Q3 2026 EARNINGS PRESENTATION

November 2026

AMERICAN VANGUARD™

CAUTIONARY STATEMENT

Safe Harbor Statement

The Company, from time to time, may discuss forward-looking information. Except for the historical information contained in this presentation the matters set forth in this presentation include forward-looking statements. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as “believe,” “expect,” “anticipate,” “intend,” “estimate,” “project,” “outlook,” “forecast,” “target,” “trend,” “plan,” “goal,” or other words of comparable meaning or future-tense or conditional verbs such as “may,” “will,” “should,” “would,” or “could.” These forward-looking statements are based on the current expectations and 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 risks 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. The company disclaims any intent or obligation to update these forward-looking statements.

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EXECUTIVE SUMMARY – KEY MESSAGES

Outperforming Peers; Product Additions

- U.S. slightly down, but outperforming the market
- International the largest drag, as El Niño hit LATAM hard
- Footprint actions reducing manufacturing costs and overhead
- Strategic deals to expand U.S. product portfolio

Strengthening the Leadership Team –

- Matt Horwath named Chief Financial Officer
- Mark Helt named Head of U.S. Crop
- Hermann Castro named SVP, Marketing & Bus. Development

Pre-Pay Strengthens Balance Sheet –

- Increased customer prepayments of $15 million plus term loan funding increased cash to $84M from $17M a year ago
- Net debt down to $184M from $224M at the end of Q2'26
- Pre-Pay activity points to healthy demand heading into 2027

Updating Full-Year Guidance –

- Full-year revenue and Adj. EBITDA outlook updated for international weakness and higher freight and material costs
- Confidence anchored in cost actions already completed and commercial organization momentum

Foundation for Long-Term Value –

- Term loan structure in place, net debt reduction over the next two years to position for refinancing
- Targeting $600M+ run-rate revenue by 2028
- 50 new product launches over five years, driving $100M in revenue by 2030

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REVENUE CONTRIBUTION BREAKDOWN Y/Y

Q3'26 net sales declined 9% to $108.4M

Q3'26 – U.S. Outperformed the Market; International Declined

- U.S. Crop down 2% to $42.3M, outperforming the market; growth in growth regulators, Thimet and fungicide portfolios were more than offset by lower sales of soil fumigants and herbicides
- U.S. Specialty down 2% to $18.9M, still ahead of the market, as growth in turf fungicide and our mosquito adultidcide, Naled, were more than offset by lower sales of our ornamental portfolio and insect growth regulators due to inventory stocking patterns
- International down 17% to $47.2M, driven by poor weather conditions in Latin America related to El Niño. Higher sales of soil fumigants and continued growth in Ecuador, as well as stronger performance this year in Australia, partially offset weakness across other countries and products

Segment (in millions)	Q3'26	Q3'25	Δ%
U.S. Crop	$42.3	$43.3	(2%)
U.S. Specialty	$18.9	$19.2	(2%)
Total U.S.	$61.2	$62.5	(2%)
International	$47.2	$56.8	(17%)
Total Net Sales	$108.4	$119.3	(9%)

KEY FINANCIAL METRICS Y/Y

Metric (in millions)	Q3'26	Q3'25	Δ%
Net Sales	$108.4	$119.3	(9%)
Gross Profit Margin	24%	29%	-450bps
Adj. EBITDA	$0.0	$8.3	(100%)
Inv. Turns	1.71x	1.74x	(0.03x)
Net Trade Working Capital[2]	$137.3	$159.5	(14%)
Net Debt[1]	$183.8	$165.5	11%

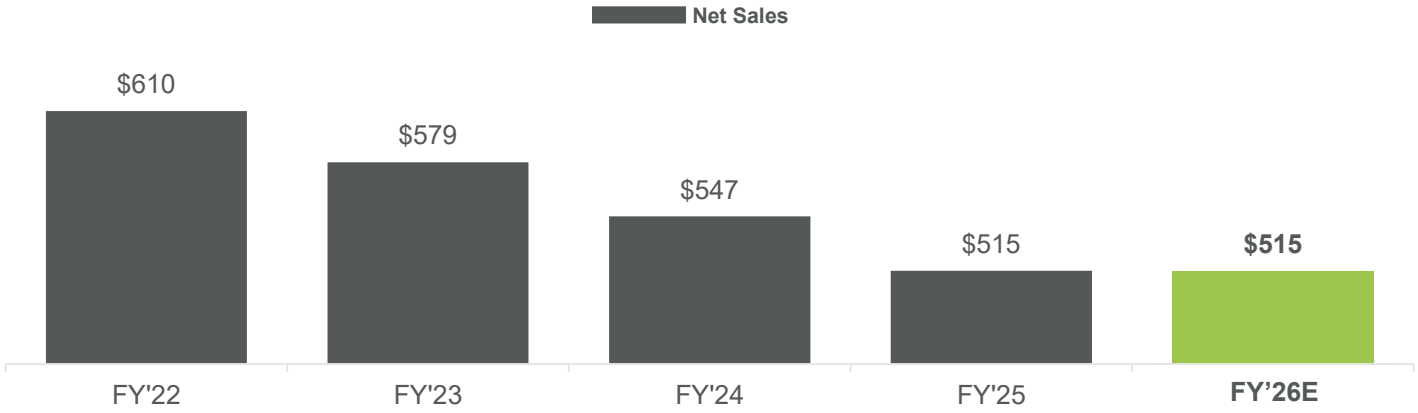
- **Net Sales – U.S. Held Up, International Declined –** El Niño weighed on international sales, while U.S. Crop and Specialty held up better than the market. Impact and Aztec sales were down primarily due to year-over-year timing. Timing also affected Specialty sales, particularly in our ornamental and greenhouse businesses.
- **Q3'26 Gross Margin Down on Freight and Fumigants –** Higher freight costs drove over half the decline in gross margin on a year-over-year basis, with higher raw material costs and lower fixed costs leverage contributing to the decline as well. This was partly offset by better manufacturing performance as a result of continued execution of business improvement plan.
- **Cost Actions Lowered Operating Expenses –** Cost actions under the business improvement plan cut operating expenses 16%, led by G&A; the prior-year quarter included $7.2M of product liability claims.
- **Strengthening Our Balance Sheet Is The Focus –** Customer prepayments ahead of the 2027 season, along with a year-over-year decline in inventory of $4.9 million, and continued improvement in accounts receivable led to a 14% decline in net trade working capital year-over-year. Net debt declined by $40M sequentially, aided by prepayments. We plan to begin paying down debt through 2027–2028 to position for refinancing the term loans.

