



Roth Capital Investor Conference

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Chairman / CEO

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Safe Harbor Statement

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 in other SEC filings.

American Vanguard Overview

- ▶ **Traded on NYSE:AVD** - - - Founded in 1969...currently 650 employees
- ▶ **Fully integrated operation** - - - Excluding basic R&D
- ▶ **Business Model:** Acquire, develop, manufacture and market a diverse group of specialty agricultural products

Mission: Enhance agricultural productivity & safeguard public health worldwide

- ▶ **Growth Focus:**
 - Acquire/license proven, branded, niche application products
 - Reinvent core products by identifying new opportunities
 - License new, active ingredients and product technologies
 - Fully exploit significant domestic manufacturing capabilities

Proven Acquisition & Licensing Experience

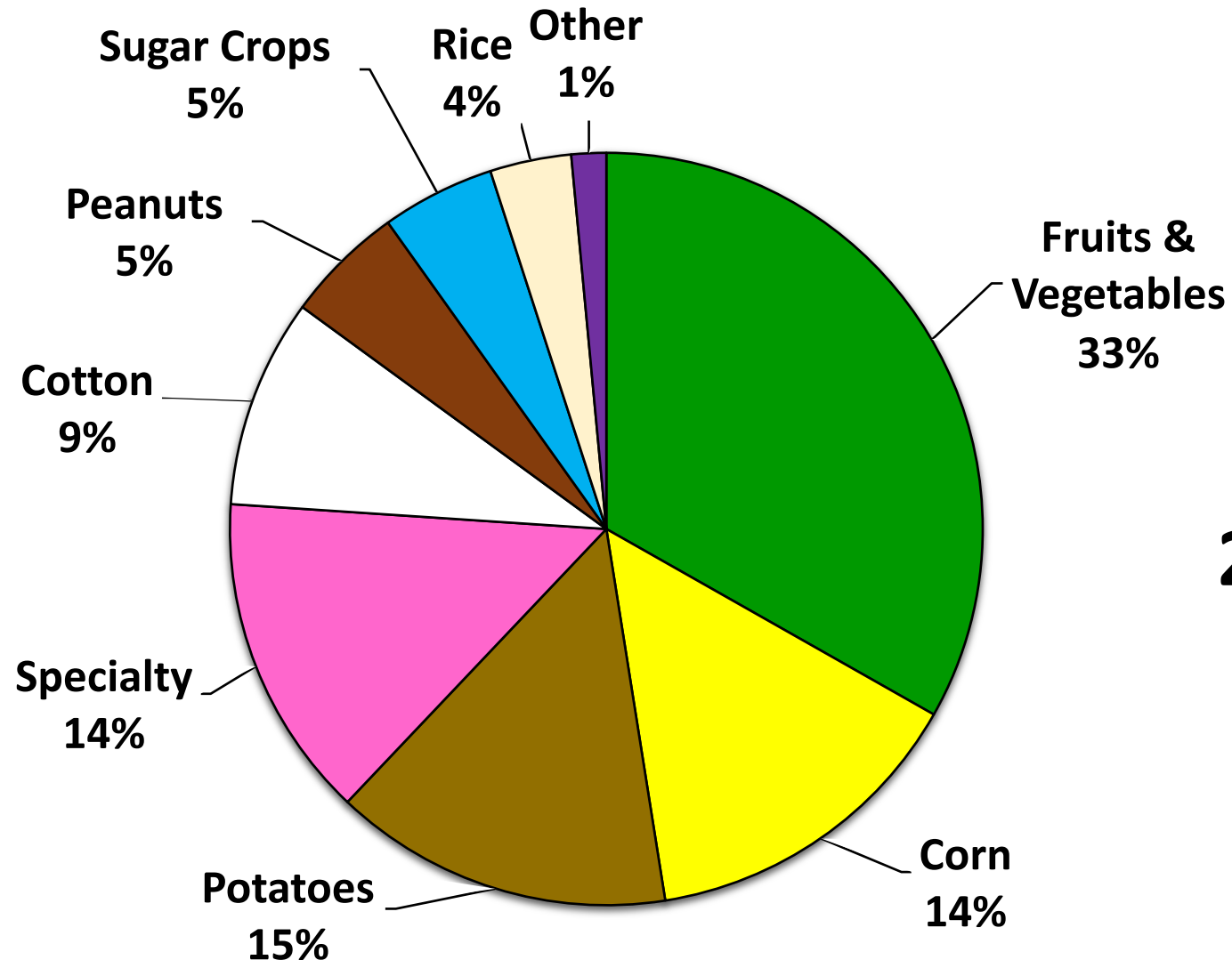
| | | | | | | | |
|--|---|---|---|---|--|---|---|
| Phosdrin Mevinphos (DuPont) 1989 | SmartBox System (DuPont) 2000 | Ambush 25WP Permethrin (Syngenta) 2002 | Thimet Phorate (BASF) 2005 | E-Z Load System (UAP) 2007 | Mocap Nemacur Aztec (bag) (Bayer) 2010 | Hyvar (DuPont) 2015 | TyraTech 2018 |
| Fruitone NAA (Rhone Poulenc) 1991 | Fortress Chorethoxyfos (DuPont) 2000 | Deadline Metaldehyde (Pace) 2003 | Impact Topramezone (BASF) 2005 | Terraclor PCNB (Chemtura) 2007 | Tribufos International (Bayer) 2011 | Scepter (BASF) 2015 | QPE Herbicides (Corteva) 2018 |
| Dibrom (ex-US) (Chevron) 1991 | Dacthal DCPA (Zeneca) 2000 | Evital Norflurazon (Syngenta) 2003 | Counter Terbufos (BASF) 2006 | Hannibal Plant (BASF) 2007 | Bti Briquets (Summit) 2012 | Acropolis (Oxon Italia S.p.A.) 2017 | Agrovant / Defensive (Brazil) 2019 |
| Bidrin Dicrotophos (DuPont) 1993 | Aztec (ATB) (Bayer) 2000 | Nuvan DDVP (Novartis AH) 2003 | Lorsban (Dow) 2006 | Marsing Plant (Bayer) 2008 | TyraTech Venture (Envance Technologies) 2013 | Paraquat Abamectin Chlorthalonil (Adama) 2017 | |
| Vapam Metam Sodium (Zeneca) 1996 | Axis Plant (DuPont) 2001 | Hivol 2,4-D (Pace) 2003 | Ambush, Prelude Permethrin (Syngenta) 2006 | Orthene Acephate (Valent) 2008 | Nemacur (Adama) 2015 | GESAPAX BRAVO (Syngenta) 2017 | |
| Dibrom Naled (US) (Valent) 1998 | Folex Tribufos (Aventis) 2002 | Force Tefluthrin (Syngenta) 2004 | Lock 'N Load System (BASF) 2006 | Def (Bayer) 2010 | Krovar (DuPont) 2015 | OHP 2017 | |
| | | Avenge Difenzoquat (BASF) 2005 | | | | Bromacil (Bayer) 2018 | |
| | | | | | | AgriCenter 2017 | |

