



Investor Presentation

September, 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.

AVD Strategic Overview

Strong Core Business

- Favorable Global Ag Sector Tailwinds
- New Product Innovation
- Expansion of Global Market Access
- Crop Diversification
- Enhanced Penetration in International Regions
- Comprehensive Domestic Manufacturing Capabilities

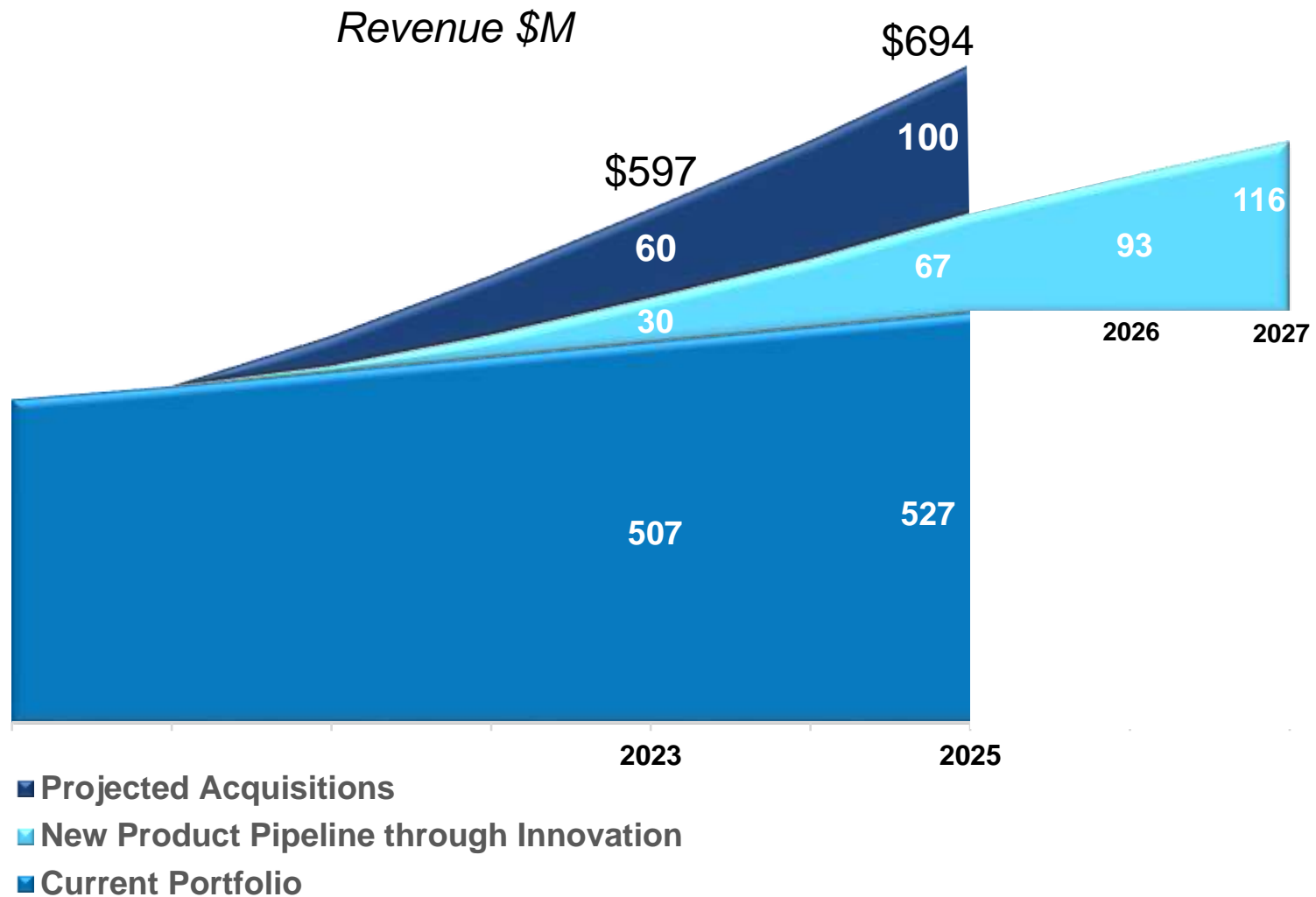
Green Solutions Initiative

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

Precision Application Technologies

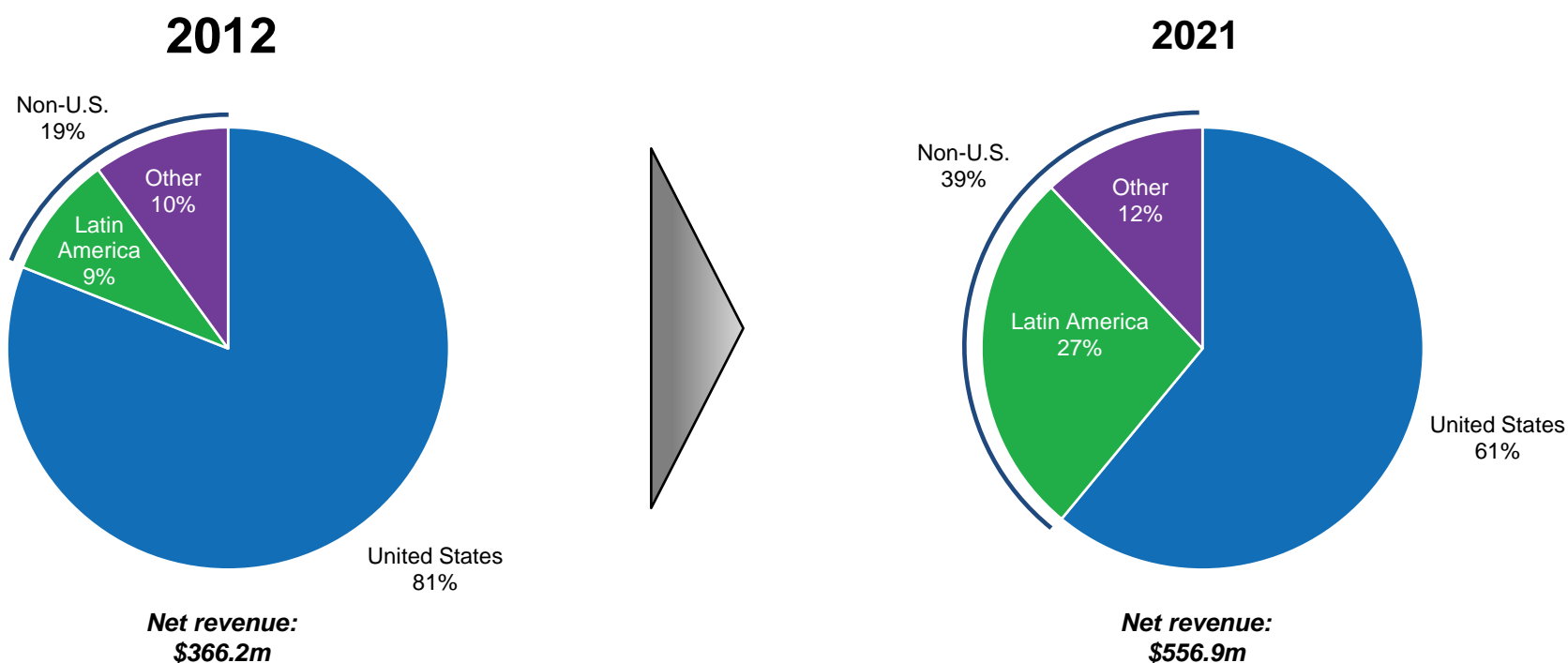
- Commercialization of SIMPAS Prescription Application System
- Expansion of SIMPAS Applied Solutions Portfolio (Product Toolbox)
- Developing Multiple Applications for Ultimus Documentation Software

