

A promotional graphic for an AGI earnings call. The background is a green-tinted image of an industrial facility with large storage tanks and a crane. Two men are featured: Paul Householder on the left and Jim Rudyk on the right. The text 'Q1 2024 EARNINGS CALL' is prominently displayed in the center. The AGI logo is visible on the tanks in the background.

# Q1 2024 EARNINGS CALL

**PAUL  
HOUSEHOLDER**

President & CEO

**JIM  
RUDYK**

Chief Financial Officer

**AGI** 

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**CEO COMMENTARY**

# **TOPICS FOR TODAY'S REVIEW**

**SAFETY**

**PURPOSE  
&  
MISSION**

**CORPORATE  
STRATEGIC  
PRIORITIES**

**REVENUE BY  
SEGMENT &  
GEOGRAPHY**

**NEAR-TERM  
OBJECTIVES**

# **SAFETY IS A TOP PRIORITY**



# ONE AGI SAFETY WEEK

**SAFER ACTS AND SAFER CONDITIONS**





## **PURPOSE**

**Eliminate Food Loss and Hunger**

## **MISSION**

**To advance storage, handling, and processing solutions that strengthen and secure the global food supply chain**



*A Global Food Security Pure Play*

# CORPORATE STRATEGIC PRIORITIES

**PROFITABLE  
ORGANIC  
GROWTH**

**KPI**

Revenue & Adjusted  
EBITDA Growth

**OPERATIONAL  
EXCELLENCE**

**KPI**

Margin Expansion

**BALANCE  
SHEET  
DISCIPLINE**

**KPI**

Net Debt Leverage Ratio



# Q1 2024 KPI CHECK-IN

## Strategic Priorities

## KPIs

## Commentary

### Profitable Organic Growth

*Revenue growth*

*Adjusted EBITDA growth*

- Q1 2024 revenue down -9% y/y
- Q1 2024 adj. EBITDA up +4% y/y



### Operational Excellence

*Adjusted EBITDA margin*

- Step-change in margin levels
- Q1 2024 adj. EBITDA margin of 15.9% vs 13.9% y/y



### Balance Sheet Discipline

*Net debt leverage ratio*

- Q1 2024 net debt leverage ratio of 2.9x vs 3.6x y/y
- On-track to stated objective of ~2.5x in 2024



**Executive management team is consistently leading the business to deliver on defined KPIs**

Adjusted EBITDA is a non-IFRS measure. Adjusted EBITDA Margin % and Net Debt Leverage Ratio are non-IFRS ratio measures. See "Non-IFRS and Other Financial Measures".  
Source: Company reports

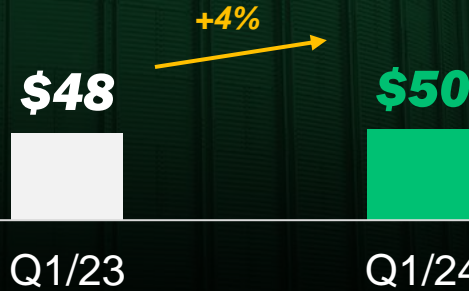
# Q1 2024 RESULTS

CAD, millions

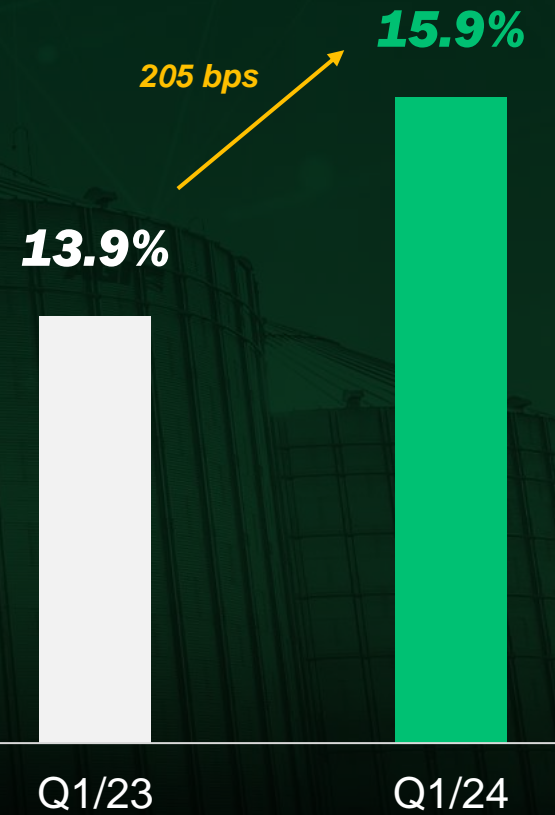
## REVENUE



## ADJUSTED EBITDA



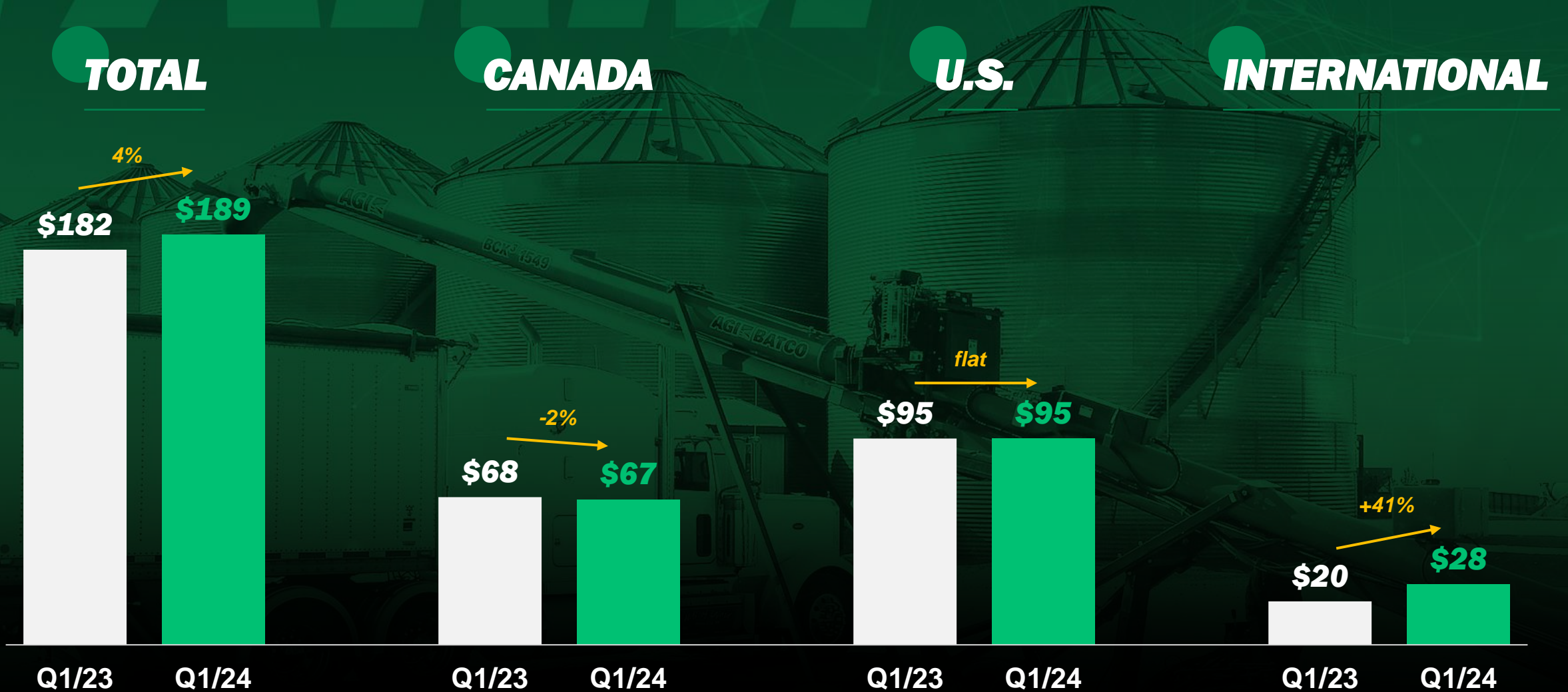
## ADJUSTED EBITDA MARGIN



Adjusted EBITDA is a non-IFRS measure. Adjusted EBITDA Margin % is non-IFRS ratio measures. See "Non-IFRS and Other Financial Measures".  
Source: Company reports