1989

2019



AMVAC Diversified Participation



**2018 Revenue
\$454 Million**

AMVAC United States Manufacturing Sites



Los Angeles, CA



Axis, AL

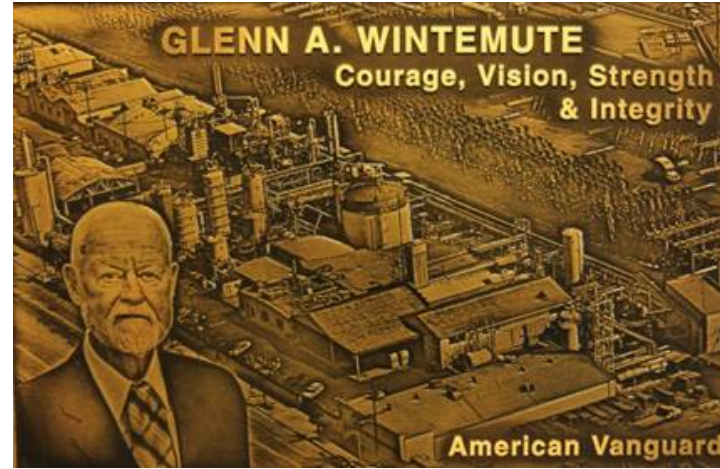


Hannibal, MO

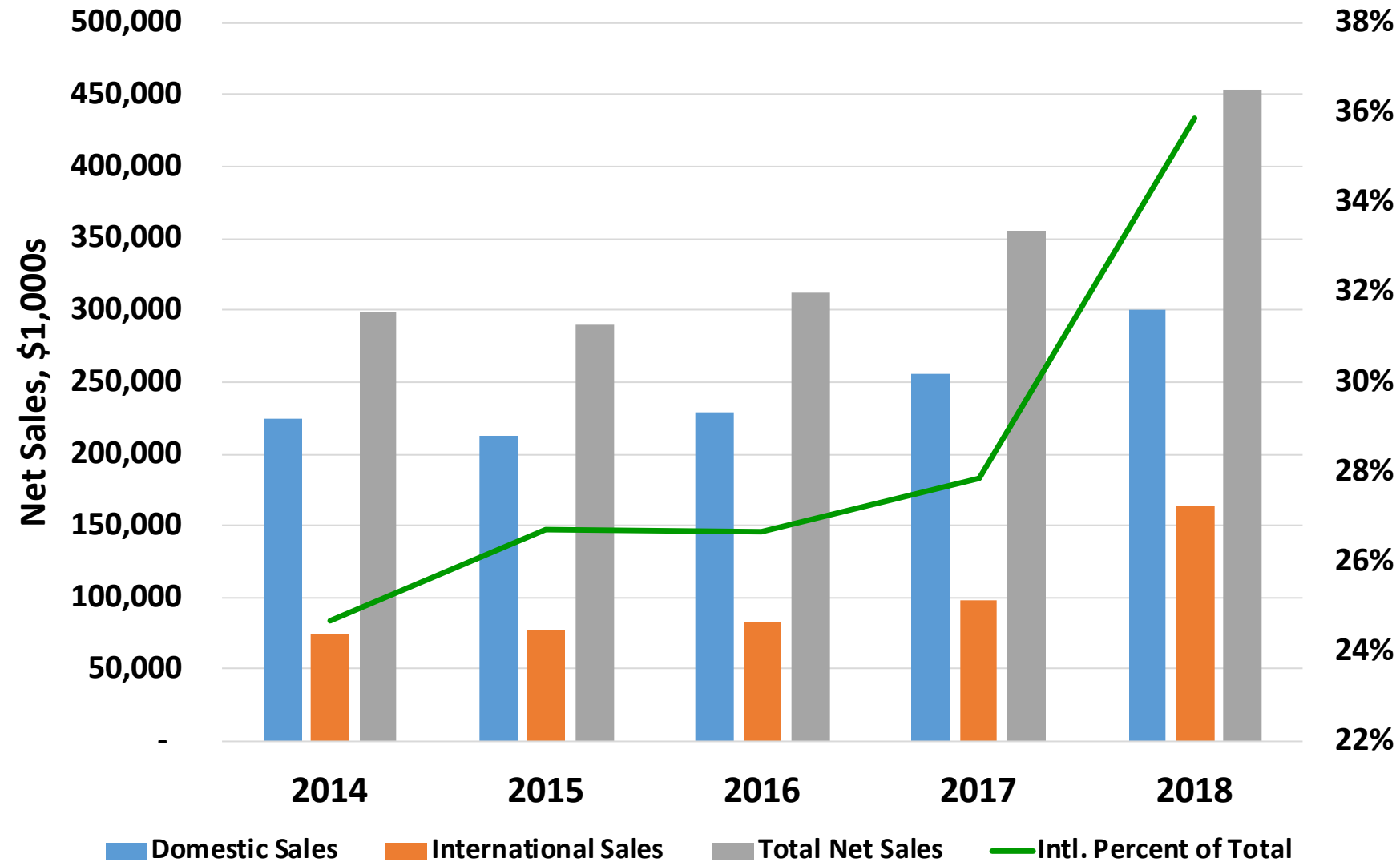


Marsing, ID

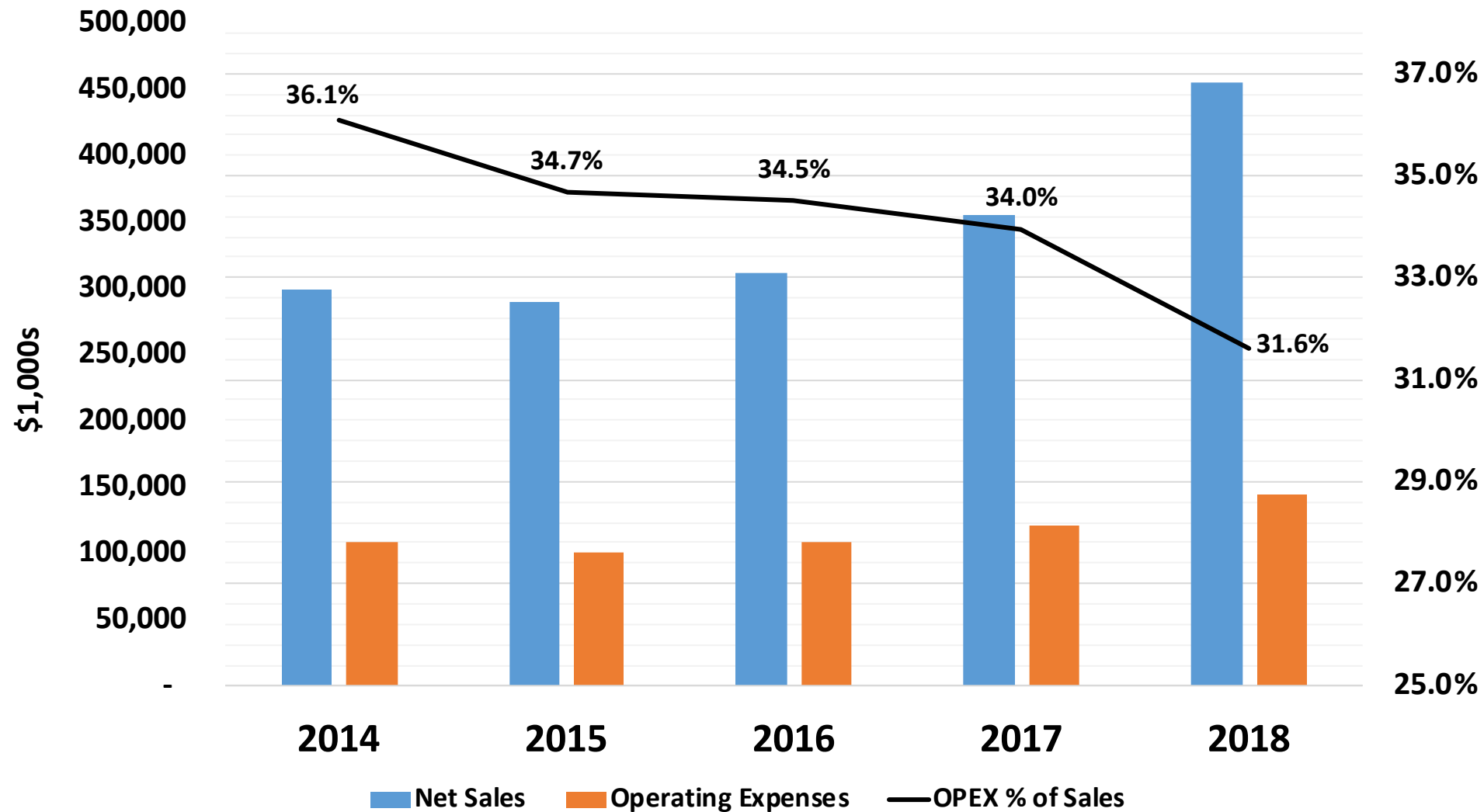
Technology Innovation



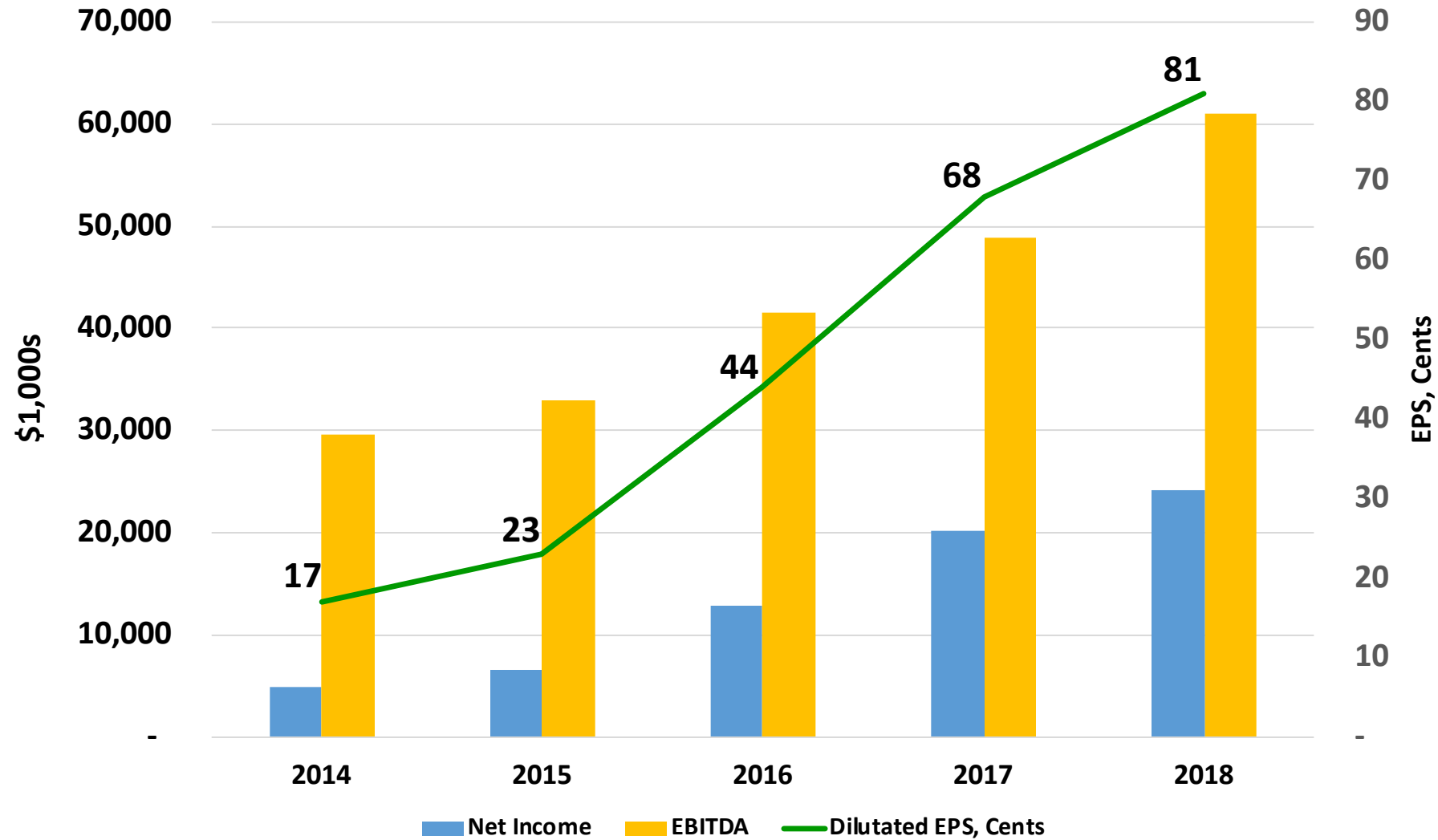
Net Sales – Domestic vs International



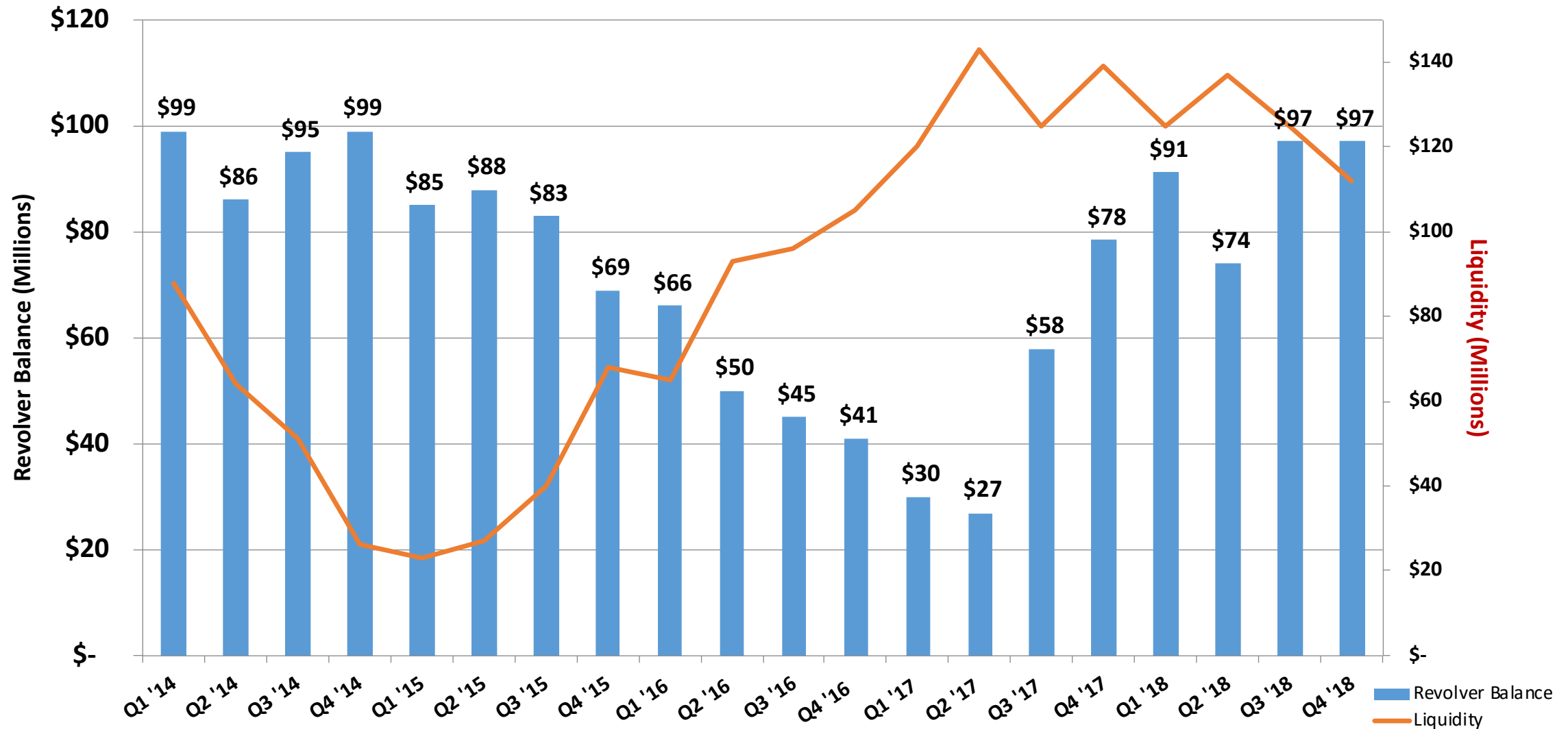
Operating Expense Performance



Income Performance

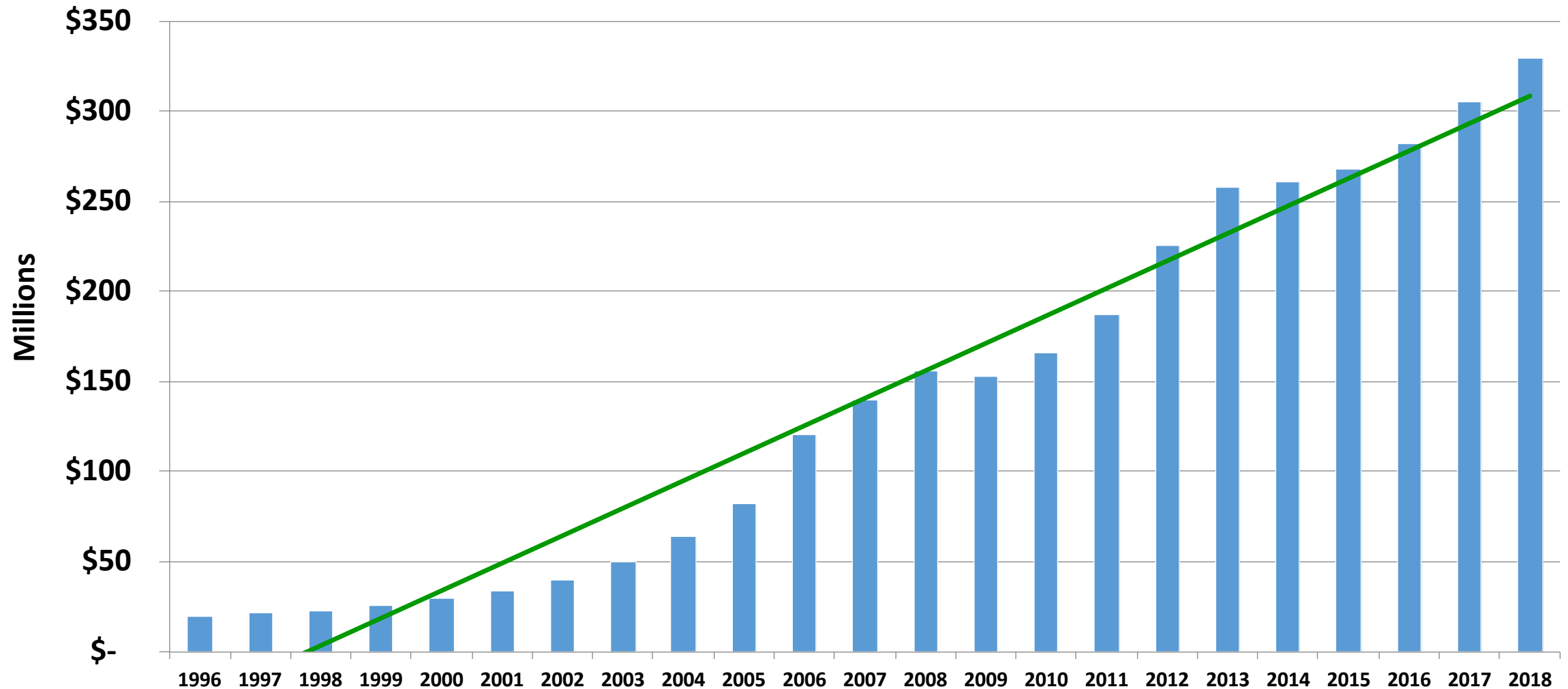


Debt Level & Liquidity



