



2022 Year End Earnings Call

March 13, 2023

Participants

<i>Mr. Eric Wintemute</i>	<i>Chairman and Chief Executive Officer</i>
<i>Mr. Tim Donnelly</i>	<i>Chief Administrative Officer</i>
<i>Mr. David Johnson</i>	<i>Chief Financial Officer</i>
<i>Mr. Jim Thompson</i>	<i>Director, Portfolio Strategy & Business Development</i>
<i>Mr. Scott Hendrix</i>	<i>Sr VP US & Canada Crop Sales & Application Technology</i>
<i>Mr. Bob Trogele</i>	<i>Chief Operating Officer</i>

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.

2022 Strategic Priority Review

- Profitably grow and diversify core business
- Accelerate growth in Green Solutions
- Grow SIMPAS by improving product breadth and capabilities in Precision Agriculture
- Dynamically allocate capital to organic portfolio growth, acquisitions and shareholder remuneration

Robust Global Ag



- High Commodity Prices
- Recovery of Professional Pest Control Market
- Expanding Green Solutions Products
- \$100Mil in LATAM

2022 Performance Target

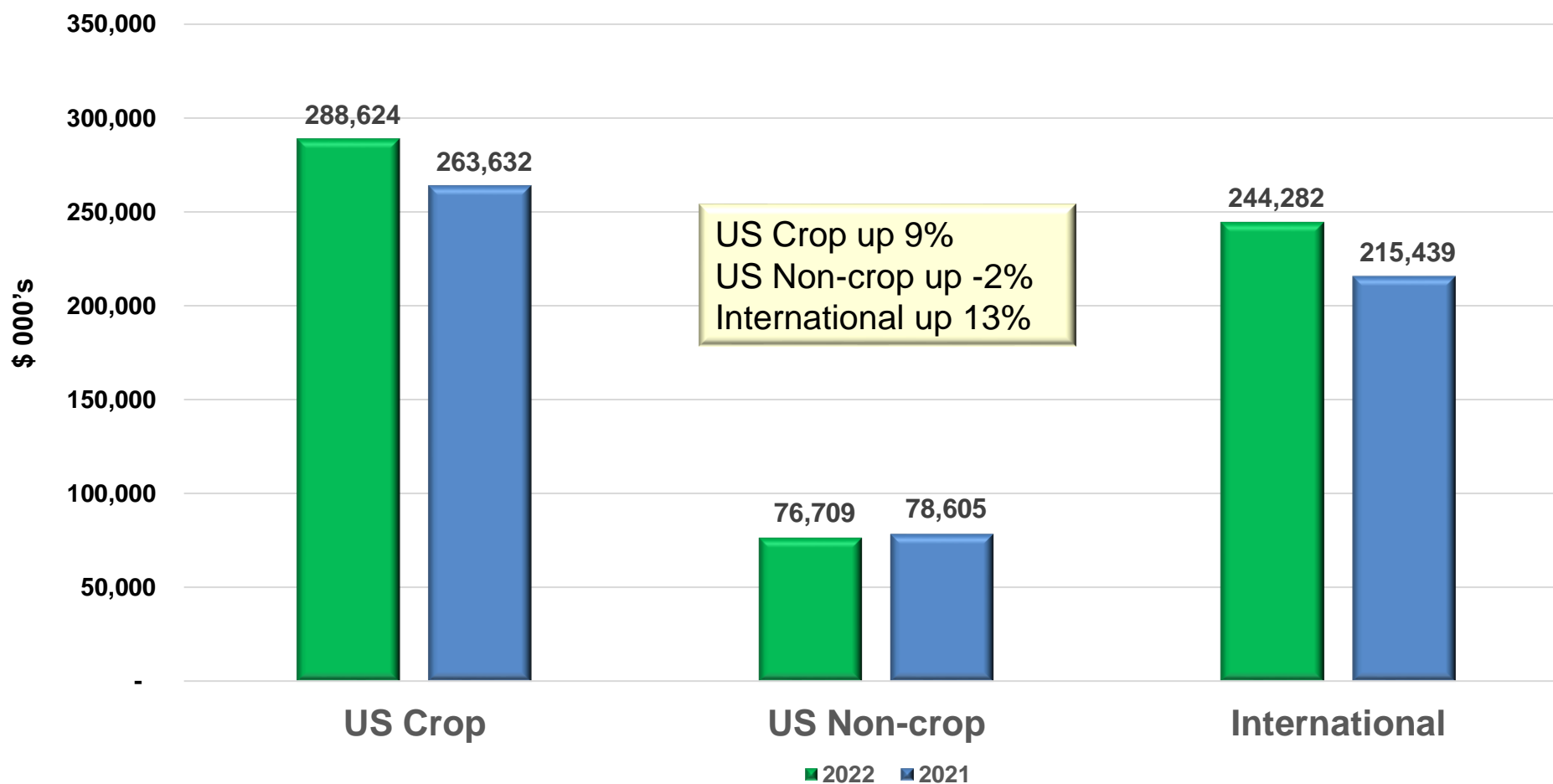
	<u>Actual</u> <u>Full Year 2022</u>
Revenue Growth 8% - 11%	+9%
Gross Profit Margin 38-40%	40%
Operating Expenses OPEX as % of Sales (31-33%)	33%
Interest Expense Similar to 2021	+ \$300k
Tax Rate Mid 20% Range (Expected Full Year)	24%
Debt-to-EBITDA Target . . . <1.0X without Acquisitions <2.5X with Acquisitions	.72X
<i>Net Income 60 - 70% Increase</i>	<i>47%</i>
<i>EBITDA* 24-28% Increase</i>	<i>+15%</i>

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

FY 2022 Sales

Overall sales 2022 \$610m vs \$558m in 2021 (up 9%)
International 40% of total in 2022 vs 39% of total in 2021

