SEAPORT 14TH ANNUAL SUMMER INVESTOR CONFERENCE

August 20, 2025

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.

Other Disclaimer

In addition to the financial metrics presented in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation includes the following non-GAAP metrics: Adjusted earnings before interest, taxes, depreciation, and amortization (Adjusted EBITDA). Adjusted EBITDA is not a financial measure calculated and presented in accordance with U.S. generally accepted accounting principles (GAAP) and should not be considered as an alternative to net income (loss), operating income (loss) or any other financial measure so calculated and presented, nor as an alternative to cash flow from operating activities as a measure of liquidity. The items excluded from adjusted EBITDA are detailed in the reconciliation attached to this presentation. Other companies (including the Company’s competitors) may define adjusted EBITDA differently. We present non-GAAP measures when we believe that the additional information is useful and meaningful to investors. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. We urge you not to rely on any single financial measure to evaluate our business.

AMERICAN VANGUARD™

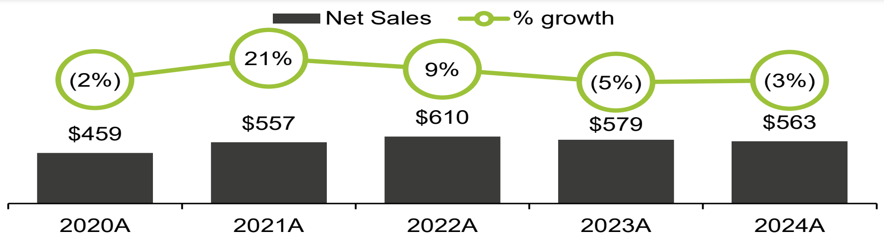
AMERICAN VANGUARD AT A GLANCE

A trusted provider of proven agricultural and environmental solutions

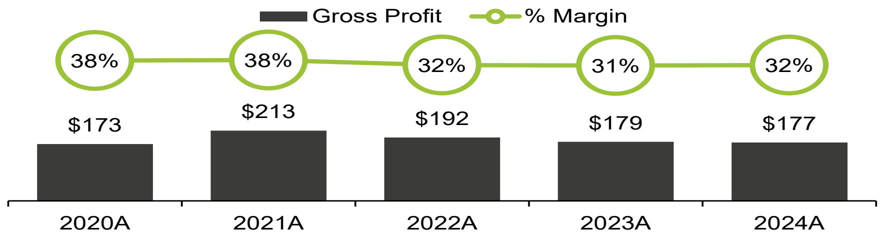
- A manufacturer of chemical, biological, and biorational products for the agricultural, commercial, and consumer user
- The company focuses on niche products which have limited competition and are highly defensible
- An extensive manufacturing base with five locations in the United States and one in Mexico
- The company markets to domestic and international customers, with approximately 60% of sales occurring in the domestic market

The company has a resilient revenue base. A business transformation is underway to restore and improve the margin profile, as well as enhance capital efficiency and ROI.

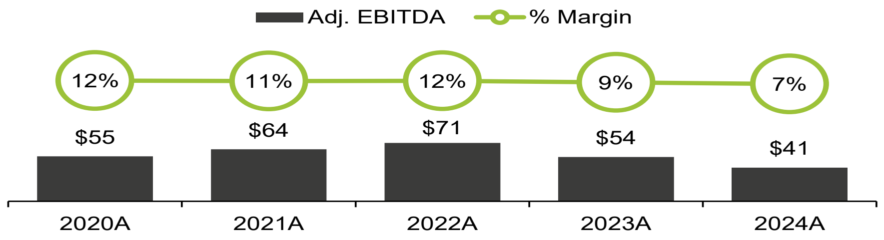
Revenue[1]



Gross Profit[1]



Adj. EBITDA[1]



Source: Company materials
Figures in US$ million, unless otherwise noted. Figures as reported in company annual reports.
1) Figures prior to 2024 exclude divestment of Dachtal products

THE GOAL OF THE BUSINESS TRANSFORMATION

Implement Enterprise Software Globally

- Enhanced data should allow the company to lower raw material costs, maximize margins, and react more quickly to increases and decreases in demand

Implement New Organization Structure & Go-To-Market Strategies

- Reorganization of commercial sales team to align on strategic priorities and improve focus on key accounts

Streamline Manufacturing

- In plannings stages to improve overall factory utilization and efficiency

New Product Development

- Partner with customers to define areas where R&D spend will create value for the company and the customer.