Shareholder Equity Growth

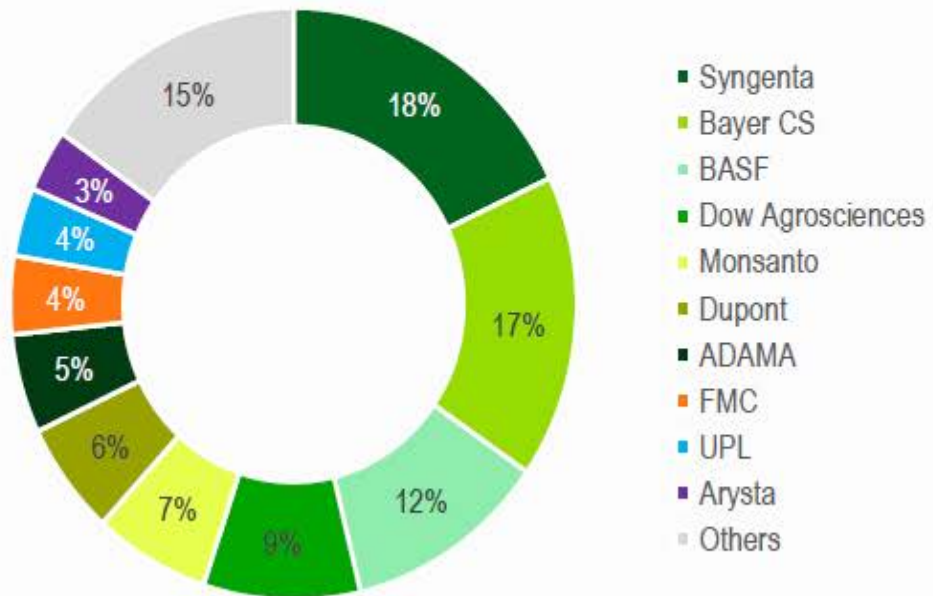
Since 2009 has more than doubled



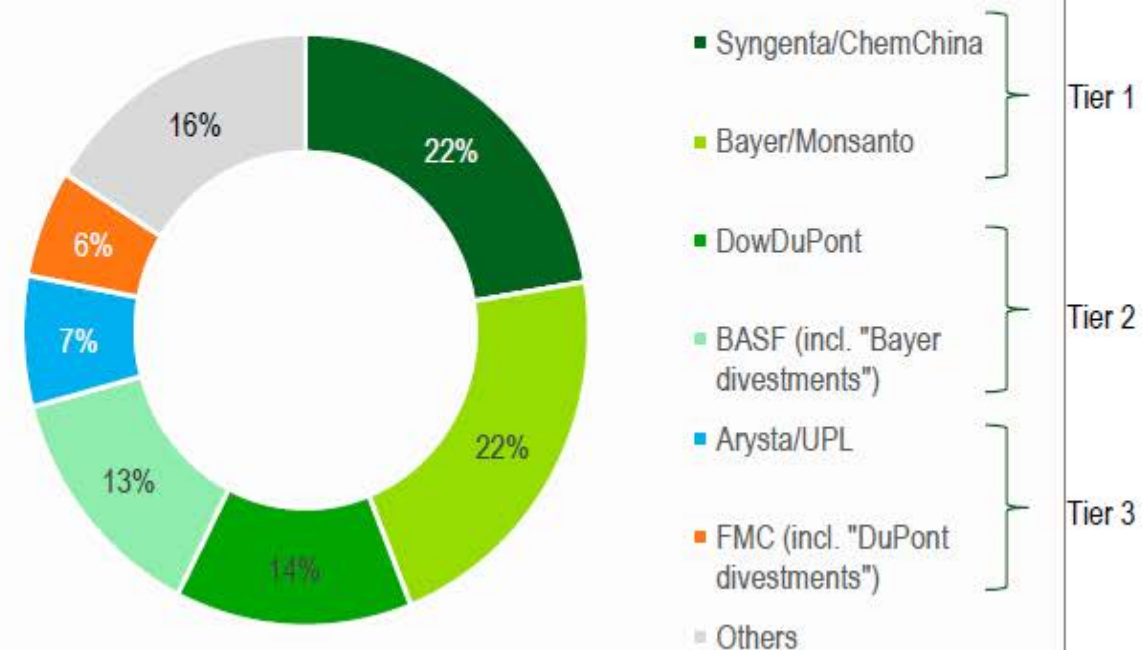
Consolidation Process in the Crop Protection Market

(Distribution of CP Sales Across TOP Companies – Pre- vs. post-merger Market Shares)

Pre-merger market shares in 2016 (in %)



"Pro-formal" post-merger market shares in 2016 (in %)



Key Recent Acquisitions

| | | Total | Revenue |
|-------------|---|-------|----------------|
| 2017 | | | \$120MM |
| US Ag | Herbicide, Insecticide, Fungicide (ADAMA) | | |
