



ANNUAL GENERAL MEETING OF SHAREHOLDERS

May 19, 2020

Bill Lambert – Chair, AGI Board of Directors



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Tim Close, President & CEO, AGI

SAFE HARBOR STATEMENT

This presentation contains forward-looking statements and information (collectively, "forward-looking information") within the meaning of applicable securities laws that reflect our expectations regarding the future growth, results of operations, performance, business prospects, and opportunities of the Company. All information and statements contained herein that are not clearly historical in nature constitute forward-looking information, and the words "anticipate", "believe", "continue", "could", "expects", "intend", "plans", "postulates", "predict", "will" or similar expressions suggesting future conditions or events or the negative of these terms are generally intended to identify forward-looking information. Forward-looking information involves known or unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking information. In addition, this presentation may contain forward-looking information attributed to third party industry sources. Undue reliance should not be placed on forward-looking information, as there can be no assurance that the plans, intentions or expectations upon which it is based will occur. In particular, the forward-looking information in this presentation includes information relating to our business and strategy, including our outlook for our financial and operating performance including our expectations for our future financial results including sales, EBITDA and adjusted EBITDA, industry demand and market conditions; anticipated impacts of the coronavirus (COVID-19) outbreak on our business, operations and financial results; long term fundamentals and growth drivers of our business; expectations regarding planted acres and weather conditions; the launch of AGI SureTrack 2.0 and the cross-selling opportunities related to AGI SureTrack and the impact on our market share and margins; our ability to efficiently re-start post the COVID-19 crisis; our outlook for 2020 Canadian Farm Market, U.S. Farm Market, Crop Volumes, North American Commercial Business and International Commercial Business; and with respect to our ability to achieve the expected benefits of recent acquisitions and the contribution therefrom. Such forward-looking information reflects our current beliefs and is based on information currently available to us, including certain key expectations and assumptions concerning: the anticipated impacts of the coronavirus (COVID-19) outbreak on our business, operations and financial results; anticipated grain production in our market areas; financial performance; the financial and operating attributes of recently acquired businesses and the anticipated future performance thereof and contributions therefrom; business prospects; strategies; product and input pricing; regulatory developments; tax laws; the sufficiency of budgeted capital expenditures in carrying out planned activities; political events; currency exchange and interest rates; the cost of materials; labour and services; the value of businesses and assets and liabilities assumed pursuant to recent acquisitions; the impact of competition; the general stability of the economic and regulatory environment in which the Company operates; the timely receipt of any required regulatory and third party approvals; the ability of the Company to obtain and retain qualified staff and services in a timely and cost efficient manner; the timing and payment of dividends; the ability of the Company to obtain financing on acceptable terms; the regulatory framework in the jurisdictions in which the Company operates; and the ability of the Company to successfully market its products and services.

Forward-looking information involves significant risks and uncertainties. A number of factors could cause actual results to differ materially from results discussed in the forward-looking information, including the effects of global outbreaks of pandemics or contagious diseases or the fear of such outbreaks, such as the recent coronavirus (COVID-19) pandemic, including the effects on the Company's operations, personnel, and supply chain, the demand for our products and services, our ability to expand and produce in new geographic markets or the timing of such expansion efforts, and on overall economic conditions and customer confidence and spending levels, changes in international, national and local macroeconomic and business conditions, as well as sociopolitical conditions in certain local or regional markets, weather patterns, crop planting, crop yields, crop conditions, the timing of harvest and conditions during harvest, the ability of management to execute the Company's business plan, seasonality, industry cyclical, volatility of production costs, agricultural commodity prices, the cost and availability of capital, currency exchange and interest rates, the availability of credit for customers, competition, AGI's failure to achieve the expected benefits of recent acquisitions including to realize anticipated synergies and margin improvements; and changes in trade relations between the countries in which the Company does business including between Canada and the United States. These risks and uncertainties are described under "Risks and Uncertainties" in our MD&A, our annual MD&A and in our most recently filed Annual Information Form, all of which are available under the Company's profile on SEDAR (www.sedar.com). These factors should be considered carefully, and readers should not place undue reliance on the Company's forward-looking information. We cannot assure readers that actual results will be consistent with this forward-looking information. Readers are further cautioned that the preparation of financial statements in accordance with IFRS requires management to make certain judgments and estimates that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent liabilities. These estimates may change, having either a negative or positive effect on profit, as further information becomes available and as the economic environment changes. The forward-looking information contained herein is expressly qualified in its entirety by this cautionary statement. The forward-looking information included in this presentation is made as of the date of this presentation and AGI undertakes no obligation to publicly update such forward-looking information to reflect new information, subsequent events or otherwise unless so required by applicable securities laws.

The logo for AGI, featuring the letters 'AGI' in a bold, green, sans-serif font. To the right of the letters is a stylized graphic of three curved lines, resembling a fan or a wing, also in green. The logo is set against a white circular background.

AGI

The number '2.0' in a large, white, sans-serif font, positioned on the right side of the image. The background behind the text is a dark, semi-transparent circle that overlaps with the main image's green and black tones.

2.0



The logo for AGI, featuring the letters 'AGI' in a bold, green, sans-serif font. To the right of the letters is a stylized graphic of three curved lines, resembling a plow or a field, also in green.

AGI

The number '1.0' in a large, white, sans-serif font, positioned to the right of the AGI logo. The background behind the text is a semi-transparent green circle.

1.0



WHAT DEFINED AGI 1.0



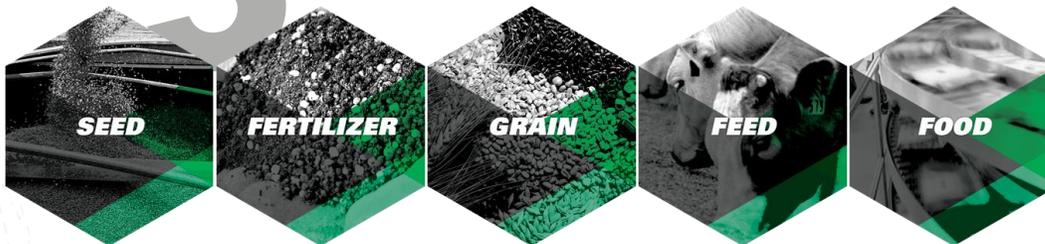
THE TRANSFORMATION OF AGI WAS DRIVEN BY AN URGENCY TO GAIN SCALE & DIVERSIFICATION AND DELIVER MARKET LEADING CUSTOMER-FOCUSED SOLUTIONS.

