

# ***GROWTH, BY DESIGN.***

**INVESTOR PRESENTATION**  
AUGUST 2020



**AGI** 

# ***SAFE HARBOUR STATEMENT***

Certain statements contained herein constitute forward-looking statements that reflect our expectations regarding the future growth, results of operations, performance, business prospects, and opportunities of the Company. Forward-looking statements may contain such words as “anticipate”, “believe”, “continue”, “could”, “expects”, “intend”, “plans”, “will” or similar expressions suggesting future conditions or events.

Such forward-looking statements reflect our current beliefs and are based on information currently available to us. Forward-looking statements involve significant risks and uncertainties. A number of factors could cause actual results to differ materially from results discussed in the forward-looking statements, including changes in national and local business conditions, crop yields, crop conditions, seasonality, industry cyclicality, volatility of production costs, commodity prices, foreign exchange rates, and competition. These risks and uncertainties are described under “Risks and Uncertainties” in our Annual Report and our Annual Information Form. Although the forward-looking statements contained herein are based on what we believe to be reasonable assumptions, we cannot assure readers that actual results will be consistent with these forward-looking statements and we undertake no obligation to update such statements except as expressly required by law.



# ***WE SUPPLY THE WORLD'S FOOD INFRASTRUCTURE***

# AGI OVERVIEW



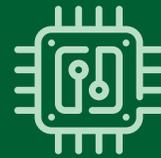
## THE AGI ADVANTAGE

- System Solutions
- Platform perspective
- Farm + Commercial Segments
- Global platform
- Focus on the customer



## LEADING BRANDS & OPERATIONS

- Market leading brands
- 3,800 employees
- 35 global manufacturing facilities
- Lean operations and focus on margins



## TECHNOLOGY

- Independent AGI SureTrack platform
- Farm management software
- IoT hardware
- Automation and controls



## OUR GROWTH STRATEGY

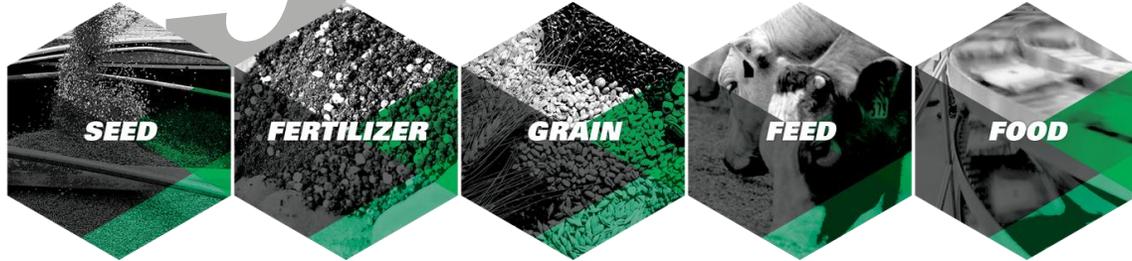
- 5-6-7 Strategy
- Diversification via product offering, geography, customer, and end user
- Investment in our people



## GLOBAL FOOTPRINT

- North America
- Brazil and LATAM
- Europe, Middle East, and Africa
- India and SE Asia
- Australia and NZ