1 Net debt is calculated as total outstanding indebtedness less cash
2 Net Trade Working Capital is excluding Cash

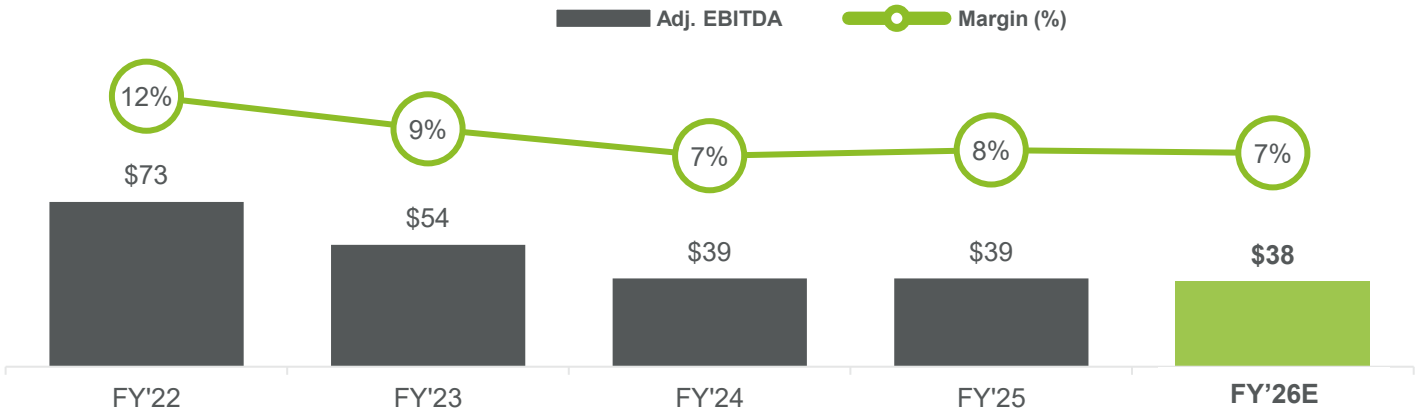
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FULL-YEAR 2026 GUIDANCE UPDATE