Net Sales, 12 months Ended December 31, 2022 & 2021



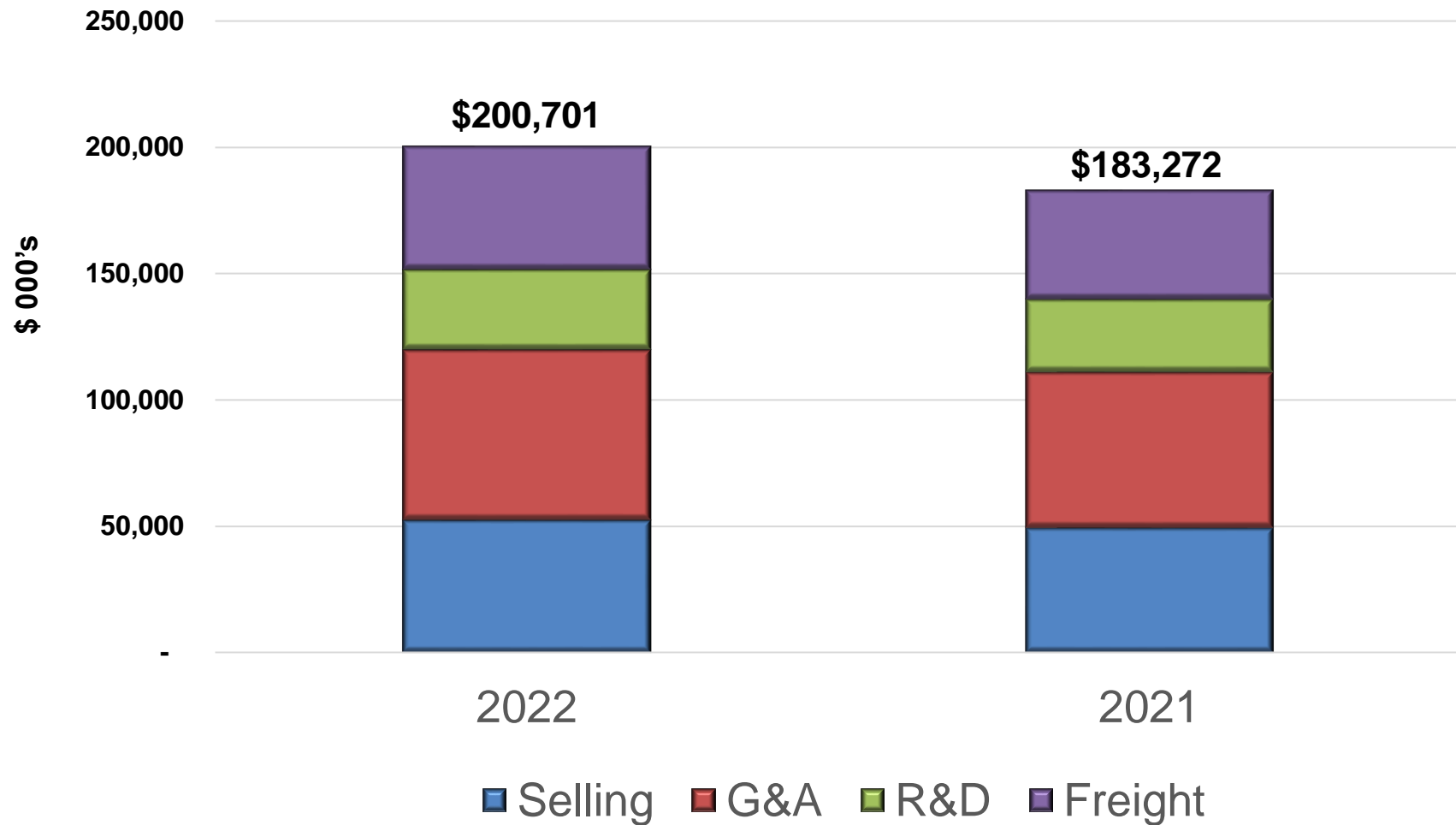
FY 2022 Gross Profit Performance

(\$000's)

	12-months Ended Dec 31,		
Gross Profit	2022	2021	Change
US Crop	132,509	109,568	21%
US Non-crop	35,257	37,443	-6%
US	167,766	147,011	14%
International	73,586	67,036	10%
Total	241,352	214,047	13%
Gross Margin %	2022	2021	
US Crop	46%	42%	
US Non-crop	46%	48%	
US	46%	43%	
International	30%	31%	
Total	40%	38%	

FY 2022 Operating Expenses

Operating expenses are 33% of sales in 2022 vs 33% in 2021

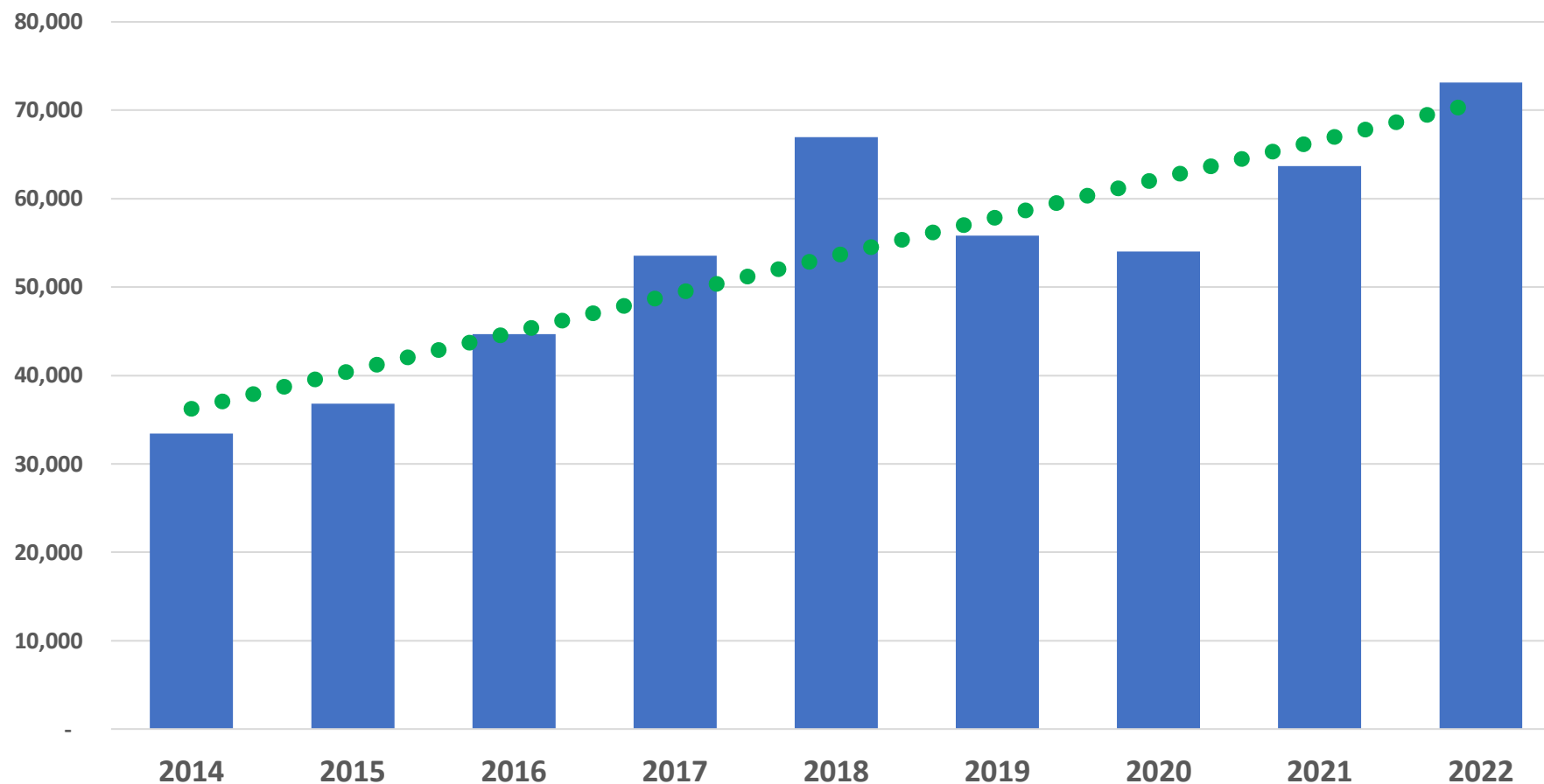


FY 2022 Statements of Operations

	\$ 000's		
	12 months Ended Dec 31,		
Statements of Operations	2022	2021	Change
Net Sales	\$609,615	\$557,676	\$51,939
Gross profit	241,352	214,047	27,305
Operating costs	(200,701)	(183,272)	(17,429)
Bargain purchase gain	-	171	(171)
Operating Income	40,651	30,946	9,705
Equity investment MTM	(732)	(790)	58
Other income	-	672	(672)
Interest Expense	(3,954)	(3,687)	(267)
Income before Tax	35,965	27,141	8,824
Tax	(8,561)	(8,166)	(395)
Income before equity method	27,404	18,975	8,429
Equity method investment	-	(388)	388
Net income for AVD	\$27,404	\$18,587	\$8,817
Diluted shares	29,872	30,410	
EPS	\$0.92	\$0.61	

Adjusted EBITDA History

Adjusted EBITDA



Adjusted EBITDA 8-year CaGR of 10%.