# 5 PLATFORMS



# 6 CONTINENTS



# 7 COMPONENTS



# 5-6-7 STRATEGY



# STRATEGIC GROWTH

2020 – **COMPASS**

2019 – **IMPROTECH | INTELLIFARMS | MILLTEC | FARMOBILE\***

2018 – **CMC | JUNGE CONTROL | DANMARE | SABE**

2017 – **MFS | YORK | STORMOR | BROWNIE | HUTCHINSON | MAYRATH | NECO | SENTINEL**

2016 – **AGI BRASIL | NUVISION | MMS | YARGUS**

2015 – **WESTEEL | PTM | FRAME | VIS**

2014 – **REM**

2011 – **AIRLANCO**

2010 – **TRAMCO**

2007 – **TWISTER | UNION IRON**

2006 – **HI ROLLER**

2005 – **GRAIN GUARD**

2004 – **AGI** IPO

2000 – **WESTFIELD**

1998 – **WHEATHEART**

1997 – **BATCO**

1996 – **AGI** FOUNDED NOVEMBER, 1996



# GLOBAL PRESENCE



 MANUFACTURING FACILITIES

**35 MANUFACTURING FACILITIES  
AROUND THE WORLD**

**SALES INTO  
95 COUNTRIES**



# **PREPARATION WITH PROGRESS**

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

# **ESSENTIAL SERVICES**

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

# **LIQUIDITY & BANKING**

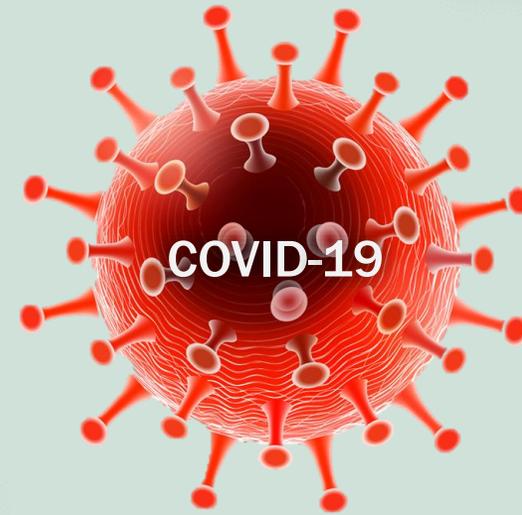
*“Capex, expenses, credit management  
& dividend reduction”*

# 2020

1

2

3

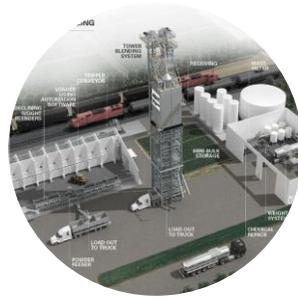


# FUNDAMENTALS



## FARM

- Robust demand for Farm products throughout 2020
- Brazil farm backlogs are strong



## 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
- June 30<sup>th</sup> backlogs remain strong
- Milltec, SEA, Brazil, EMEA well-positioned for long-term growth



## TECHNOLOGY

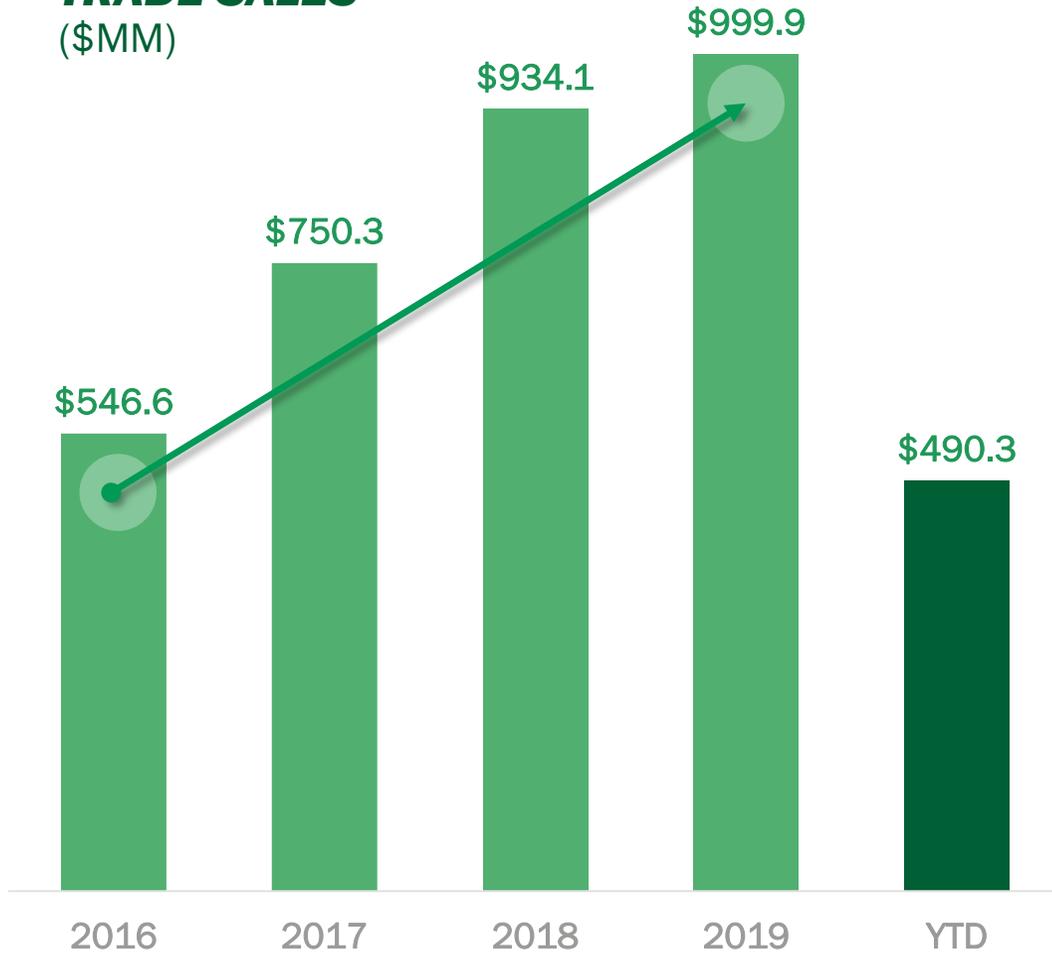
- AGI SureTrack sales up 80%+ YOY<sup>1</sup>, version 2.0 to drive continued growth
- Compass → ERP
- New facility: Lenexa, KS
- Deeper relationships + equipment cross-sales



