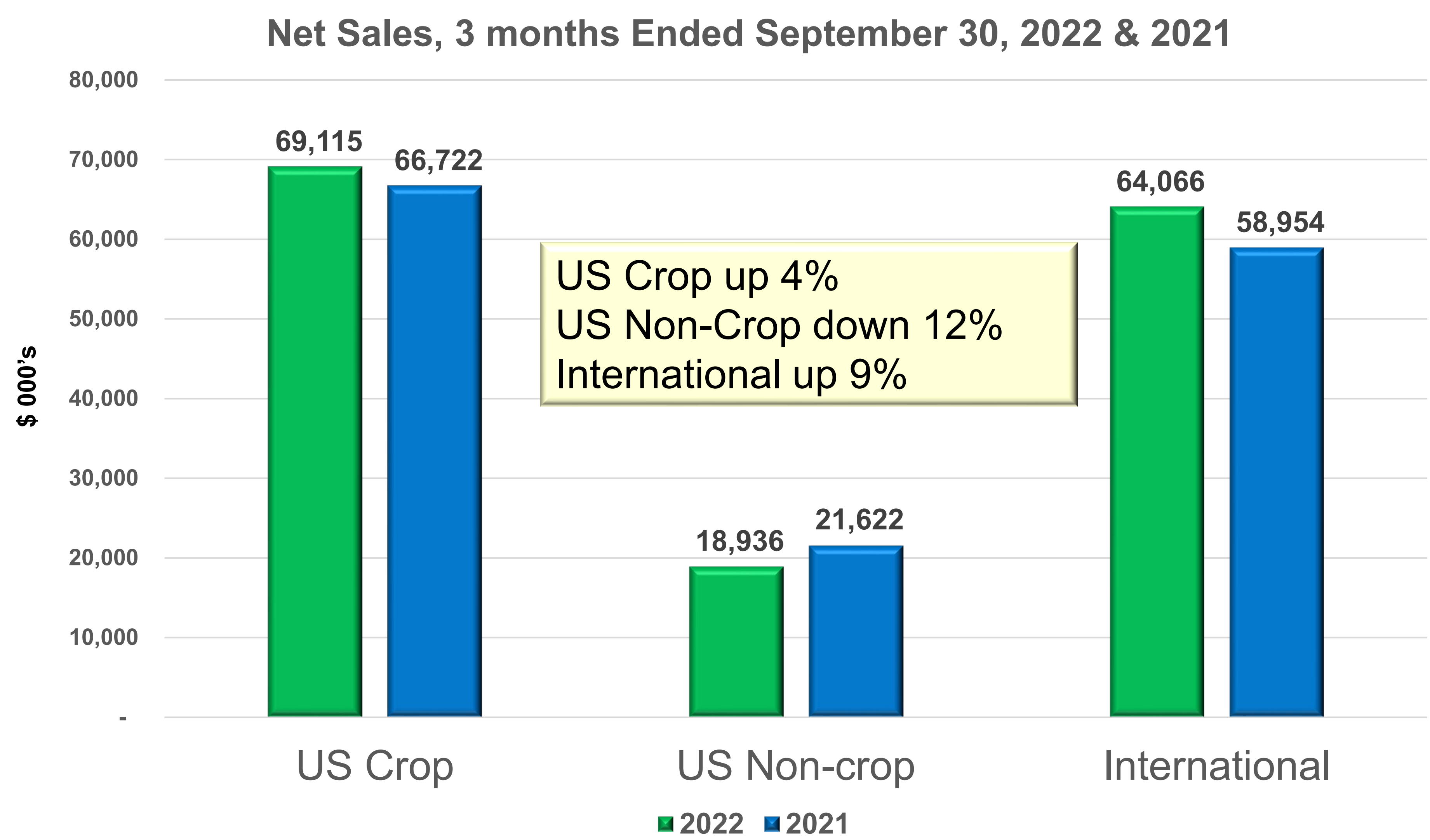
**Adjusted EBITDA includes earnings before interest, taxes, depreciation, amortization, non-cash stock compensation and proxy contest activities*

Financial Review

Mr. David Johnson Chief Financial Officer

Q3 2022 Sales

Overall sales Q3 2022 $152m vs $147m in 2021 (up 3%)
International 42% of total in 2022 vs 40% of total in 2021