AGI 1.0

▶ 2018

5

PLATFORMS



6

CONTINENTS

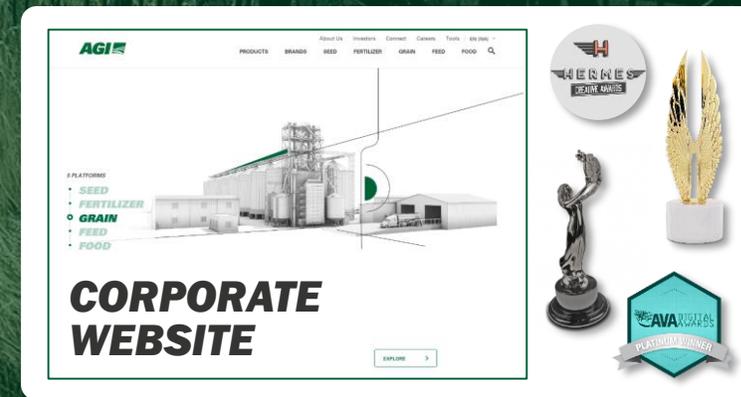


7

COMPONENTS



5-6-7 STRATEGY



AGI  **1.0**

 **2019**

MILLTEC INDIA

AGI  **1.0**

 **2019**

BRAZIL



AGI  **1.0**

 **2019**

ITALY



AGI  **1.0**

 **2019**

U.S.A.



AGI 1.0

▶ 2019



1 FERTILITY LAYER
2 TILLAGE
3 PRE-EMERGE LAYER
4 PLANTING
5 SPRAY #1
6 SPRAY #2
7 HARVEST

8 SOIL TEMPERATURE, MOISTURE
9 WEATHER TEMPERATURE, HUMIDITY, PRECIPITATION, SOLAR RADIATION, WIND

10 BIN MONITORING TEMPERATURE
11 BIN MONITORING MOISTURE

12 CONDITIONING
13 GRAIN CONTENT TESTER/LAB

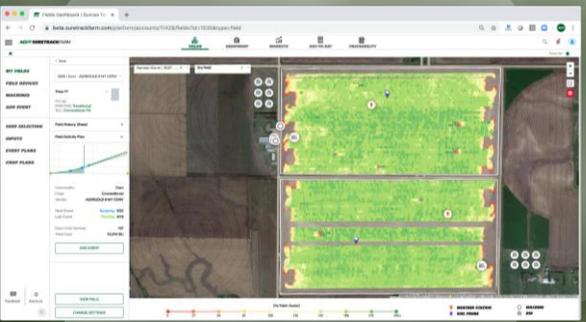
14 TANK DATA SALES
15 TANK DATA TEMPERATURE

136 ERP INVENTORY SKU LOT TRACKING

56 FIELD DETAILS SIZE, SOIL TYPE, ETC.

MORE THAN 140 LAYERS OF DATA

AGI SURETRACK



2019 *HEADWINDS*

▶ **2019**



RESILIENCE. OUR RESULTS:

▶ 2019

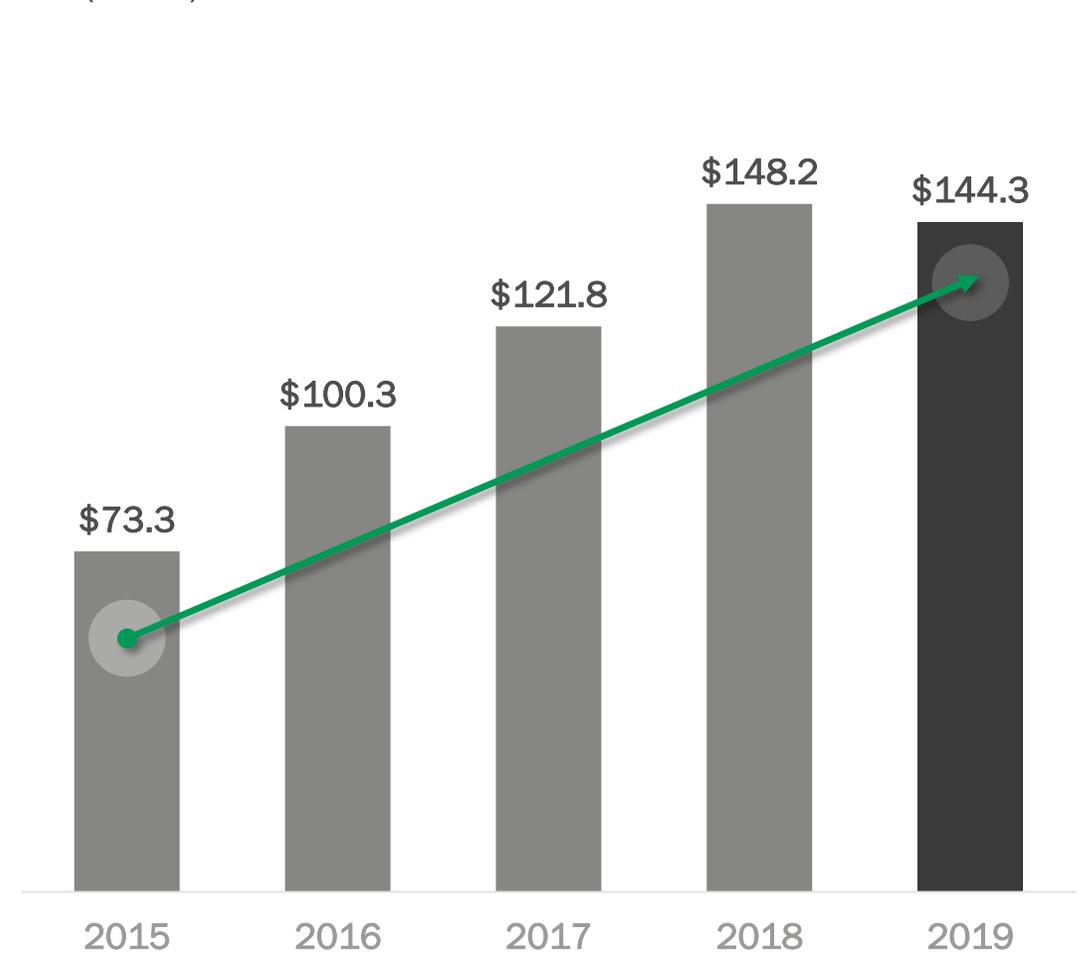
TRADE SALES

(\$MM)