# Resilience. our results:

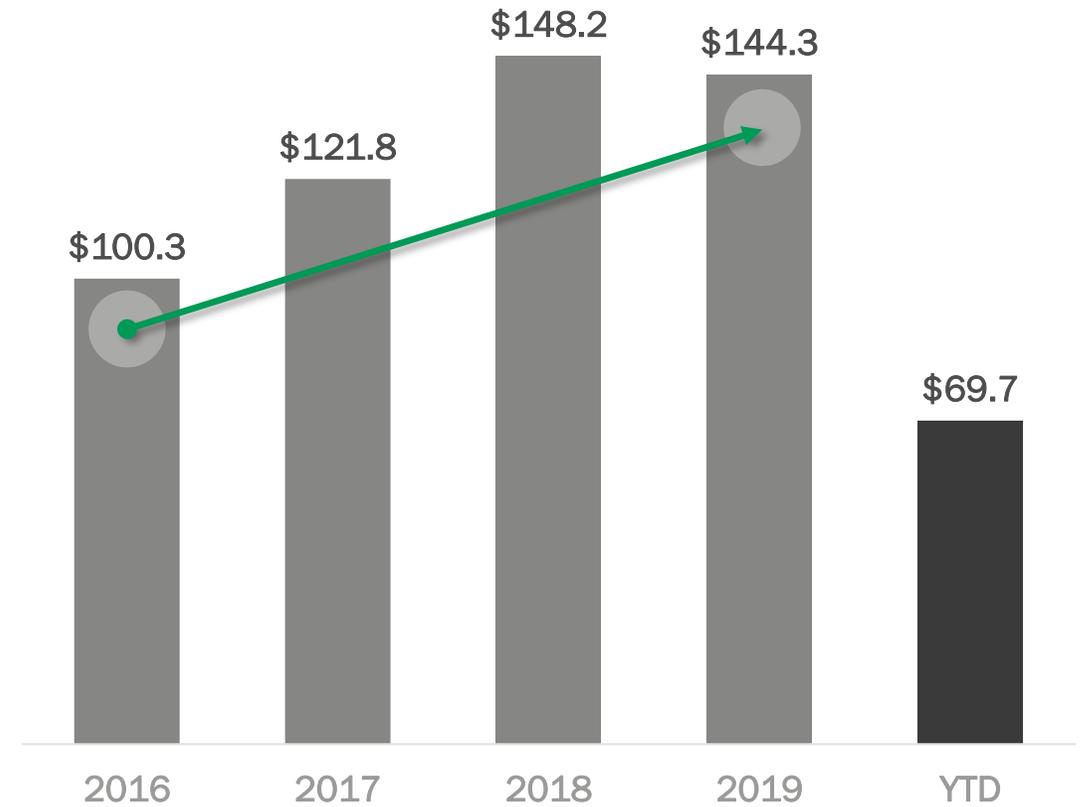
## TRADE SALES

(\$MM)



## ADJUSTED EBITDA

(\$MM)