2022 ended 15% above 2021

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

Change in presentation of Statement of Operations

- *We have determined that our statement of operations would be more directly comparable with industry peers if we moved out-bound freight to Cost of Goods.*
- *The change would involve shifting annual expenses (that average approximately 8% of sales) from operating expenses to cost of goods.*
- *No impact on Operating income or net income.*
- *We are working with our registered public accounting firm to get a preferability letter that is required before making the change.*
- *We would like to make the change to our published statements during 2023.*
- *We will update investors once we obtain the necessary documents.*

FY 2022 Cash Generation and Uses

	\$ 000's	
	2022	2021
Cash from Operations	55,461	50,703
Change in Working Capital	1,644	35,658
Net cash provided by Operations	57,105	86,361
Net cash used in investing activities	(14,470)	(20,042)
Repurchase of common stock	(34,002)	(4,579)
Cash used in financing	(4,258)	(61,292)
Net cash used in financing activities	(38,260)	(65,871)
Net increase in cash	4,375	448
Effect of exchange rate changes on cash	(332)	(86)
Cash at beginning of year	16,285	15,923
Cash at end of year	20,328	16,285

\$144 million dollars in cash from Operations over last two years

Capital Allocation Overview

Strong Balance Sheet

**Strong
Cash from
Operations**

\$73M TTM
79% of adjusted EBITDA
9% of revenues

**Target
1.0-2.5x Net
Debt /
Adjusted
EBITDA**

Total Debt	\$51
Less: Cash	20
Net Debt	\$31

.42x TTM Adjusted EBITDA

**Ample
Liquidity**

Cash	\$20
Credit Facility Available	200
Liquidity	\$220

*Credit facility availability is 3.5x of Bank
Adjusted EBITDA = \$256M*

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 1.7 million shares in YTD 2022

Investing for the future

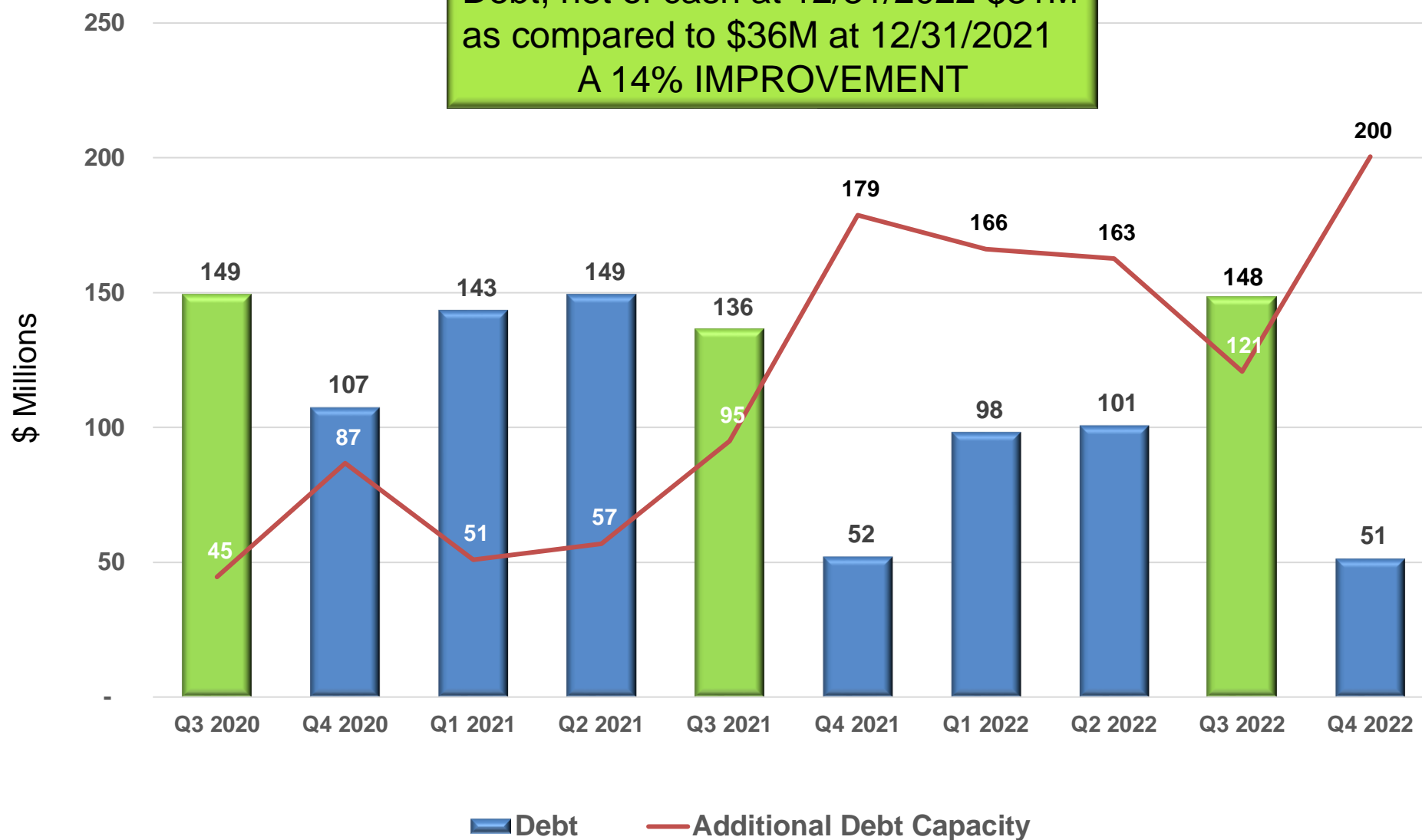
- SIMPAS/Ultimus technologies (Counter in Brazil)
- Expansion of Green Solutions (NewLeaf, BioWake)
- Maintaining safe and capable factories