ADJUSTED EBITDA

(\$MM)

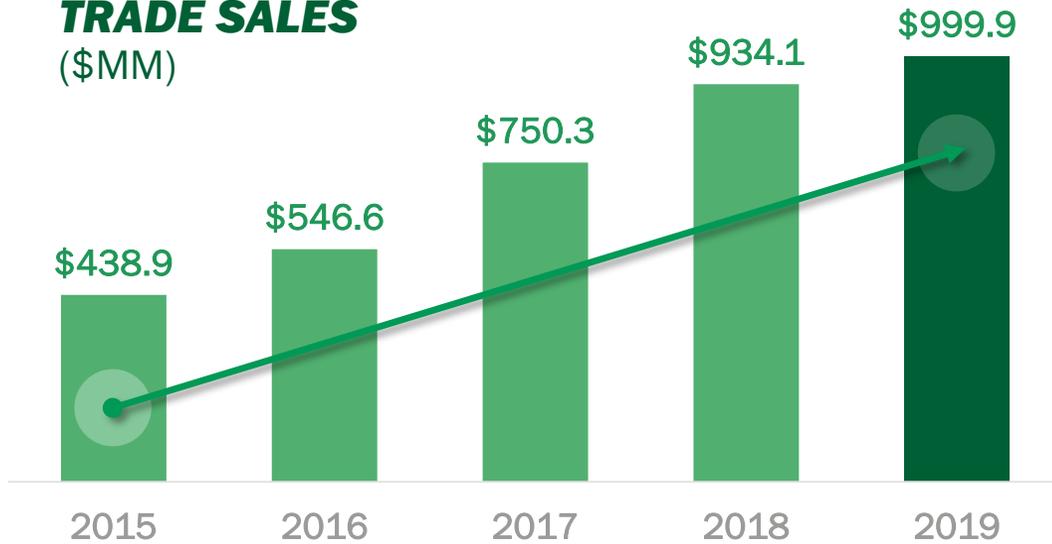


RESILIENCE. OUR RESULTS:

▶ 2019

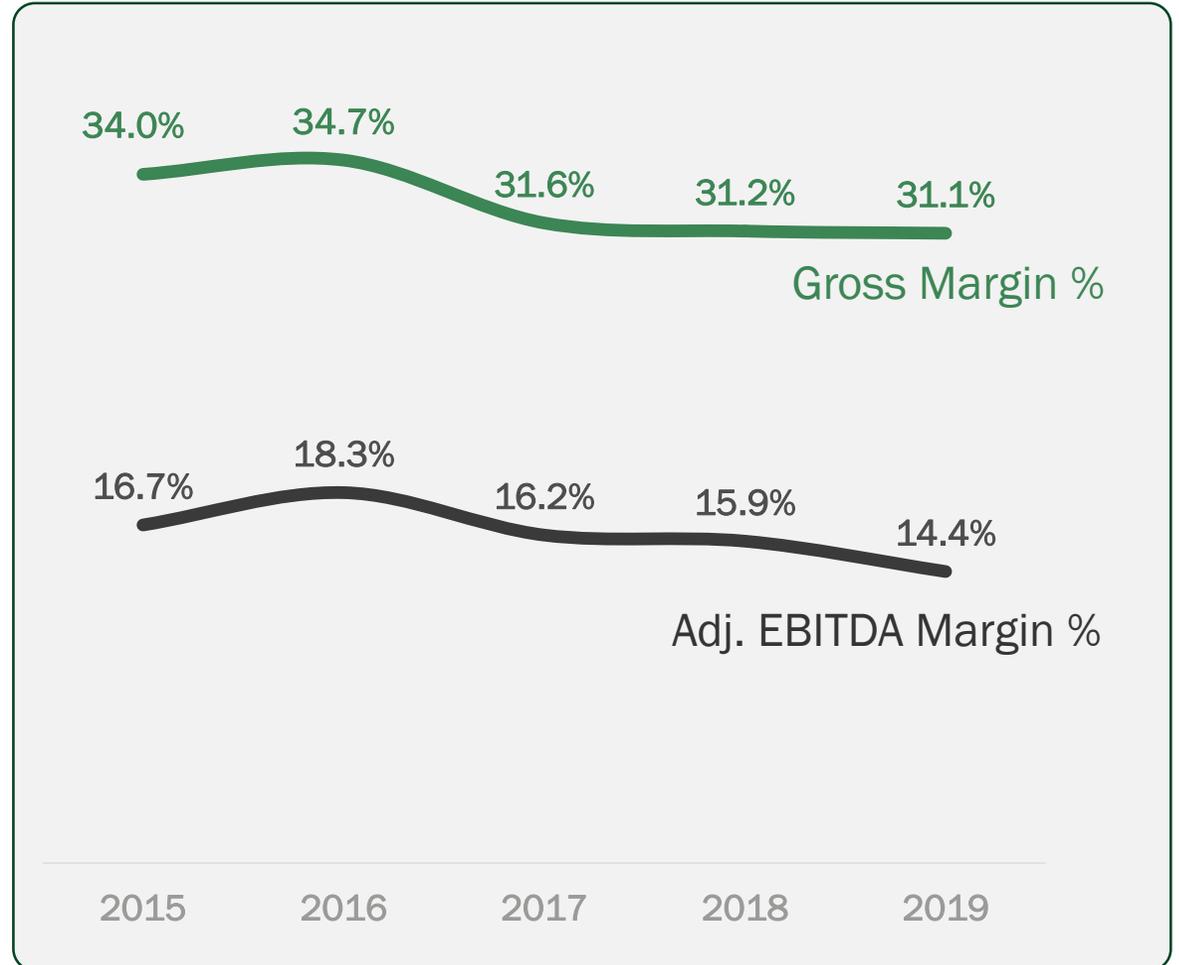
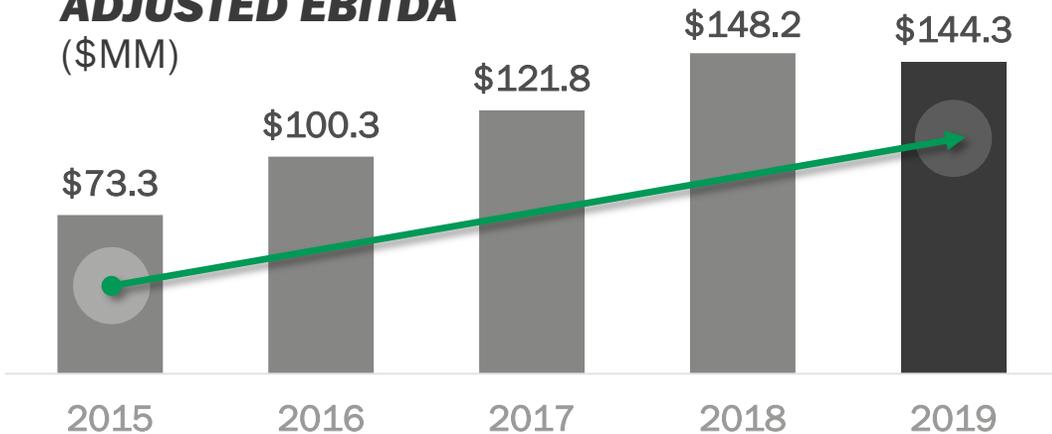
TRADE SALES

