



**ENGINEERING GROWTH**

INVESTOR PRESENTATION | BRAZIL | JUNE 6, 2018

# Safe harbor 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.

# AGI Overview

## The AGI Advantage



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

## Leading Brands & Operations



- 30 market-leading brands
- 2,500+ employees
- 25 global manufacturing facilities
- Lean operations  
Focus on margins

## Financial Strength



- \$900M+ market cap
- \$750M+ annual sales
- Dividend of \$2.40 per annum
- Strong balance sheet

## Our Growth Strategy



- Field to Consumer
- Diversification  
Product offering  
Geography  
Customer/end user
- Growth drivers in place
- Investment in our people

## Innovation & Future



- Positive market outlook
- Leverage new technologies and geographies
- New and expanded platforms
- Entrepreneurial spirit



# 5-6-7 Strategy





# System solutions from farm to consumer

2018 — **CMC** **JUNGE CONTROL** **DANMARE**

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 — **GRAINGUARD**

2004 — **AGI** IPO

2000 — **WESTFIELD**

1998 — **WHEATHEART**

1997 — **BATCO**

1996 — **AGI** Founded November, 1996



# Recent acquisitions



- CMC Industrial Electronics
- Founded in 1997
- Office and manufacturing facility in Burnaby, BC, and sales office in Minneapolis, MN
- Supplier of hazard monitoring sensors and systems used in agricultural material handling applications
- Manufacturer and supplier of bin monitoring sensors and systems
- Strong relationships with domestic and multinational customers



- Junge Control Inc.
- Founded in 1979
- Based in Cedar Rapids, IA
- Supplier of precision blending and measurement systems
- Products focused primarily on liquid fertilizer blending, which is highly complementary to AGI's existing fertilizer handling offering

- ✓ Strengthens AGI's applied technology, control system, and fertilizer platforms
- ✓ Combined Sales and adjusted EBITDA for the two entities in their most recently completed fiscal years were approximately \$15 million and \$4 million respectively

# Recent acquisitions



- Danmare Group Inc.
  - Founded in 2004
  - Head office in Vaughan, ON, and recently opened U.S. office in Minneapolis, MN
  - Provides engineering solutions and project management to the food industry
  - Specializes in automated systems for pet food, rice & pasta, confectionary, ready-to-eat foods, sauces, and meat processing
  - Strong relationships with large multinational food companies
- 
- ✓ Further evolves AGI's ability to provide complete solutions to a broad customer base
  - ✓ Sales and adjusted EBITDA in its most recently completed fiscal year were \$6.4 million and \$1.7 million respectively



# Providing solutions and full systems



***PARTNERING  
WITH OUR  
CUSTOMERS***

***... an important shift***





POCKET BIN  
90 MT

10'

34'-6"

16'

16'

16'

16'

10'

POCKET BIN  
90 MT

34'-6"

10'