# Q1 2024 RESULTS – FARM SEGMENT REVENUE

CAD, millions



Source: Company reports

# Q1 2024 RESULTS – COMMERCIAL SEGMENT REVENUE

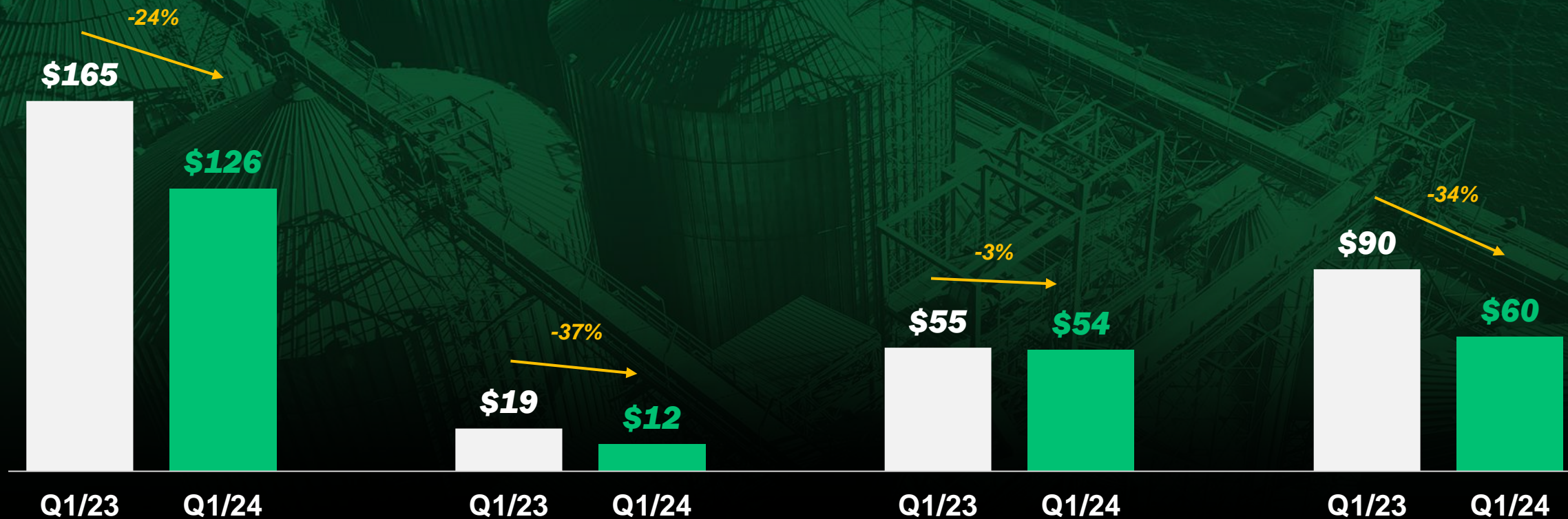
CAD, millions

## TOTAL

## CANADA

## U.S.

## INTERNATIONAL



Source: Company reports

## **NEAR-TERM OBJECTIVES**



- ✓ Executing Commercial order book
- ✓ Completing initial set of product transfers
- ✓ Monitoring North American farm market
- ✓ Cash flow focus
- ✓ Achieving target balance sheet metrics
- ✓ Sustaining margin performance
- ✓ 2025 India expansion

**AGI** 



**WRAP UP**

**AGI** 

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**CFO COMMENTARY**

# TOPICS FOR TODAY'S REVIEW

**DETAILED  
RESULTS BY  
SEGMENT**

**BALANCE  
SHEET**

**CASH FLOW**

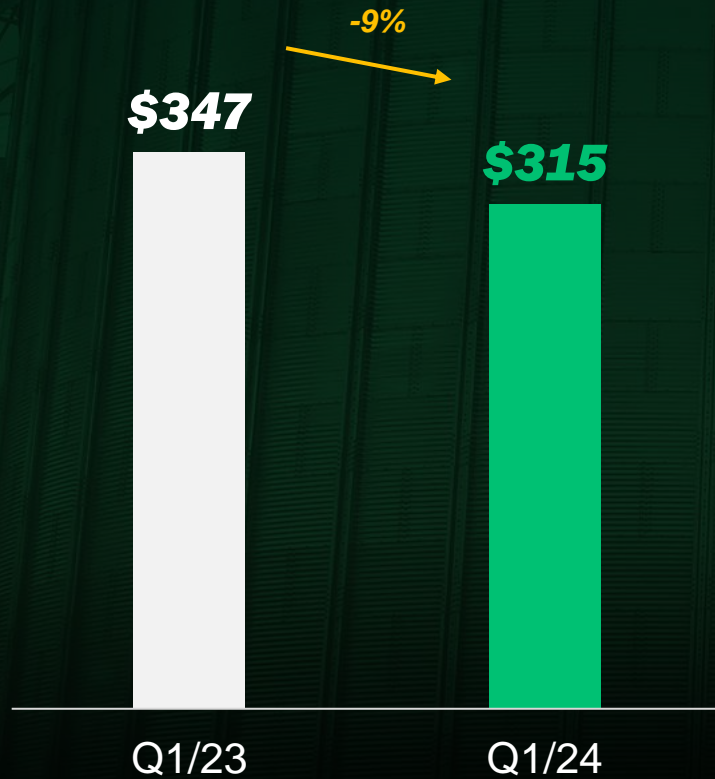
**OUTLOOK**



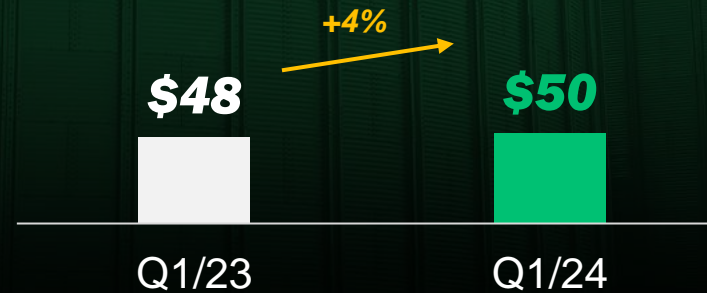
# Q1 2024 RESULTS

CAD, millions

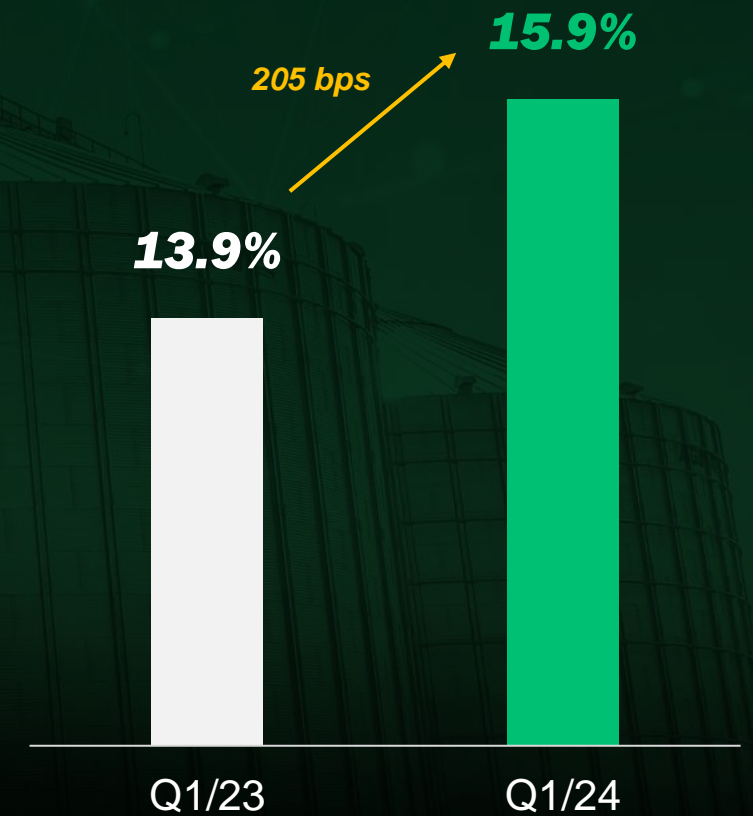
## REVENUE



## ADJUSTED EBITDA



## ADJUSTED EBITDA MARGIN



Adjusted EBITDA is a non-IFRS measure. Adjusted EBITDA Margin % is non-IFRS ratio measures. See "Non-IFRS and Other Financial Measures".  
Source: Company reports

