



**Q42020 and Full Year
Earnings Call
March 11, 2021**

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.

Speakers



Mr. Eric Wintemute	Chairman & Chief Executive Officer
Mr. David Johnson	Chief Financial Officer
Mr. Bob Trogele	Chief Operating Officer

2020 Accomplishments

- Employee Safety
- Reliable Supplier to our Customers
- Profitability to our Shareholders
- Balance Sheet Integrity (9-fold increase in cash generation)
- Advance our Innovation and Acquisition Strategy
- Create ESG Platform

Financial Review

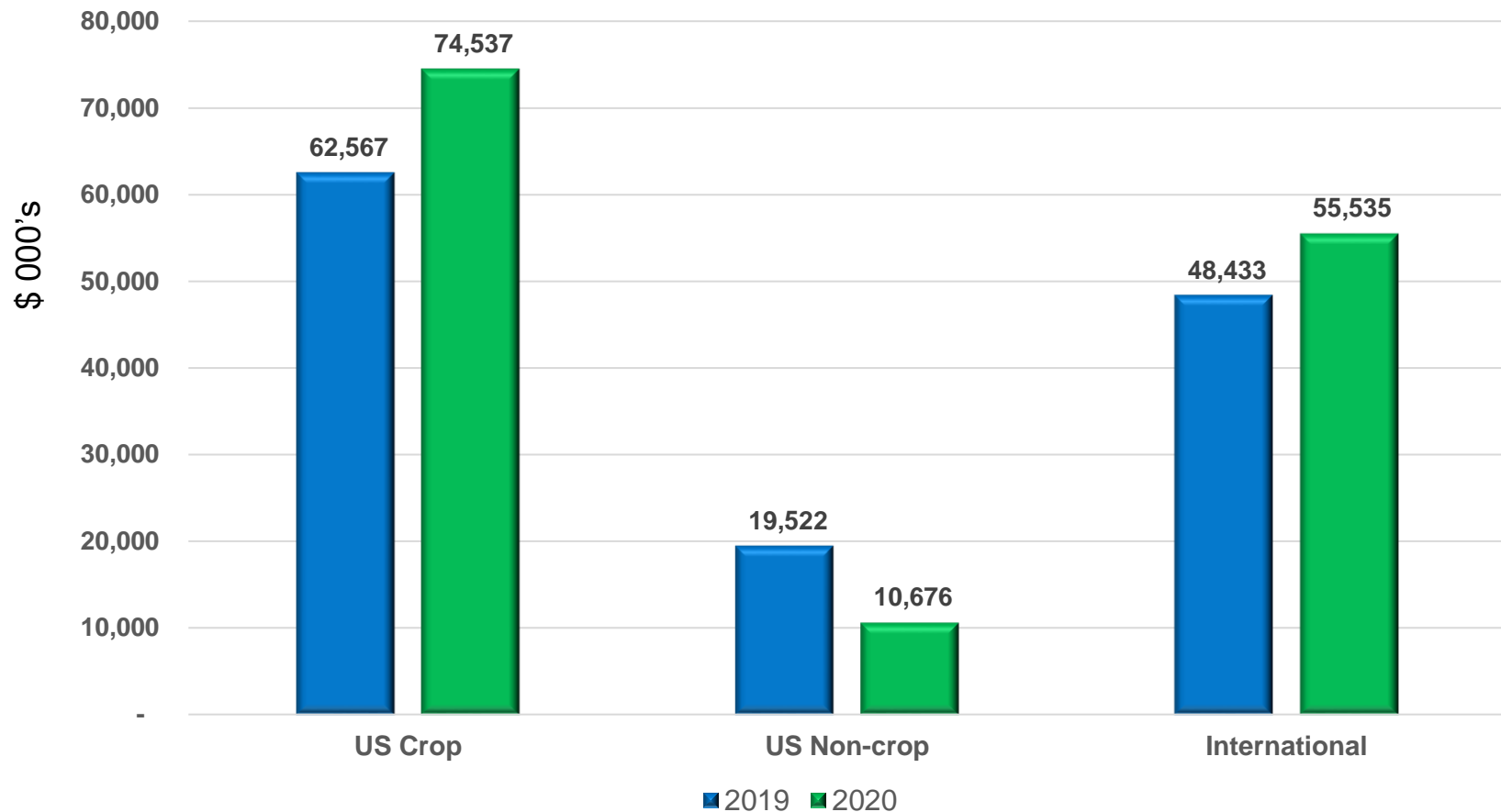


Mr. David Johnson Chief Financial Officer

Q4 2020 Sales

International 41% of total in 2020, 40% of total in 2019

Net Sales, 3 months Ended December 31, 2019 & 2020



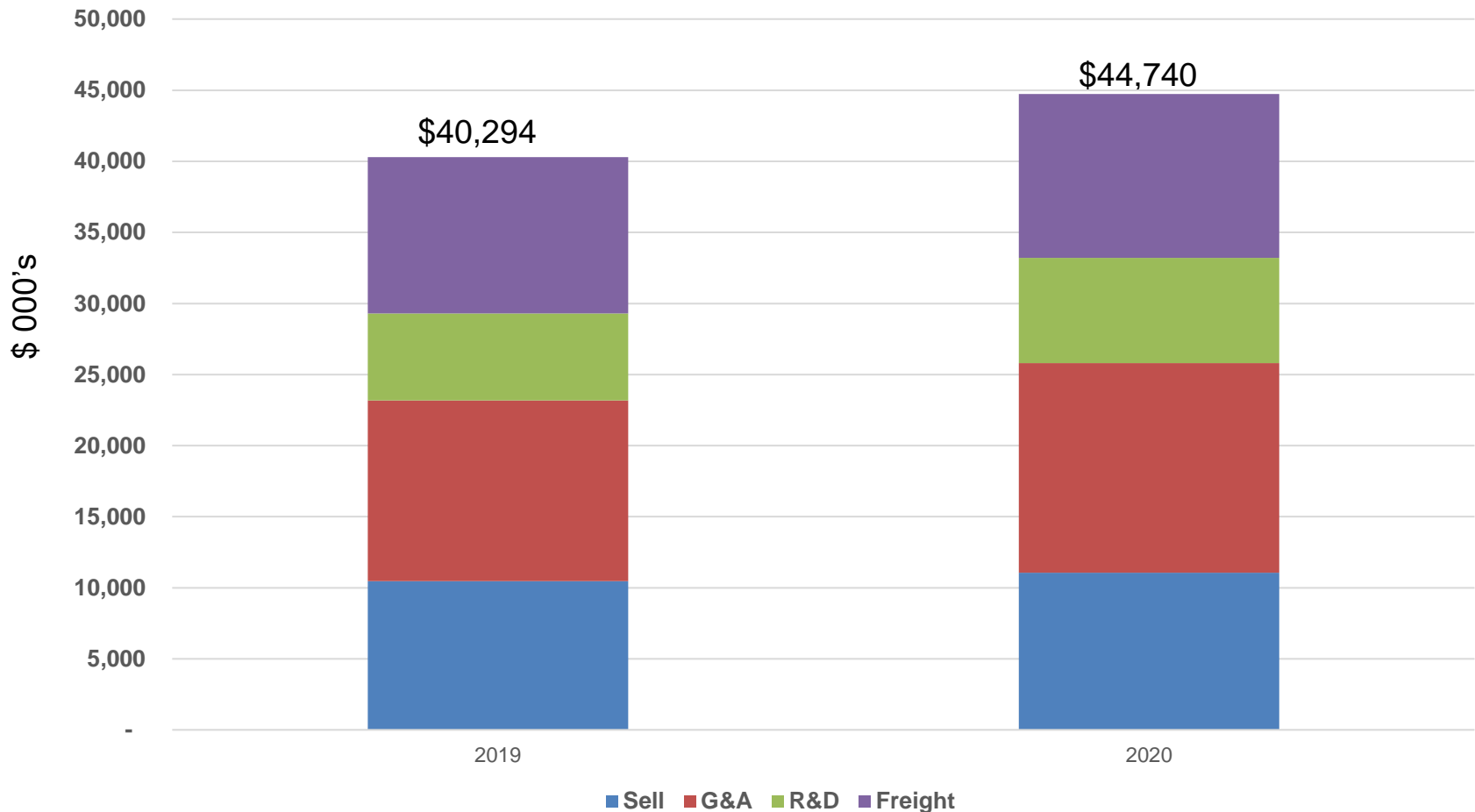
Q4 2020 Gross Profit Performance

(\$000's)

	3-months Ended December 31,		
Gross Profit	2020	2019	Change
US Crop	30,221	26,370	15%
US Non-crop	3,690	8,269	-55%
US	33,911	34,639	-2%
International	16,727	11,897	41%
Total	50,638	46,536	9%
Gross Margin %	2020	2019	
US Crop	41%	42%	
US Non-crop	35%	42%	
US	40%	42%	
International	30%	25%	
Total	36%	36%	