| Mexico | Portfolio of Niche Products (Syngenta) | | |
| LATAM | Regional Marketing & Sales Company (AgriCenter) | | |
| US | Horticultural Company (OHP) | | |

| | | | |
|-------------|---------------------------------|-------|---------------|
| 2018 | | Total | \$26MM |
| US/Canada | Quizalofop Herbicides (CORTEVA) | | |
| US/Canada | Bromacil (BAYER) | | |
| US/Canada | Trichlorofon (BAYER) | | |

| | | | |
|-------------|----------------------|-----|---------------|
| 2019 | | YTD | \$20MM |
| Brazil | Agrovent / Defensive | | |

Total Recent Acquisitions **\$166MM**

Grupo AGRICenter

Market Access Platform

- ▶ Currently Operates in 7 Countries
- ▶ Annual Sales \$60 Million
- ▶ Gross Profit Margin 25+%
- ▶ Product Mix
 - ▶ Insecticides ≈ 25%
 - ▶ Fungicides ≈ 30%
 - ▶ Herbicides ≈ 20%
 - ▶ Nutrients & Other ≈ 25%
- ▶ Proven Customer Focused Consulting Services - Identify Problems and Provide Customized Solutions
- ▶ Greenplants – Unique Plant Nutrient & Micronutrient Formulations
- ▶ Distributor for Leading High-performance Biologicals Supplier
- ▶ 115 Highly-Qualified Personnel



Acquisition triples current Latin American presence & gives AMVAC a significant share of the LATAM regional market

OHP

Horticulture Focus

- ▶ **Greenhouse & Nursery Applications**
- ▶ **Annual Sales \$20-\$25 Million**
- ▶ **Gross Profit Margins \approx 40%**
- ▶ **Business Model:**
License, Develop, Register, Market, Sell and Service Products
for Horticulture Applications in the United States
- ▶ **17 Very Experienced Personnel**



Acquisition increases AMVAC's non-crop business by \approx 40% adding horticulture segment to existing leading positions in mosquito control, commercial and consumer pest control, and turf & golf course maintenance