Acquisitions

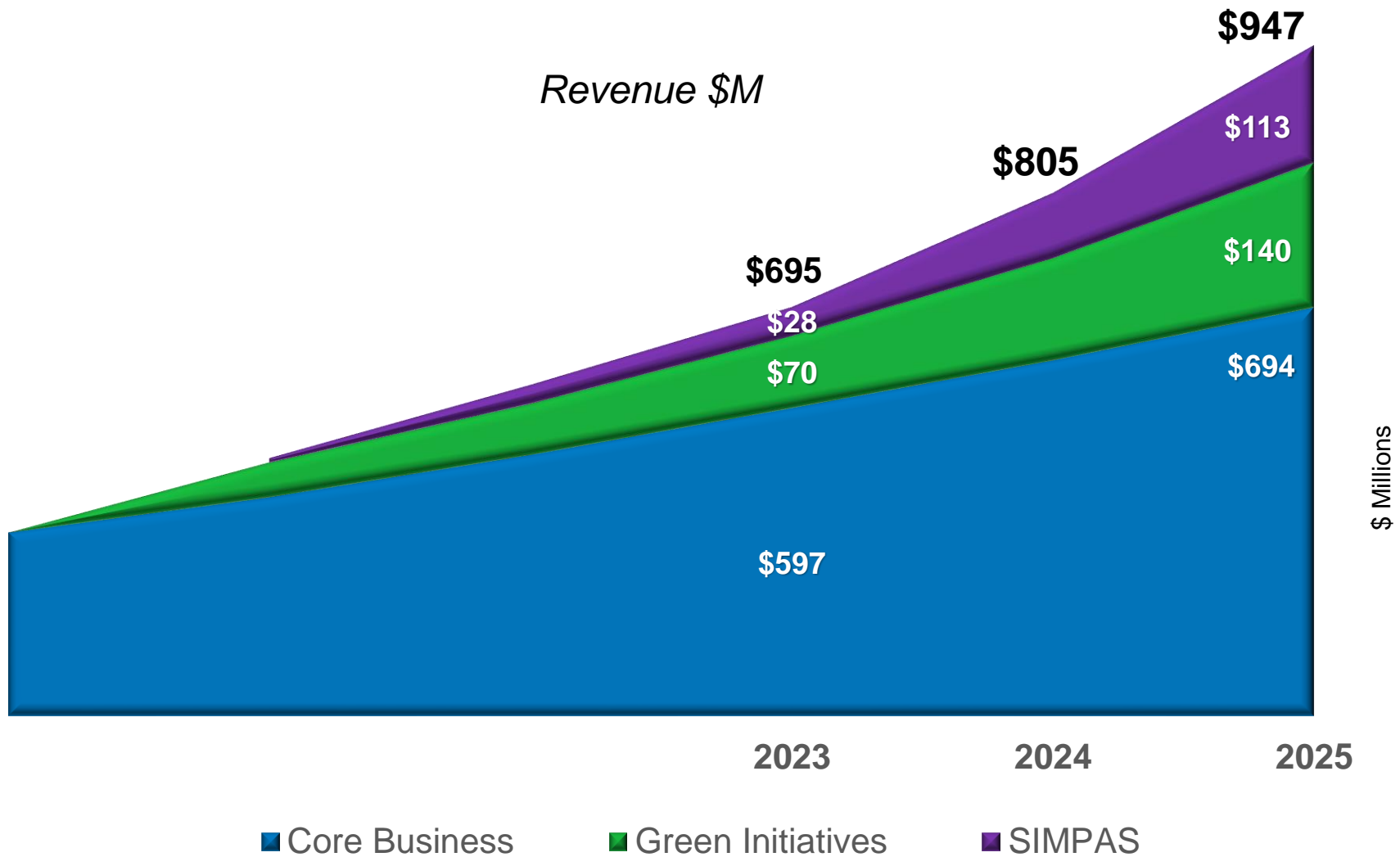
- Expand global market access
- Fill white space on our product portfolio
- Diversification of markets/products

Debt & Borrowing Capacity

Debt, net of cash at 12/31/2022 \$31M
as compared to \$36M at 12/31/2021
A 14% IMPROVEMENT



Strategic Growth Targets



Performance EBITDA Target 2025

\$155 Million

2022 Overview – Green Solutions

Growth year for Green Solutions – 32% growth YOY (excl. Licensing)

- Revenue grew from \$37M to \$49M
- Total Gross Margin increased from 40% to 41% (excl. Licensing)
- Asia and LATAM teams - strong growth YOY
- LATAM team surpassed \$20M in GS revenue for 2022. 122% of target

Resourcing across AMVAC reflects focus on GS

- US, LATAM, Team added resource

Agrinos Revenue

2021	2022	2023
9.4M	11.4M	13.2M

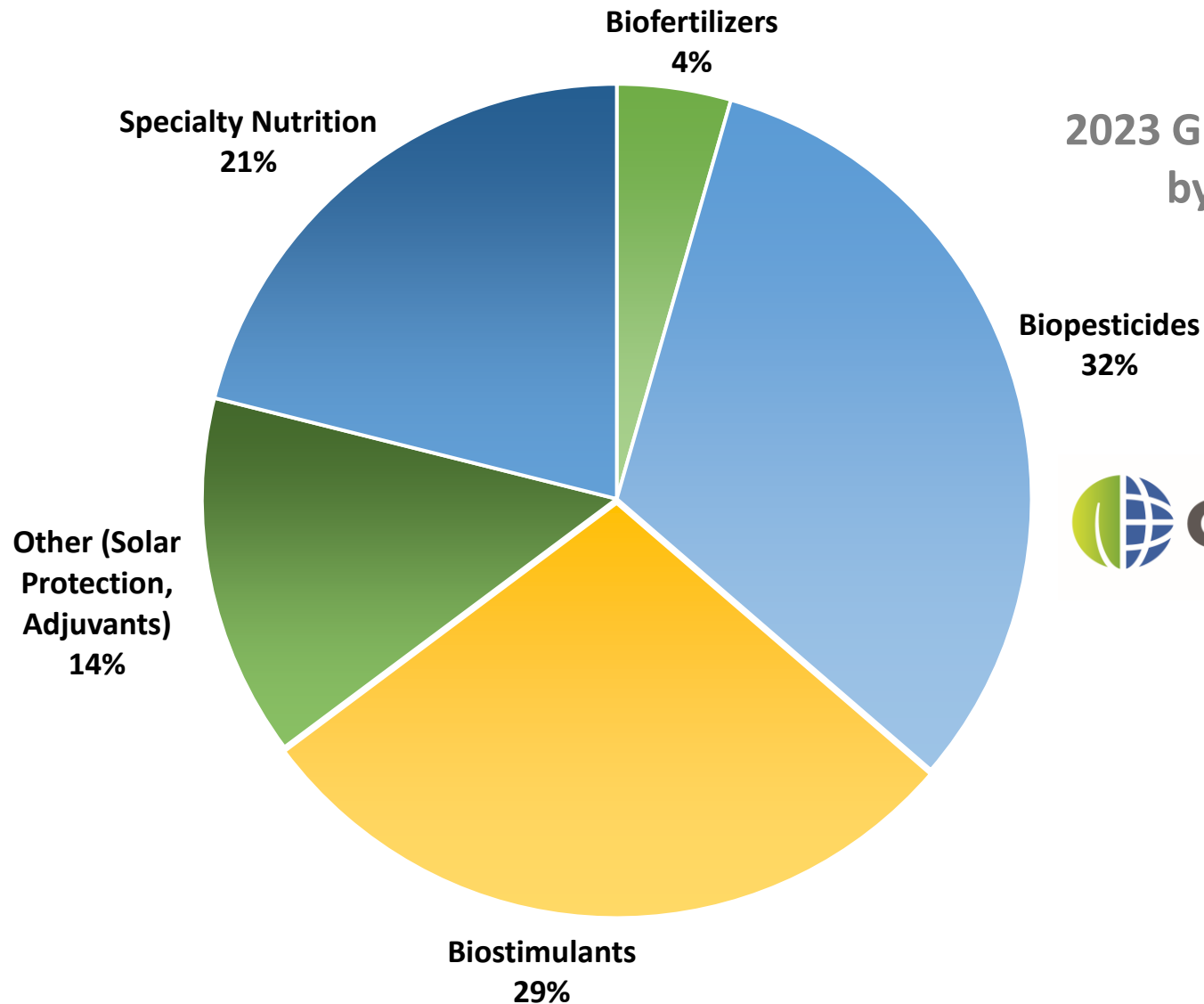
Agrinos/Green Plants growth in line with GS CAGR