Biologicals/Biorational Business Development

- Leverage GreenSolutions alongside our proven chemistries to provide enhance efficacy
- The Company is well regarded in the biological market and well positioned to partner with other companies that have novel technologies

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THE LONG TERM GOAL OF THE TRANSFORMATION

15%

Adjusted EBITDA Margin
through the cycle

Milestones that should be achieved over the near-term

31-33%	approaching 20%	>2
Gross Profit Margin	OpEx as a % of net sales	Inventory Turns

As new products are introduced, SIOP efficiencies are gained and further cost is taken out, the company will move towards its long-term goal

TRANSFORMATION BEGINNING TO IMPACT RESULTS

Second Quarter 2025 Results Showing Improvement, Driven by Transformation Initiatives

$129M
Net Sales
+$1.1M vs 2024

$40.5M
Gross Profit
+7% vs 2024

$36.2M
Operating Expenses
-22% vs 2024

$11M
EBITDA
+83% vs 2024

Net Sales
- Improved revenue, despite a slight decrease in channel inventory
- Inventory destocking appears to have largely run its course

Gross Profit
- Improved Sale, Inventory & Operations Planning (SIOP) process
- Improved gross profit margin to 31%, the highest in five quarters

Operating Expenses
- Transitioning towards a lower cost operating environment.
- Don't believe significant opex is necessary to grow revenue

EBITDA
- Strong factory performance with higher recovery and good cost control
- Expect EBITDA margins to trend higher, although there may be some challenging quarters in the future

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LEADING TO BALANCE SHEET IMPROVEMENT

Second Quarter 2025
Balance Sheet Accounts

$179M

Accounts Receivable

- -10% vs 2024
- -$19 million vs 2024

$192M

Inventory

- -22% vs 2024
- -$52 million vs 2024

$175M

Net Debt

- -9% vs 2024
- -$18 million vs 2024

37%

Net Trade Working Capital

- -600bps vs 2024

Accounts Receivable
- The company is attempting to collect outstanding receivables in a more timely fashion

Inventory
- Recently appointed procurement executives are employing modern management techniques to decrease the need for raw materials
- Management expects to further drive down inventory over the coming quarters

Net Debt
- The improvement in working capital means the company needs less debt to operate than historically
- With limited need for capex, the company expects to allocate its free cash flow to paying down debt in 2025

Net Trade Working Capital
- While significant improvement has occurred, the company has plans to lower net trade working capital over the near-term and long-term

MEANINGFUL CHANGE IN SENIOR MANAGEMENT

4 of the top 7 executives have assumed their roles in the last nine months

- CEO Douglas (Dak) Kaye, III — Joined Dec. 2024
  - CFO David Johnson
  - CIO, General Counsel & Secretary, Tim Donnelly
  - Sr. VP, Human Resources, Shirin Khosravi
  - Sr. VP, Strategy, Marketing, and R&D, Mike DiPaolo — Joined Feb. 2025
  - Sr. VP, Manufacturing, Nolteanous Gilliam — Promoted Feb. 2025
  - Sr. VP, Operations & Supply Chain, Jared Straley — Joined Feb. 2025

- **Many of the executives are new to their roles, but the team has an average of 15+ years of Ag/Chem experience**
- **This new team is empowered to make the necessary changes to improve operating margins**

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REFOCUSING THE FUTURE

SIMPAS WRITTEN DOWN

During the 1Q 2025 earnings announcement the company wrote down its SIMPAS application equipment hardware