Agrovant / Defensive

Market Access Platform

- ▶ **\$9+ Billion Crop Protection Segment**
- ▶ **Strong Position in Fruits & Vegetables (targeting huge soybean market)**
- ▶ **Annual Sales \$20 Million with excellent growth potential**
- ▶ **Gross Profit Margin 30+% (Crop Protection & MicroNutrients)**
- ▶ **Well-Established Marketing & Sales Organization**
 - ▶ **35 Full-Time Employees**
 - ▶ **Plus Additional Experienced Commissioned Sales Agents**
- ▶ **Launch Pad for SIMPAS Precision Application Technology**



First Global Growth Summit – Costa Rica



Onsite at LIFE-RID, AgriCenter's Research Innovation Development Field Station

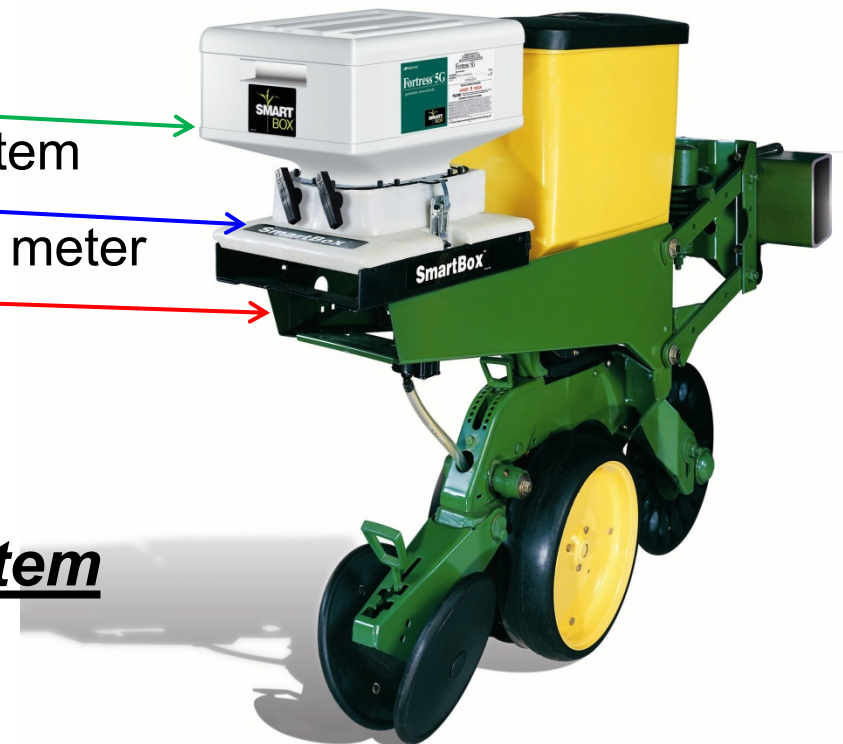
Precision Ag Equipment SmartBox[®] Evolution

The most advanced *granule* application system available

- ▶ Patented, closed-container transfer and application system
- ▶ The sealed transfer-container is returnable and refillable.
- ▶ The on-planter base-container contains a locking valve system
- ▶ The electronic meter replaces the conventional mechanical meter



All three components work together with a cab mounted computer to create the SmartBox System