Closed Deals – New Leaf, LowMutech, American Bio Systems

2022 Growth Challenges

- Ukraine – ~ \$1M impact.
- COVID challenge in CHINA Q4

Sales by Product Group Classification



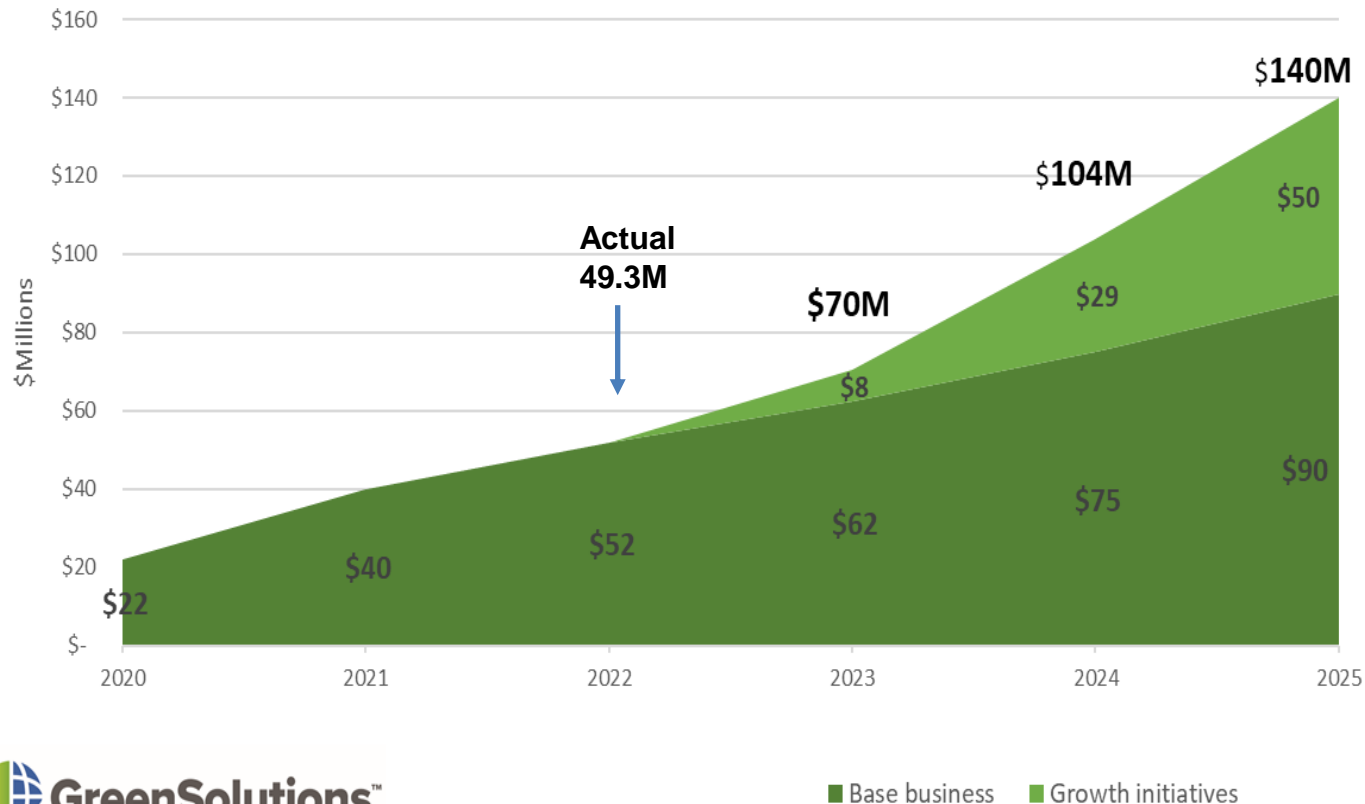
2023 Green Solutions Revenue
by Product Category



2023 Targets

Revenue \$70M
Gross Margin 45%
Growth Rate 41%

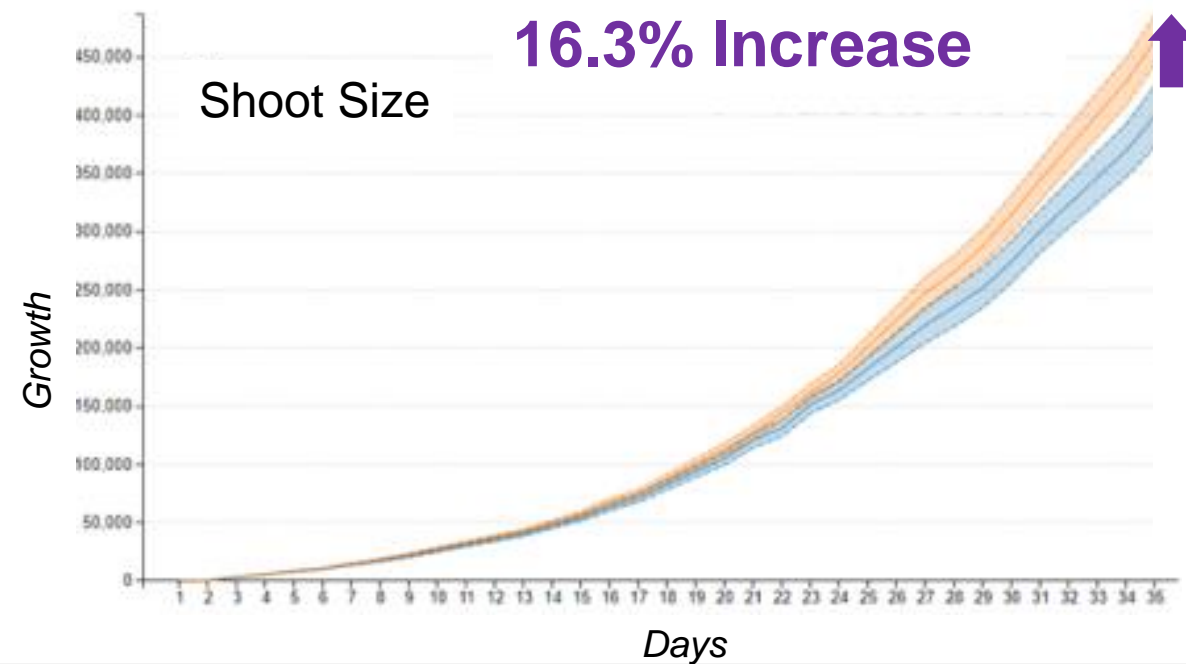
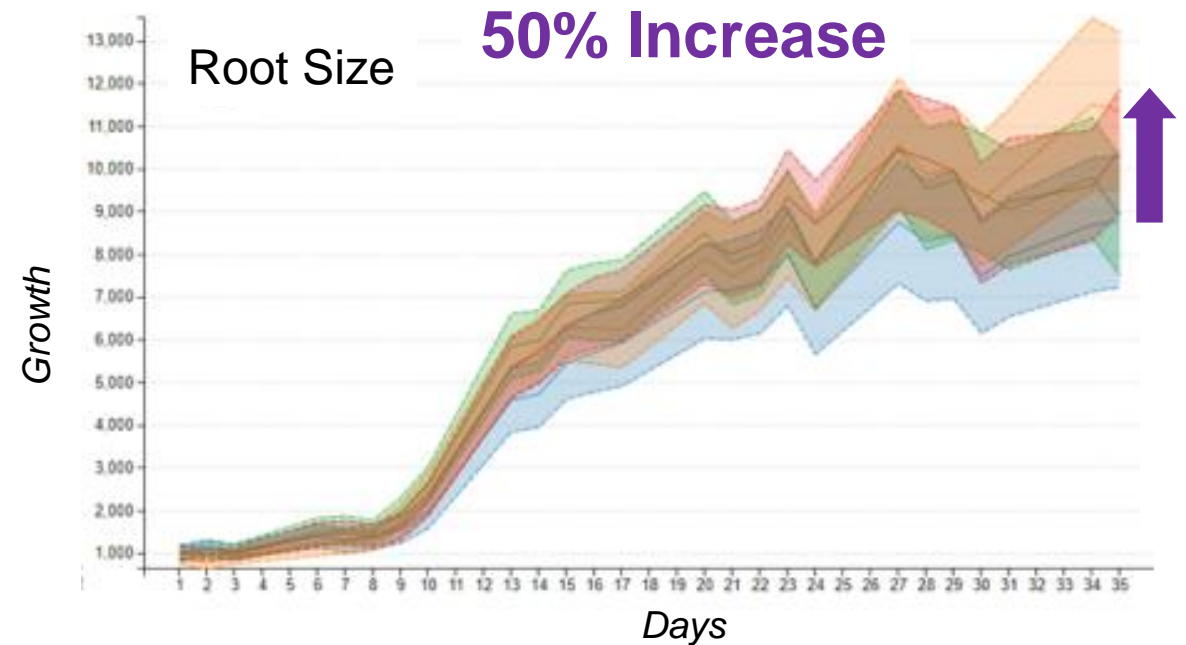
Green Solutions Growth Plan – on target