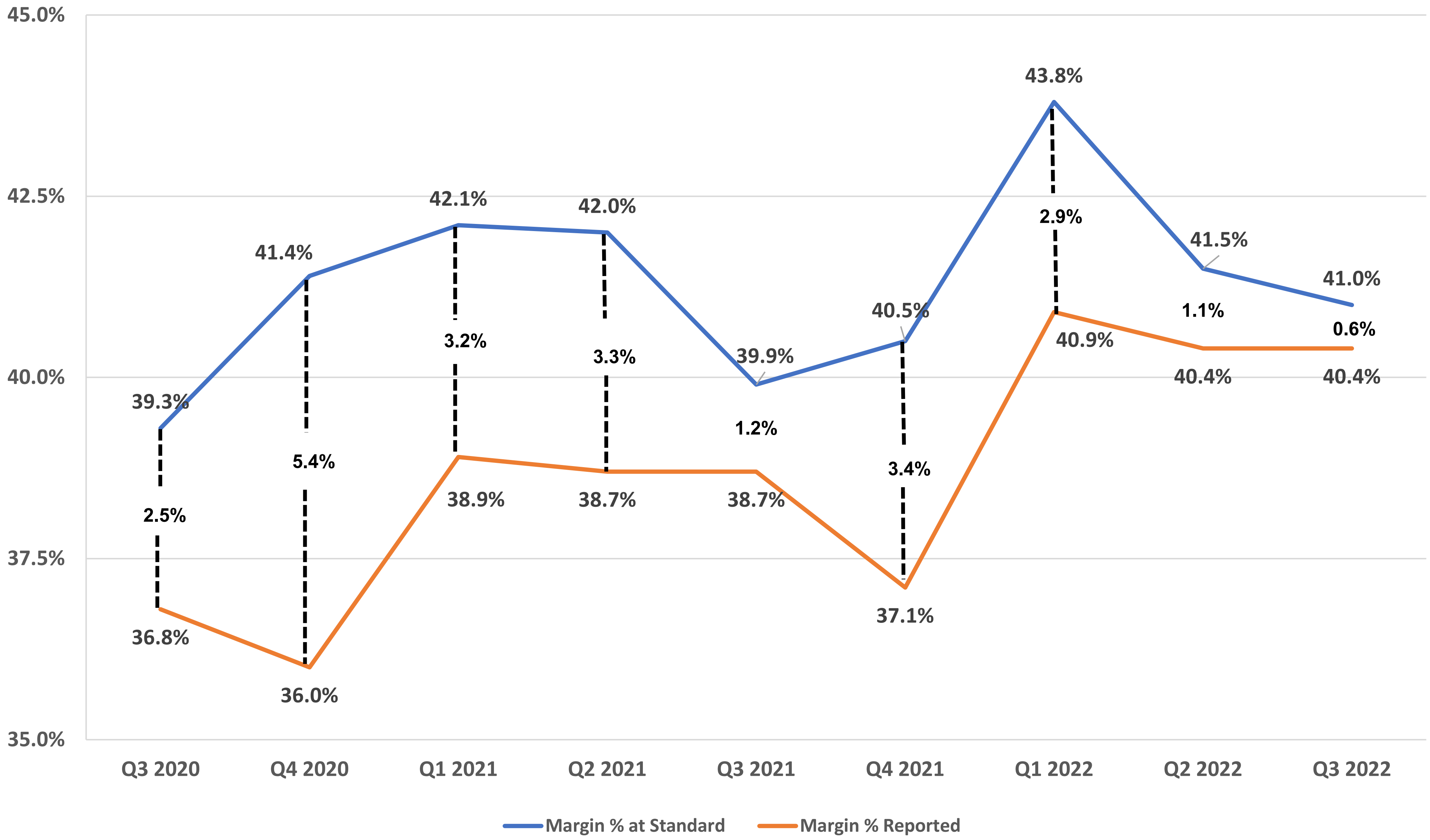


Q3 2022 Gross Profit Performance

($000's)

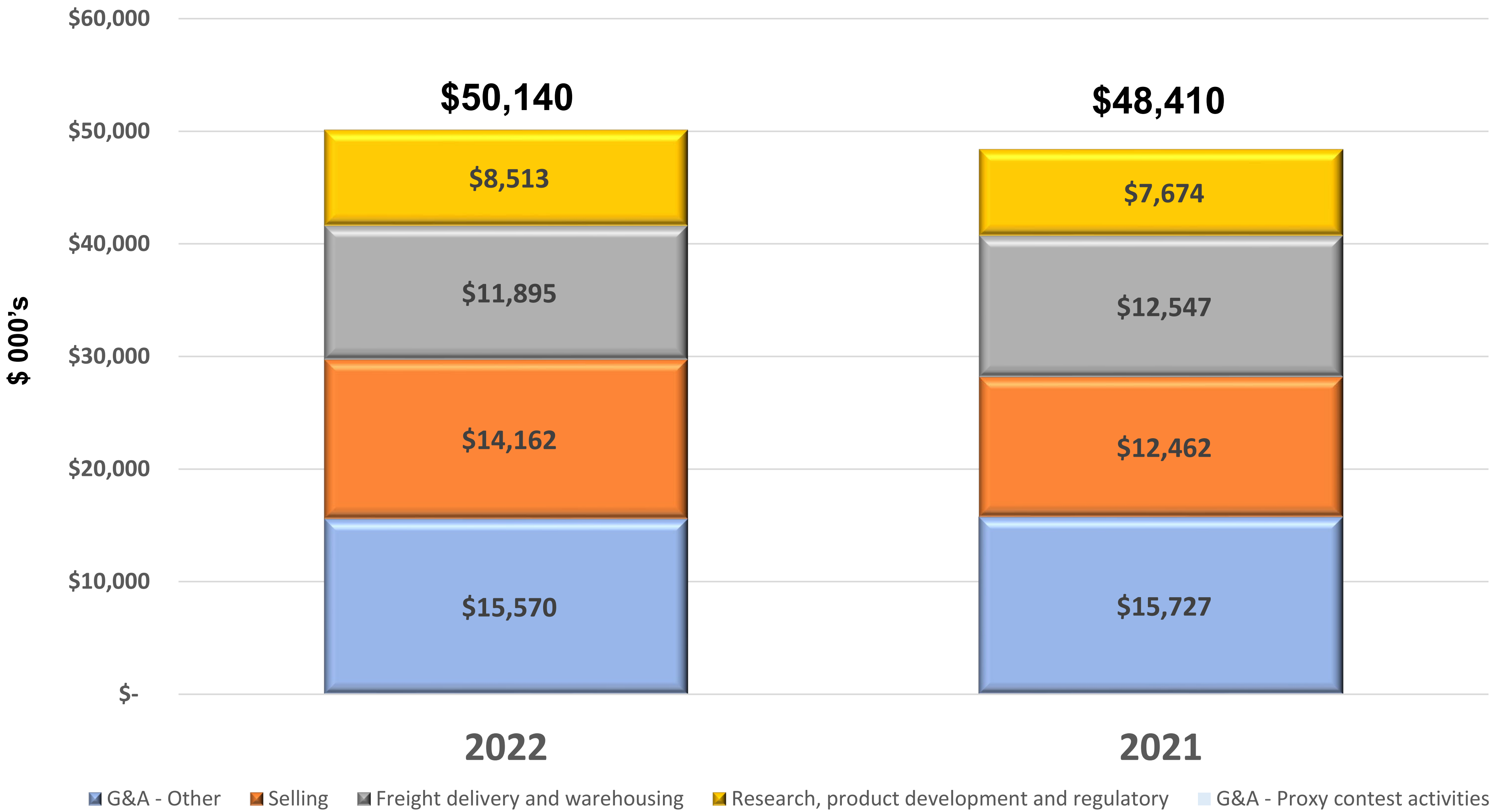
	3-months Ended Sep 30,		
Gross Profit	2022	2021	Change
US Crop	34,502	30,237	14%
US Non-crop	8,811	8,882	-1%
US	**43,313**	**39,119**	**11%**
International	18,071	17,945	1%
Total	**61,384**	**57,064**	**8%**
Gross Margin %	**2022**	**2021**	
US Crop	50%	45%	
US Non-crop	47%	41%	
US	**49%**	**44%**	
International	28%	30%	
Total	**40%**	**39%**	