CONTROL  
OFFICE

B

8

5

7

4

9

10

11

AGI BRASIL

# AGI substantially expanded its presence in Brazil in 2016

**GREENFIELD PLUS  
STRATEGY**

**OVER THREE YEARS OF  
MARKET RESEARCH AND  
STRATEGY DEVELOPMENT**

**KEY PIECE OF THE  
CURRENT  
5-6-7 STRATEGY**

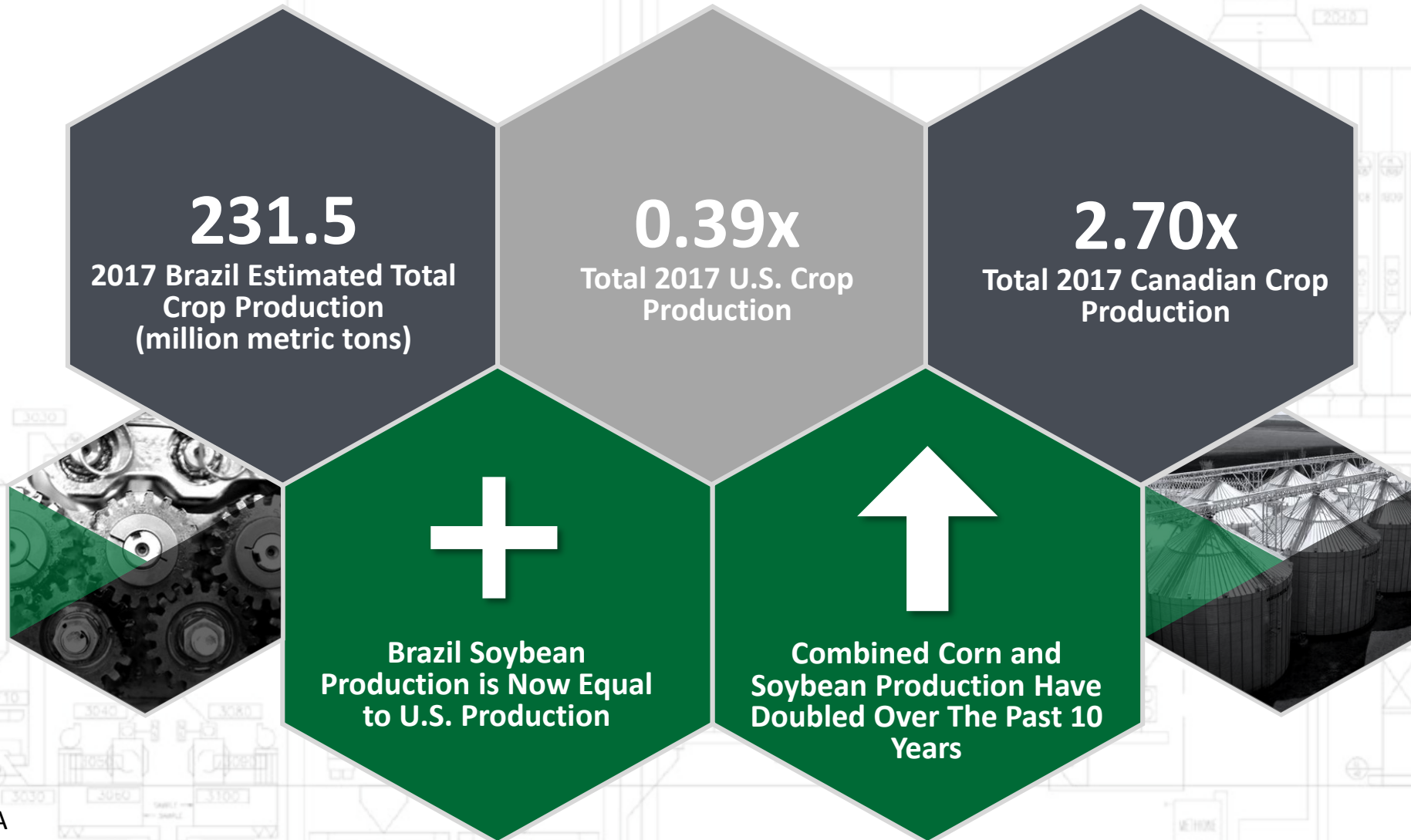
A close-up photograph of several interlocking mechanical gears, showing their teeth and circular forms. The image is partially covered by a green hexagonal overlay.

**ATTRACTIVE  
FUNDAMENTALS:**  
Double cropping  
Growing use of ag tech  
Lack of ag infrastructure

A photograph of several large, cylindrical agricultural storage silos or grain elevators, arranged in a row. The image is partially covered by a green hexagonal overlay.