- **\$70M 2023 target on track.** Includes \$2.3M for Biowake and American Bio new products
- **2025 targets will likely include**
 - New deals
 - M&A
- **Base business growth 20% rate assumed for 2024-2025**

iNvigorate®

a proprietary microbial
technology engineered
to optimize soil nutrients



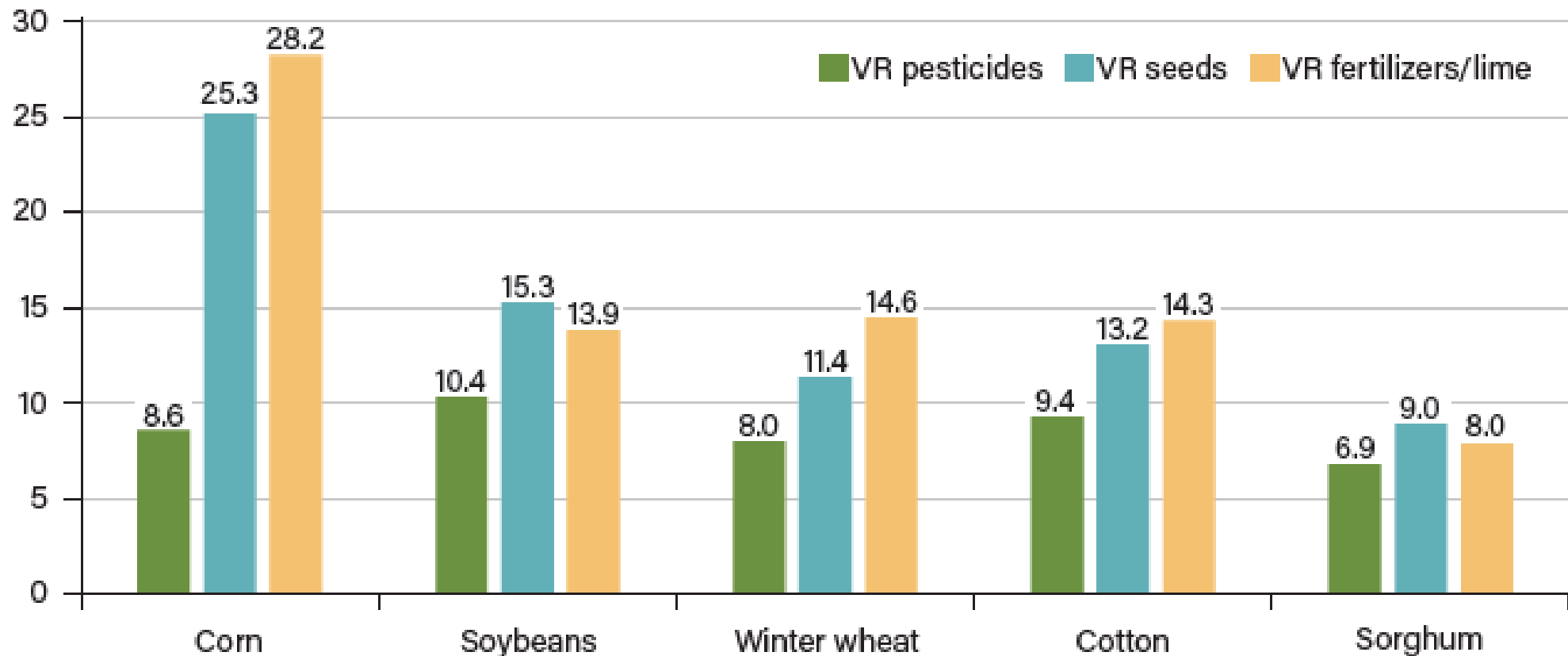


**Prescriptive Application:
A Game-Changer For
Farmers And Retailers**

USDA VRT Report



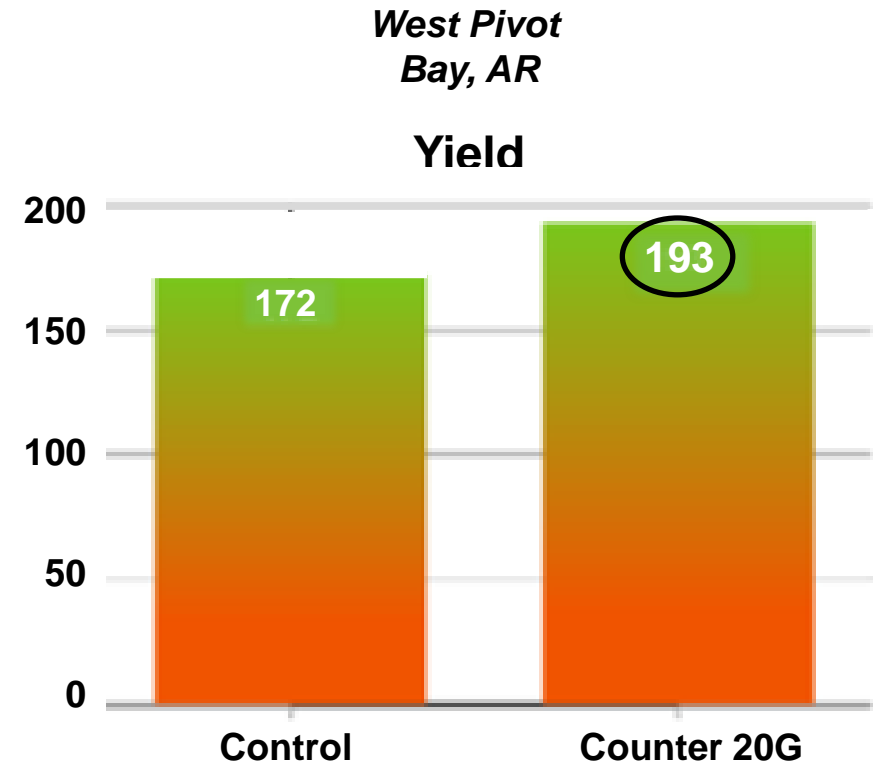
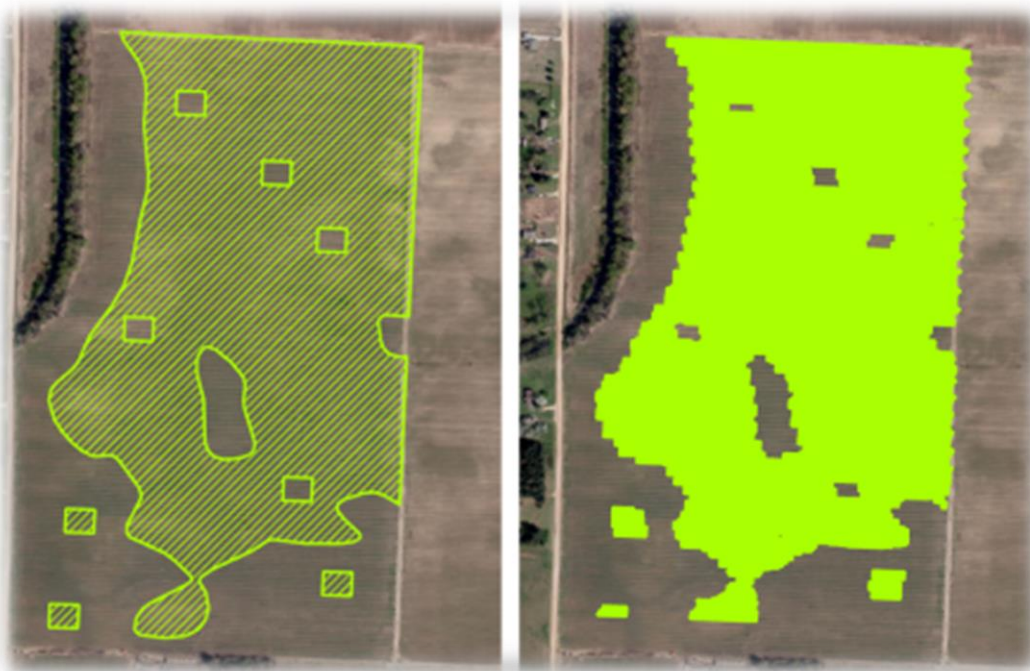
Percentages of variable rate technology (VRT) used on U.S. crop-planted acres