(\$MM)



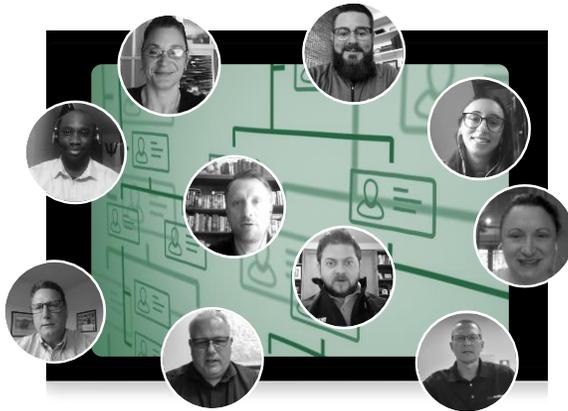
ADJUSTED EBITDA

(\$MM)



STRATEGIC PROJECTS

2020



MARKETING & ENGINEERING EXPANSION



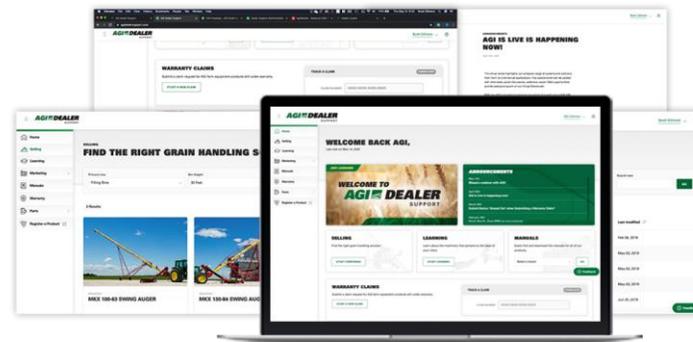
AGGROWTH.COM



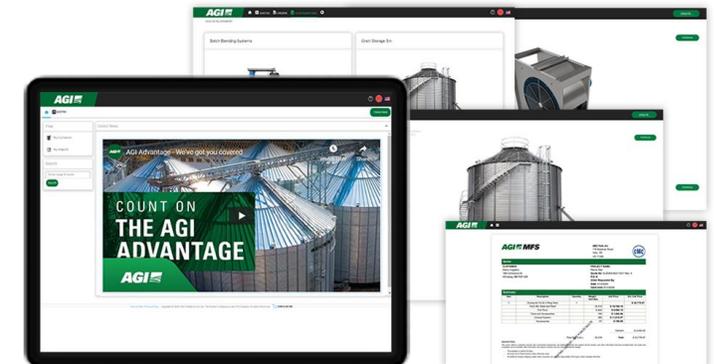
MANAGE TOOLS



SUBSCRIPTION MODEL



DEALER PORTAL



C1

PREPARATION WITH PROGRESS

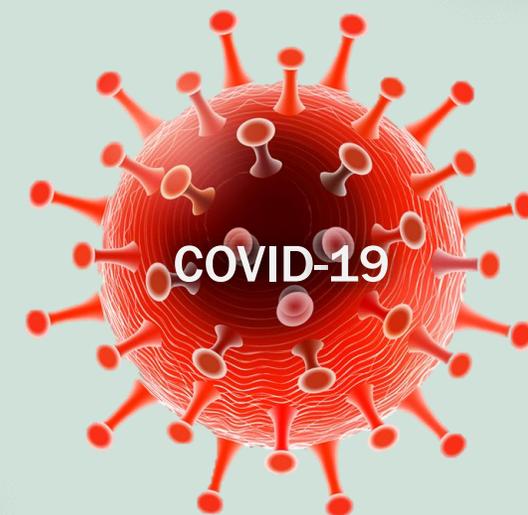
*“Prepare for the worst.
Focus on strategic projects”*

2020

1

2

3



2020

**PREPARATION
WITH PROGRESS**

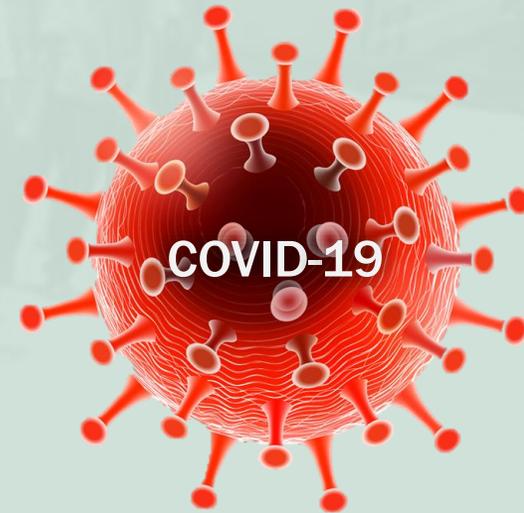
ESSENTIAL SERVICES

“Policies and procedures focused on the safety of our team. Deliver the actions to create confidence.”