Q4 2020 Operating Expenses

Operating expenses are 31% of sales in 2019 and 32% in 2020



Q4 2020 Statements of Operations

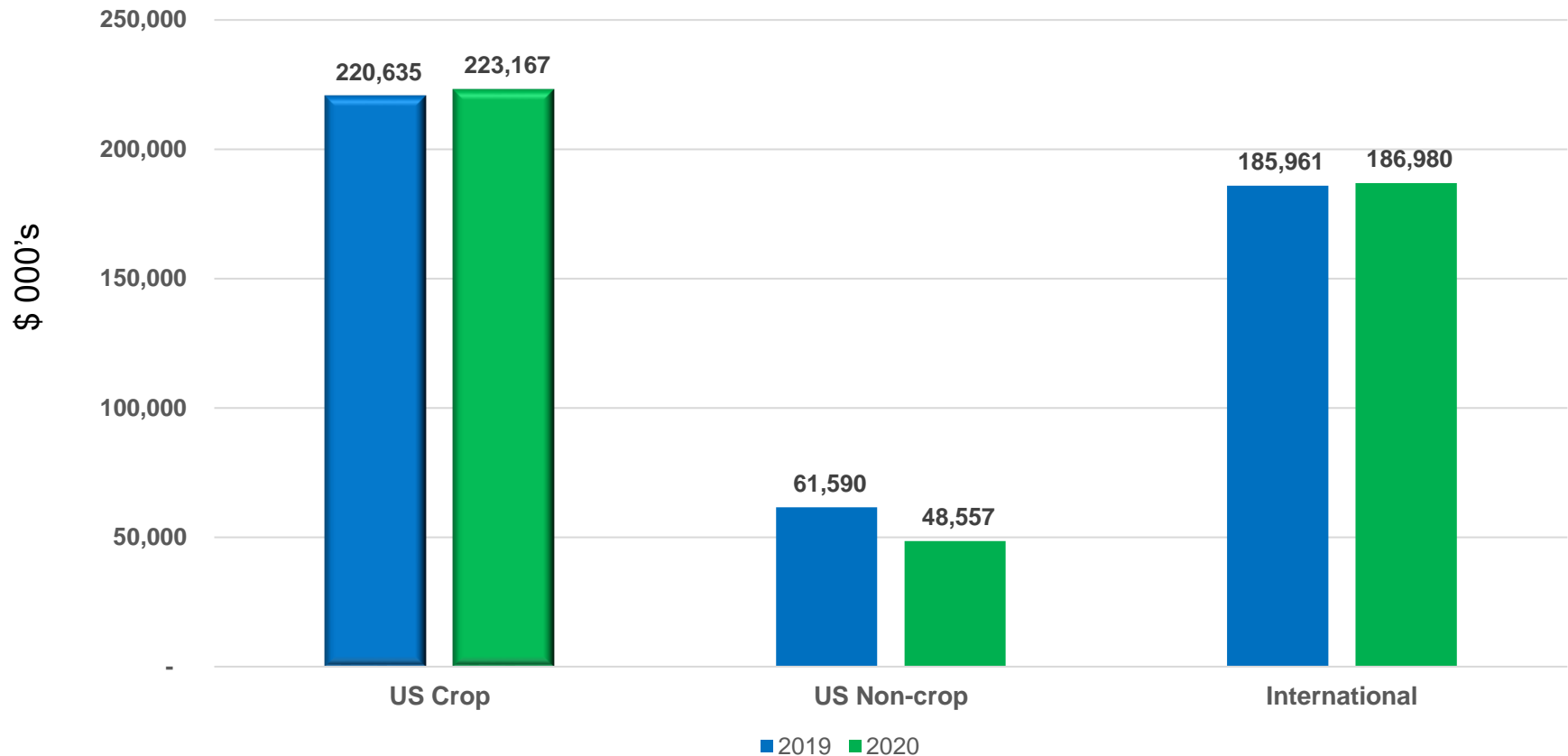
\$ 000's

	3 months Ended Dec 31,		
Statements of Operations	2020	2019	Change
Net Sales	\$140,748	\$130,521	\$10,227
Gross profit	50,638	46,536	4,102
Operating costs	(44,740)	(40,294)	(4,446)
Bargain purchase gain	4,657	0	4,657
Operating Income	10,555	6,242	4,313
Interest Expense	(1,374)	(1,603)	229
Income before Tax	9,181	4,639	4,542
Tax	(1,228)	(1,143)	(85)
Income before equity method	7,953	3,496	4,457
Equity method investment	(45)	(61)	16
Net income for AVD	\$7,908	\$3,435	\$4,473
Diluted shares	30,194	29,853	
EPS	\$0.26	\$0.12	