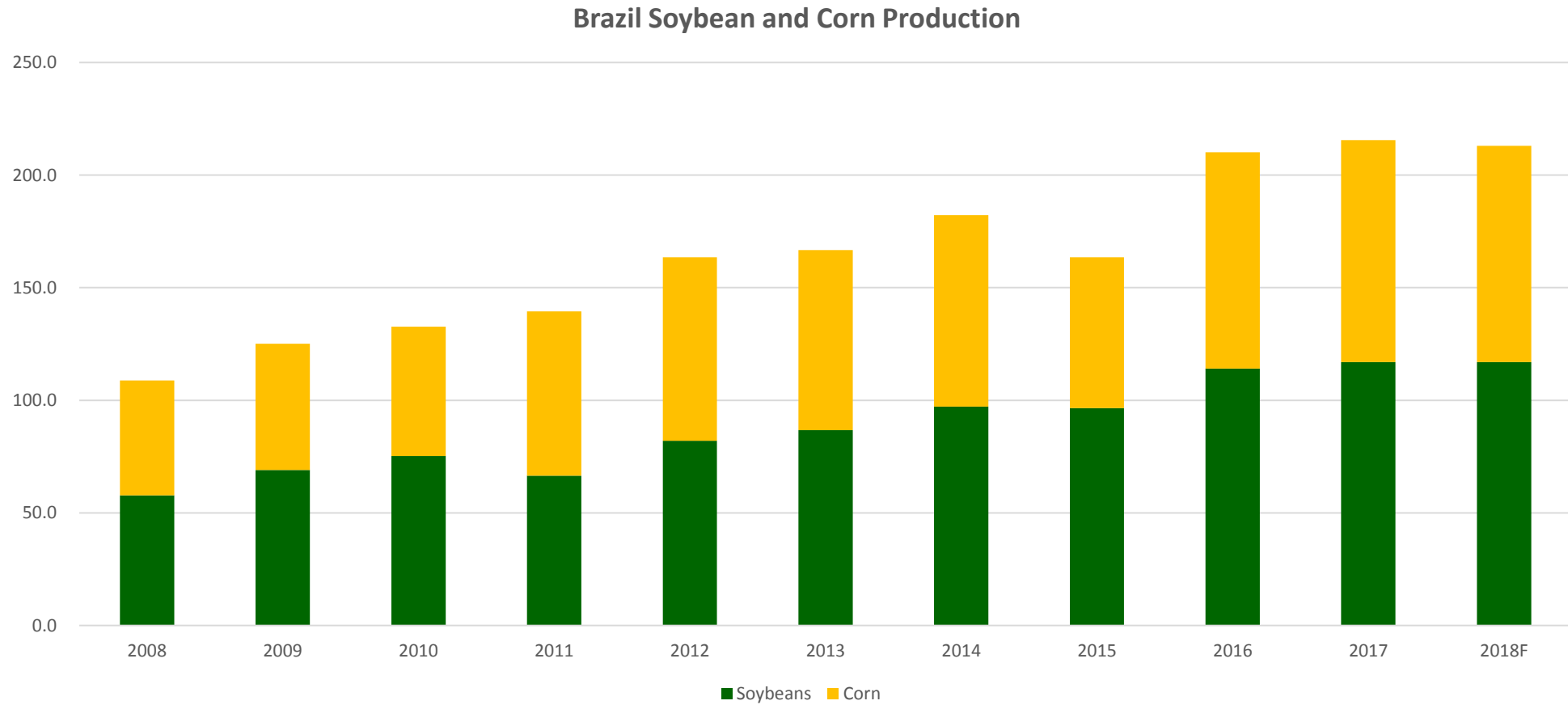
**OPPORTUNITY FOR AGI:**  
Storage  
Conditioning  
Handling