Standard vs. Reported Margin



Q3 2022 Operating Expenses

Operating expenses are 33% of sales in 2022 and 2021



Q3 2022 Statements of Operations, 3 months

$ 000's

	3 months Ended Sep 30,			
Statements of Operations	2022	2021	Change	Change
Net Sales	$152,117	$147,298	$4,819	3%
Gross profit	**61,384**	**57,064**	**4,320**	**8%**
Operating costs	(50,140)	(48,410)	(1,730)	
Bargain purchase gain	-	292	(292)	
Operating Income	**11,244**	**8,946**	**2,298**	**26%**
Equity investment MTM	(454)	(668)	214	
Interest Expense	(1,086)	(962)	(124)	
Income before Tax	**9,704**	**7,316**	**2,388**	**33%**
Tax	(2,963)	(1,517)	(1,446)	
Income before equity method	**6,741**	**5,799**	**942**	**16%**
Equity method investment	-	(301)	301	
Net income for AVD	**$6,741**	**$5,498**	**$1,243**	**23%**
Diluted shares	29,805	30,390	-2%	
EPS	$0.23	$0.18	25%	

Q3 2022 Statements of Operations, 9 months

$ 000's

	9 months Ended Sep 30,			
Statements of Operations	2022	2021	Change	Change
Net Sales	$449,636	$398,063	$51,573	13%
Gross profit	**182,356**	**154,334**	**28,022**	**18%**
Operating costs	(145,550)	(132,934)	(12,616)	
Bargain purchase gain	-	171	(171)	
Operating Income	**36,806**	**21,571**	**15,235**	**71%**
Equity investment MTM	(857)	103	(960)	
Other income	-	672	(672)	
Interest Expense	(2,256)	(2,921)	665	
Income before Tax	**33,693**	**19,425**	**14,268**	**73%**
Tax	(10,187)	(5,324)	(4,863)	
Income before equity method	**23,506**	**14,101**	**9,405**	**67%**
Equity method investment	-	(388)	388	
Net income for AVD	**$23,506**	**$13,713**	**$9,793**	**71%**
Diluted shares	30,128	30,470	-1%	
EPS	$0.78	$0.45	73%	

Capital Allocation Overview

Strong Balance Sheet

Strong Cash from Operations

$41M TTM
52% of adjusted EBITDA
7% of revenues

Target 1.0-2.5x Net Debt / Adjusted EBITDA

Total Debt	$148
Less: Cash	22
Net Debt	**$126**

1.6x TTM Adjusted EBITDA

Ample Liquidity

Cash	$22
Credit Facility Available	121
Liquidity	**$143**

Credit facility availability is 3.5x of Bank Adjusted EBITDA = $270M
max limit is $275M

Capital Allocation

Manage debt under the credit facility agreement to average 1.0-2.5x adjusted EBITDA through annual cycle
- Rolling 4 QTR average net Debt*/Adjusted EBITDA = 1.0
- Allows implementation of strategy
- Minimize interest expense

Pay regular/sustainable dividends
- Paying approximate 10% of net income

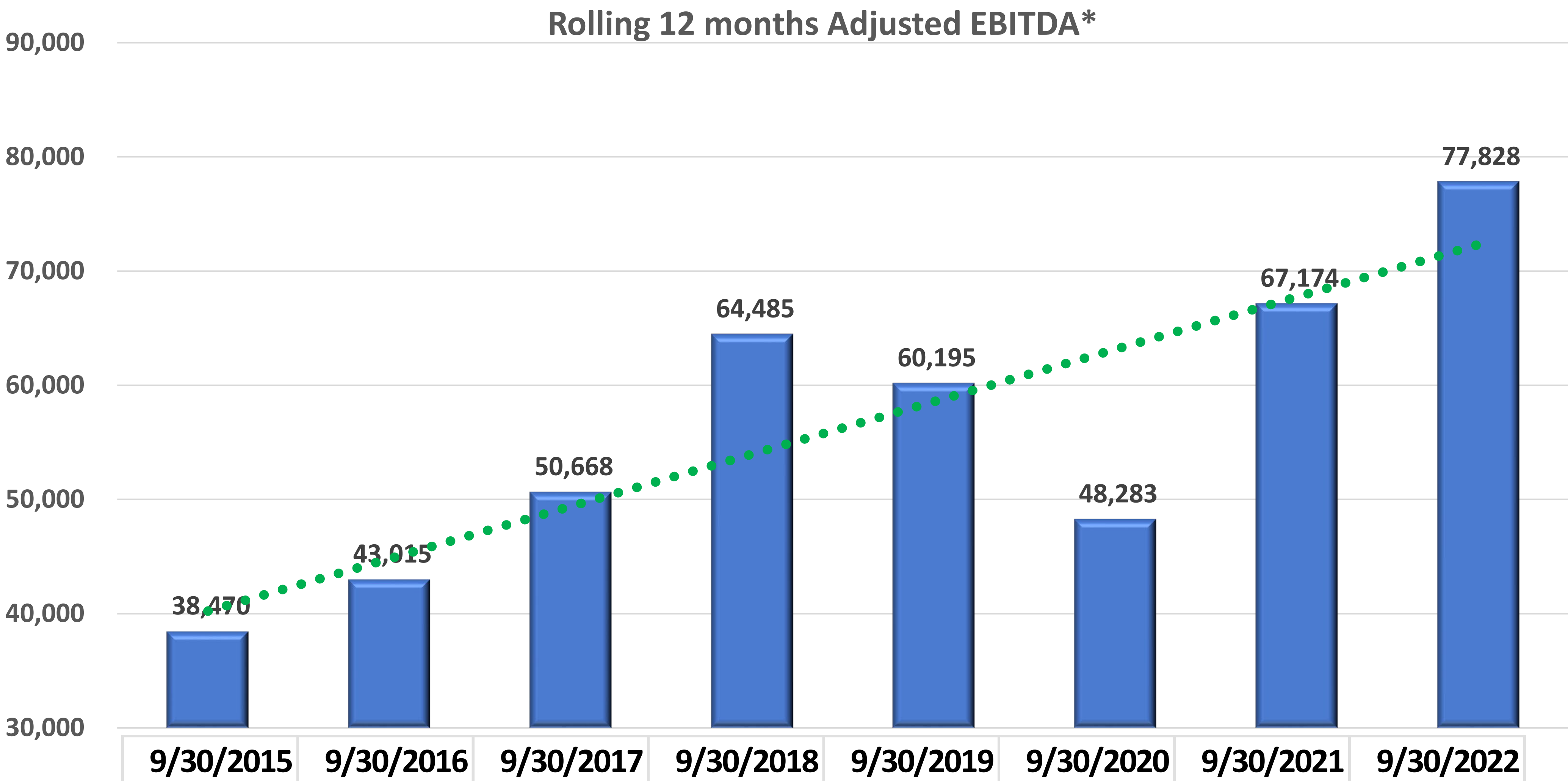
Managing shares outstanding
- Returning capital to shareholder
- Re-purchased 1.5 million shares in YTD 2022