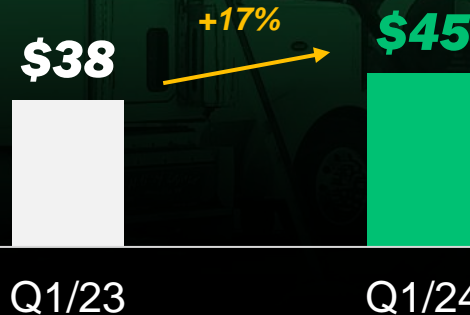
# Q1 2024 FARM RESULTS

CAD, millions

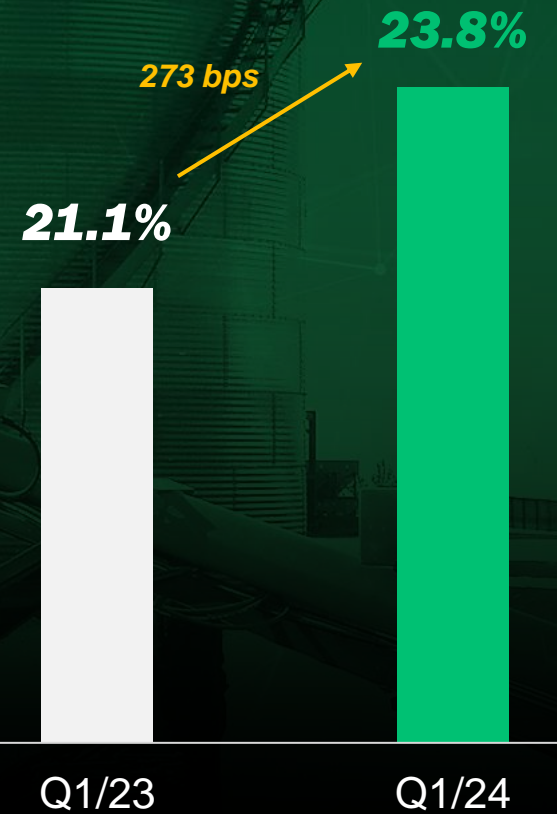
## REVENUE



## ADJUSTED EBITDA



## ADJUSTED EBITDA MARGIN



Adjusted EBITDA is a non-IFRS measure. Adjusted EBITDA Margin % is non-IFRS ratio measures. See "Non-IFRS and Other Financial Measures".  
Source: Company reports

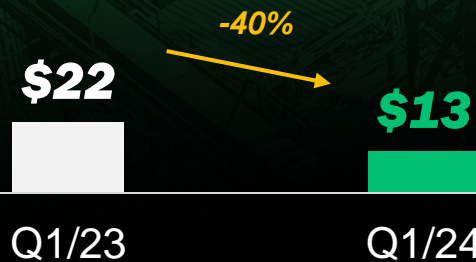
# Q1 2024 COMMERCIAL RESULTS

CAD, millions

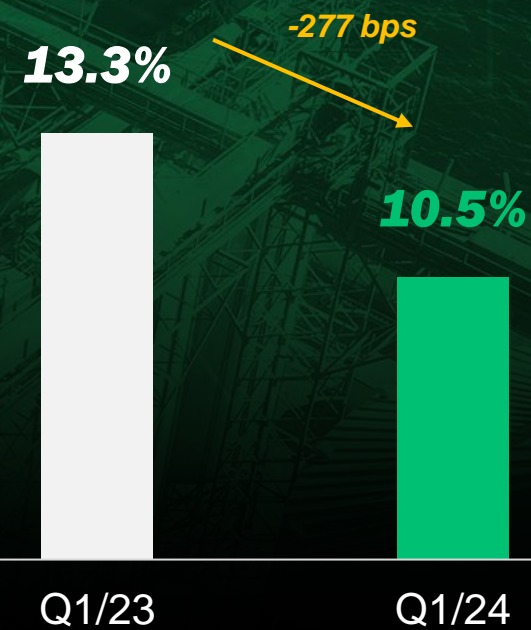
## REVENUE



## ADJUSTED EBITDA



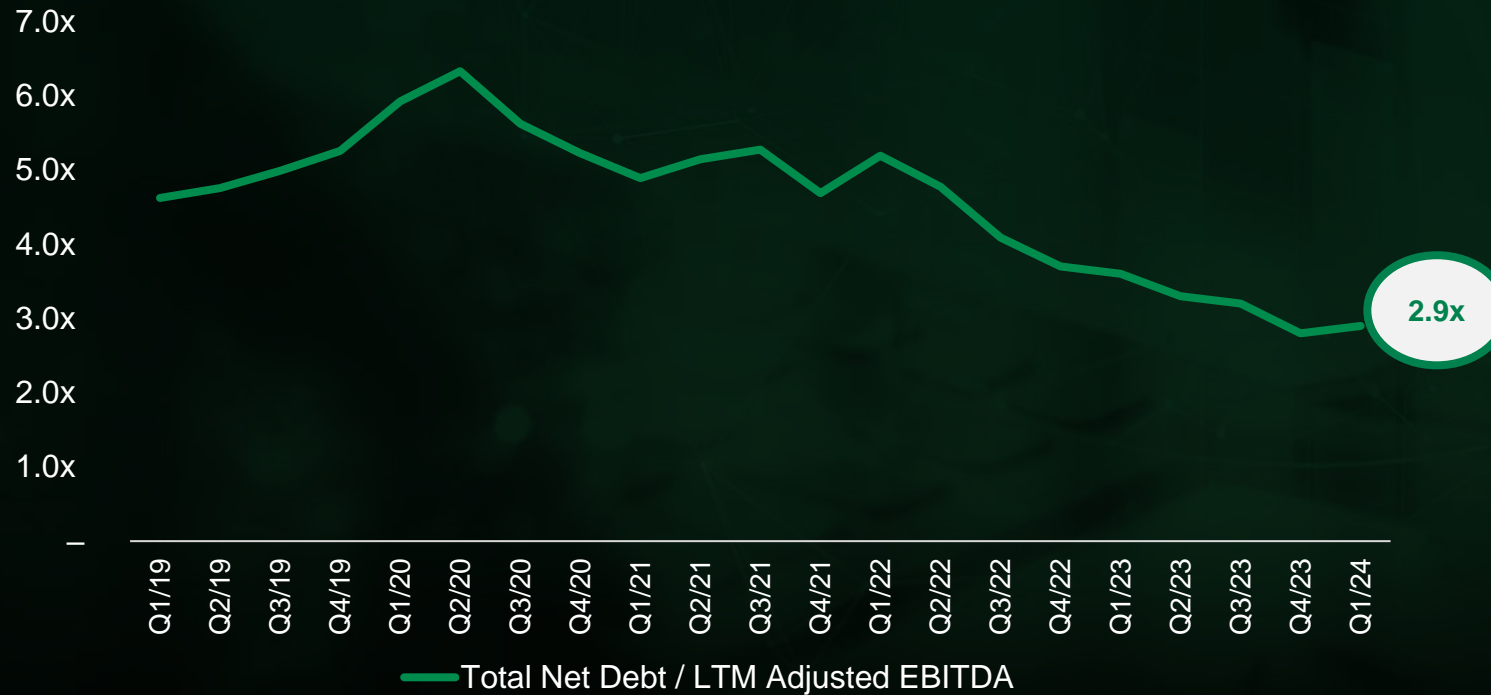
## ADJUSTED EBITDA MARGIN



Adjusted EBITDA is a non-IFRS measure. Adjusted EBITDA Margin % is non-IFRS ratio measures. See "Non-IFRS and Other Financial Measures".  
Source: Company reports

## BALANCE SHEET DISCIPLINE

### Net Debt Leverage Ratio



Notes:

Total Net Debt and Adjusted EBITDA are non-IFRS measures. Total Net Debt / LTM Adjusted EBITDA ratio is a non-IFRS ratio and is interchangeable with the Net Debt Leverage Ratio non-IFRS ratio measure. See "Non-IFRS and Other Financial Measures".