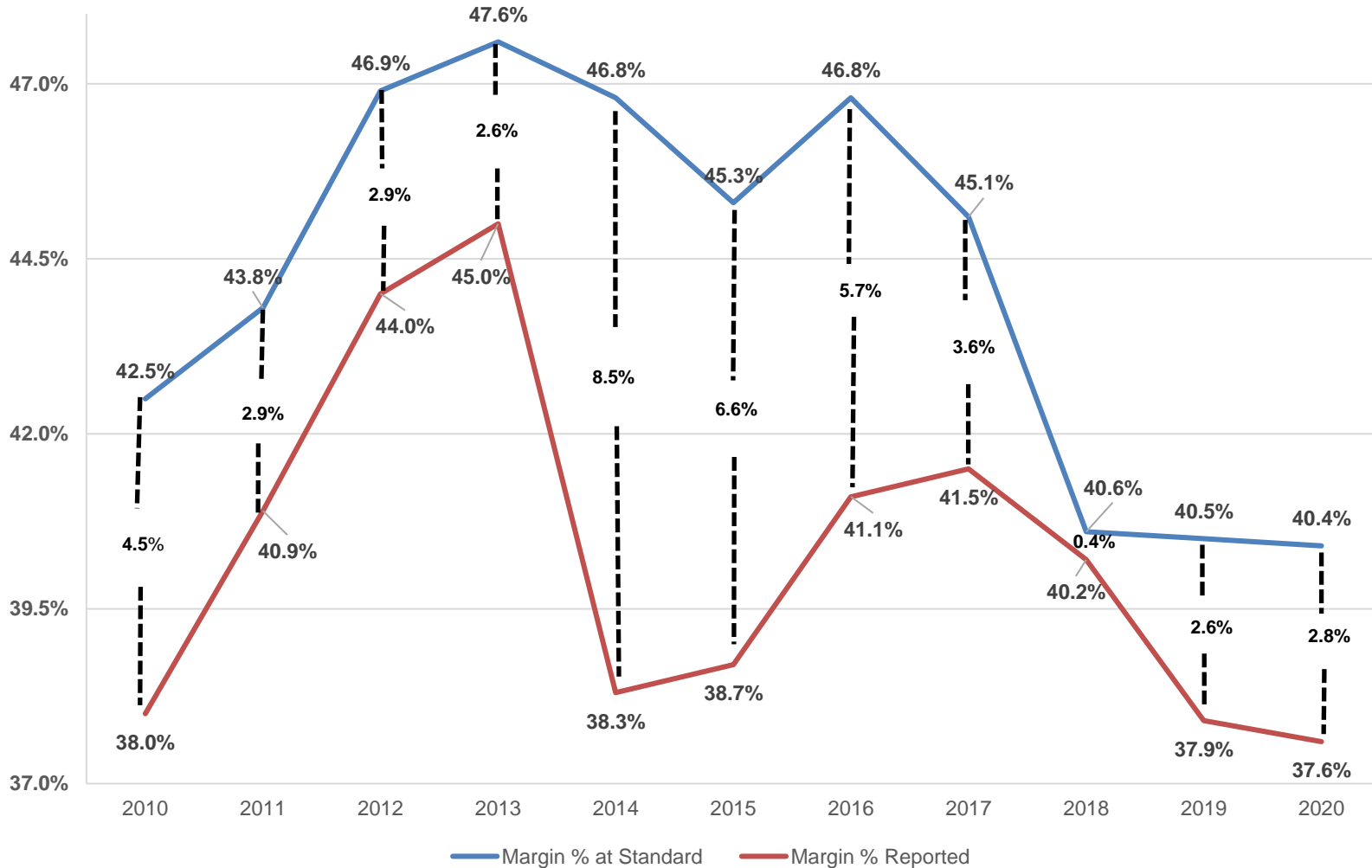
FY 2020 Sales

International 41% of total in 2020, 40% of total in 2019

Net Sales, 12 months Ended December 31, 2019 & 2020



Annual Net Factory Cost Performance



Our Long-term target is to have net factory cost at approximately 2.5% of sales

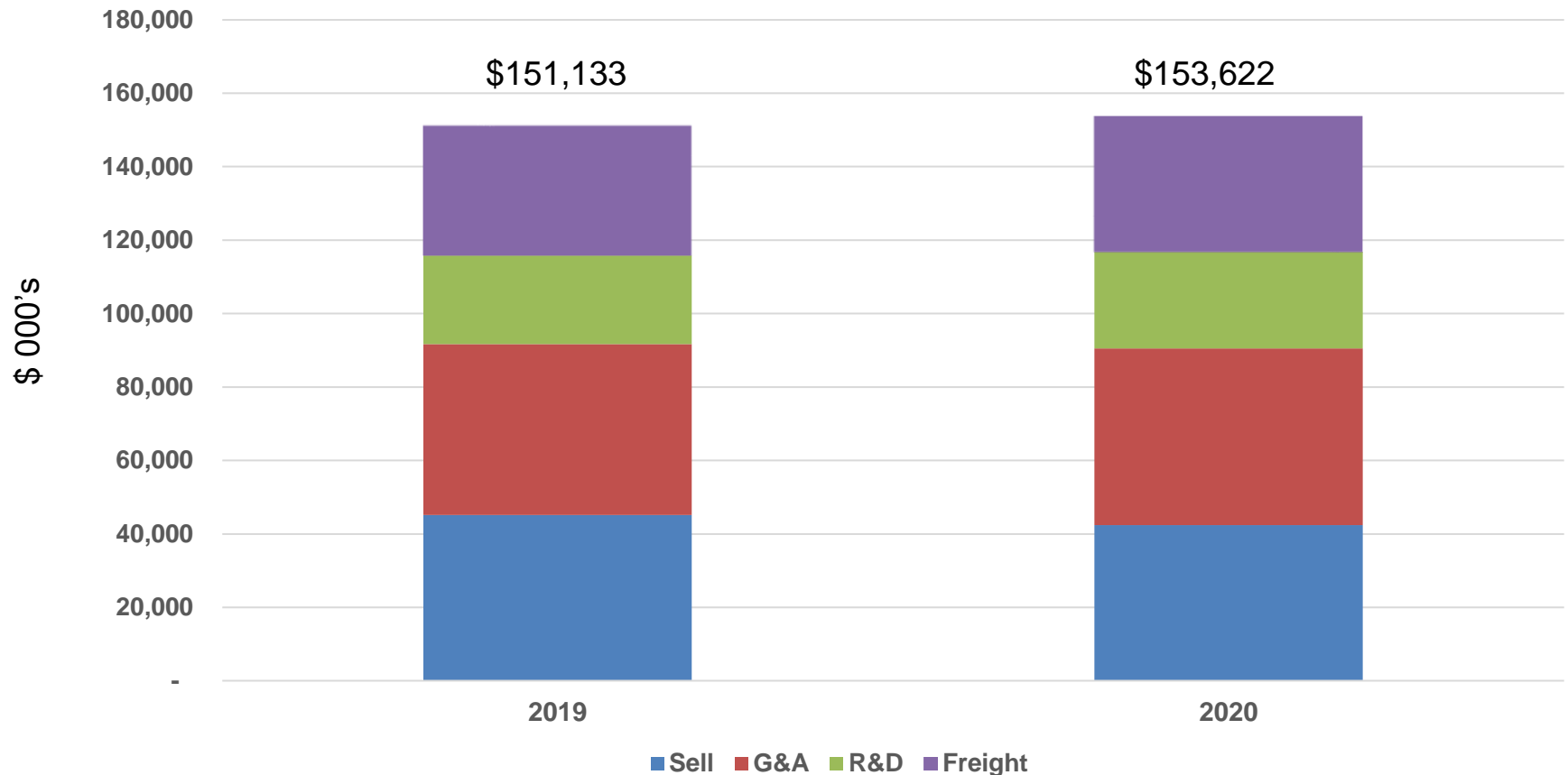
FY 2020 Gross Profit Performance

(\$000's)

	12-months Ended December 31,		
Gross Profit	2020	2019	Change
US Crop	98,340	95,429	3%
US Non-crop	22,225	29,713	-25%
US	120,565	125,142	-4%
International	52,025	52,212	0%
Total	172,590	177,354	-3%
Gross Margin %	2020	2019	
US Crop	44%	43%	
US Non-crop	46%	48%	
US	44%	44%	
International	28%	28%	
Total	38%	38%	

FY 2020 Operating Expenses