Core New Product Pipeline Acquisitions



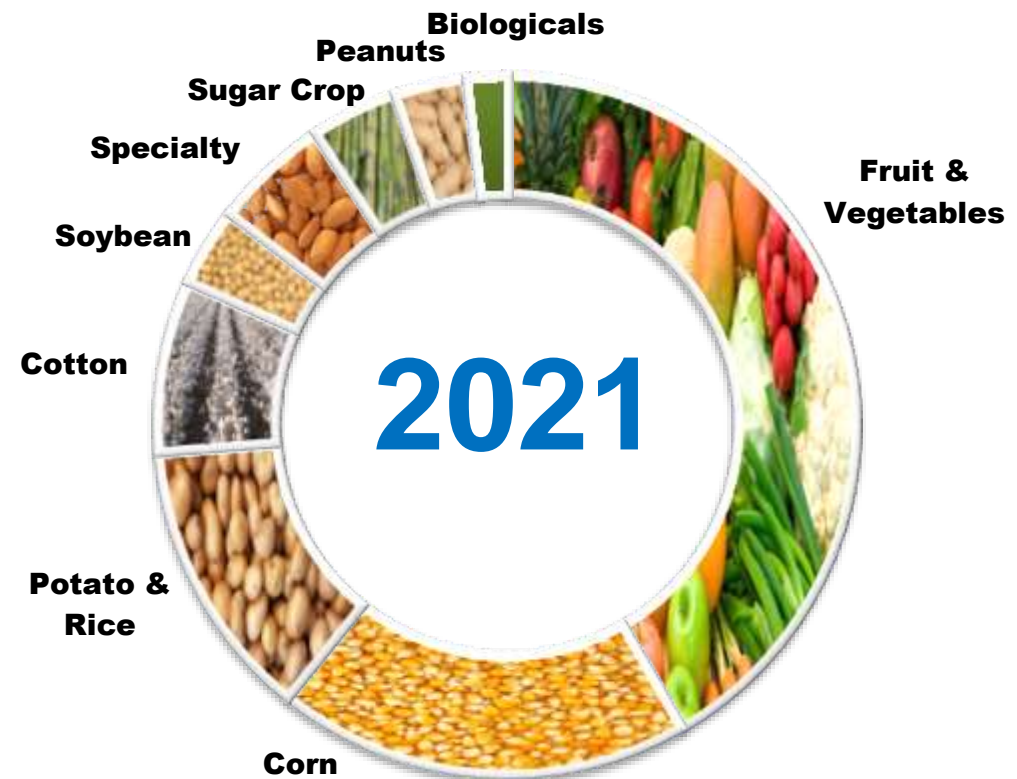
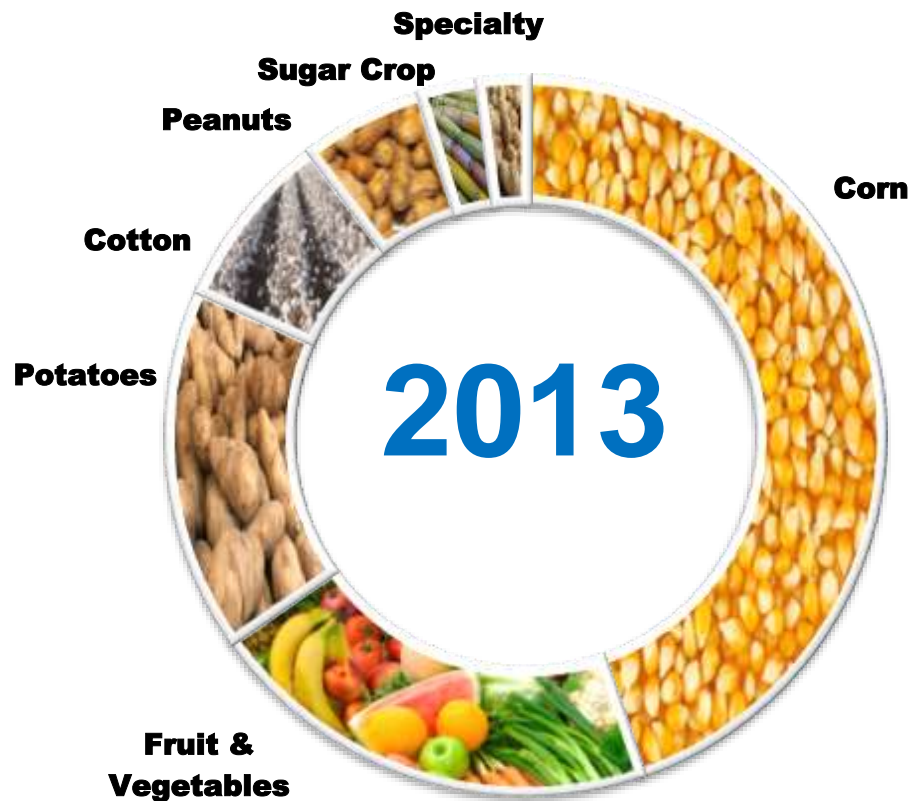
More diverse geographic footprint enabling greater market access

American Vanguard Geographic Positioning Over Time



- Historical AVD footprint too levered to the US agricultural market and thus more exposed to specific regional trends
- Management sought to expand the geographic profile of AVD in order to:
 - Provide access to key regions in the context of the agricultural economy (e.g. Latin America)
 - Mitigate against regulation in the US and increasingly unpredictable weather
 - Facilitate cross-selling of existing AVD products into new territories
- Recent acquisitions have provided a platform for further international expansion

American Vanguard Crop Diversification (Creates Opportunities & Reduces Risks)