Investing for the future
- SIMPAS/Ultimus technologies (Counter in Brazil)
- Expansion of Green Solutions (NewLeaf)
- Maintaining safe and capable factories

Acquisitions
- Expand global market access
- Fill white space on our product portfolio
- Diversification of markets/products

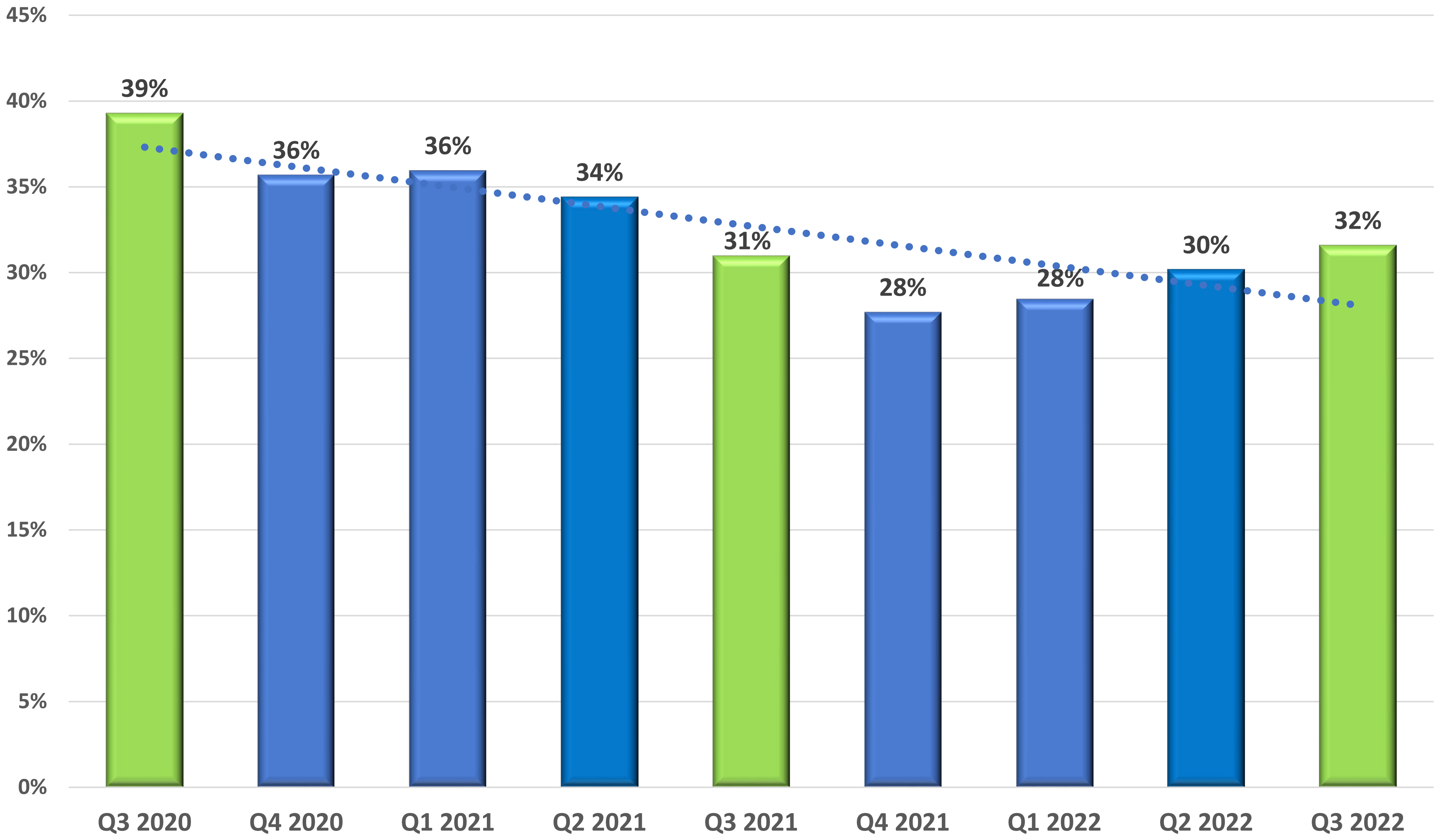
**net debt = debt less cash and cash equivalents*