Operating expenses are 32% of sales in 2019 and 34% in 2020



FY 2020 Statements of Operations

\$ 000's

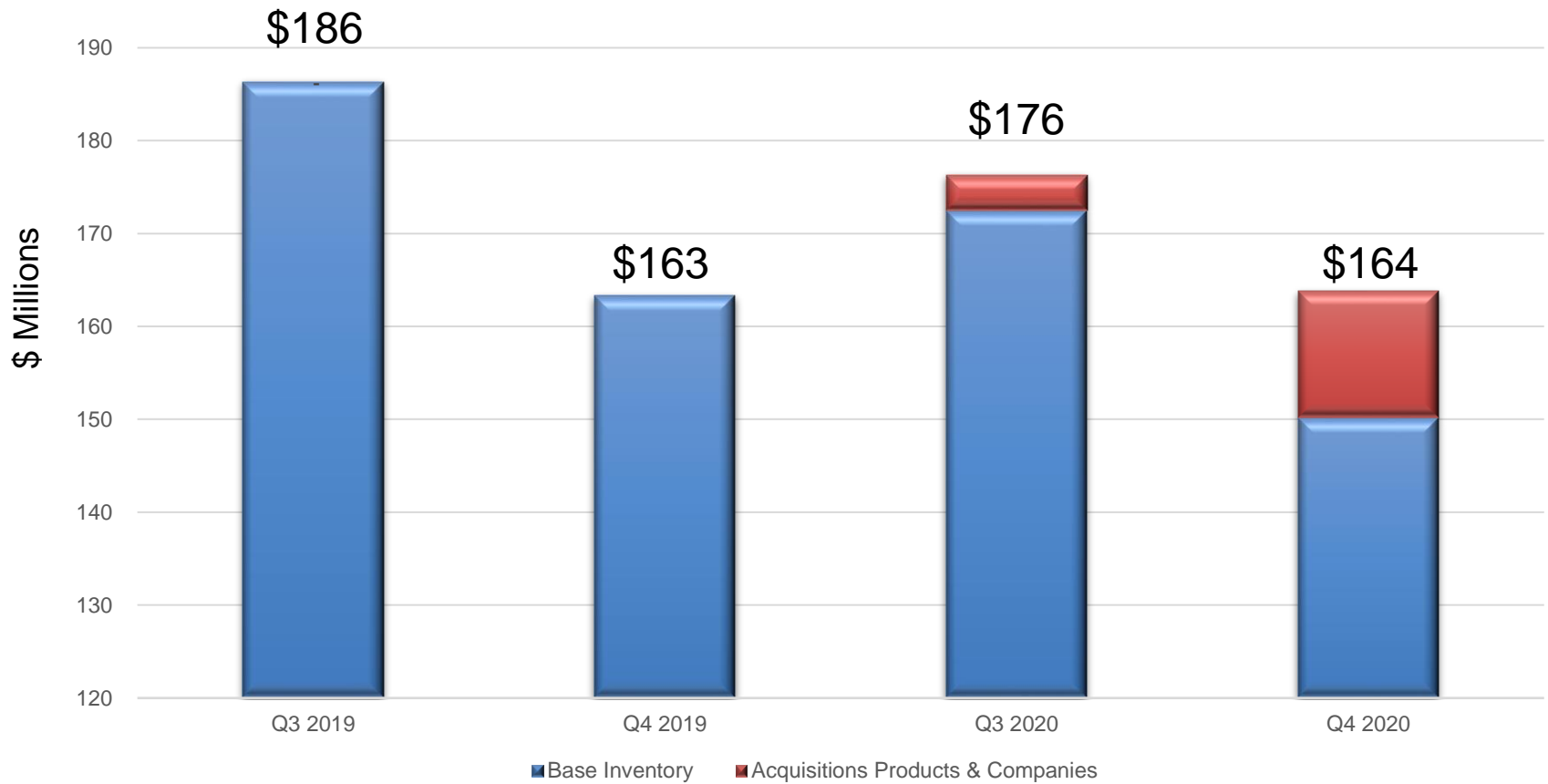
	12 months Ended Dec 31,		
Statements of Operations	2020	2019	Change
Net Sales	\$458,704	\$468,186	(\$9,482)
Gross profit	172,590	177,354	(4,764)
Operating costs	(153,622)	(151,133)	(2,489)
Bargain purchase gain	4,657	0	4,657
Operating Income	23,625	26,221	(2,596)
Interest Expense	(5,178)	(7,209)	2,031
Income before Tax	18,447	19,012	(565)
Tax	(3,080)	(5,202)	2,122
Income before equity method	15,367	13,810	1,557
Equity method investment	(125)	(209)	84
Net income for AVD	\$15,242	\$13,601	\$1,641
Diluted shares	29,993	29,656	
EPS	\$0.51	\$0.46	