Digital Ag data has been collected since 1993 through technologies such as yield mapping and soil sampling.

Future data mining from data generation will be the enabler for Precision Ag Retailers and innovative growers to break their yield barriers with SIMPAS

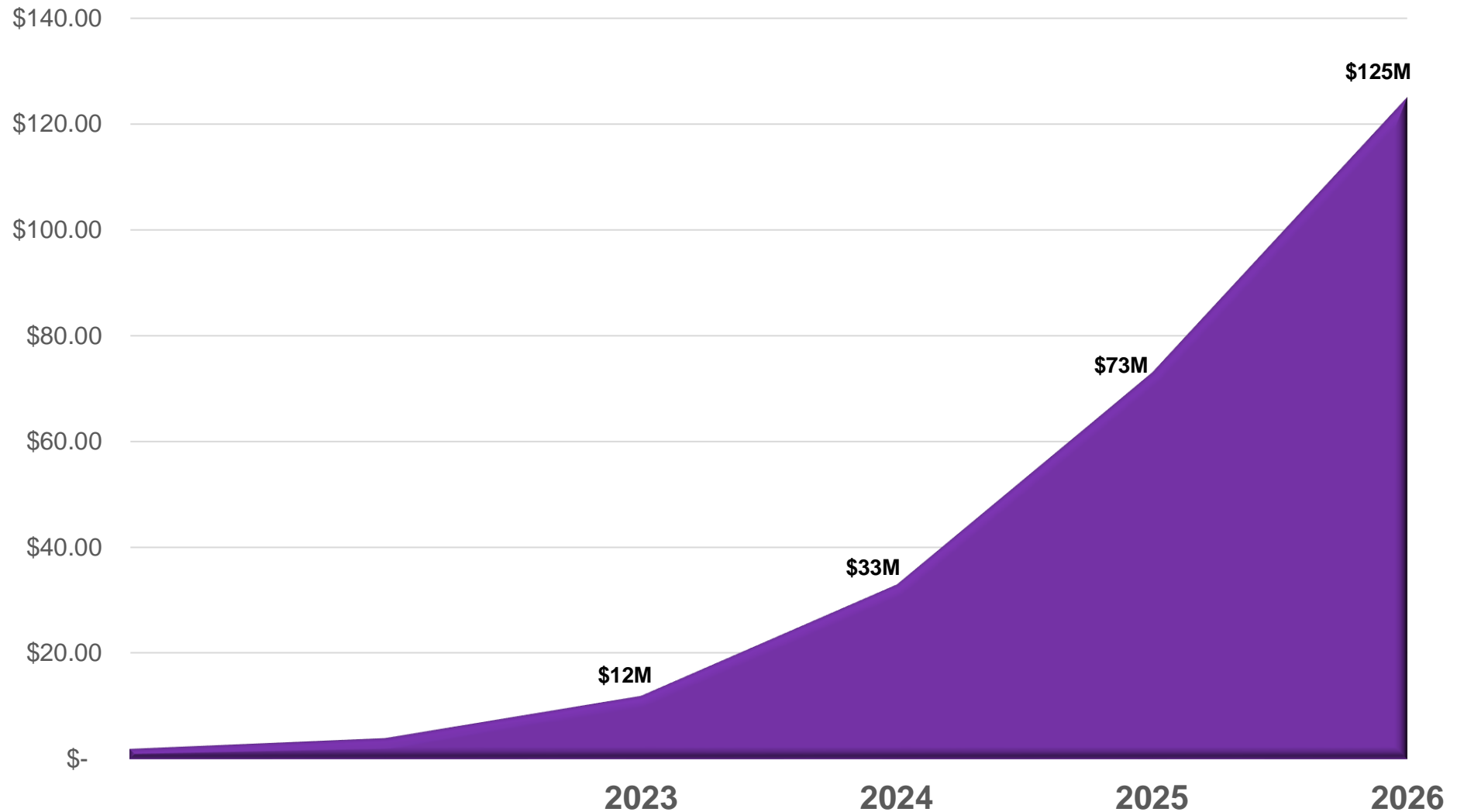
SIMPAS Precision Performance



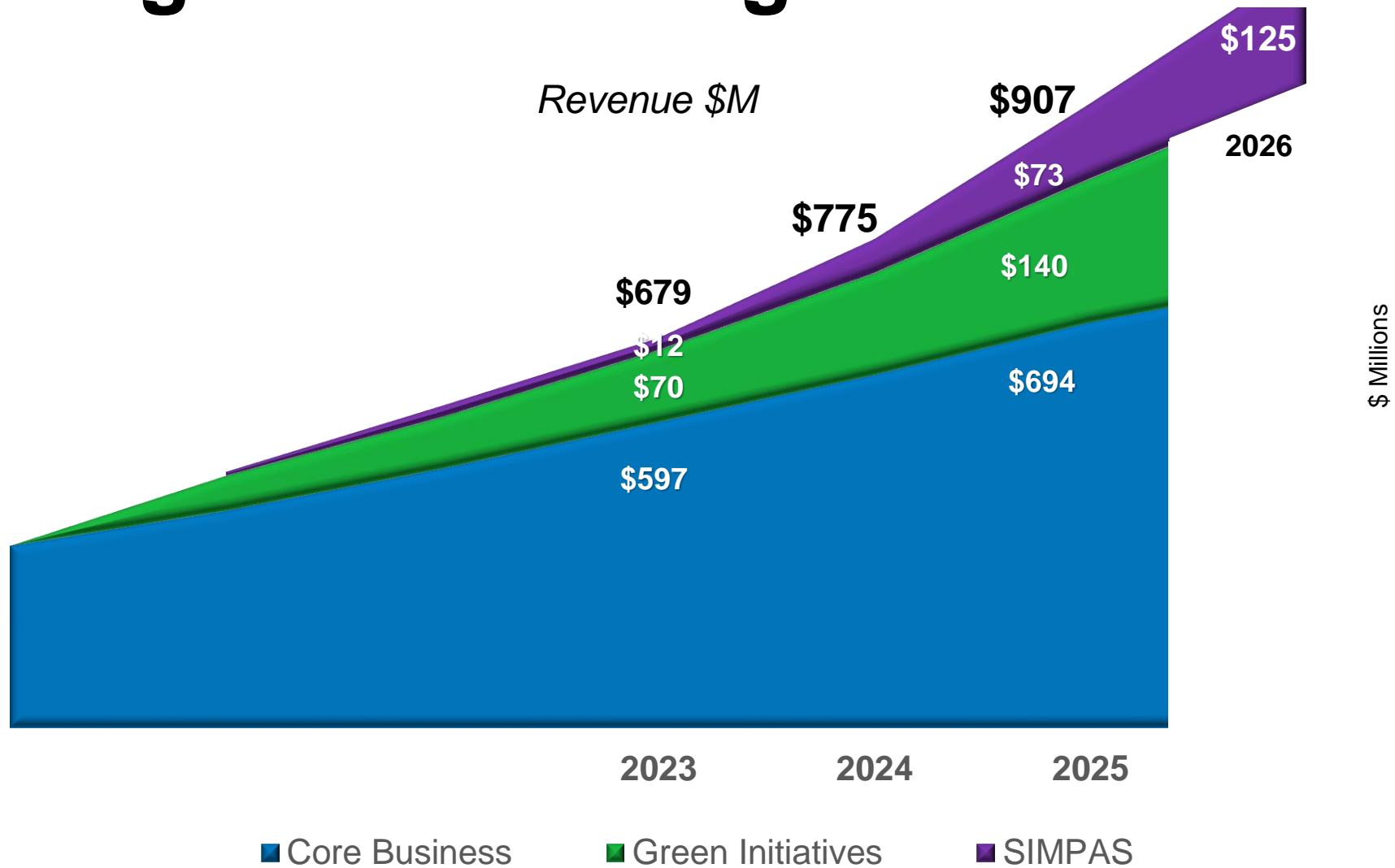
The SIMPAS platform empowers precision ag retailers to drive value through prescriptive performance

Counter SIMPAS Applied Solution provided this grower a 3-1 ROI (21 Bushels/acre)

SIMPAS: US Value Capture Target