Adjusted EBITDA History

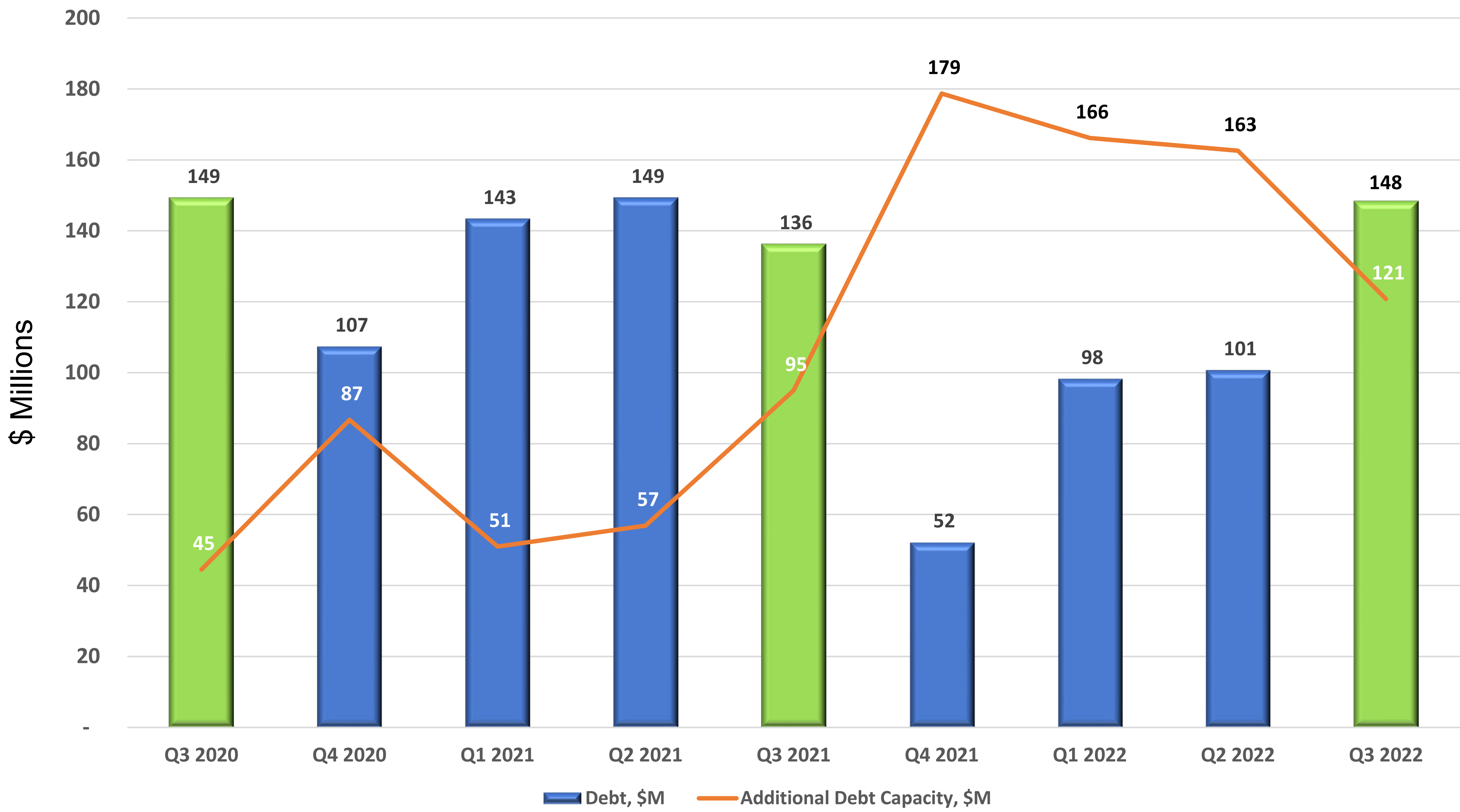


Adjusted EBITDA includes earnings before interest, taxes, depreciation, amortization, non-cash stock compensation and proxy contest activities

Inventory as a Percentage of Sales (TTM)



Debt & Borrowing Capacity



Overall Financial Performance of Operations

	9-months Ended September 30		
	2022	2021	Change
Net Sales	$450	$398	13%
Gross Profit	182	154	18%
Net Income	24	14	71%
Adjusted EBITDA	61	47	30%
Adj EBITDA % of Net Sales	13.6%	11.8%	180 Bps
EPS, diluted	0.78	0.45	73%

- *Sales and gross margins are up.*
- *Operating Expenses flat compared to sales.*
- *Operating Income and net income both increased strongly.*
- *Finally, availability on our credit facility has improved dramatically.*

AVD Strategic Overview

Strong Core Business

- Favorable Global Ag Sector Tailwinds
- New Product Innovation
- Expansion of Global Market Access
- Crop Diversification
- Comprehensive Domestic Manufacturing Capabilities