# Brazil market size and opportunity



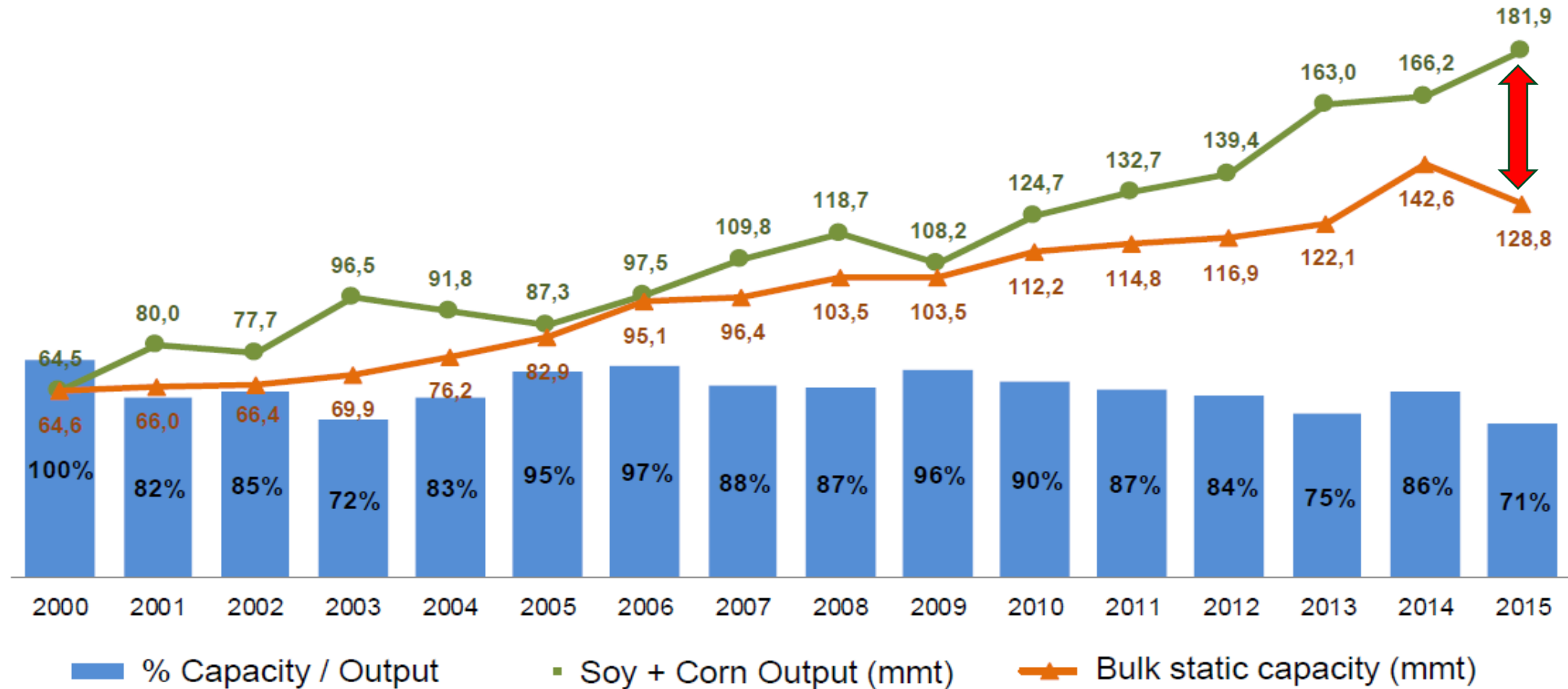


# Impressive production growth



Source: USDA, million metric tons

# Grain storage remains a significant issue



# AGI Brasil status



- ✓ Construction Complete
- ✓ Technology Transfer Underway
- ✓ Capable of Producing All AGI Commercial & Farm Products
- ✓ Investment in Sales Team
- ✓ Brazilian Economy and Ag Sector Improving
- ✓ Backlogs Reflect Increasing Farmer Spending



# Products and brands

## PRODUCTS

- Bins/Silos
- On-Farm Stationary Handling
- Portable Handling
- Cleaners
- Dryers
- Enclosed Belt Conveyors
- Open Belt Conveyors
- Structural Components

## BRANDS





ENGINEERING GROWTH