FY 2020 Cash Generation and Uses

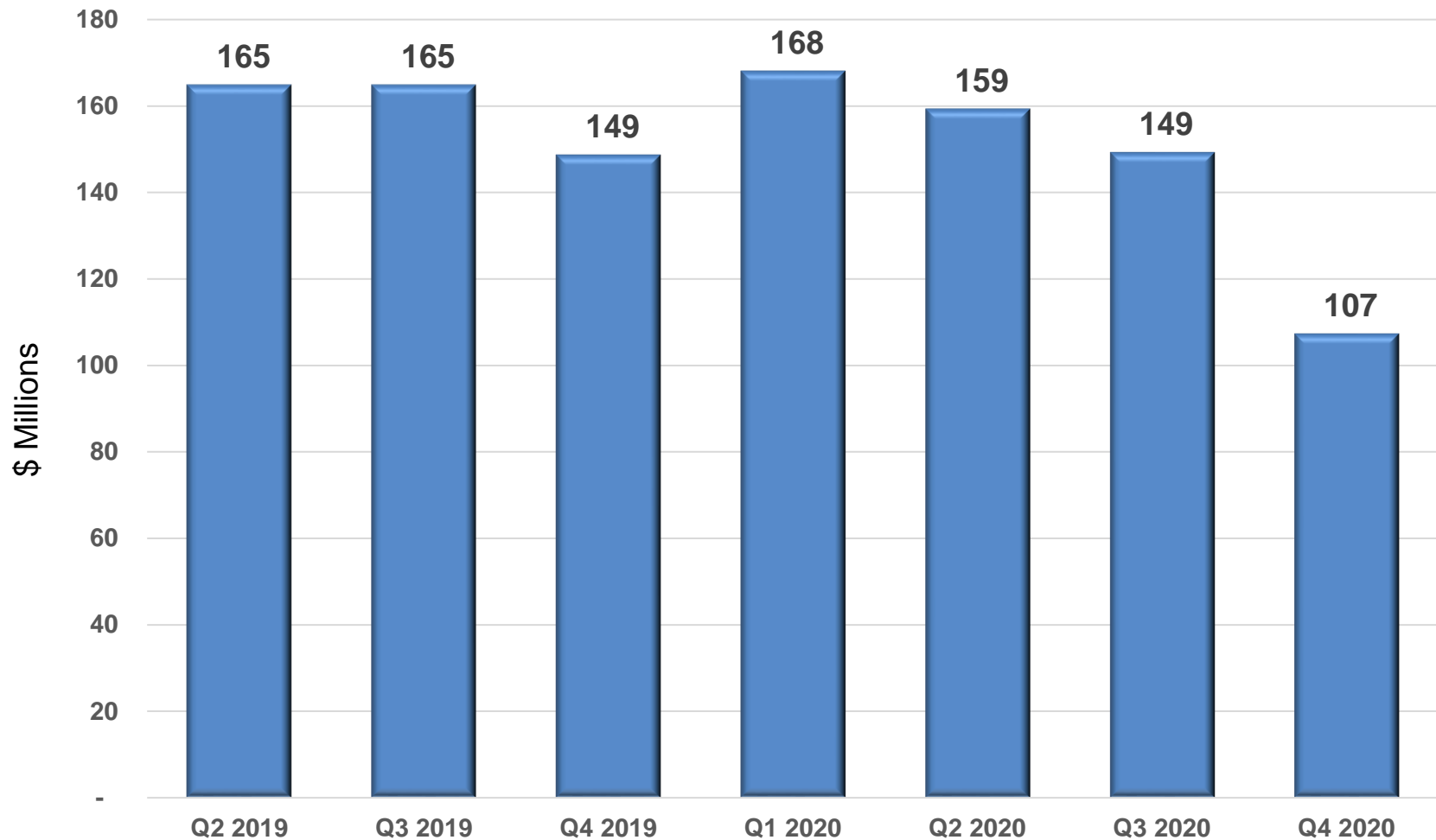
\$ 000's

	2020	2019	2018
Cash from Operations	\$ 40,708	\$ 43,686	\$ 49,166
Change in Working Capital	48,488	(34,117)	(37,820)
Net Cash from Operations	89,196	9,569	11,346
Cash used in Investing	(35,795)	(54,837)	(27,697)
Cash (used)/from Financing	(43,212)	46,406	11,133
Total Net Change	10,189	1,138	(5,218)
FX Effect	(847)	(725)	49
Beginning Cash	6,581	6,168	11,337
End Cash	\$ 15,923	\$ 6,581	\$ 6,168

Inventory



Debt



Overall, during a pandemic year marked with significant disruption and economic uncertainty, we have operated our business normally, generated cash, strengthened our balance sheet and achieved higher profitability on slightly lower sales.