Precision Ag Equipment

SmartBox® Evolution





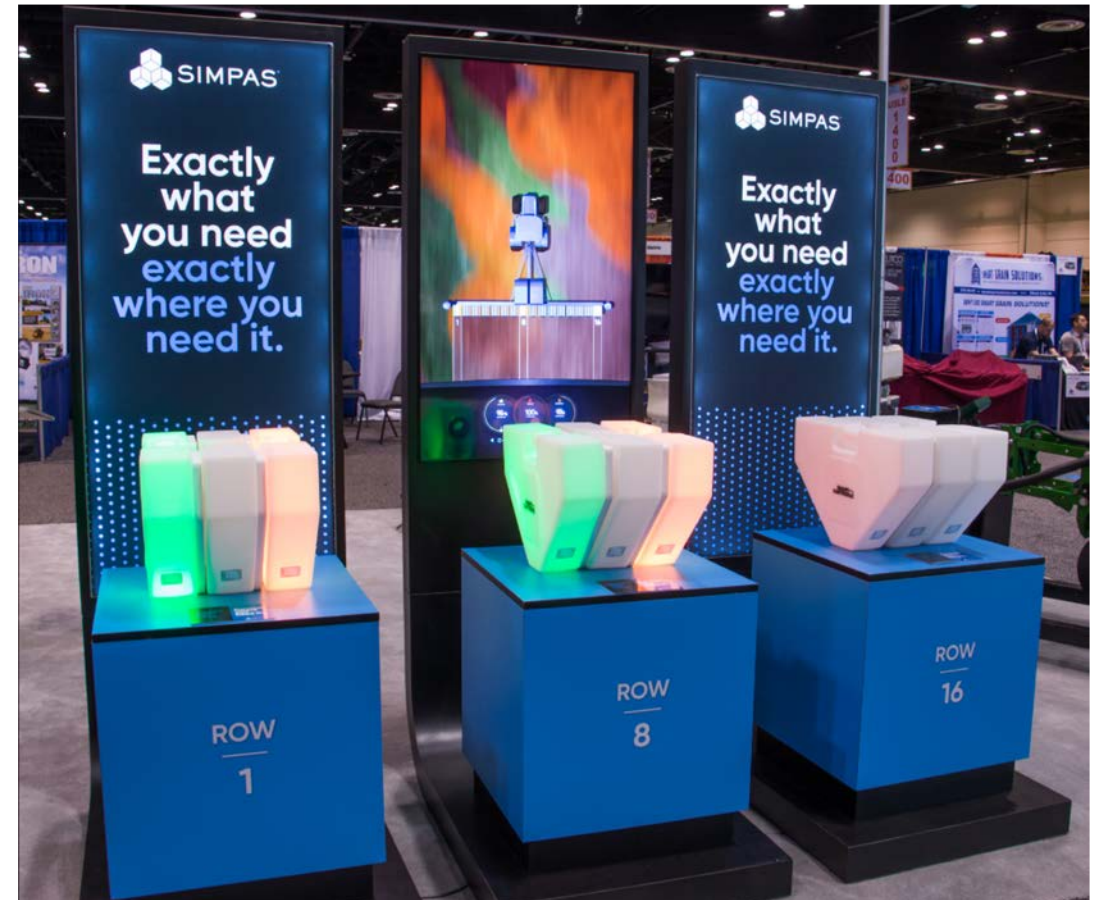
SIMPAS

Smart Integrated Multi-Product Prescription Application System

- ▶ One system for Insecticides, fungicides, nutritionals & biologicals
- ▶ Dry and/or liquid products applied simultaneously
- ▶ RFID SmartCartidge packaging Application Accuracy (+/- 1%) at Very Low rates

Value Proposition

- ▶ License equipment manufacturer
- ▶ Support retail distribution
- ▶ Supply Crop Protection Product Cartridges



SIMPAS Technology



<https://app.wipster.io/Review/CRryGQBQyZBt4v5YfjVyeOICBufUvmTr2kmgtJJRoOfVLw1Izw#timecode=2m30s1f>

Market Opportunities



Crops

All row crops

- **Corn**
- **Soybeans**
- **Cotton**
- **Potatoes**
- **Sugar beets**
- **Peanuts**
- **Sugarcane**
- **etc.**

Geographies

- **US**
 - **Brazil/Argentina**
 - **China**
 - **Eastern Europe**
- Large farms,
technology adopters
-
- **UK, EU**
 - **Canada**
 - **Australia**
- Heavily regulated

SIMPAS

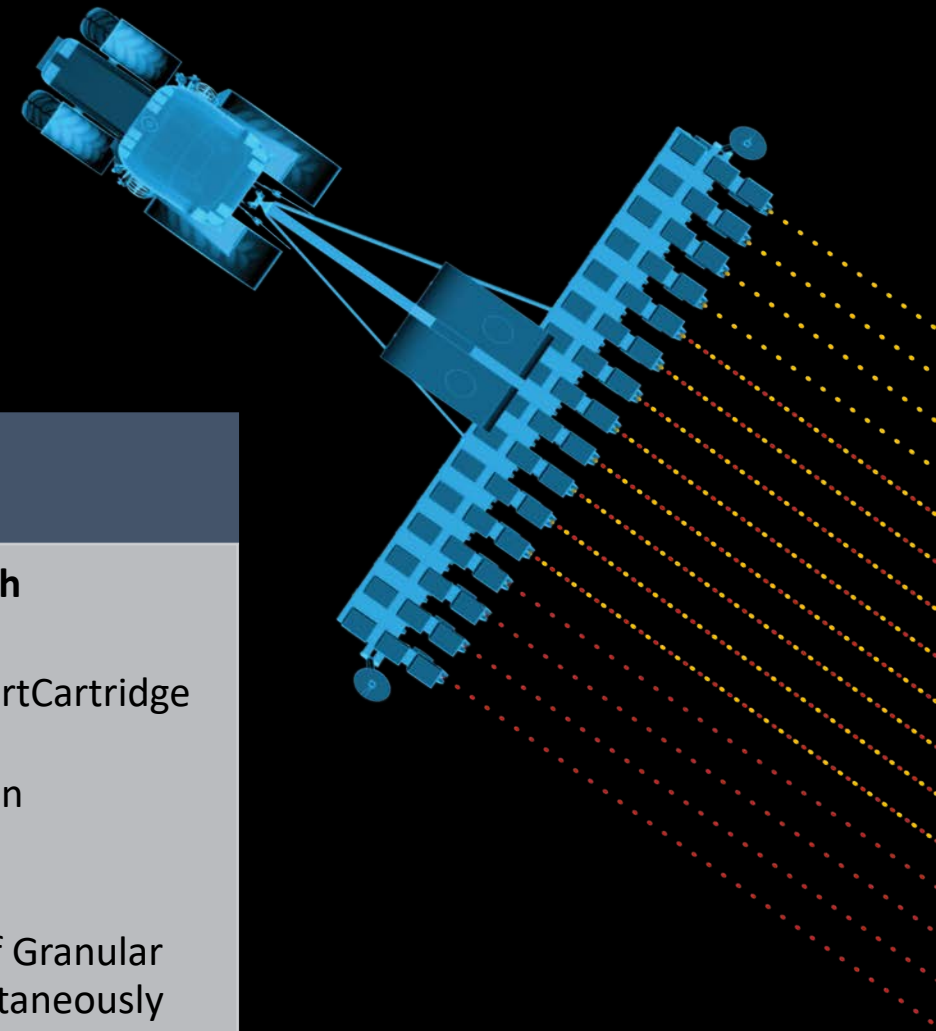
Targeted Commercial Launch

2019

- **Field Trials**
 - Prescriptive Application of Three Granular Products
- **Beta Testing**
 - SmartFill™ Refill Center with SmartCartridge Containers
 - RFID-Based Tracking Technology
 - Logistical Implementation of RFID-Based Tracking Systems with Targeted Retail-Distribution Organizations
 - Liquid Product Delivery in Combination with Granular Products

2020

- **Targeted Commercial Launch**
 - Sales of SIMPAS systems
 - Products Delivered in SmartCartridge Containers
 - Targeted Retail-Distribution Organizations
- **Further Testing**
 - Prescriptive Application of Granular and Liquid Products Simultaneously
 - Refinements of RFID-Based Tracking System



Business Process