1

2

3

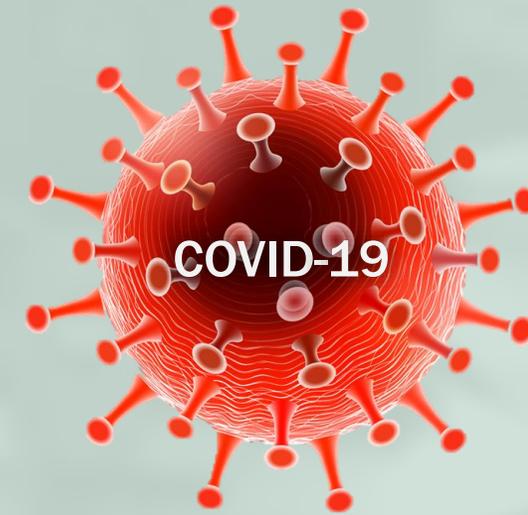


2020

1

2

3



**PREPARATION
WITH PROGRESS**

ESSENTIAL SERVICES

LIQUIDITY & BANKING

*“Capex, expenses, credit management
& dividend reduction”*

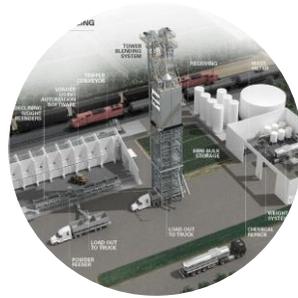
FUNDAMENTALS

Overall backlog up 9% year-over-year



FARM

- Expect robust demand for Farm products in 2020
- YTD 2020 new order intake similar to 2019 levels



COMMERCIAL NORTH AMERICA

- Backlogs remain stable YOY
- COVID impact
- Some legacy macro headwinds from trade disputes



COMMERCIAL INTERNATIONAL

- Global trade disputes and COVID impacting project timing and capital decisions
- April 30th backlogs strong (ex Milltec) up 42%
- Milltec, Brazil, EMEA well-positioned for long-term growth



TECHNOLOGY

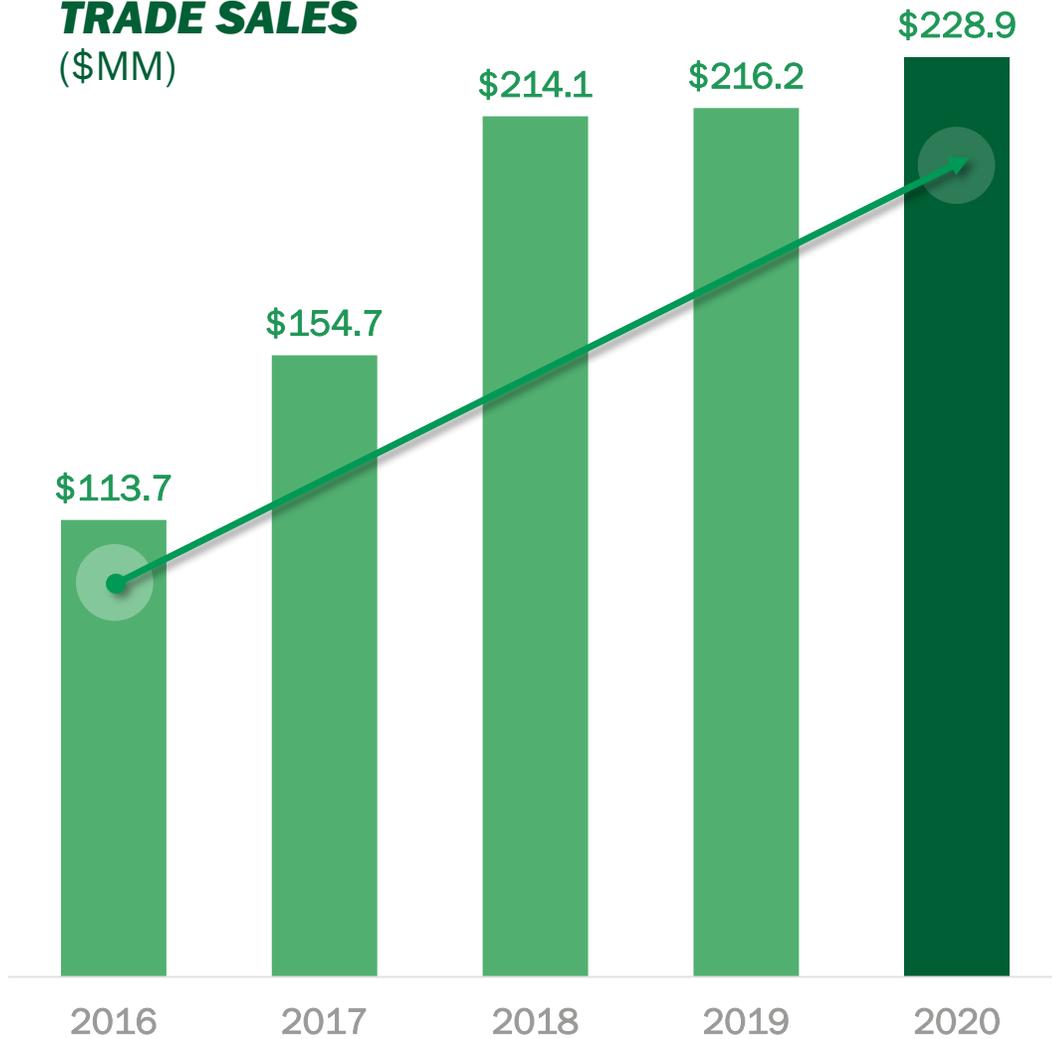
- AGI SureTrack sales up 80%+ YOY, version 2.0 to drive continued growth
- Compass → ERP
- New facility: Lenexa, KS
- Deeper relationships + equipment cross-sales

RESILIENCE. OUR RESULTS:

Q1 2020

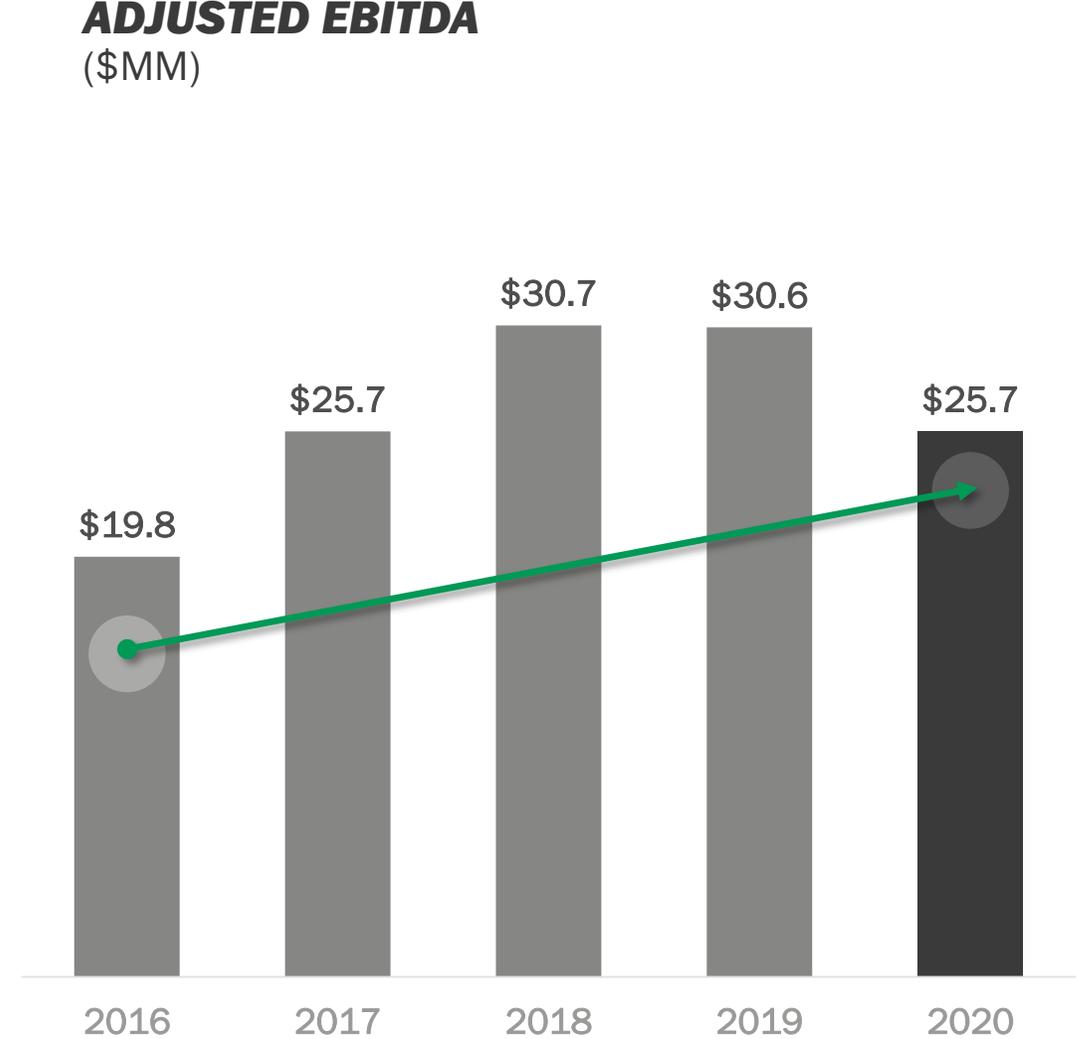
TRADE SALES

(\$MM)



ADJUSTED EBITDA

(\$MM)

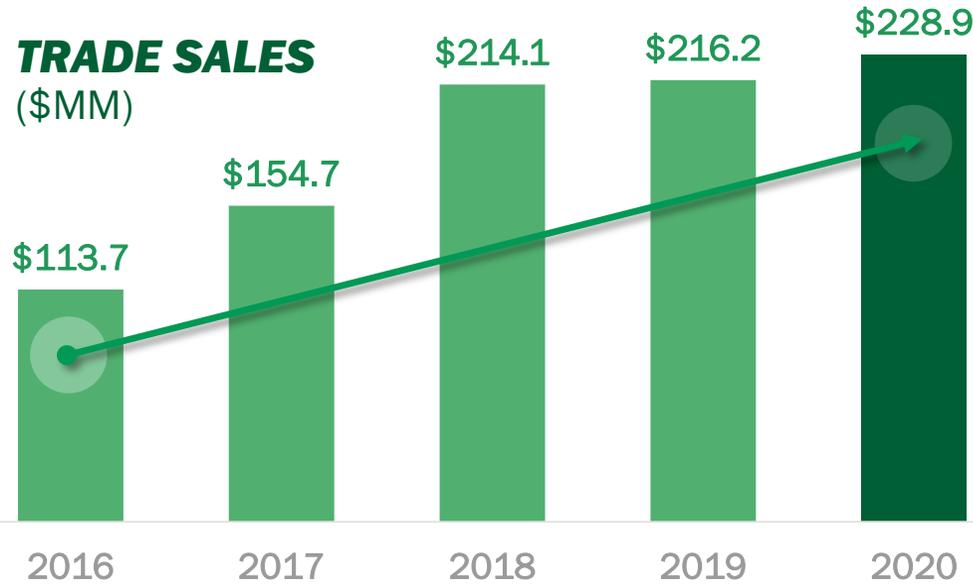


RESILIENCE. OUR RESULTS:

Q1 2020

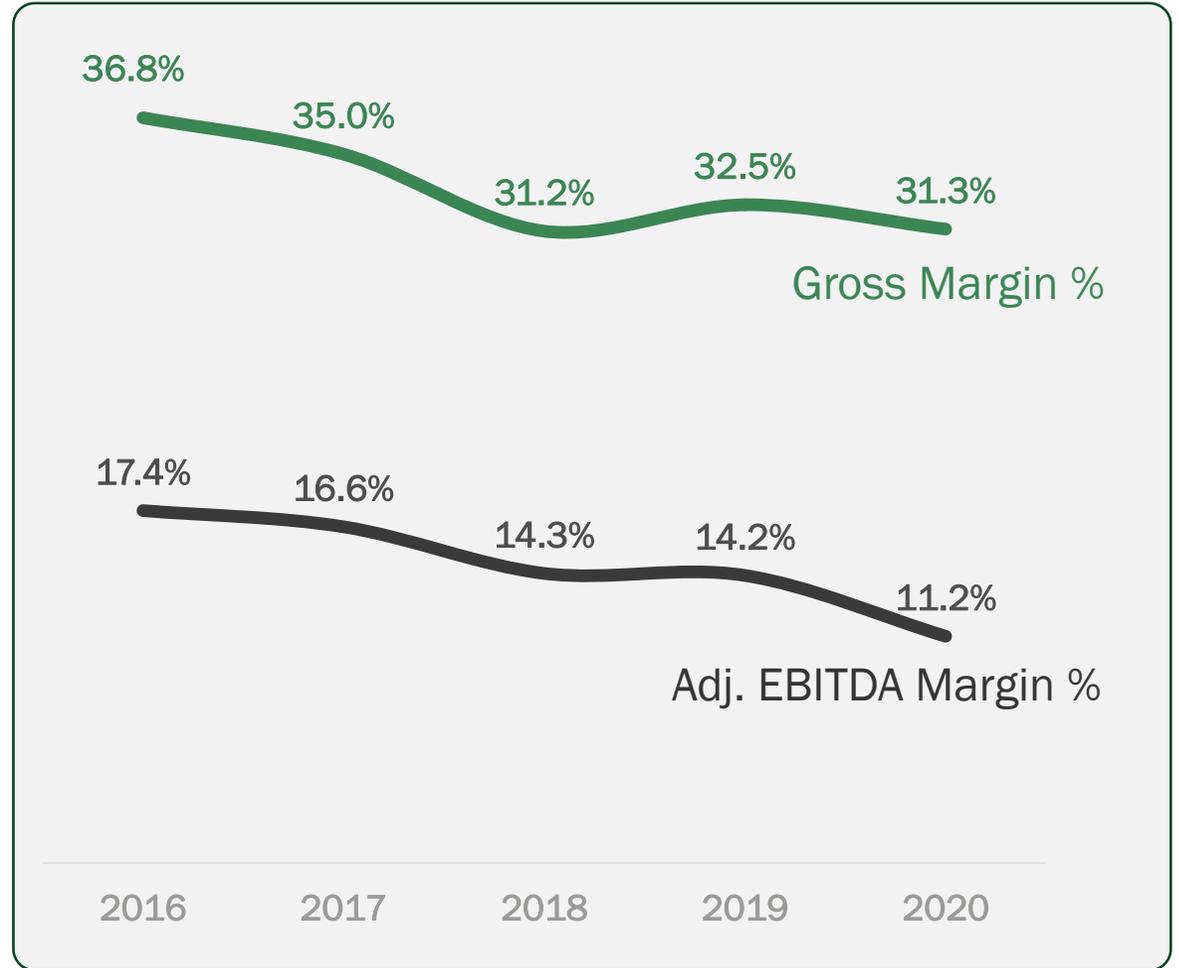
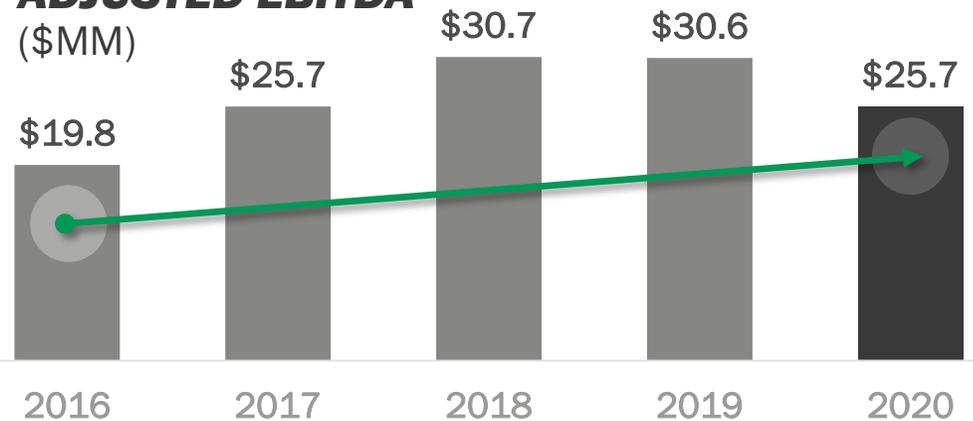
TRADE SALES

(\$MM)



ADJUSTED EBITDA

(\$MM)



The logo for AGI (Agriculture Growth International) is displayed in a bold, green, sans-serif font. To the right of the letters 'AGI' is a stylized graphic of three curved lines representing a field or a wave. The logo is centered within a white circular area that is part of a larger green circular graphic overlaying the background image.

AGI

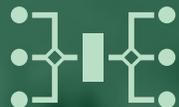
The number '1.0' is written in a large, white, sans-serif font. It is positioned in the center of the image, overlapping the green circular graphic and the background image of a person's hands holding a bundle of harvested rice stalks. The background image is in grayscale and shows a person in a plaid shirt holding a bundle of rice, with a laptop and a tablet visible in the foreground.

1.0

The number '2.0' is written in a large, white, sans-serif font, similar to '1.0'. It is positioned to the right of '1.0', also overlapping the green circular graphic and the background image. The background image is in grayscale and shows a person in a plaid shirt holding a bundle of harvested rice, with a laptop and a tablet visible in the foreground.

2.0

DEEP INTEGRATION OF:



**PRODUCT
MANAGEMENT**



**DESIGN &
ENGINEERING**



SERVICES



**DATA
MANAGEMENT**



AUTOMATION



**SALES &
CONFIGURATION TOOLS**

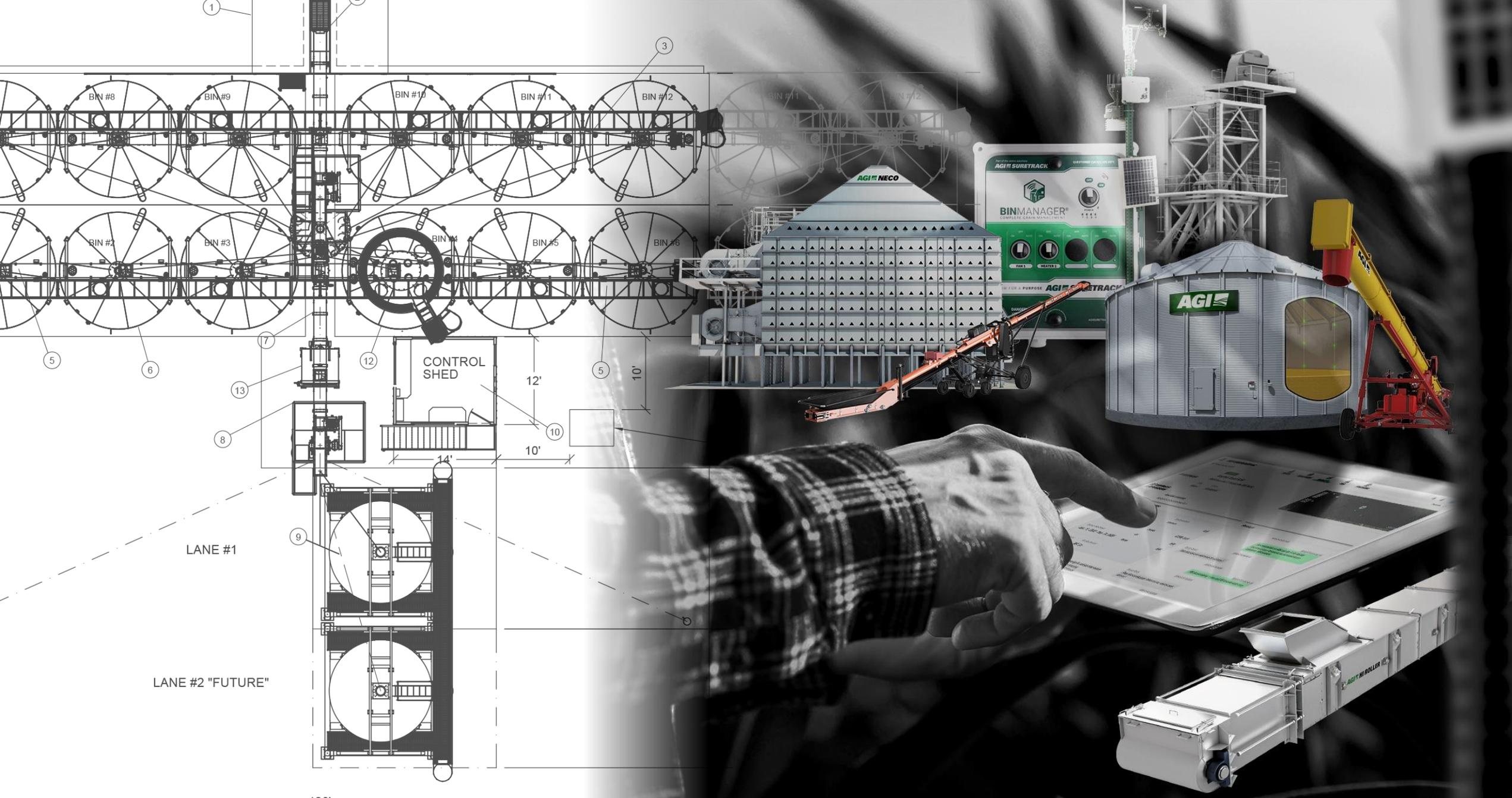
2020



AGI
2.0

**ENHANCED
CUSTOMER
EXPERIENCE**

THE NEXT PHASE OF OUR PROGRESS



LANE #2 "FUTURE"

106'

COMPLETE FOOD INFRASTRUCTURE PERSPECTIVE

2020

AGI

2.0

AGI SURETRACK 2.0



CUSTOMERS

MY FIELDS

FIELD DEVICES

MACHINES

ADD EVENT

SEED SELECTION

INPUTS

EVENT PLANS

CROP PLANS

< Back

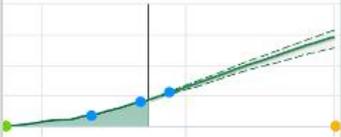
2020 | Corn - AGRIGOLD 6147 CONV

Tims 77

77.7 AC
PRACTICE: Transitional
TILL: Conventional-Till

Field History (Stats)

Field Activity Plan



Commodity: Corn
Class: Conventional
Variety: AGRIGOLD 6147 CONV

Next Event: Spraying 5/22
Last Event: Planting 4/16

Days Until Harvest: 107
Yield Goal: 13,210 BU

ADD EVENT

VIEW FIELD

CHANGE SETTINGS

Harvest (Corn) | 10/27 - ...

DryYield



WEATHER STATION (orange pin icon)
SOIL PROBE (blue pin icon)

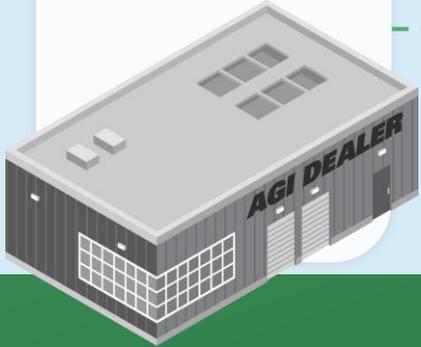
MACHINE BIN (circle with tractor icon)



AGI DEALER

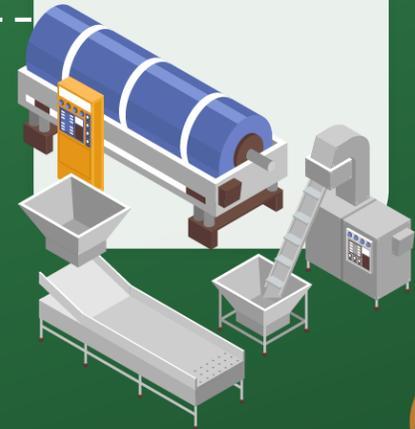
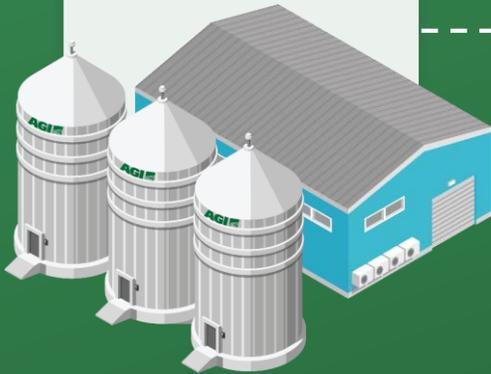
AG RETAILER

AGI SURETRACK



GRAIN BUYER

FOOD PROCESSING



GROWER



RESILIANCE. PERFORMANCE. OUR AGI TEAM.



THANK YOU

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2.0