Strategic Growth Initiatives

Core Business

- Current Business
- New Product Pipeline Expansion (herbicides, soybeans)
- Additional Product Acquisitions, Licenses, & Geographic Expansion

Green Solutions: Protectants & Nutritionals

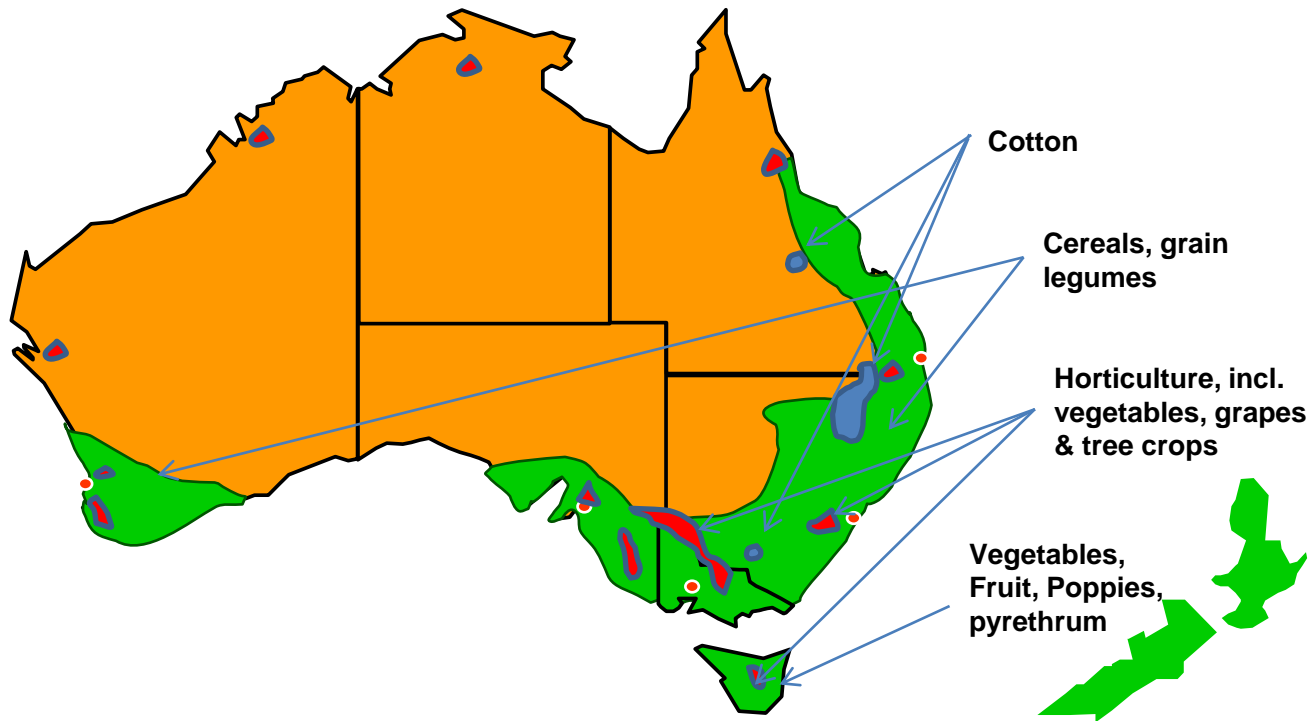
- Biorational Offerings AgriCenter AmGreen/GreenPlants & OHP Biosolutions
- Agrinos BioStimulants (Soil Health/Nutritional Facilitators)
- Envance Technologies Research (Insecticides, Herbicides)

Precision AG Technologies

- Prescription Application System(s) SIMPAS™; SmartBox Plus
Targeted deposition for maximum yield, minimum cost, environmental benefits
- Ultimus™ Data Retention / Treatment Documentation
Records for food treatment compliance & carbon sequestration tabulation



Cropping Areas & Key Crops



Environmental Social Responsibility & Governance (ESG)

- Climate
- Environment
- Food Equity

Our ESG Platform

We believe that all people should be able to rely on a stable, affordable food supply both now and into the future. Further, we are committed to meeting that need on a foundation of social responsibility and equity. In that vein, we, as an industry, follow the principles of sustainable agriculture which consists of:



Climate Equity - We seek to do our part in arresting climate change by improving the carbon footprint of our customers and ourselves



