

American Vanguard Shareholder Meeting



SIMPAS®

June 5, 2019



Safe Harbor Statement

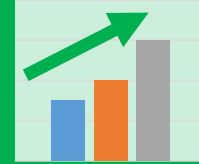
In today's call, the company may discuss forward-looking information. Such information and statements are based on estimates and assumptions by the company's management and are subject to various risks and uncertainties that may cause actual results to differ from management's current expectations.

Such factors can include weather conditions, changes in regulatory policy, competitive pressures and various other risks as detailed in the company's SEC reports and filings. All forward-looking statements represent the company's best judgment as of the date of this call, and such information will not necessarily be updated by the company.

Precision Ag Market Growth Projections

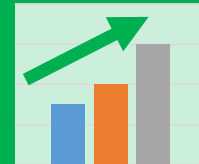
2018

\$5B



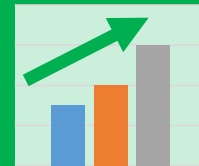
CAGR
(2018-
2026)

15%



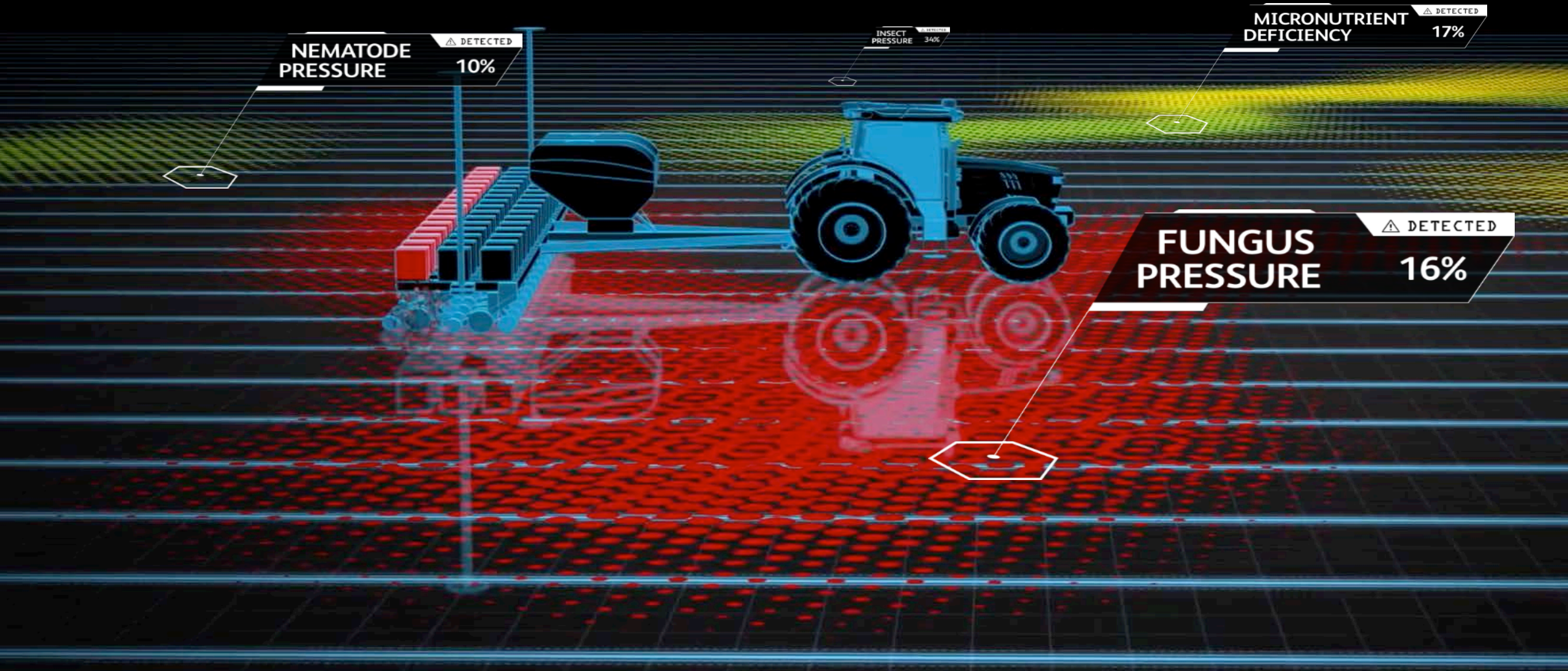
2026

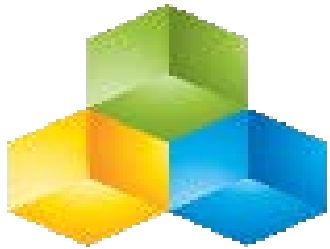
\$15B





Multiple Products Prescriptively Applied One Simple Pass





SIMPAS

**Smart Integrated Multi-product
Prescriptive Application System**

One System

**For insecticides, fungicides, nematicides,
biologicals, and micronutrients**

Dry and Liquid Products

Applied simultaneously

Prescriptive

**Only apply what's needed, when needed,
where needed, and at rates needed**