- The company developed an attractive suite of hardware technologies
- Significant capital was spent developing this technology ($6 - $10 million per year over the last decade)
    - ❖ The company had limited acceptance for this product in the marketplace.
    - ❖ Capital can be reallocated towards paying down debt and identifying attractive crop protection products

IMPROVING CROP PROTECTION PIPELINE

The company will refocus its efforts toward augmenting its crop protection portfolio

- New products typically have higher margins than the legacy portfolio products
- Further, the company has excess manufacturing capacity. Additional products could increase manufacturing productivity, positively impacting absorption
- The company has a plan to materially grow its Green Solutions segment and should see low to mid-teen’s growth in this area
- The company will also look to broaden its proven chemistries portfolio

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A PROVEN PROVIDER OF BIOLOGICAL SOLUTIONS

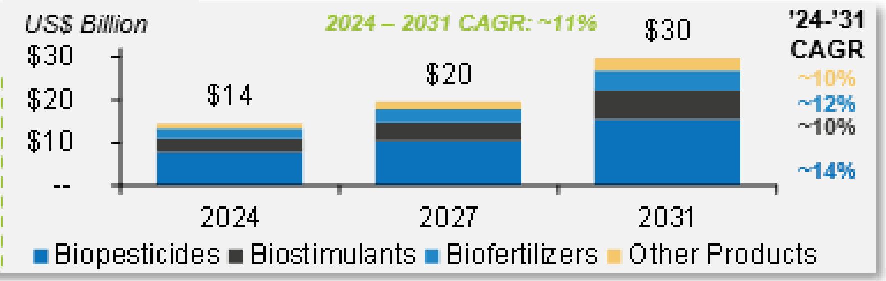
AMERICAN VANGUARD is a ***top 10*** biological supplier in the U.S.

CropLife

Expanding Biologicals Use

Global Agricultural Biologicals Market Value

Biologicals market growth expected to outpace that of the broader crop protection market



- A respected industry publication, Crop Life Magazine, indicated that American Vanguard is a top 10 supplier of biological solutions
- The biological market has grown faster than the broader crop protection industry, and is expected to do so for the remainder of this decade
- GreenSolutions™ sales account for approximately 11% of overall American Vanguard revenue in 2024 and margins in this area are slightly higher than the overall business

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AN EXTENSIVE DOMESTIC FOOTPRINT