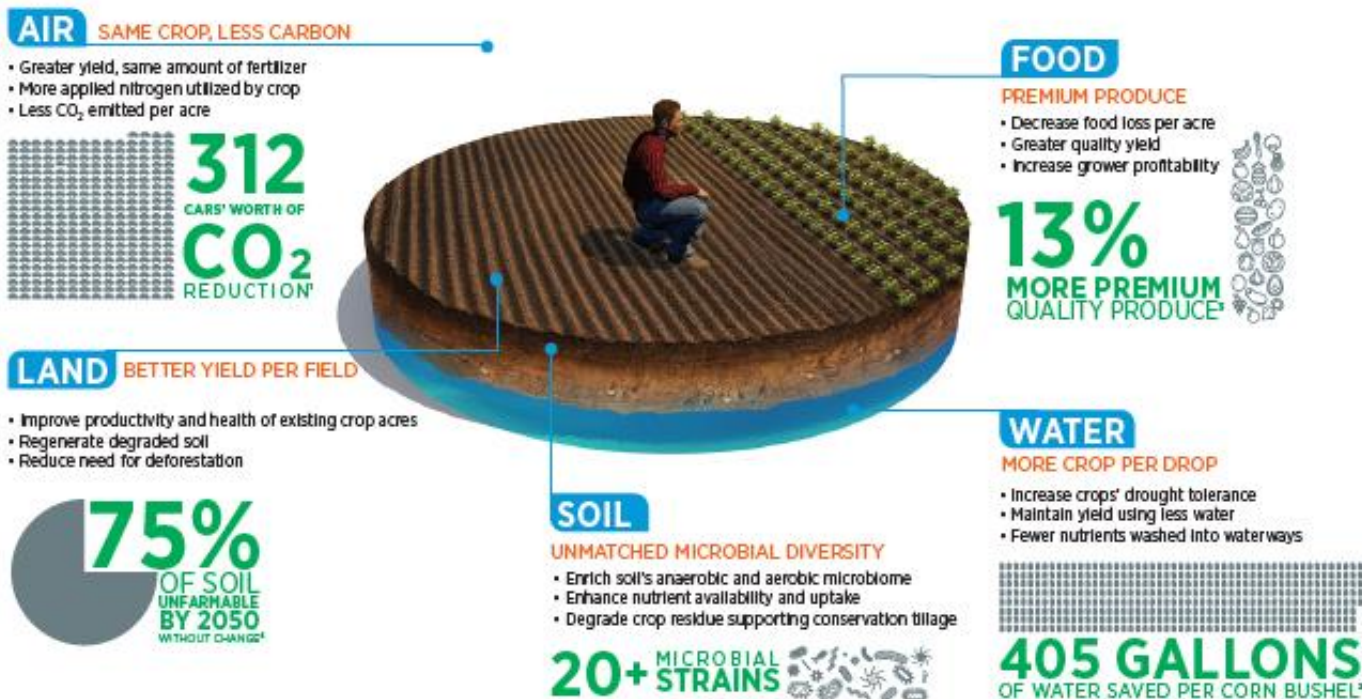
Environmental Equity - We seek to operate our businesses responsibly, minimizing our pressure on the environment, improving soil resiliency and ultimately leaving the planet in better condition than we found it



Food Equity - We seek to ensure that everyone benefits from food production systems that are robust, competitive and focused on the premise that everyone gets fed – no one goes hungry

Agrinos® BioStimulants: Sustainability in Action

To meet the needs of our world's growing population, innovative solutions are needed to sustainably increase agricultural outputs. Biostimulants from Agrinos are the first step.



THE AGRINOS ADVANTAGE

References:

1. CO₂ emissionsmissions reduction equivalent per 250 acres of corn treated with Agrinos products. U.S. Field Trials Results – Corn Carbon Equivalent Savings 2015 California Corn Trials. Calculated with the Cool Farm Tool. Data on file.
2. Reduction of water required to produce each bushel of corn when Agrinos High Yield Technology was applied. U.S. Field Trials Results. 2015 & 2016 California Corn Trials, Water Stress Study. Data on file.
3. Yield increase in premium quality produce using Agrinos products. U.S. Field Trial Results - Agrinos increases sweet onion grade yields in Georgia 2016 cv "Sweet Agent". Data on file.
4. Percent of worldwide agricultural soil degraded to the point of not productive, farmable by 2050 without a change in practices. The State of the World's Land and Water Resources for Food and Agriculture, Food & Agriculture Organization of the United Nations 2011.

Growing Biological Portfolio





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

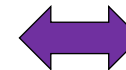
Current Market Focus

Professional Insect Control

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

Agricultural Insect & Bio-herbicidal Control

- > Crop protection
- > Horticulture
- > Specialty crops



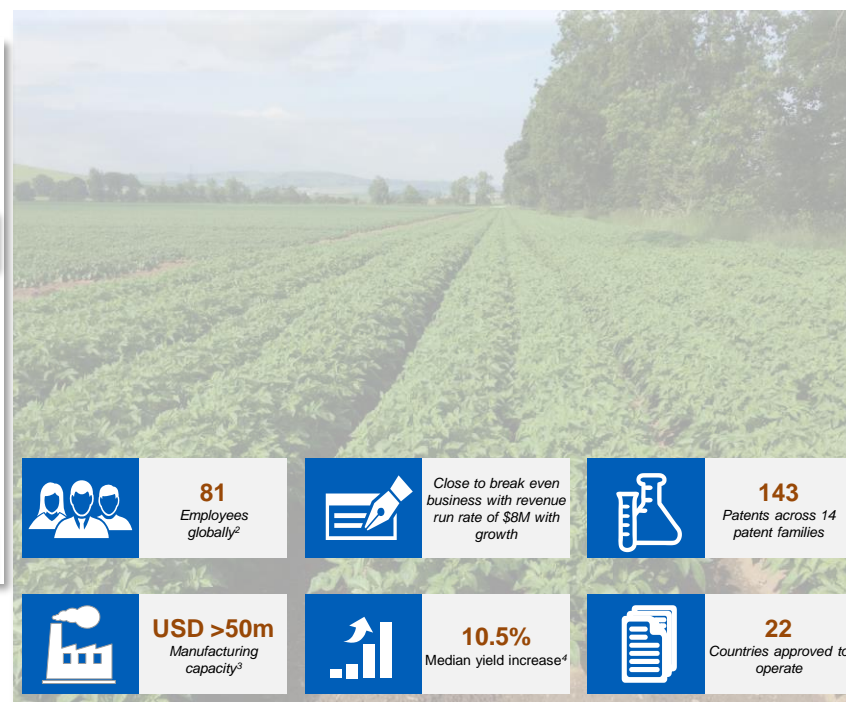
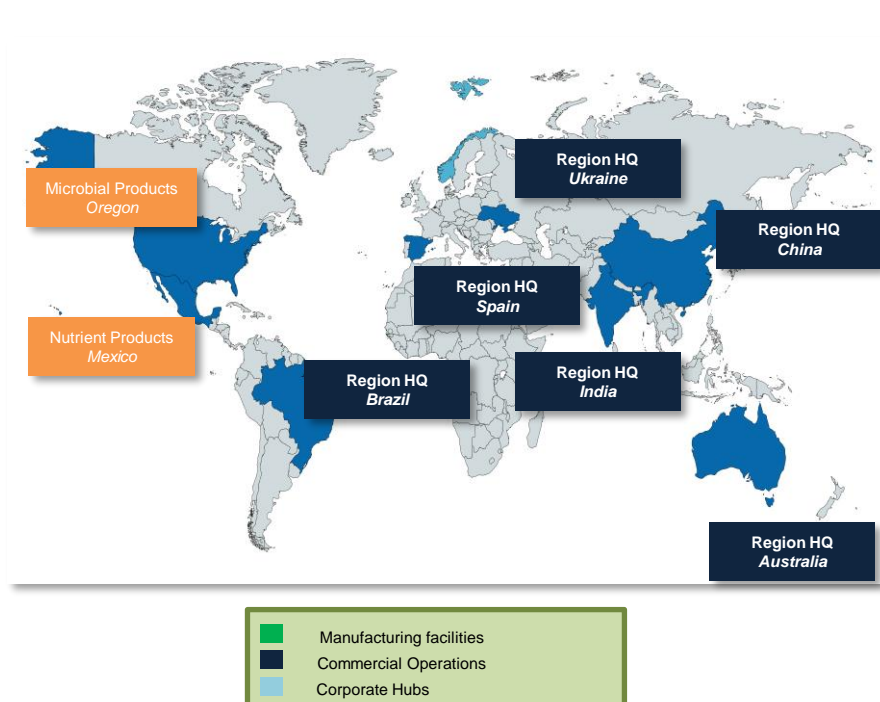
Agrinos | At a Glance