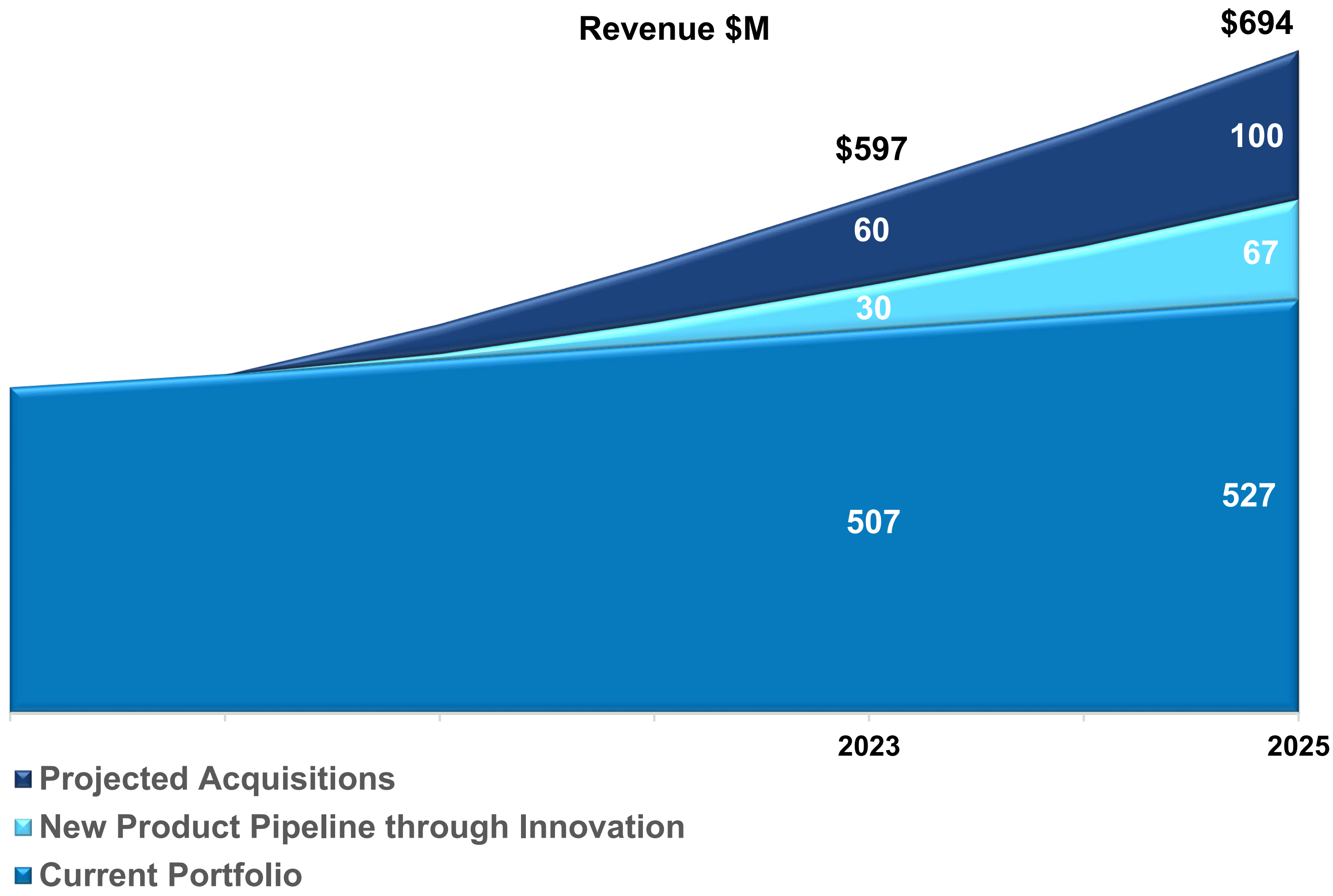
Green Solutions Initiative

- Existing Portfolio of 120 Products
- Successful Global Growth
- Active Product Development of Envance Technologies

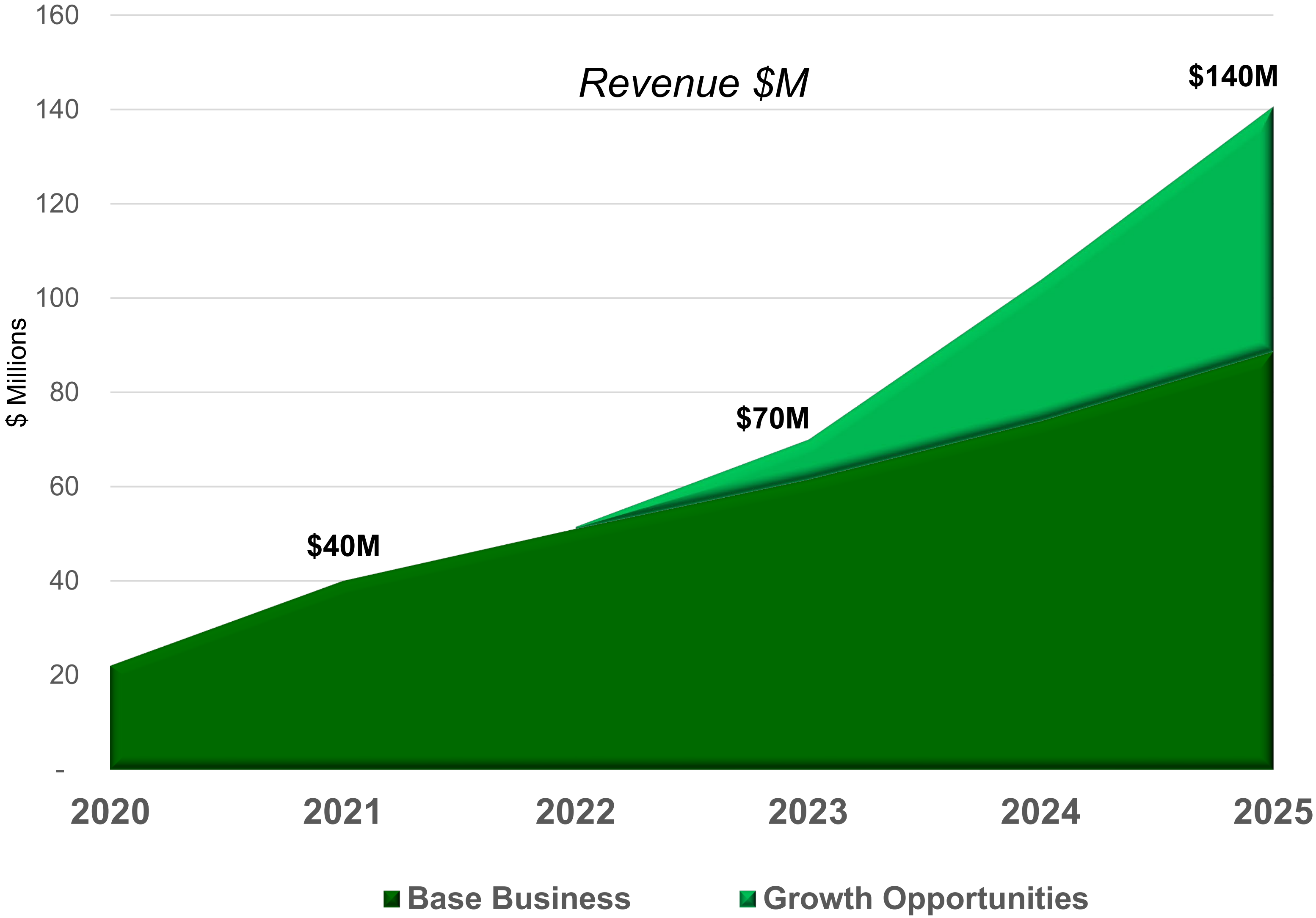
Precision Application Technologies

- Commercialization of SIMPAS Prescription Application System
- Expansion of SIMPAS Applied Solutions Portfolio (Product Toolbox)
- Developing Multiple Applications for Ultimus Documentation Software