# Resilience. our results:

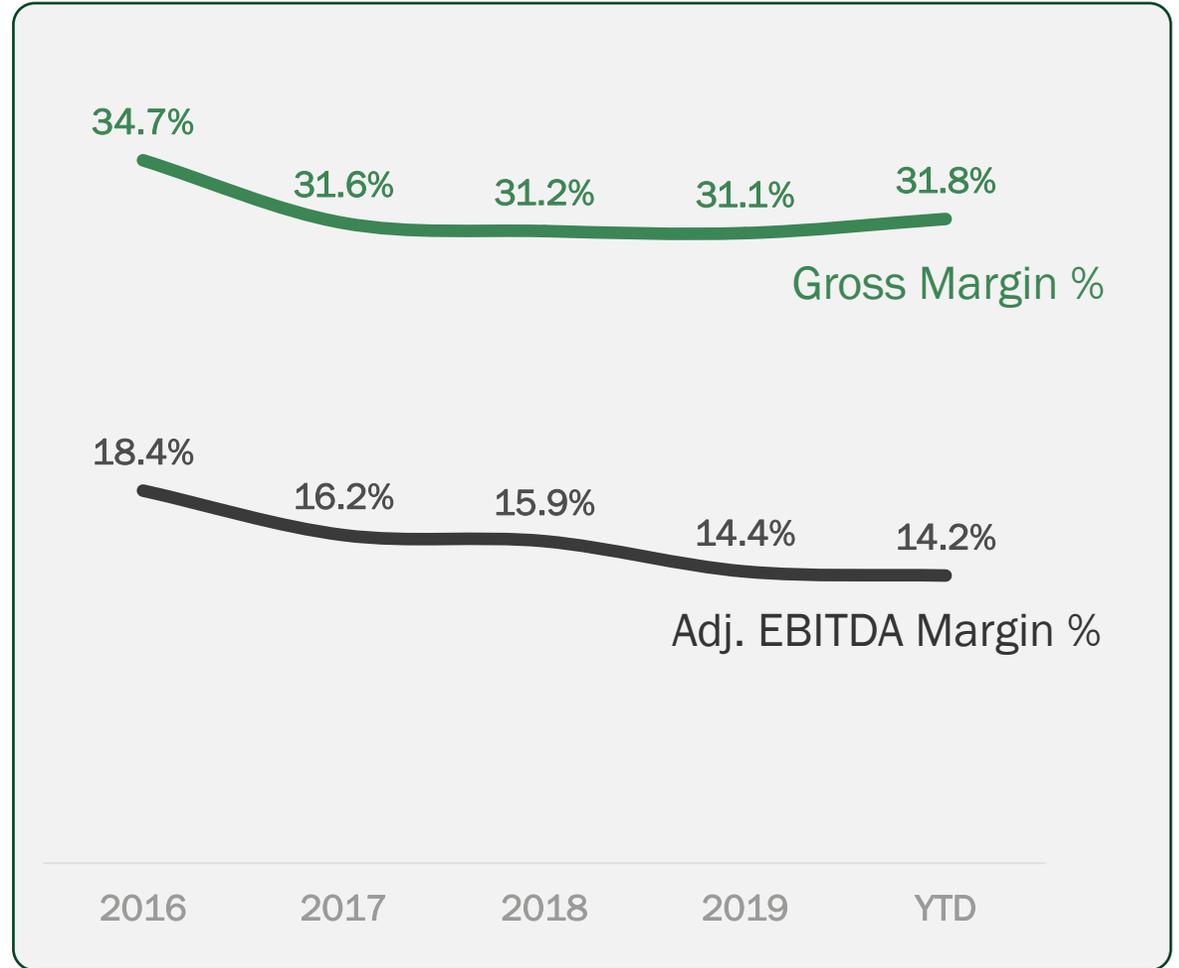
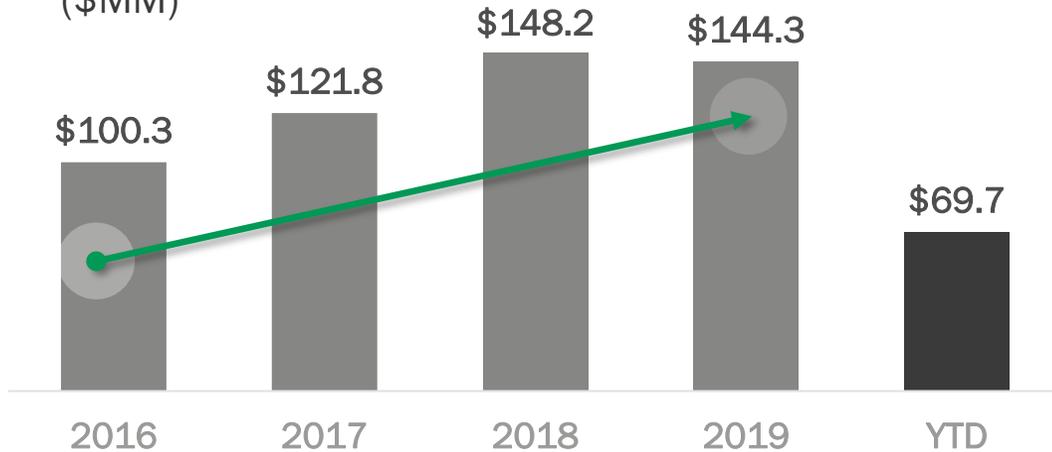
## TRADE SALES