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

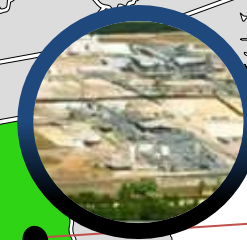
HANNIBAL, MO

Manufacturers Counter and Thimet

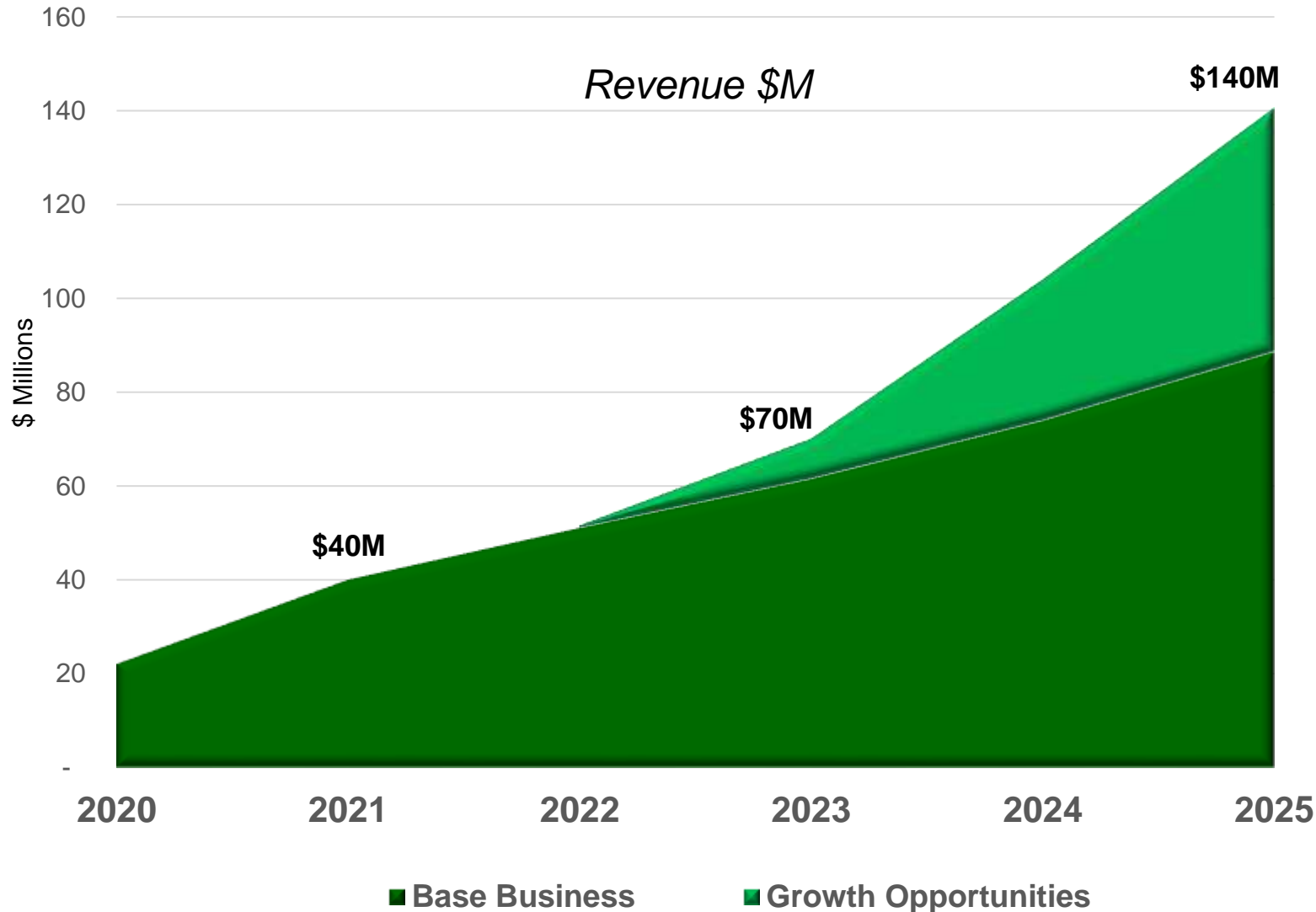


AXIS, AL

Manufacturers Bidrin, Aztec, Folex and Mocap



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

Green Solutions

AVD Markets 120+ Products

Biofertilizers (11)

- Microbials to enhance nutrient uptake
- Nitrogen fixing bacteria
- Mobilizers of specific nutrients

Biostimulants (28)

- Seaweed extracts
- Microbials that aid in nutrient assimilation
- Organic acids, e.g humic and fulvic acids

Biopesticides (32)

- Biochemical or Microbial
- Plant Extracts
- PGR
- Pheromones
- Bacteria

Specialty Nutrition (35)