Core
New Product Pipeline
Acquisitions



Green Solutions Growth Plan



Growth Opportunities

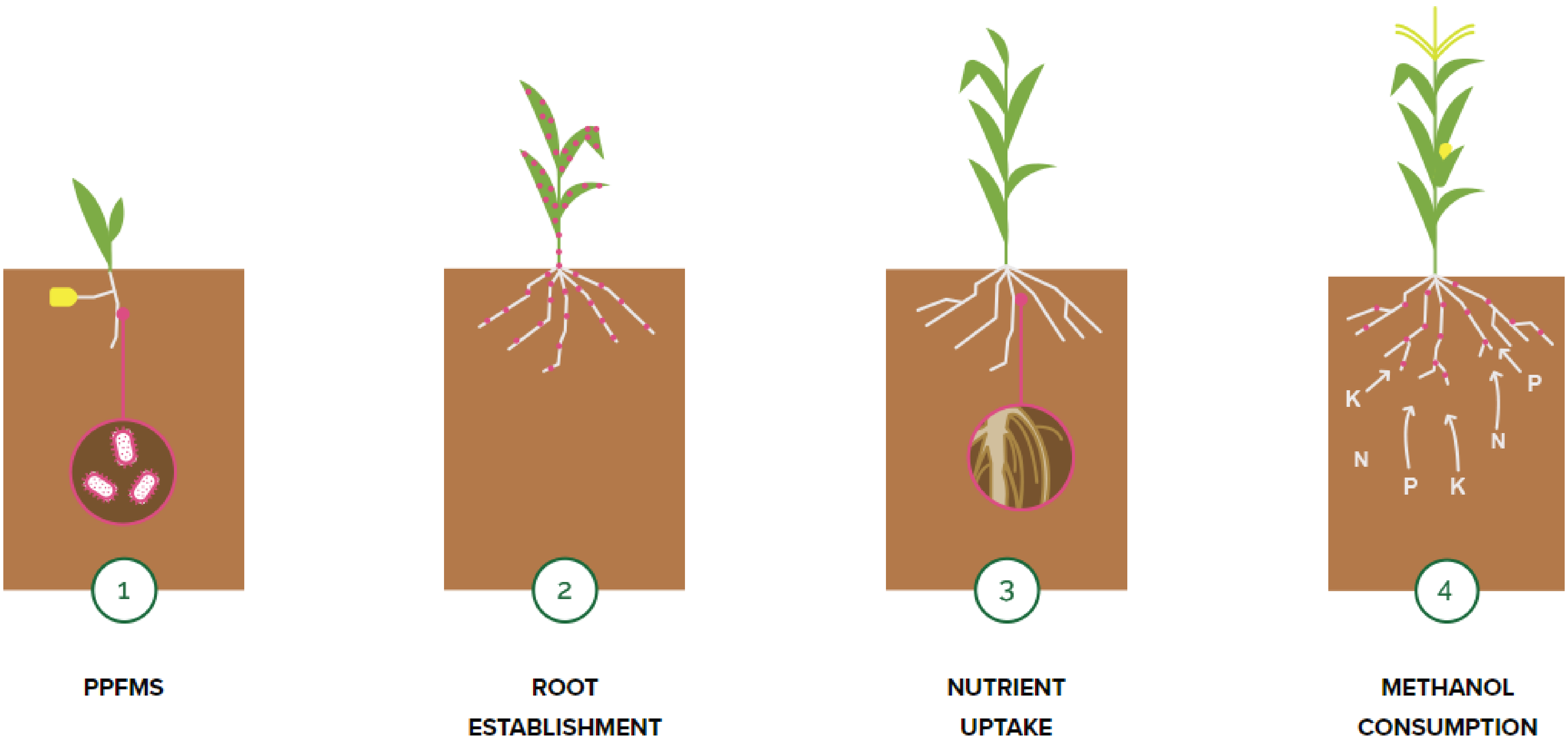
- R&D pipeline
- Licensing & Distribution
- SIMPAS channel
- M&A
- Tolling pipeline

Base Business

- Growth Rate – 20% CAGR from 2023-2025

How Terrasym 450 Works

Terrasym microbial inoculant products contain specially selected strains of beneficial microbes called *Methylobacterium* or pink pigmented facultative methylotrophs (PPFMs) . The PPFM strain found in Terrasym 450, *Methylobacterium gregans*, establishes a natural, permanent partnership with plants. This symbiotic relationship facilitates improved plant development and nutrient uptake, ultimately, making crops stronger, more stable and more tolerant of abiotic stress, from planting through harvest.



Source: https://www.Newleafsym.com

NewLeaf symbiotics

Terrasym 450

The improved nutrient uptake benefits of Terrasym 450 for corn resulted in the following results in third party trials:

for Corn

- +6.7% Total root area
- +7.3% Rooting depth
- +9.6% Nodal root length
- +17.5% Leaf tissue iron concentrations (ppm)
- +12.6% Leaf tissue manganese concentrations (ppm)

2020 IN10T FarmerTrials; Root trends reported for Terrasym 450 as an in furrow treatment (V2-V4, 19 locations, 10 plants per treatment, per location), yield aggregate reported for TS450 as a seed treatment and in furrow treatment, 20 locations; 2021 AIP Trials; Root trends reported for Terrasym 450 as a planter box application (V4-V6, 13 locations, n = 10 plants per treatment per location); Nutrient data reported for Terrasym 450 as a seed treatment and in furrow treatment (V5-V6, 24 locations, 10 plants per treatment per location)