(\$MM)



## ADJUSTED EBITDA

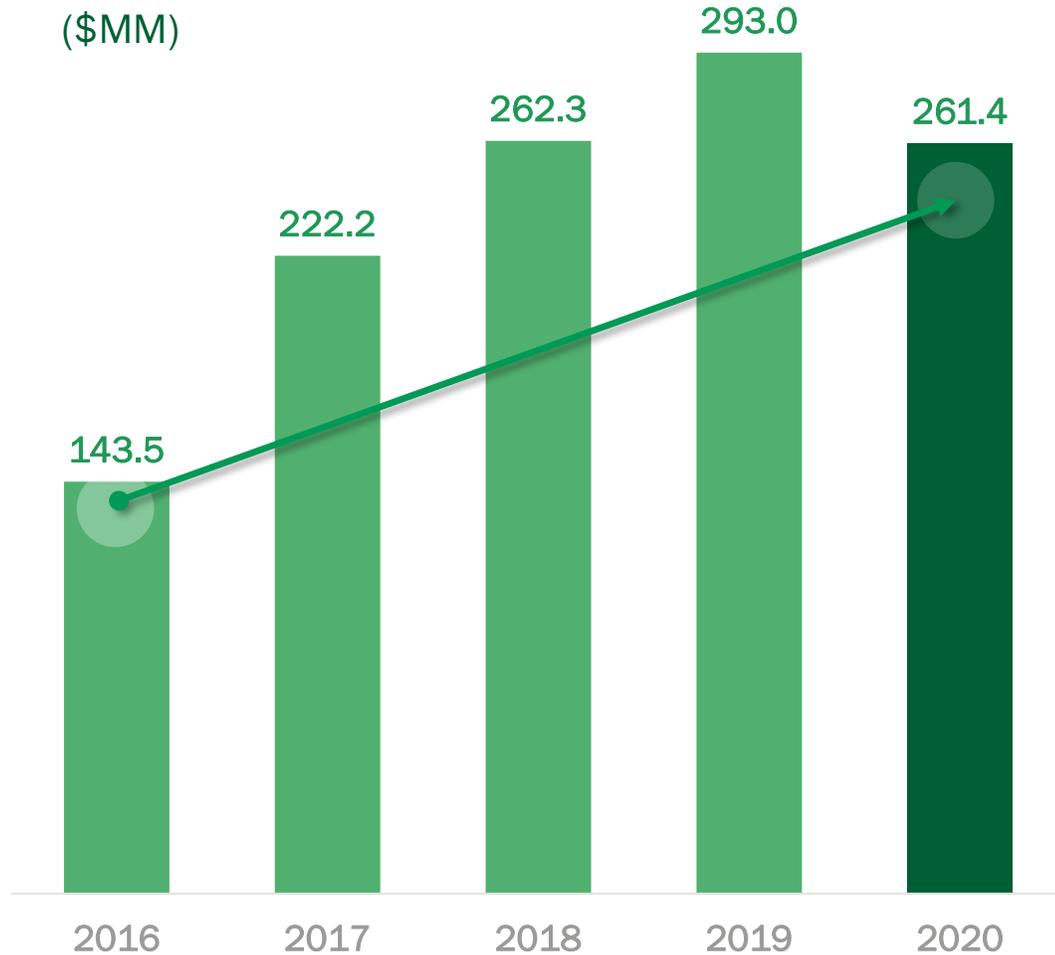
(\$MM)