Total Net Debt / LTM Adjusted EBITDA ratio as of March 31, 2024.

Source: Company reports

- Committed to deleveraging
- Debt repayment is a high priority
- Target ratio of 2.5x expected to be achieved in 2024

## WORKING CAPITAL MANAGEMENT FOCUS

### Working Capital Intensity



- Temporary ramp-up in inventory in H1/24 reflecting heightened Commercial segment order book requirements ahead of H2/24 delivery
- Reduction in provisions post large warranty claim resolution
- Heightened internal focus on managing DSO, DIO, DPO at the facility-level

Notes:

Net Working Capital is a non-IFRS measure. Working capital intensity or Net Working Capital % Revenue is a non-IFRS ratio. See "Non-IFRS and Other Financial Measures".

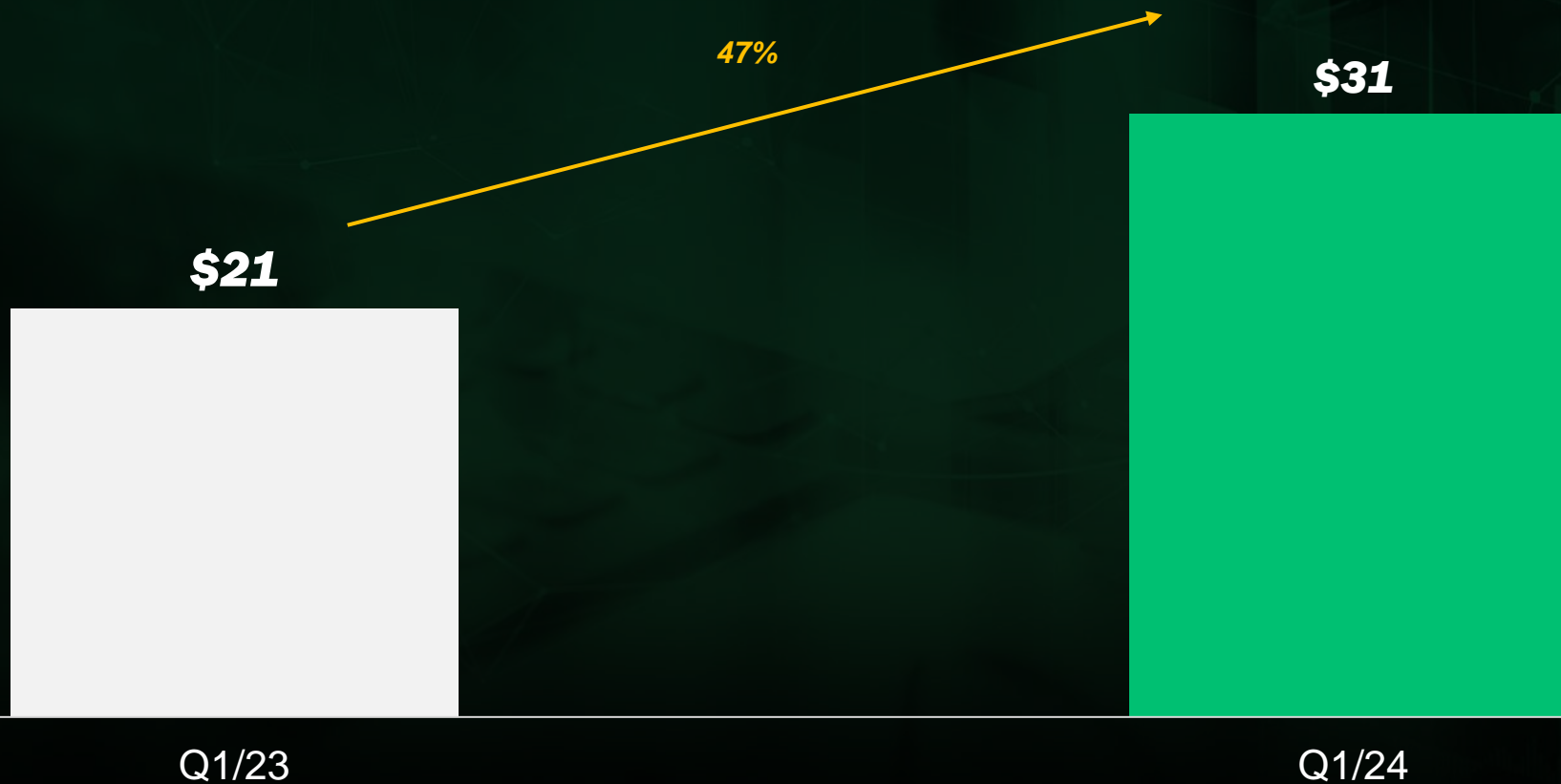
DSO = Days Sales Outstanding, DIO = Days Inventory Outstanding, DPO = Days Payable Outstanding

Source: Company reports

# FINANCIAL OVERVIEW & OUTLOOK

CAD, millions

## FUNDS FROM OPERATIONS



Note: Funds From Operations is a supplementary non-IFRS measure. See "Non-IFRS and Other Financial Measures".

Note: Funds From Operations is defined as cash provided by operations adjusted for items not involving current cashflows, combined adjustments to Adjusted EBITDA, interest expense, non-cash interest, cash taxes and maintenance capital expenditures.