Source: https://www.Newleafsym.com

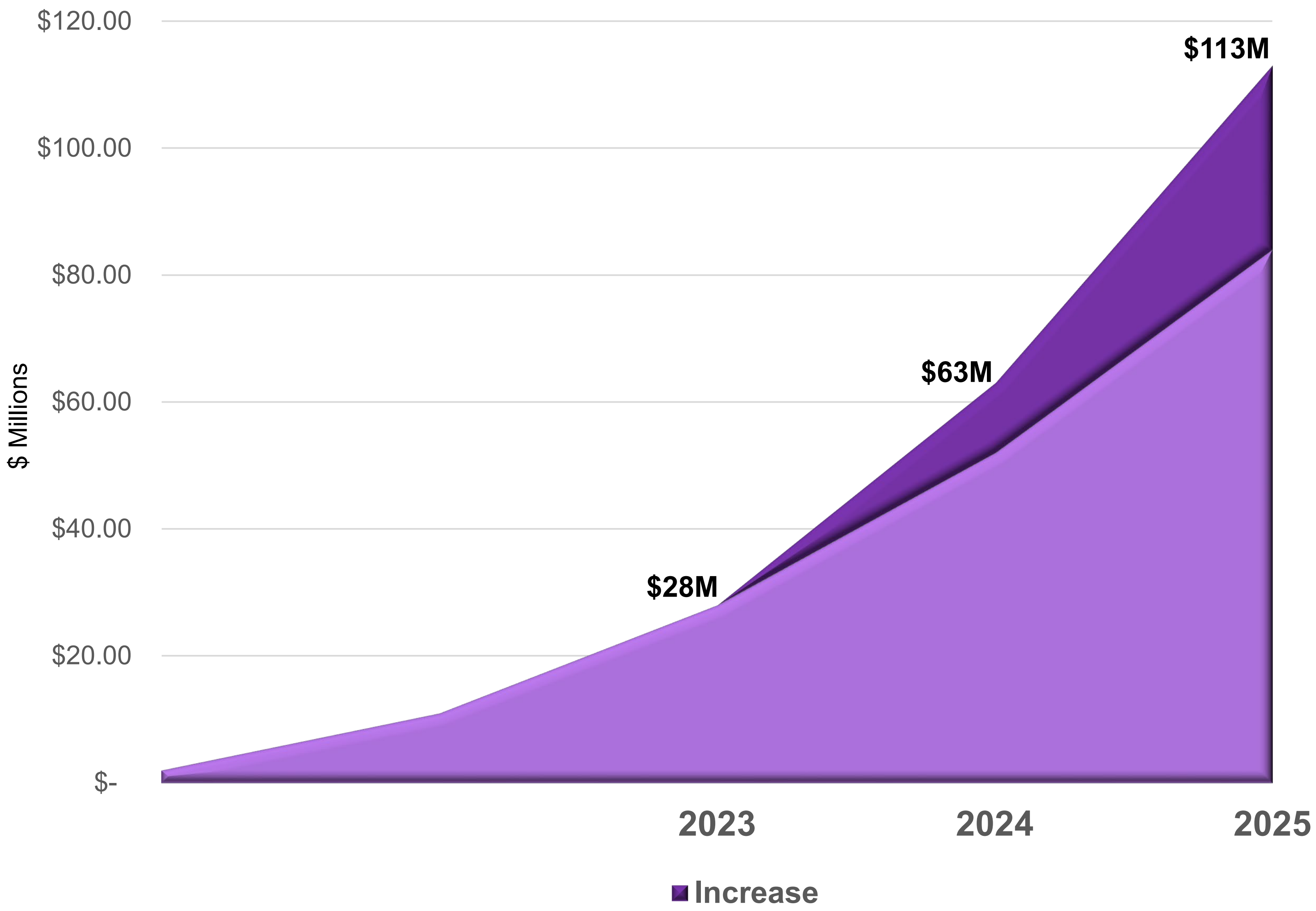
SIMPAS 2022

81 New Systems in Use

Target 150-200 New Systems in Operation for 2023

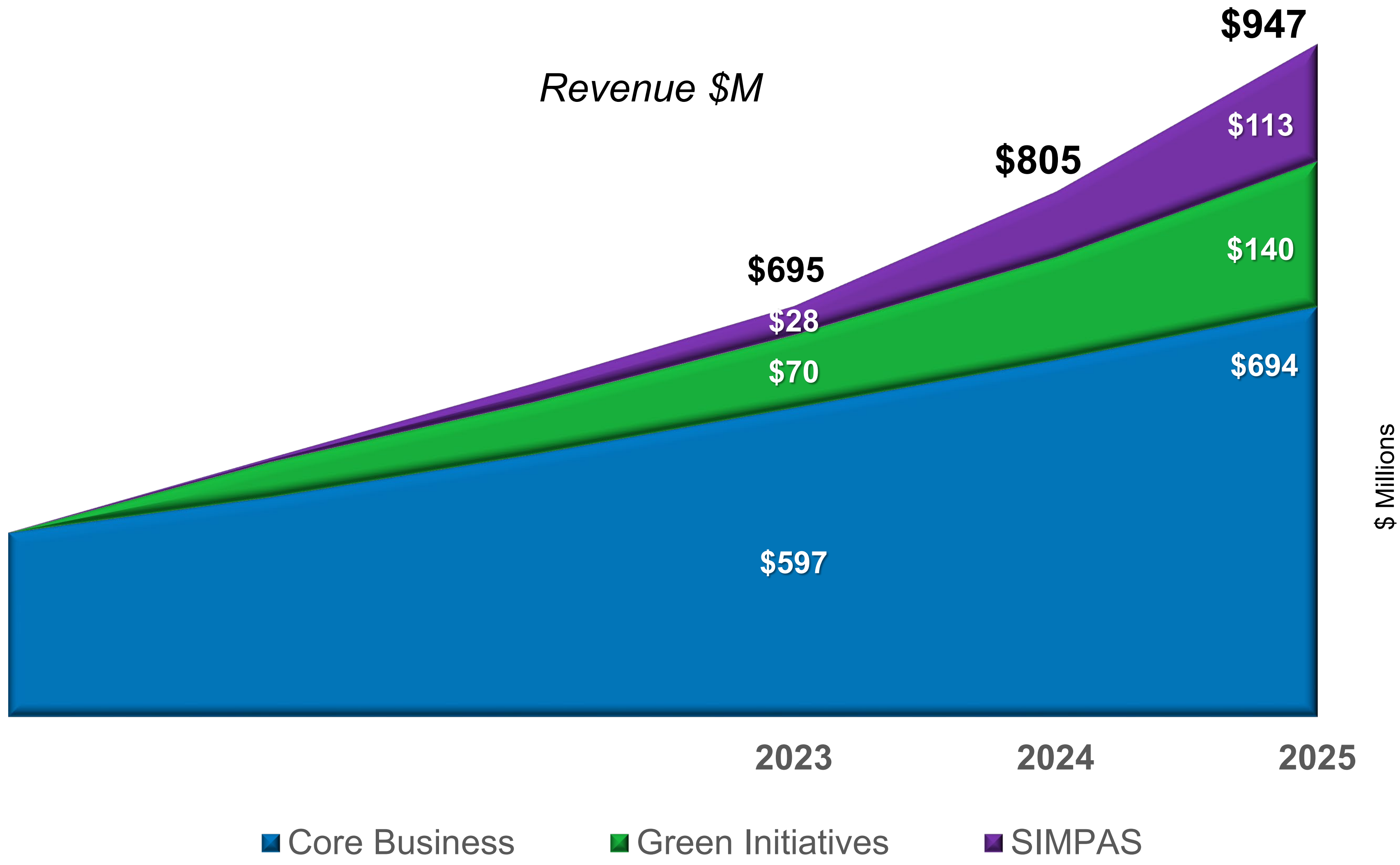
On Path to Achieve 2023 and 2025 Revenue Projections

SIMPAS: US Value Capture Target (4 Crops)



AMVAC joins with John Deere Financial and Rabo AgriFinance to offer 2.65% financing with harvest terms.

Strategic Growth Targets



Performance EBITDA Target 2025 $155 Million

Questions and Answers