A fully integrated biological crop input supplier, from IP, through internal manufacture and warehousing, to distribution and sales.

Agrinos' high yield technology (HYT®) product platform delivers increased yield at an attractive ROI for farmers, supporting consistent results in diverse environmental conditions and crops.

The products work alongside traditional crop inputs (e.g. fertilizers, herbicides, fungicides and insecticides) to help improve their effectiveness and efficiency, providing increased yield stability and soil health, whilst reducing the environmental footprint of modern agriculture.

Global and scalable infrastructure, with state of the art, low cost manufacturing facilities.



Agrinos High Yield Technology (HYT®) platform delivers increased ROI for farmers around the world

Innovative and proprietary technology portfolio...

HYT MC 35%	HYT LB 33%	HYT C 9%	HYT M 23%
Microbial product	Liquid nutrient product	Solid nutrient product	Microbial product
A soil-applied proprietary liquid that promotes root biomass function to support plant vigor and yield	A unique foliar nutrient product that increases the activity of important metabolic and photosynthetic pathways in the crop	A nutrient-rich powder that improves plant nutrition, and interacts with the plant to increase crop productivity	Endomycorrhiza that facilitates efficient absorption of nutrients and water by establishing symbiotic relationship with crop
<ul style="list-style-type: none"> ✓ Freeing up nutrients ✓ Stimulating root growth ✓ Fostering the growth of a robust soil microbiome 	<ul style="list-style-type: none"> ✓ Provides carbon, nitrogen, true protein, free amino acids and essential micronutrients ✓ Improves crop tolerance to stress 	<ul style="list-style-type: none"> ✓ Improves root structure ✓ Strengthens plant function to increase tolerance to stress ✓ Supports soil health 	<ul style="list-style-type: none"> ✓ Enhances surface area of roots for increased nutrient absorption ✓ Increases water absorption ✓ Improves stress tolerance

... with compelling product efficacy

- ✓ Healthier soils
- ✓ Carbon capture via roots
- ✓ Organic
- ✓ Improved nutrient uptake
- ✓ Consumer friendly
- ✓ Improved water utilization
- ✓ Resistance to abiotic stress
- ✓ Improved produce quality
- ✓ Increases crop yield and hence the ROI for farmers

Our Worldwide Brands



Revenue split (LTM Sep-19)



Install on Any Colored Planter

Control SIMPAS with any ISO-compatible display



Ultimus

ULTIMUS is an electronic verification system that will revolutionize the recording and reporting process for essentially anything that's applied to a field in which crops are being grown.

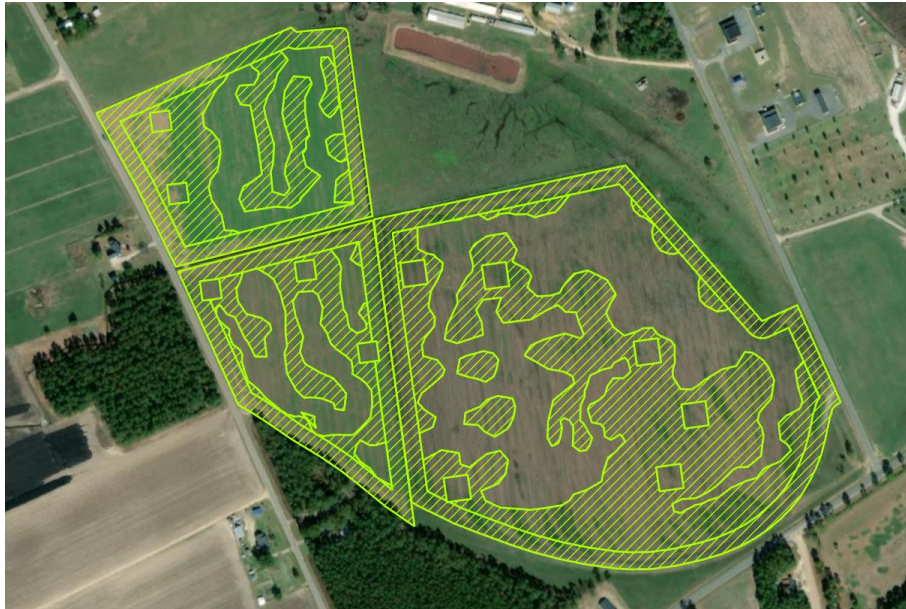


SIMPAS 2020 Beta Systems Data Assessment

Counter 20G

Prescription Map vs. As Applied Map Example

Ryan Parks – Mt. Olive, NC (*Helena*)



2020 Counter 20G Prescription Map Example



2020 Counter 20G As-Applied Coverage Map Example

SIMPAS SYSTEMS (2021 U.S. Spring Planting)

CURRENTLY: 70 SYSTEMS PLACED	TARGETED: 85 SYSTEMS
900 ROWS 85,000 ACRES	1000 ROWS 100,000 ACRES



Install on Any Colored Planter

Control SIMPAS with any ISO-compatible display



Click to Play Video

2021 Outlook

Revenue	Low Double-Digit Increase
Gross Profit Margin	Similar to recent years
Operating Expenses	Modest increase driven by growth initiatives
Interest Expense	Similar to 2020
Tax Rate	Expected Mid 20% Range
Debt-to-EBITDA Target	2.0-2.5X



Questions