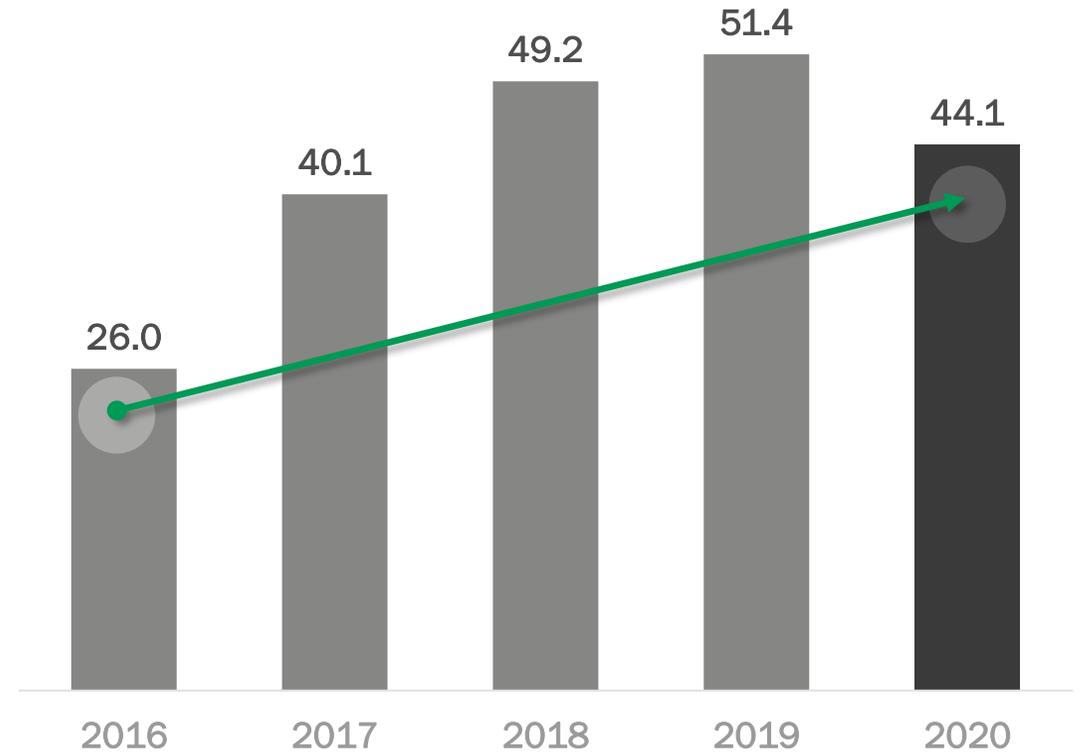
# Resilience. our results:

# Q2 2020

**TRADE SALES**  
(\$MM)



**ADJUSTED EBITDA**  
(\$MM)

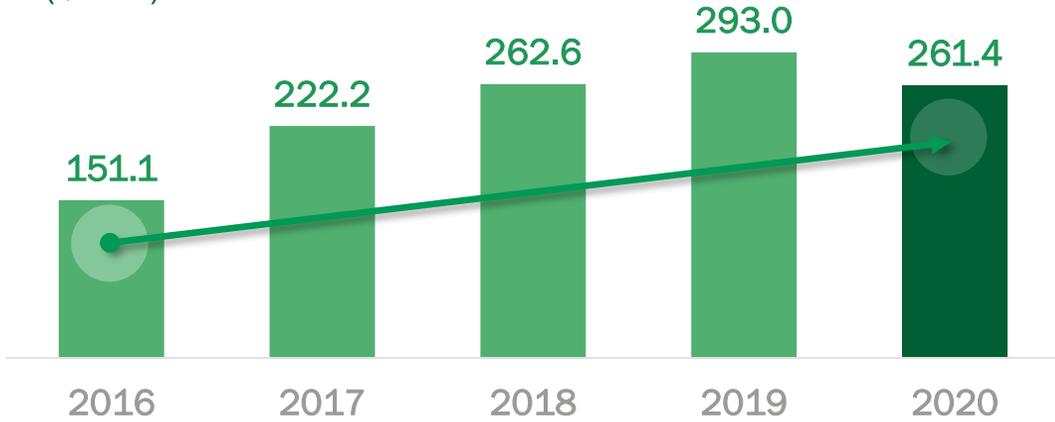


# Q2 2020

## Resilience. our results:

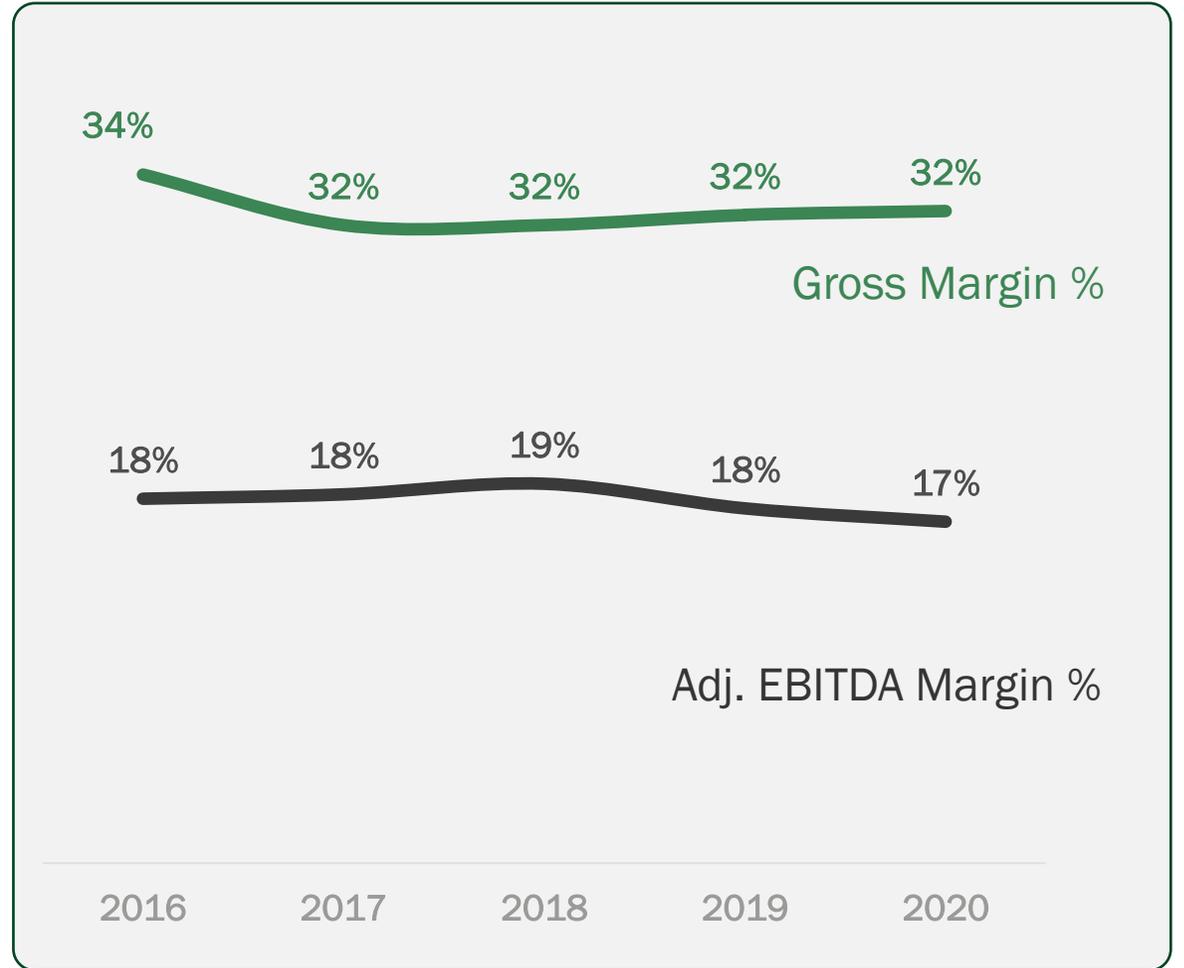
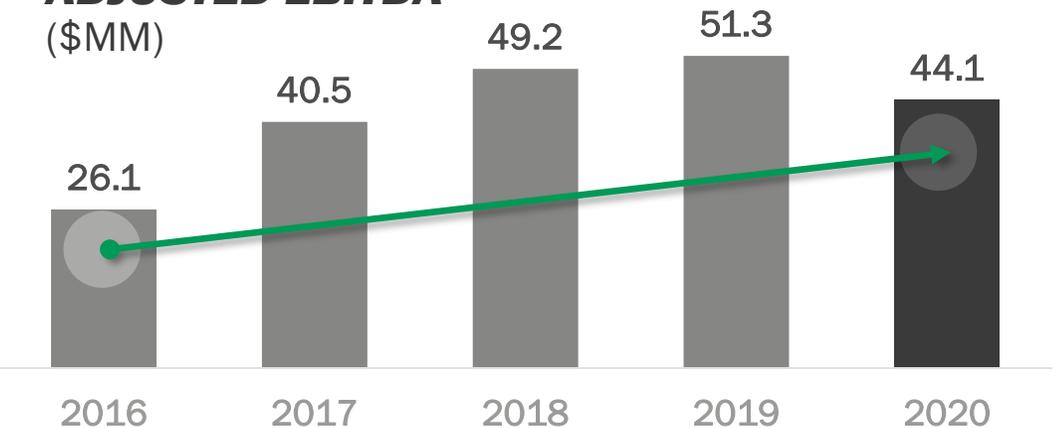
### TRADE SALES