Axis, Alabama

Los Angeles, California

Marsing, Idaho

Clackamas, Oregon

Hannibal, Missouri

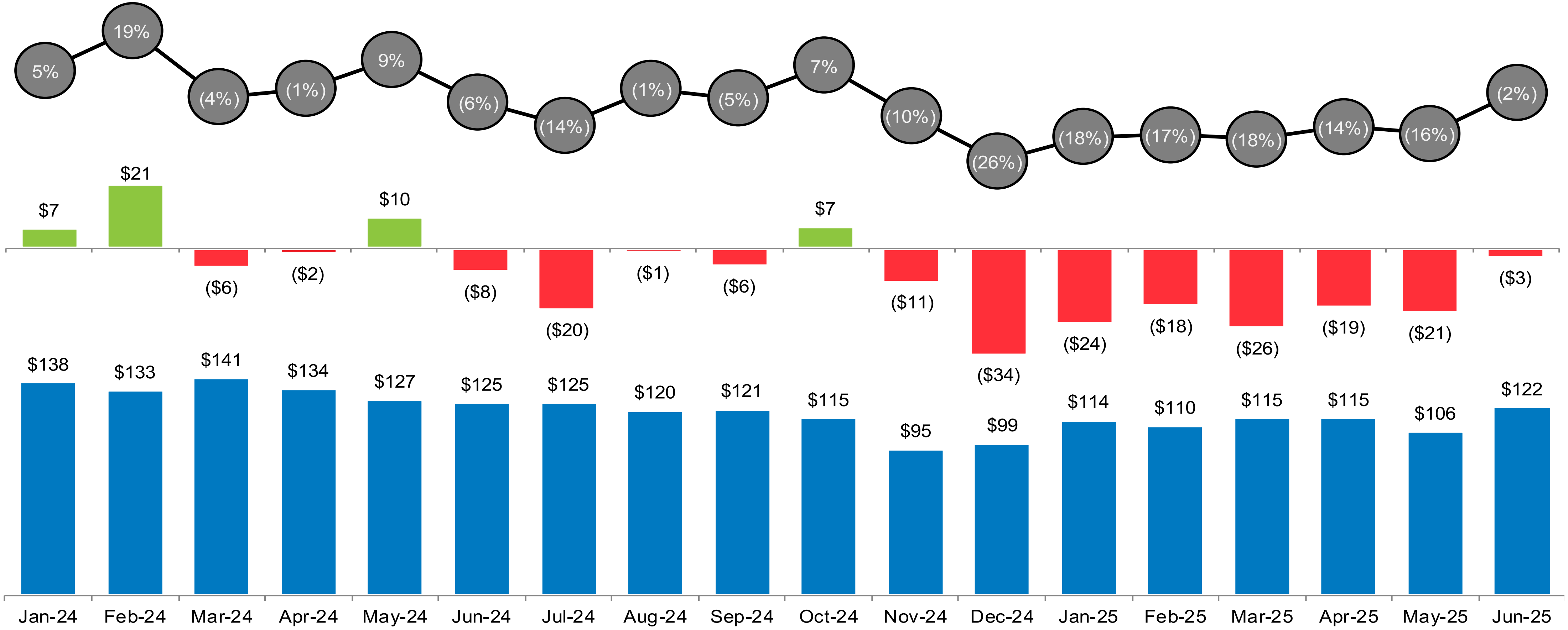
A significant domestic manufacturing footprint should prove to be beneficial in a high tariff environment, but we will seek to continue to improve efficiency as shown during the second quarter.

INDUSTRY OVERVIEW

DESTOCKING APPEARS TO HAVE RUN ITS COURSE

Values are in millions of $'s

Customers' % inventory change vs. y/y inventory change vs. absolute AVD customer inventory



Destocking was a significant headwind in the first half of 2025, but inventories appear to be at a critically low level

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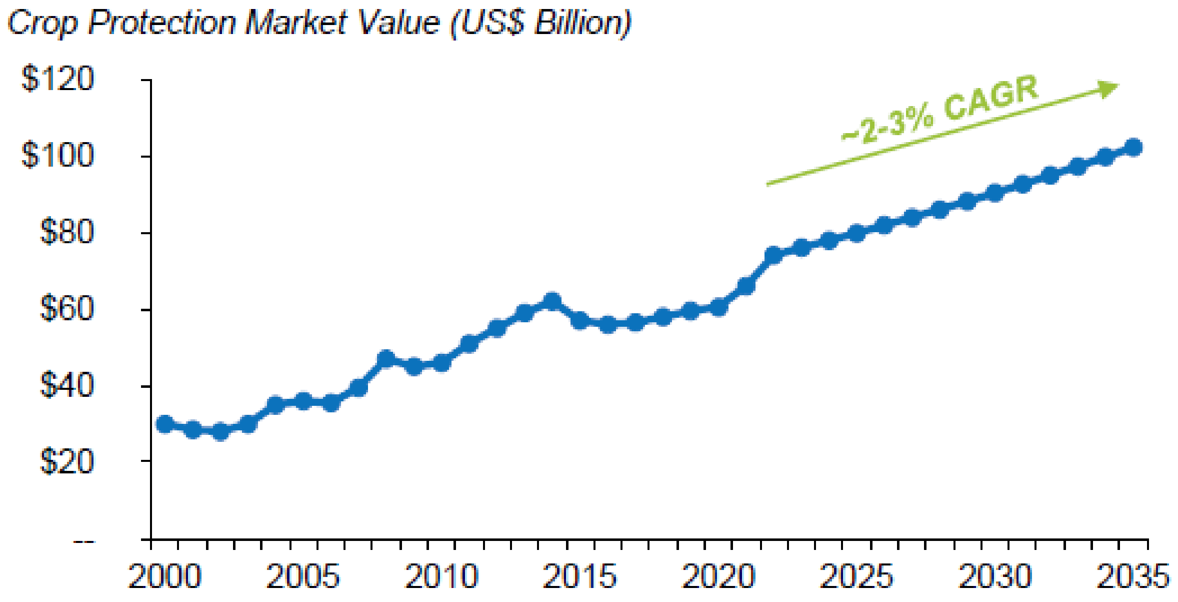
CROP PROTECTION EXHIBITS DURABLE GROWTH