As-applied Field Records

Auto-created without operator input

Ultimus®

Closed System Packaging

No measuring or mixing

Refillable Containers

Pay for what was applied; return unused product

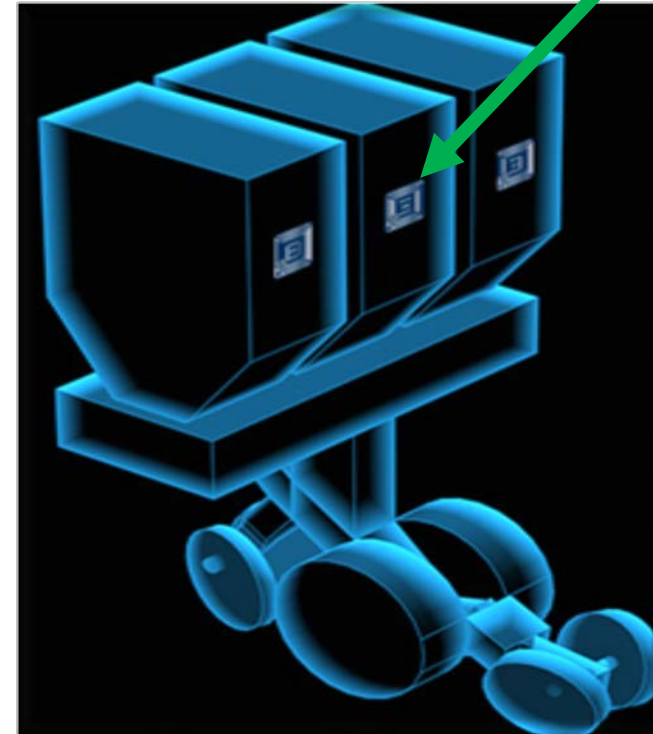
Container Traceability

From filling thru distribution, application, and return

Broadly Licensed

Allows application of products from many manufacturers

RFID tag on each SmartCartridge™ Container identifies product to ensure correct placement and installation





Environmental Sustainability



SIMPAS System – In the Field



SIMPAS Development and Commercialization Timeline

2019

Prescriptive Field Trials
on Corn

Liquid Pump Validation

RFID Data Flow Testing

2020

Limited Commercial
Launch

Combination
Application of Liquid
with Granular Products

Refine Equipment and
Systems

2021

Full Commercial
Launch

Broaden Retail and
Refilling Infrastructure

2022-2023

Incorporate
Synchronization
Technology

International
Expansion

Precision “Placement” Technology

Synchronized application of input with the seed during planting, increasing profits and sustainability.

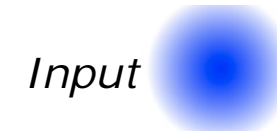
Current Method: Continuous In-Furrow Application



Future Method: Synchronized “Seed & Input” Application



Delivers in the ‘Seed Zone’ reducing total input applied per acre.