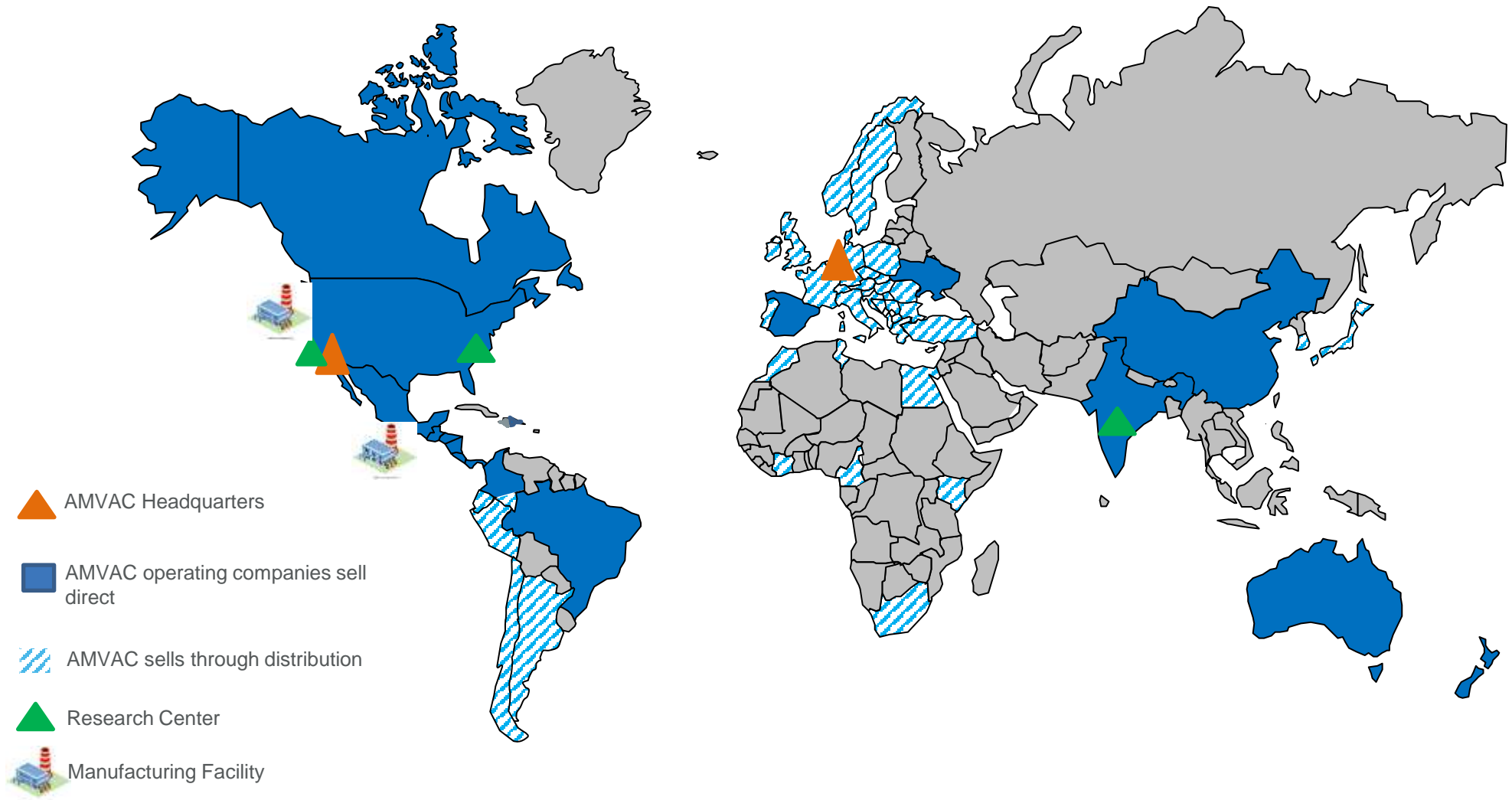
- Essential minerals
- Trace elements

Other (14)