## **STRONG GUIDANCE**

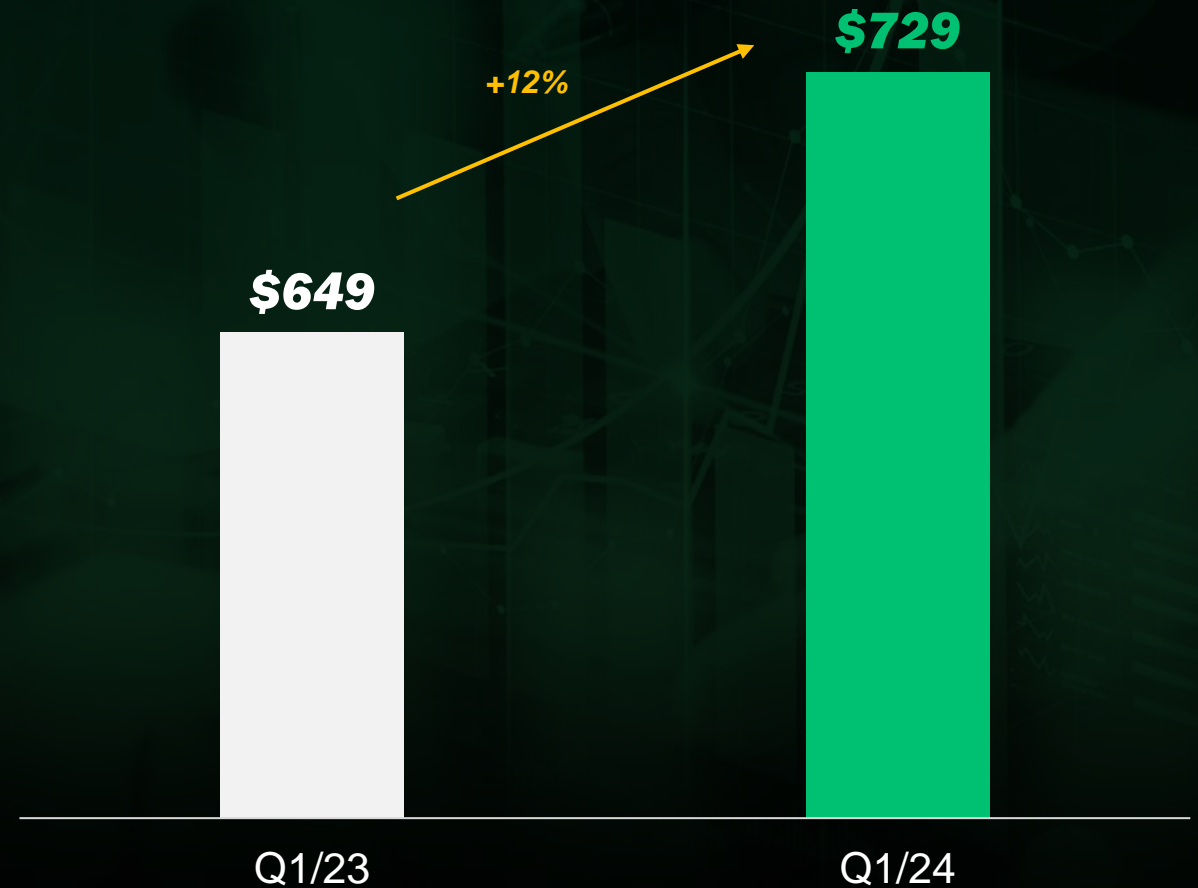
- Guidance reaffirmed
- Full-year 2024 adjusted EBITDA expected to be at least \$310 million
- Trends in Commercial project timing have further shifted expected deliveries into the second half of 2024
- Expect all of the full year 2024 Adjusted EBITDA growth over 2023 to occur in the second half of 2024, with first half 2024 adjusted EBITDA results generally expected to be down relative to first half 2023

# FINANCIAL OVERVIEW & OUTLOOK

CAD, millions

## ORDER BOOK

- Near all-time record
- +12% year-over-year
- Significant strength in International Commercial



Note: Order Book is a supplementary non-IFRS measure. See "Non-IFRS and Other Financial Measures".  
Source: Company reports





# Q & A

**PAUL  
HOUSEHOLDER**

President & CEO

**JIM  
RUDYK**

Chief Financial Officer

## **FORWARD-LOOKING INFORMATION (1/3)**

This webcast 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 AGI. All information and statements contained herein that are not clearly historical in nature constitute forward-looking information, and the words "anticipate", "estimate", "believe", "continue", "could", "expects", "intend", "trend", "plans", "will", "may" 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 webcast 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 webcast presentation includes information relating to: our ability to advance storage, handling and processing solutions that strengthen and secure the global food supply chain; trends in respect of our revenue, Adjusted EBITDA and Adjusted EBITDA margin (on a corporate and segment basis); trends in respect of revenue for the Farm and Commercial segments; the ability of management to execute on near term objectives including: executing Commercial order book, completing an initial set of product transfers, monitoring the North American farm market, focusing on cash flow, meeting balance sheet target metrics, sustaining margin performance and setting up the 2025 India expansion; trends in respect of our Total Net Debt/LTM Adjusted EBITDA, Working Capital Intensity, Funds from Operations, Order Book; our prioritization of debt repayment and expectation that we will achieve our Net Debt/LTM Adjusted EBITDA target ratio of ~2.5x in 2024; that our 2024 Adjusted EBITDA is expected to be at least \$310 million; that Adjusted EBITDA results from the first half of 2024 are expected to be down relative to 2023 with all of the full year 2024 Adjusted EBITDA growth expected to occur in the second half of 2024; that the Order Book will continue to show significant strength in international regions of our commercial segment; that our heightened internal focus on DSO, DIO and DPO will have a positive impact on Working Capital Intensity; that we will have continued momentum driven by organic growth; that management will continue to lead the business to deliver on KPIs; and our anticipation for a gradual ramp-up of our 2024 results, gathering momentum as the year progresses.

Such forward-looking information reflects our current beliefs and is based on information currently available to us, including certain key expectations and assumptions concerning: anticipated crop yields and production in our market areas; the financial and operating attributes of acquired businesses and the anticipated future performance thereof; the value of acquired businesses and assets and the liabilities assumed (and indemnities provided) by AGI in connection therewith; anticipated financial performance; future debt levels, the Company's ability to repay its existing debt and the timing thereof; business prospects and strategies, including the success of our operational excellence initiatives; product and input pricing; the scope, nature, timing and cost of re-supplying certain equipment and re-completing certain work that has previously been supplied or completed pursuant to warranty obligations or otherwise; regulatory developments; tax laws; the sufficiency of budgeted capital expenditures in carrying out planned activities; currency exchange rates, inflation rates and interest rates; the cost of materials, labour and services and the impact of inflation rates and/or supply chain disruptions and/or labour activity thereon; 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 amount and timing of the dividends that we expect to pay; the ability of the Company to obtain financing on acceptable terms; the regulatory framework in the jurisdictions in which the Company operates; the ability of the Company to successfully market its products and services; and that a pandemic or other regional or global health related emergency will not have a material impact on our business, operations, and financial results going forward.

## **FORWARD-LOOKING INFORMATION (2/3)**

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: general economic and business conditions and changes in international, national and local macroeconomic and business conditions, as well as sociopolitical conditions in certain local or regional markets, including as a result of the conflicts between Russia and Ukraine and between Israel and Hamas, and the respective response thereto from other countries and institutions (including trade sanctions and financial controls), which has created volatility in the global economy and could continue to adversely impact economic and trade activity; 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 on our operations, our personnel, our 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; the ability of management to execute the Company's business plan; fluctuations in agricultural and other commodity prices, interest rates, inflation rates and currency exchange rates; crop planting, crop conditions and crop yields; weather patterns, the timing of harvest and conditions during harvest; volatility of production costs, including the risk of production cost increases that may arise as a result of ongoing high inflation rates and/or supply chain disruptions, and the risk that we may not be able to pass along all or any portion of increased costs to customers; governmental regulation of the agriculture and manufacturing industries, including environmental and climate change regulation; actions taken by governmental authorities, including increases in taxes, changes in government regulations and incentive programs, and actions taken in connection with local or global outbreaks of pandemics or contagious diseases or the fear of such outbreaks, such as the recent COVID-19 pandemic; risks inherent in marketing operations; credit risk; the availability of credit for customers; seasonality and industry cyclicality; potential delays or changes in plans with respect to capital expenditures; the cost and availability of sufficient financial resources to fund the Company's capital expenditures; failure of the Company to realize the benefits of its operational excellence initiatives; incorrect assessments of the value of acquisitions, failure of the Company to realize the anticipated benefits of acquisitions, including to realize anticipated synergies and margin improvements, and the assumption of liabilities associated with acquisitions and/or the provision of indemnities to vendors in respect of any such assumed liabilities or otherwise; volatility in the stock markets including the market price of our common shares and in market valuations; competition for, among other things, customers, supplies, acquisitions, capital and skilled personnel; the availability of capital on acceptable terms; dependence on suppliers; changes in labour costs and the labour market, including the risk of labour cost increases that may arise as a result of ongoing high inflation rates and/or a scarcity of labour and/or labour activities; the impact of climate change and related laws and regulations; changes in trade relations between the countries in which the Company does business, including between Canada and the United States; cyber security risks; adjustments to and delays or cancellation of our order book; the requirement to re-supply equipment or re-complete work previously supplied or completed at AGI's cost, and the risk that AGI's assumptions and estimates made in respect of such costs and underlying the provision for warranty accrual and remediation in our consolidated financial statements related thereto and insurance coverage therefor will prove to be incorrect as further information becomes available to AGI; and the risk of litigation or unsuccessful defense of litigation in respect of equipment or work previously supplied or completed or in respect of other matters and the risk that AGI incurs material liabilities in connection with such litigation that are not covered by insurance in whole or in part.