Value Capture Model

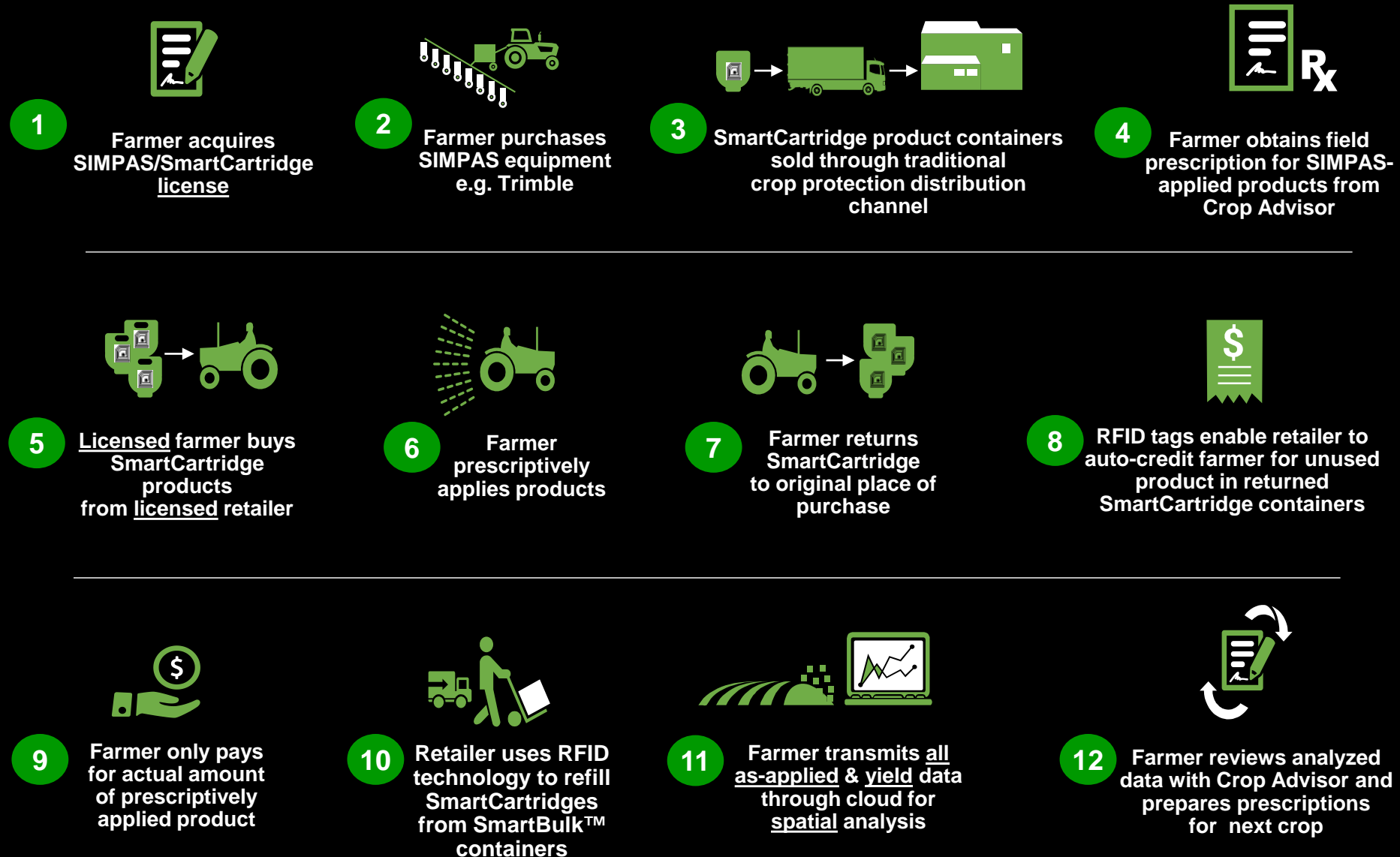
Farmer Subscriptions

License Fees

**Product & Cartridge
Sales**

Hardware Sales

Business Process



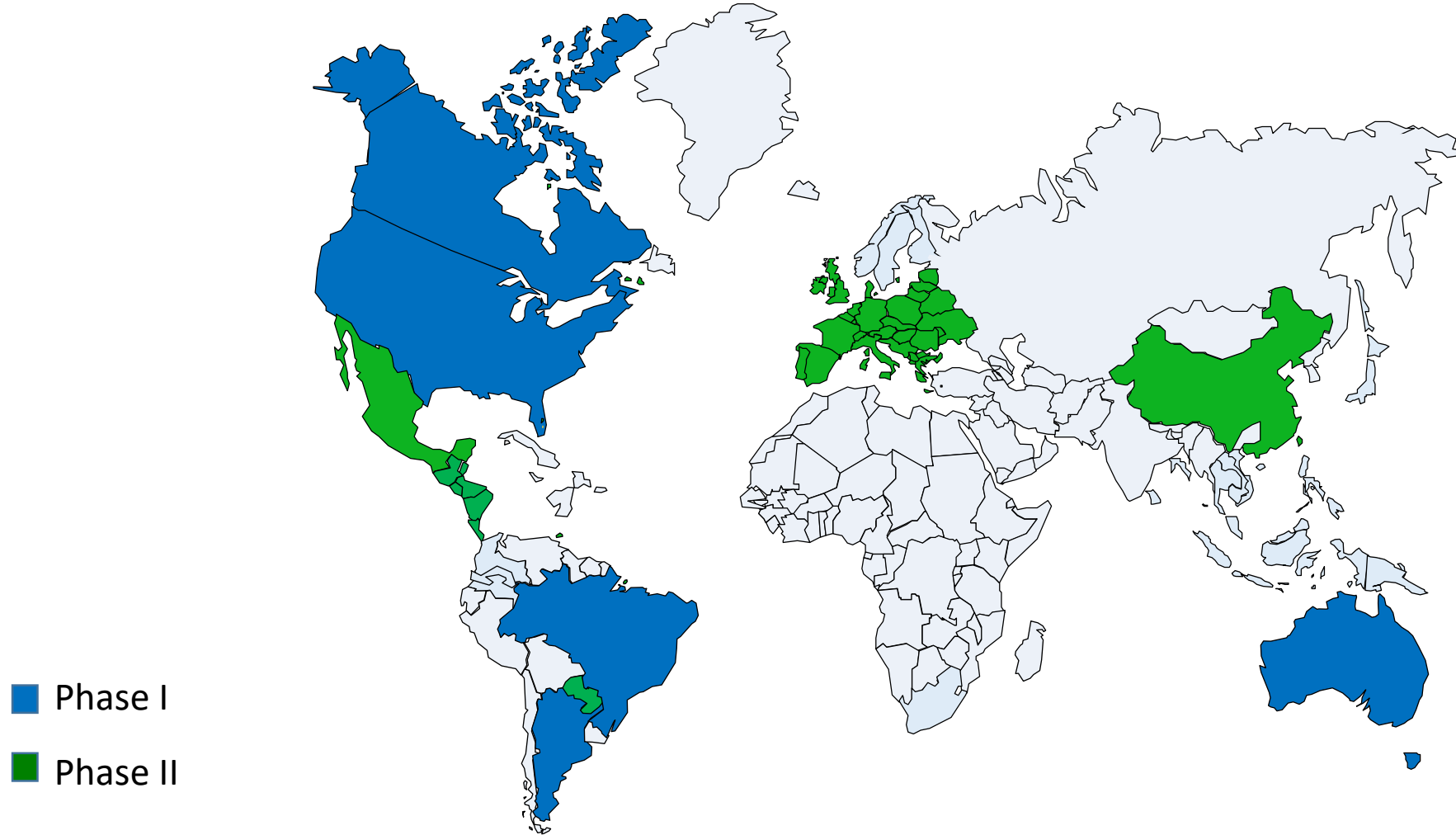
Domestic Base Case Forecast

- Over the next seven (7) years (2020-2026) the Company expects that sales of the SIMPAS system will ramp-up to approximately \$160 million/year by 2026 based upon 2,900 systems over 8.7 million treated acres.
- During that timeframe, the Company anticipates that gross profit margins will rise from the low 30's in the early introductory years to over 50% by the later years.

Initial US Market Opportunities

- Focus on 3 crops
 - Corn, Soybeans and Cotton
- Segments:
 - Nematode Control
 - Corn Rootworm
 - Other Soil Pest Control
 - Seed and Seedling Disease Management
 - Plant Health Stimulants
 - Micronutrients

SIMPAS Global Market Expansion





SIMPAS