- Solar Protection
- Adjuvants



AMVAC Green Solutions Global Footprint



Current and Future Market Focus

\$30B+ Global Market Opportunity

Prior Market Focus

Consumer Insect Control

- > Household
- > Repellents
- > Lawn & Garden
- > Outdoor living

Animal Health Insect/Parasite Control

- > Pet health
- > Production animals

Current Market Focus

Professional Insect Control

- > T&O
- > Vector Control
- > PMP

Agricultural Insect Control

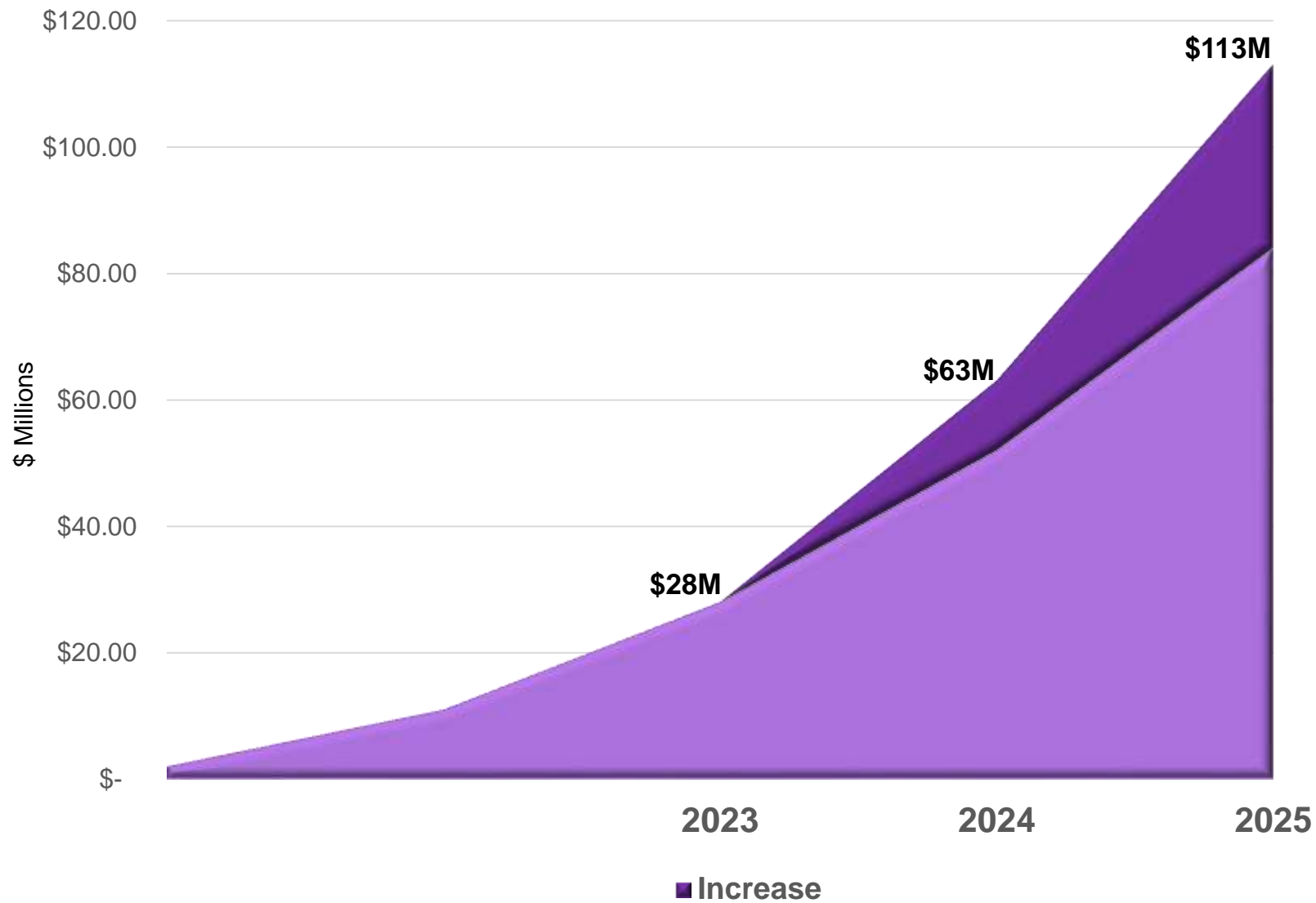
- > Crop protection
- > Horticulture
- > Specialty crops





zevo

SIMPAS: US Value Capture Target (4 Crops)