These and other risks and uncertainties are described under "Risks and Uncertainties" in our most recently filed interim and annual MD&A and in our most recently filed Annual Information Form, all of which are available under the Company's profile on SEDAR+ [\[www.sedarplus.ca\]](http://www.sedarplus.ca). 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. Further, AGI cannot guarantee that the anticipated revenue from its order book will be realized or, if realized, will result in profits or Adjusted EBITDA. Delays, cancellations and scope adjustments occur from time-to-time with respect to contracts reflected in AGI's order book, which can adversely affect the revenue and profit that AGI actually receives from its order book. Readers are further cautioned that the preparation of financial statements in accordance with IFRS requires management to make certain judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent liabilities. These estimates and related assumptions may change, having either a negative or positive effect on profit, as further information becomes available and as the economic environment changes. Without limitation of the foregoing, the provisions for equipment rework and remediation costs disclosed in our recently filed interim MD&A under "Remediation costs and equipment rework" required significant estimates and assumptions about the scope, nature, timing and cost of work that will be required. It is based on management's assumptions and estimates at the date thereof and is subject to revision in the future as further information becomes available to the Company. The forward-looking information contained herein is expressly qualified in its entirety by this cautionary statement. The forward-looking information included in this webcast presentation is made as of the date of this webcast 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.

## **FORWARD-LOOKING INFORMATION (3/3)**

### **Financial Outlook**

Also included in this webcast presentation is an estimate of AGI's 2024 Adjusted EBITDA and target net debt leverage ratio to be achieved in 2024, which are based on, among other things, the various assumptions disclosed in this webcast presentation including under "Forward-Looking Information" and including our assumptions regarding the Adjusted EBITDA contribution that AGI anticipates receiving from revenue growth in 2024 in part as a result of the 12% YOY increase in AGI's order book at March 31, 2024. To the extent such estimates constitute financial outlooks, they were approved by management on April 29, 2024, and are included to provide readers with an understanding of AGI's anticipated 2024 Adjusted EBITDA and anticipated net debt leverage ratio to be achieved in 2024 based on the assumptions described herein and readers are cautioned that the information may not be appropriate for other purposes.

# **PRESENTATION OF FINANCIAL INFORMATION**

## **PRESENTATION OF FINANCIAL INFORMATION**

All financial information of AGI included in this presentation is reported in Canadian dollars and (except for forward-looking financial information) has been derived from audited and unaudited historical financial statements of AGI that were prepared in accordance with International Financial Reporting Standards ("IFRS").

During the year ended December 31, 2023, AGI replaced the term "sales" with "revenue"; however there has been no change to the underlying calculation. Revenue is the sale of goods primarily recognized at a point in time when AGI satisfies a performance obligation and control of the goods is transferred from AGI to its customer. Revenue from contracts with customers is recognized at an amount that reflects the consideration to which AGI is entitled to in exchange for those goods.

## **NON-IFRS AND OTHER FINANCIAL MEASURES**

This webcast presentation makes reference to certain specified financial measures, including non-IFRS financial measures (historical and forward-looking), non-IFRS ratios and supplementary financial measures. Management uses these financial measures for purposes of comparison to prior periods and development of future projections and earnings growth prospects. This information is also used by management to measure the profitability of ongoing operations and in analyzing our business performance and trends. These specified financial measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement our financial information reported under IFRS by providing further understanding of our results of operations from management's perspective. Accordingly, they should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. We use specified financial measures to provide supplemental measures of our operating performance and thus highlight trends in our core business that may not otherwise be apparent when relying solely on IFRS financial measures. Management also uses specified financial measures in order to prepare annual operating budgets and to determine components of management compensation. We strongly encourage investors to review our historical consolidated financial statements, including our consolidated financial statements for the three months ended March 31, 2024 (the "consolidated financial statements"), and other publicly filed reports in their entirety and not to rely on any single financial measure or ratio. The following is a list of specified financial measures that are referenced throughout this webcast presentation.

# PRESENTATION OF FINANCIAL INFORMATION

**Adjusted EBITDA** (adjusted earnings before interest, taxes, depreciation, and amortization) is a non-IFRS financial measure and its most directly comparable financial measure that is disclosed in our consolidated financial statements is profit (loss) before income taxes. For an explanation of the composition of Adjusted EBITDA (historical and forward-looking), an explanation of how Adjusted EBITDA provides useful information to an investor, an explanation of the additional purposes for which management uses Adjusted EBITDA, and a quantitative reconciliation of Adjusted EBITDA to profit (loss) before income taxes, see the information under the heading: (i) "Non-IFRS Measures" in our MD&A for the years ended December 31, 2019 and 2020; and (ii) "Non-IFRS and Other Financial Measures" in our MD&A for the years ended December 31, 2021, 2022 and 2023 and for the three month periods ended March 31, 2024 and 2023; which information (and related reconciliations referenced therein) are incorporated by reference herein. The aforementioned MD&As are available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). The following table reconciles profit (loss) before income taxes to Adjusted EBITDA for each of the LTM (12-month periods) ended presented.

LTM Adjusted EBITDA																							
	Q4/18	Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20	Q3/20	Q4/20	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	
(thousands of dollars)	31-Dec-18	31-Mar-19	30-Jun-19	30-Sep-19	31-Dec-19	31-Mar-20	30-Jun-20	30-Sep-20	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23	30-Jun-23	30-Sep-23	31-Dec-23	31-Mar-24	
<b>Profit (loss) before income taxes</b>	38,564	50,212	46,937	12,494	18,404	-56,980	-55,291	-66,403	-80,965	-5,236	-7,454	8,034	9,382	11,806	-6,602	9,512	-45,313	-44,277	-23,947	-988	86,067	68,290	
Finance costs	37,067	38,565	41,689	42,432	44,793	45,713	45,969	46,083	46,692	46,193	44,325	43,589	43,599	44,772	50,627	55,818	61,067	67,255	69,410	72,568	73,667	74,937	
Depreciation and amortization	33,031	34,858	40,052	45,064	48,188	51,944	52,738	53,237	55,271	55,266	56,940	59,631	62,049	67,937	71,468	74,295	76,945	73,588	70,833	68,098	65,316	66,421	
Share of associate's net loss	0	0	0	788	2,352	3,552	4,659	4,931	4,314	4,191	3,084	2,024	1,077	0	0	0	0	0	0	0	0	0	
Revaluation gains	0	0	0	0	0	0	0	0	0	0	-6,778	-6,778	-6,778	-6,778	0	0	0	0	0	0	0	0	
Loss (gain) on foreign exchange	19,004	10,778	252	6,671	-2,534	22,081	19,881	10,542	1,730	-19,883	-19,124	-6,152	2,992	-8,213	9,487	11,363	8,941	17,052	-1,846	-5,092	-7,571	464	
Share-based compensation	8,003	7,692	6,583	5,660	5,968	7,332	7,530	6,531	6,428	5,604	5,455	7,221	8,551	9,338	10,323	13,263	15,620	17,170	16,311	14,273	12,159	12,307	
Loss (gain) on financial instruments	2,061	-8,144	-1,226	13,622	1,503	36,205	22,802	14,920	14,502	-20,420	-9,563	-1,428	-1,382	596	6,671	-3,347	-9,629	-14,153	-15,404	-14,697	-5,369	19	
Mergers and acquisition expense (recovery)	2,283	4,252	4,479	3,879	1,588	-775	-205	-112	1,736	2,399	2,487	2,464	3,036	3,293	1,681	843	-144	-788	-761	25	50	0	
Transaction, transitional and other costs	6,582	9,070	10,285	9,535	11,562	13,678	12,586	16,212	14,326	13,292	12,744	10,543	12,057	13,948	19,700	33,669	44,301	42,583	43,764	31,544	27,124	27,695	
ERP transformation costs																		0	0	0	14,001	18,126	
Change in estimate on variable consideration	0	0	0	0	0	0	0	0	0	0	0	0	11,400	11,400	11,400	11,400	0	0	0	0	0	0	
Net loss (gain) on disposal of property, plant and equipment	185	201	-31	164	260	371	389	255	187	249	157	151	23	-182	220	292	339	599	236	275	682	633	
Net loss (gain) on assets held for sale																			25	25	25	-314	-664
Loss (gain) on settlement of lease liability	0	0	0	0	0	0	-2	-5	-3	-3	17	13	-17	-17	-35	-28	1	1	-6	-12	86	80	
Remediation and rework	0	0	0	7,000	10,000	14,000	20,000	53,000	80,000	76,000	77,500	37,500	26,100	26,100	18,600	18,600	6,100	6,100	26,608	26,608	24,108	24,108	
Accounts receivable reserve for RUK	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,733	1,733	1,651	1,383	
Foreign exchange reclassification on disposal of foreign operation	0	0	0	0	0	0	0	0	0	0	0	-898	-898	-898	-898	0	0	0	0	0	0	0	
Fair value of inventory from acquisition	1,183	621	1,220	1,742	1,962	1,938	742	220	0	0	0	0	0	305	609	609	609	304	0	0	0	0	
Impairment charge	232	0	0	46	233	233	233	5,298	5,111	5,111	5,111	3,516	5,074	5,097	5,097	2,048	75,846	76,013	76,614	77,455	2,237	2,047	
<b>Adjusted EBITDA</b>	<b>148,195</b>	<b>148,105</b>	<b>150,240</b>	<b>149,097</b>	<b>144,279</b>	<b>139,292</b>	<b>132,031</b>	<b>144,709</b>	<b>149,329</b>	<b>162,763</b>	<b>164,901</b>	<b>159,430</b>	<b>176,265</b>	<b>178,504</b>	<b>198,348</b>	<b>228,337</b>	<b>234,683</b>	<b>241,472</b>	<b>263,570</b>	<b>271,815</b>	<b>293,894</b>	<b>295,846</b>	