Revenue



Adj. EBITDA



Guidance Update - Key Drivers

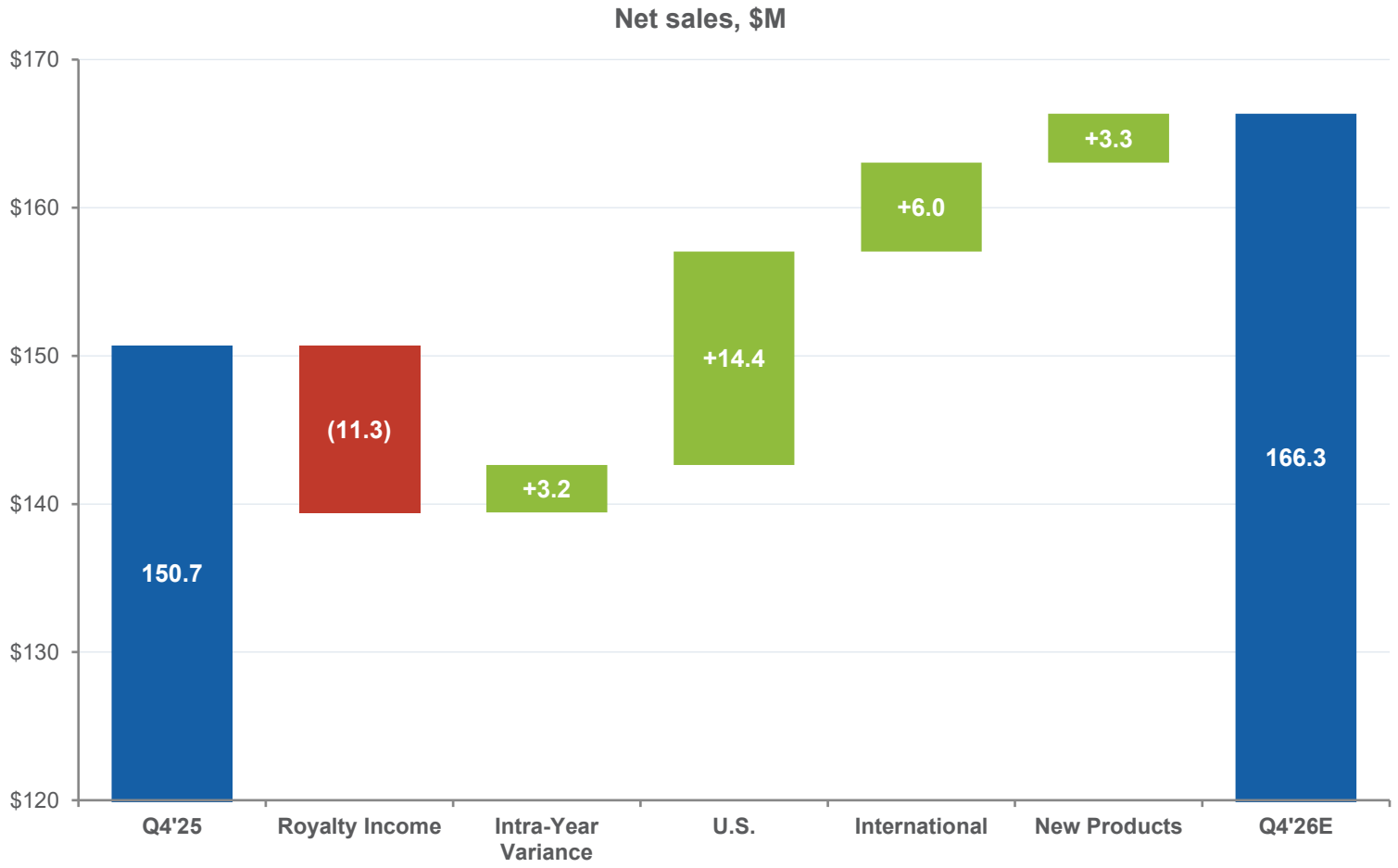
- **International:** softer demand in international markets lowers the full-year sales outlook.
- **Fuel:** higher fuel costs raise freight and raw material costs, compressing gross profit margins.
- **Q3 miss:** third-quarter sales and Adj. EBITDA came in below expectations, lowering the full-year base.

Net Sales: $500M - $530M
Adj. EBITDA: $36M - $40M

Source: Company materials
Figures in US$ million, unless otherwise noted.
Figures as reported in company annual reports. FY'26E Figures reflect midpoint of current guidance estimates; Gross Profit excluded, as it is not included in Company guidance
Figures prior to 2024 exclude divestment of Dachtal products

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Q4 2026 NET SALES OUTLOOK: +10% Y/Y



Royalty Income: $11.3M one-time royalty income in Q4 2025 (U.S. Specialty)

Intra-Year Variance: Shift in timing of sales from 3Q to 4Q across U.S. and International business regions

U.S. & International: +$14.4M (+16%) for U.S. and +$6M (+13%) for International. Improved sales in all regions driven by changes in commercial strategy and execution approach, as well as mix and timing issues not expected to repeat this year

New Products: Brands acquired from Syngenta and Sipcam distribution agreement; both announced at the end of September 2026; 10 new products introduced YTD, inclusive of Duro LQ in Q4 2026

Q4 2026 ADJ. EBITDA OUTLOOK: +25% Y/Y



Royalty Income: $11.3M one-time royalty income in Q4 2025 (U.S. Specialty); 100% flow through to EBITDA

Volume/Mix: +$10.1M on ~$26.6M of sales growth, including new product launches

Manufacturing productivity: manufacturing fixed cost leverage and better performance; lower manufacturing spend due to LA footprint reduction

OpEx productivity: $1.8M opex cost control and benefits from Transformation initiatives

Fuel Prices: -$1.7M driven by increase in fuel prices year-over-year

2028 FINANCIAL TARGETS & PRIORITIES

$600M+ **-Annualized Revenue-**	**Path to Revenue Growth Target** Focused on driving volume growth through new product launches and the normalization of customer ordering patterns
Double Digit **EBITDA Margin**	**Margin and Cost Targets** Targeting gross profit margins in the low-to-mid 30s and operating expenses at ~23% of sales
Target 3.0x Net Leverage **- Net Debt to EBITDA -**	**Net Working Capital Target & Refinance Objective** Targeting net working capital of approximately 30% of sales and refinancing the First Lien at a materially lower interest rate by 2028



Net leverage target ratios are defined as net debt to TTM Adjusted EBITDA[1]

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THANK YOU

Q&A

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