Strategic Growth Targets



Performance EBITDA Target 2025

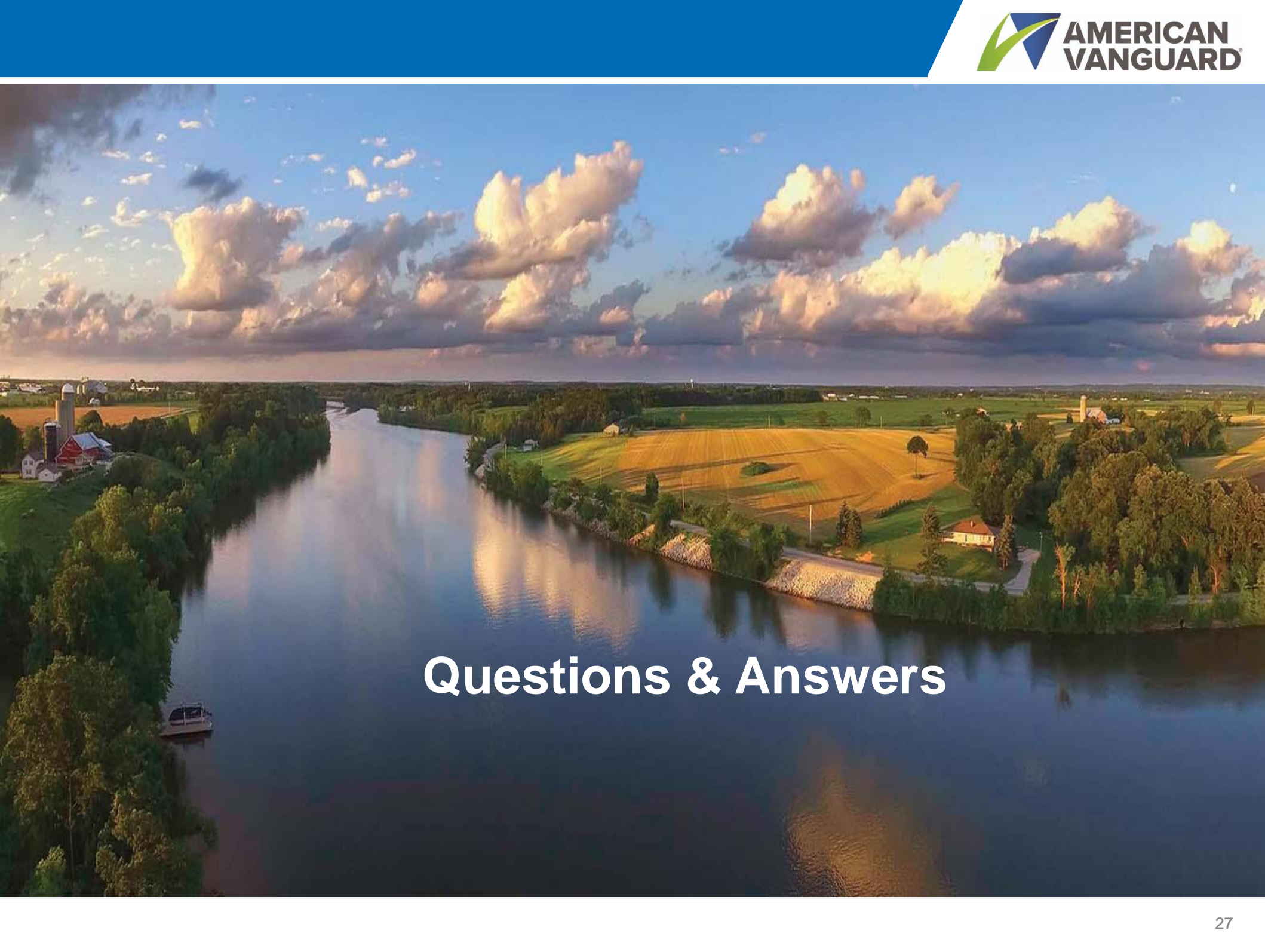
\$140 Million

2023 Performance Targets

Revenue Growth	8-12% (\$655-\$685)
Gross Profit Margin	38-41%
Operating Expenses	31-33%
<i>As a percent of net sales</i>	
Interest Expense	\$6.5-7.5M
Tax Rate	27-29%
Debt-to-EBITDA Target	< 1.0 without Acquisitions < 2.5 with Acquisitions
Net Income	22- 34% (\$34-\$37M)
EBITDA**	18-25% (\$86-\$91)

**2023 Will reflect outbound freight in Cost of Goods instead of OPEX*

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



Questions & Answers