# PRESENTATION OF FINANCIAL INFORMATION

**Adjusted EBITDA – Farm Segment** - The following table reconciles profit (loss) before income taxes to Adjusted EBITDA for the Farm segment for each of the periods presented.

Adjusted EBITDA – Farm Segment		
(thousands of dollars)	Q1/23 31-Mar-23	Q1/24 31-Mar-24
<b>Profit (loss) before income taxes</b>	<b>38,258</b>	<b>31,646</b>
Finance costs	—	—
Depreciation and amortization	6,964	6,538
Loss (gain) on foreign exchange	—	—
Share-based compensation	—	—
Loss (gain) on financial instruments	—	—
Mergers and acquisition expense (recovery)	—	—
Transaction, transitional and other costs	—	—
Enterprise Resource Planning ("ERP") system transformation costs	—	—
Net loss (gain) on disposal of property, plant and equipment	111	—
Net loss (gain) on assets held for sale	(325)	78
Loss (gain) on settlement of lease liability	—	—
Equipment rework	—	—
Remediation	—	—
Fair value of inventory from acquisition	—	—
Accounts receivable reserve (recovery) for RUK	—	—
Impairment charge	—	190
<b>Adjusted EBITDA</b>	<b>45,008</b>	<b>38,452</b>

**Adjusted EBITDA – Commercial Segment** - The following table reconciles profit (loss) before income taxes to Adjusted EBITDA for the Commercial segment for each of the periods presented.

Adjusted EBITDA – Commercial Segment		
(thousands of dollars)	Q1/23 31-Mar-23	Q1/24 31-Mar-24
<b>Profit (loss) before income taxes</b>	<b>5,154</b>	<b>14,447</b>
Finance costs	—	—
Depreciation and amortization	8,326	7,310
Loss (gain) on foreign exchange	—	—
Share-based compensation	—	—
Loss (gain) on financial instruments	—	—
Mergers and acquisition expense (recovery)	—	—
Transaction, transitional and other costs	—	—
Enterprise Resource Planning ("ERP") system transformation costs	—	—
Net loss (gain) on disposal of property, plant and equipment	12	—
Net loss (gain) on assets held for sale	—	96
Loss (gain) on settlement of lease liability	(6)	25
Equipment rework	—	—
Remediation	—	—
Fair value of inventory from acquisition	—	—
Accounts receivable reserve (recovery) for RUK	(268)	—
Impairment charge	—	—
<b>Adjusted EBITDA</b>	<b>13,218</b>	<b>21,878</b>

## PRESENTATION OF FINANCIAL INFORMATION

**Adjusted EBITDA Margin %** is a non-IFRS ratio and is defined as Adjusted EBITDA divided by revenue. Adjusted EBITDA margin % is a non-IFRS ratio because one of its components, Adjusted EBITDA, is a non-IFRS financial measure. Management believes Adjusted EBITDA margin % is a useful measure to assess the performance and cash flow of AGI. AGI presents Adjusted EBITDA Margin % on a corporate basis and separately for its Farm and Commercial segments.

**Funds from operations** is defined as cash provided by operations adjusted for items not involving current cashflows, combined adjustments to Adjusted EBITDA, interest expense, non-cash interest, cash taxes and maintenance capital expenditures. Funds from operations is a non-IFRS financial measure and its most directly comparable financial measure that is disclosed in our consolidated financial statements is cash provided by operations. Management believes that, in addition to cash provided by operations, funds from operations provides a useful supplemental measure in evaluating AGI's performance and liquidity. The definition excludes changes in working capital as they are necessary to drive organic growth and have historically been financed by AGI's operating facility. Funds from operations should not be construed as an alternative to cash flows from operating, investing, and financing activities as a measure of AGI's liquidity and cash flows. The following table reconciles funds from operations to cash provided by operations for the periods presented.

<b>Funds From Operations</b>		
	Q1/23	Q1/24
(thousands of dollars)	31-Mar-23	31-Mar-24
<b>Cash provided by operations</b>	<b>24,864</b>	<b>34,923</b>
Items not involving current cashflows	(21,015)	(13,297)
<b>Profit (loss) before income taxes</b>	<b>3,849</b>	<b>21,626</b>
Combined adjustments to Adjusted EBITDA	46,215	26,486
<b>Adjusted EBITDA</b>	<b>50,064</b>	<b>48,112</b>
Interest expense (includes lease)	(18,951)	(17,681)
Non-cash interest	2,516	2,294
Cash taxes	(1,406)	(8,150)
Maintenance CAPEX	(1,626)	(3,791)
FX contracts	0	0
<b>Funds from operations</b>	<b>30,597</b>	<b>20,784</b>



# PRESENTATION OF FINANCIAL INFORMATION

**Net Working Capital** is a non-IFRS financial measure and its most directly comparable financial measure that is disclosed in our consolidated financial statements is Total Current Assets. Net Working Capital is defined as Total Current Assets less cash and cash equivalents, restricted cash, current portion of notes receivable, due from vendor, current portion of derivative instruments, income taxes recoverable, accounts payable, customer deposits and provisions. Management believes that Net Working Capital is a useful measure to evaluate the capital required to support AGI's sales and operations. The following table reconciles Total Current Assets to Net Working Capital as at March 31, 2019, 2020, 2021, 2022, 2023 and 2024, June 30, 2019, 2020, 2021, 2022 and 2023, September 30, 2019, 2020, 2021, 2022 and 2023 and December 31, 2019, 2020, 2021, 2022 and 2023.