(\$MM)



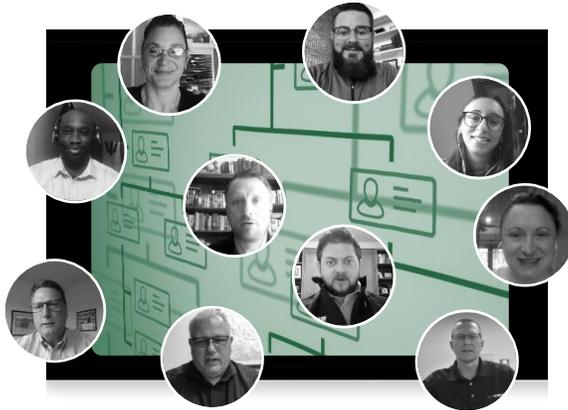
### ADJUSTED EBITDA

(\$MM)



# 2020

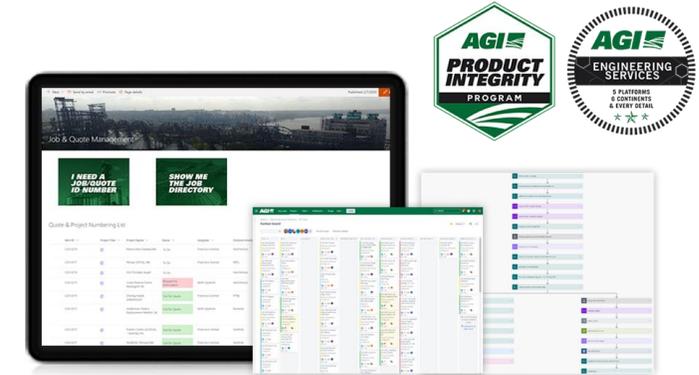
## STRATEGIC PROJECTS



**MARKETING & ENGINEERING EXPANSION**



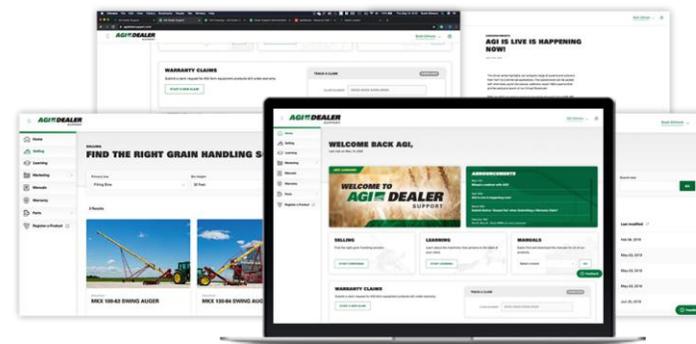
**AGGROWTH.COM**



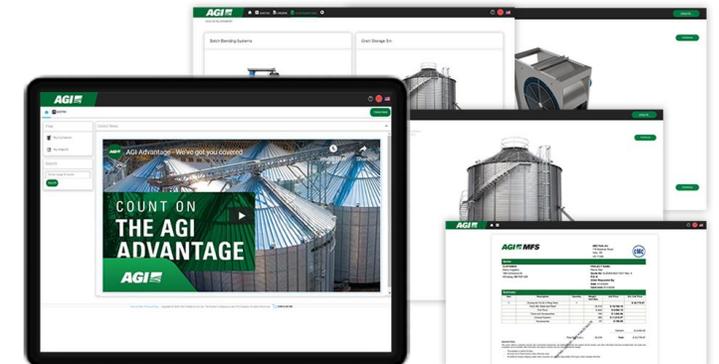
**MANAGE TOOLS**



**LEAN**



**DEALER PORTAL**



**C1**

# FREE CASH FLOW AND LEVERAGE OVERVIEW

**TTM to June 30, 2020**

000s CAD

Adjusted EBITDA	132,032
Interest expense (cash)	-40,122
Income taxes (cash)	-8,676
Maintenance CAPEX	-12,637
Free cash flow before growth CAPEX and M&A	<b>70,597</b>
Dividends	-11,209
Discretionary cash flow	<b>59,388</b>

Net  
Leverage  
At June 30, 2020

TOTAL  
**6.22x**

SENIOR  
**3.08x**

**Free Cash Flow Priorities:**

- ✓ Maximize flexibility
- ✓ Reduce leverage
- ✓ Position for future growth