The industry has exhibited growth since 2000 and market observers expect continued growth for many years to come

Source: FAO, OECD, AgbioInvestor

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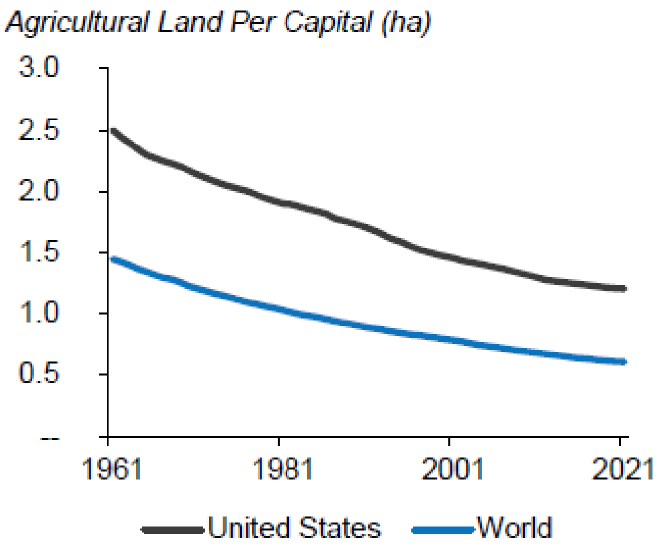
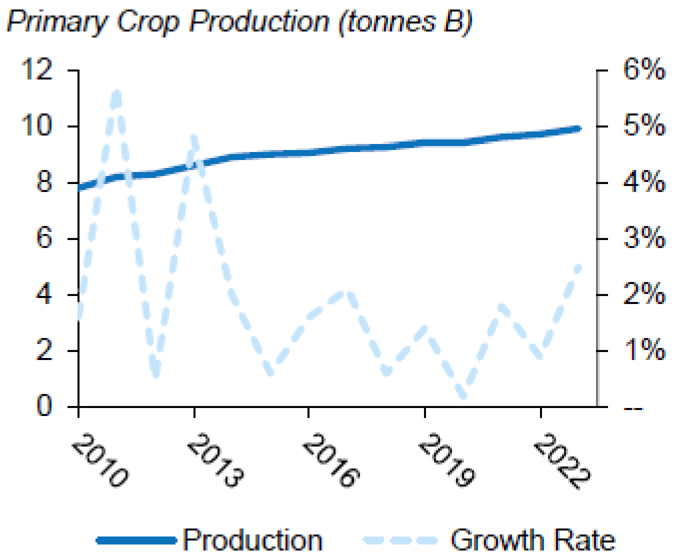
AN ATTRACTIVE INDUSTRY BACKDROP FOR CROP PROTECTION

GLOBAL FOOD PRODUCTION CONSISTENTLY INCREASES





WHILE ARABLE LAND CONSISTENTLY DECREASES

Source: FAO, OECD, AgbioInvestor

KEY MESSAGES

The Company's second quarter adjusted EBITDA nearly doubled as compared to the year ago period

Second quarter gross profit margin is at its highest level in five quarters, as a direct result of the business transformation

The industry appears to be in the midst of a gradual recovery. The worst of the destocking has run its course, and customer ordering patterns are beginning to match the product that is being consumed

The Company's business transformation is driving results. Significant operations improvements have occurred, but the majority of the financial benefits will materialize in future periods

The Company maintains 2025 EBITDA guidance of $40 million to $44 million and maintains revenue guidance of $535 million - $545 million

THANK YOU
Q&A

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