Net Working Capital																					
(thousands of dollars)	Q1/19 31-Mar-19	Q2/19 30-Jun-19	Q3/19 30-Sep-19	Q4/19 31-Dec-19	Q1/20 31-Mar-20	Q2/20 30-Jun-20	Q3/20 30-Sep-20	Q4/20 31-Dec-20	Q1/21 31-Mar-21	Q2/21 30-Jun-21	Q3/21 30-Sep-21	Q4/21 31-Dec-21	Q1/22 31-Mar-22	Q2/22 30-Jun-22	Q3/22 30-Sep-22	Q4/22 31-Dec-22	Q1/23 31-Mar-23	Q2/23 30-Jun-23	Q3/23 30-Sep-23	Q4/23 31-Dec-23	Q1/23 31-Mar-24
Total current assets	505,885	454,270	441,385	438,456	429,770	472,014	534,030	476,156	499,577	564,208	586,768	572,819	652,636	702,138	693,607	642,846	648,353	691,372	717,909	662,248	677,143
Less:																					
Cash and equivalents	90,079	14,085	20,948	48,421	3,603	22,897	74,825	62,456	48,748	55,175	48,610	61,307	60,234	55,201	42,384	59,644	72,852	70,683	90,352	88,042	89,311
Restricted cash	1,752	1,454	1,436	5,416	5,601	6,293	9,525	9,616	6,540	6,080	2,441	2,424	3,730	2,322	2,390	3,110	2,365	2,155	2,792	2,619	2,757
Current portion of notes receivable	99	76	89	97	112	105	109	5,457	5,386	5,306	5,454	5,428	5,351	5,515	5,860	5,791	5,787	5,664	5,780	5,658	5,795
Due from vendor	1,645	1,610	1,414	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Current portion of derivative instruments	55	0	0	5,865	0	0	0	0	0	0	0	0	0	0	0	0	119	8,771	10,215	8,621	0
Income taxes recoverable	3,576	3,918	3,346	7,425	8,148	8,533	8,685	6,950	6,620	7,003	9,001	9,351	10,012	11,425	14,024	13,951	15,203	12,978	13,358	11,357	10,864
Less:																					
Accounts payable	129,427	131,787	127,675	105,378	126,076	148,403	161,981	139,098	156,904	173,434	212,897	195,646	191,238	204,647	206,613	236,111	215,994	213,548	250,474	252,941	232,333
Customer deposits	49,046	36,219	38,214	39,583	46,689	40,120	39,854	46,013	56,286	62,856	84,964	86,457	91,052	84,120	89,546	80,013	75,879	85,108	82,866	88,068	98,763
Provisions	8,370	8,982	15,625	17,539	18,786	19,842	54,279	83,361	75,877	65,110	48,326	65,618	65,415	64,573	68,544	75,233	68,969	80,551	19,173	16,813	14,107
<b>Net working capital</b>	<b>221,836</b>	<b>256,139</b>	<b>232,638</b>	<b>208,732</b>	<b>220,755</b>	<b>225,821</b>	<b>184,772</b>	<b>123,205</b>	<b>143,216</b>	<b>189,244</b>	<b>175,075</b>	<b>146,588</b>	<b>225,604</b>	<b>274,335</b>	<b>264,246</b>	<b>168,993</b>	<b>191,185</b>	<b>211,914</b>	<b>242,899</b>	<b>188,129</b>	<b>223,213</b>

**Net Working Capital as a % of Revenue or Working Capital Intensity** is a non-IFRS ratio and is defined as Net Working Capital divided by quarterly revenue and divided by four to annualize the ratio. Net Working Capital as a % of Revenue is a non-IFRS ratio because one of its components, Net Working Capital, is a non-IFRS financial measure. Management believes Net Working Capital as a % of revenue is a useful measure to assess the short-term cash requirements to support sales and operations.

# PRESENTATION OF FINANCIAL INFORMATION

**Order book** is a supplementary financial measure and is defined as the total value of committed sales orders that have not yet been fulfilled that: (a) have a high certainty of being performed as a result of the existence of a purchase order, an executed contract or work order specifying job scope, value and timing; or (b) has been awarded to AGI or its divisions, as evidenced by an executed binding letter of intent or agreement, describing the general job scope, value and timing of such work, and where the finalization of a formal contract in respect of such work is reasonably assured. AGI previously used the term "backlogs" instead of "order book", however there has been no change to the definition or underlying calculation.

**Revenue by Segment, Revenue by Geography, International Revenue, and International Revenue as % of Total Revenue.** The revenue information in this presentation that is presented on a segment and/or geographic basis are supplementary financial measures and are used to present AGI's revenues by segment and/or geography. International Revenue is defined as all revenue generated outside of the U.S. and Canada.

**Total Net Debt** is a non-IFRS financial measure and its most directly comparable financial measure that is disclosed in our consolidated financial statements is Long-Term Debt. Total Net Debt is defined as the sum of long-term debt, convertible unsecured subordinated debentures, senior unsecured subordinated debentures, and lease liabilities less cash and cash equivalents. Management believes that Total Net Debt is a useful measure to evaluate AGI's capital structure and to provide a measurement of AGI's total indebtedness. The following table reconciles Long Term Debt to Total Net Debt as at March 31, 2019, 2020, 2021, 2022, 2023 and 2024, June 30, 2019, 2020, 2021, 2022 and 2023, September 30, 2019, 2020, 2021, 2022 and 2023 and December 31, 2019, 2020, 2021, 2022 and 2023.

Total Net Debt																					
	Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20	Q3/20	Q4/20	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24
(thousands of dollars)	31-Mar-19	30-Jun-19	30-Sep-19	31-Dec-19	31-Mar-20	30-Jun-20	30-Sep-20	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23	30-Jun-23	30-Sep-23	31-Dec-23	31-Mar-24
Long Term Debt	397,502	402,350	435,126	393,128	403,935	427,486	454,851	409,373	409,894	466,083	449,341	434,541	520,465	534,846	504,466	440,938	468,857	463,239	481,310	420,457	450,060
Convertible Unsecured Subordinated Debentures	286,518	236,091	237,094	238,833	165,216	165,907	166,608	167,319	168,040	168,770	169,511	179,533	181,293	180,406	181,929	183,481	185,168	186,771	188,403	190,064	191,756
Senior Unsecured Subordinated Debentures	82,124	82,494	82,660	165,474	247,789	248,229	248,656	249,079	249,542	249,978	250,421	250,872	251,330	251,795	252,269	252,750	253,239	253,736	254,242	254,756	255,278
Leases	8,513	7,877	9,752	9,349	11,922	16,929	17,911	16,842	16,840	18,670	19,641	22,279	33,734	35,046	37,338	39,147	40,872	41,164	42,344	41,671	43,361
Less: Cash & Equivalents	90,079	14,085	20,948	48,421	3,603	22,897	74,825	62,456	48,748	55,175	48,610	61,307	60,234	55,201	42,384	59,644	72,852	70,683	90,352	88,042	89,311
<b>Total Net Debt</b>	<b>684,578</b>	<b>714,727</b>	<b>743,684</b>	<b>758,363</b>	<b>825,259</b>	<b>835,654</b>	<b>813,201</b>	<b>780,157</b>	<b>795,568</b>	<b>848,326</b>	<b>840,304</b>	<b>825,918</b>	<b>926,588</b>	<b>946,892</b>	<b>933,618</b>	<b>856,672</b>	<b>875,284</b>	<b>874,227</b>	<b>875,947</b>	<b>818,906</b>	<b>851,144</b>

**Total Net Debt / LTM (last 12 month) Adjusted EBITDA Ratio** (also referred to herein as Net Debt Leverage Ratio) is a non-IFRS ratio and is defined as Total Net Debt divided by Adjusted EBITDA for the last twelve months period. Total Net Debt / LTM Adjusted EBITDA is a non-IFRS ratio because its components, Total Net Debt and Adjusted EBITDA, are non-IFRS financial measures. Management believes Total Net Debt / LTM Adjusted EBITDA is a useful measure to assess AGI's leverage position. AGI uses also the term "Net Debt Leverage Ratio" in this presentation in place of "Total Net Debt / LTM (last 12 month) Adjusted EBITDA"; however there is no difference to underlying calculation of the ratio.