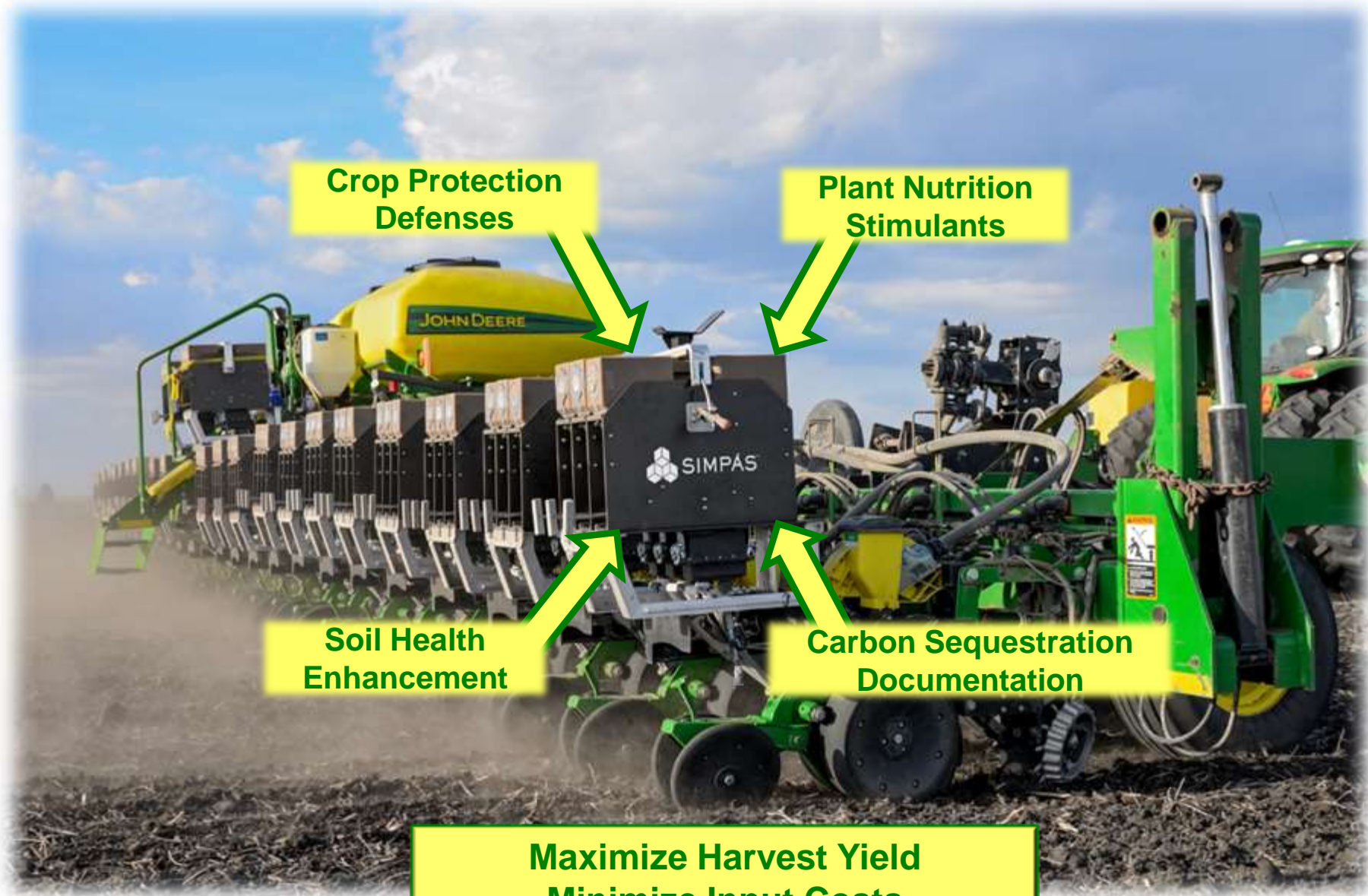
SIMPAS 2022

81 New Systems in Use

Target 150-200 New Systems in Operation for 2023

On Path to Achieve 2023 and 2025 Revenue Projections



**ULTIMUS™**



Earning Carbon Credits
Just Got Easier
& Profitably Sustainable






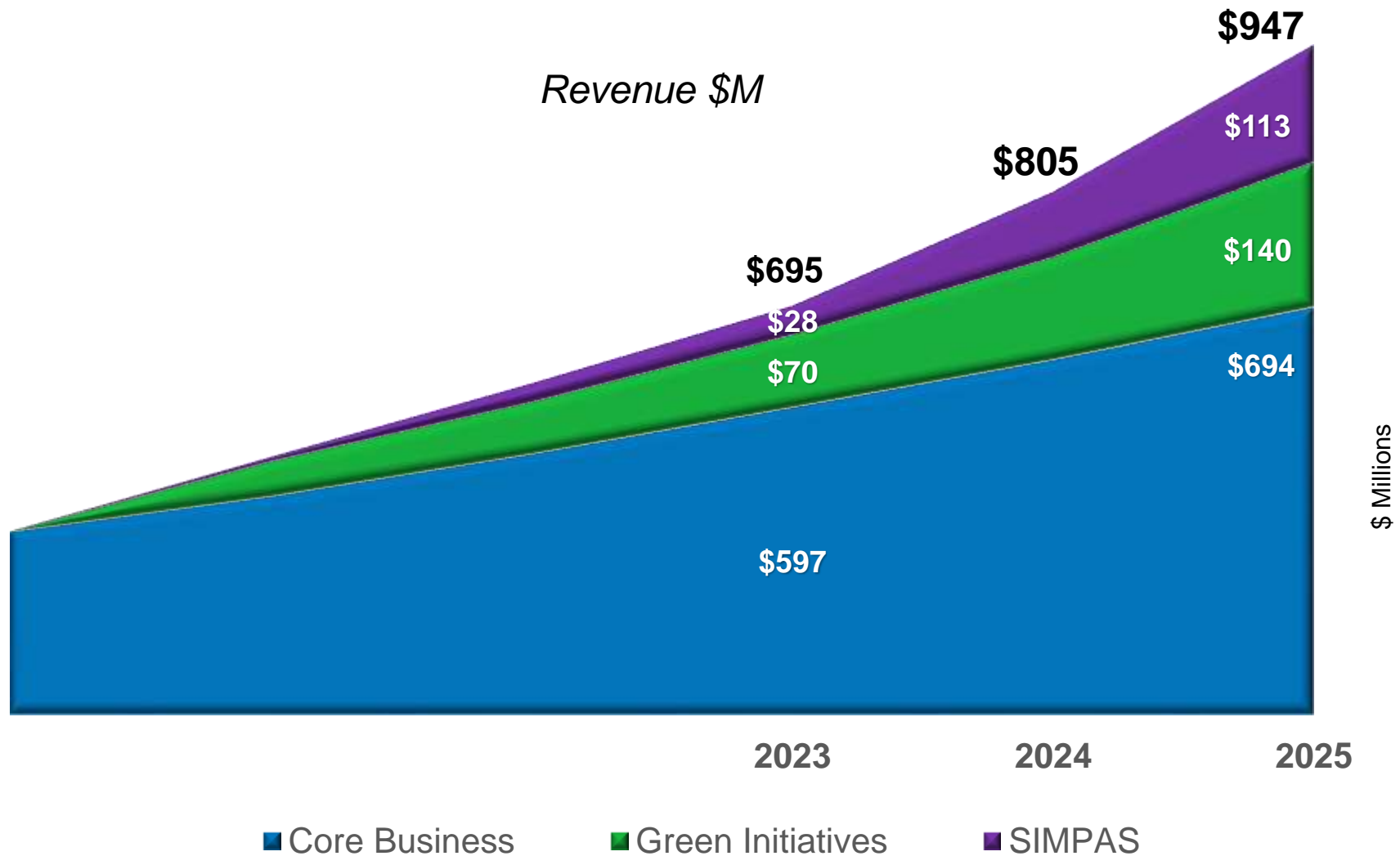
SIMPAS-applied Solutions

Portfolio Pipeline Candidate Crop View



Crop	2021	2022	2023
	Aztec® HC Counter® 20G Force® 10G HL Zinc	iNvigorat® Micronutrient Enhancer	Liquid fungicide N-fixing microbe PGR Nematicide Seed-attacking pest insecticide Force liquid INDEX® liquid
	Zinc	iNvigorat Soybean inoculant IDC irongranular & Liquid Humic acid Pythium fungicide Micronutrient Enhancer Thimet®	Liquid fungicide N-fixing microbe Soybean cyst nematode PGR 3rd party nematicide 2 MOA liquid fungicide
	Zinc	iNvigorat Humic Acid Thimet	Liquid fungicide N-fixing Microbe 3rd party nematicide 2 MOA liquid fungicide
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Strategic Growth Targets



Performance EBITDA Target 2025

\$155 Million

2022 Performance Target

1st Half

Revenue Growth	8% - 11%	+19%
Gross Profit Margin	38-40%	41%
Operating Expenses	OPEX as % of Sales (31-33%)	32%
Interest Expense	Similar to 2021	\$1,170 vs \$1,959 (Down 40%)
Tax Rate	Mid 20% Range (Expected Full Year)	30%
Debt-to-EBITDA Target . . .	<1.0X without Acquisitions <2.5X with Acquisitions	1.33X
<i>Net Income</i>	<i>60 - 70% Increase</i>	<i>+104%</i>
<i>EBITDA*</i>	<i>24-28% Increase</i>	<i>+ 40%</i>

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