



A COMMITMENT TO GROWING

HANDLING | STORAGE | CONDITIONING | SOLUTIONS



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AGI International Sales 2007 vs. 2012



\$6M (5% of total sales)

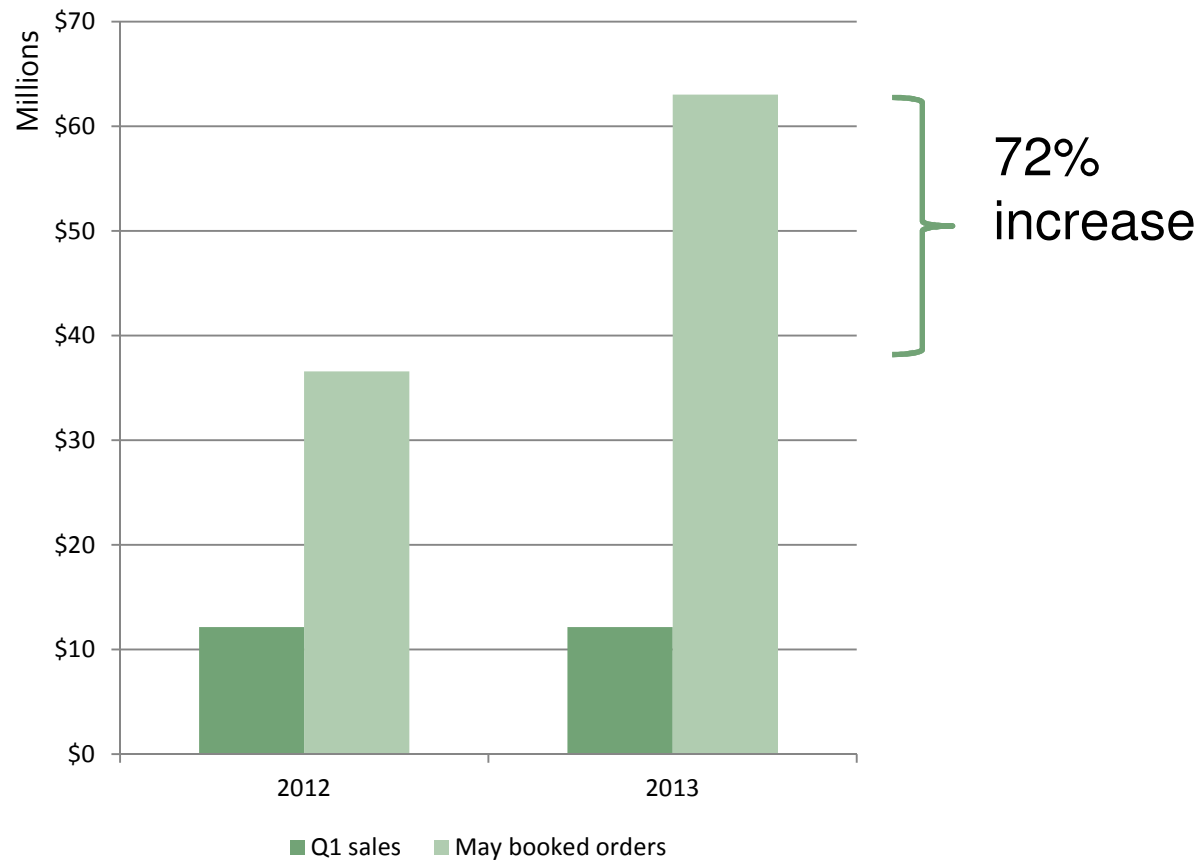
\$72M (23% of total sales)

2007 - Components



2012 - Systems

YTD International Booked Orders

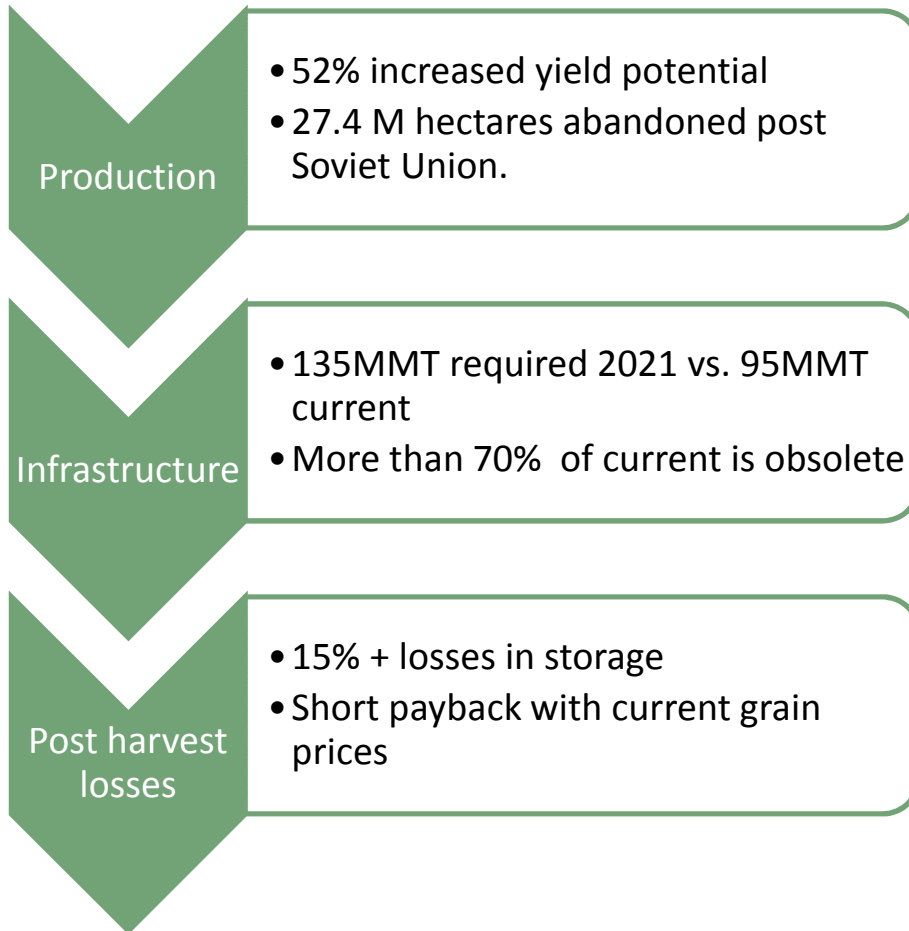


Global Demand for AGI Product

- Increasing production
 - Infrastructure gap
 - Post harvest losses
 - Food security issues
 - Increased protein consumption

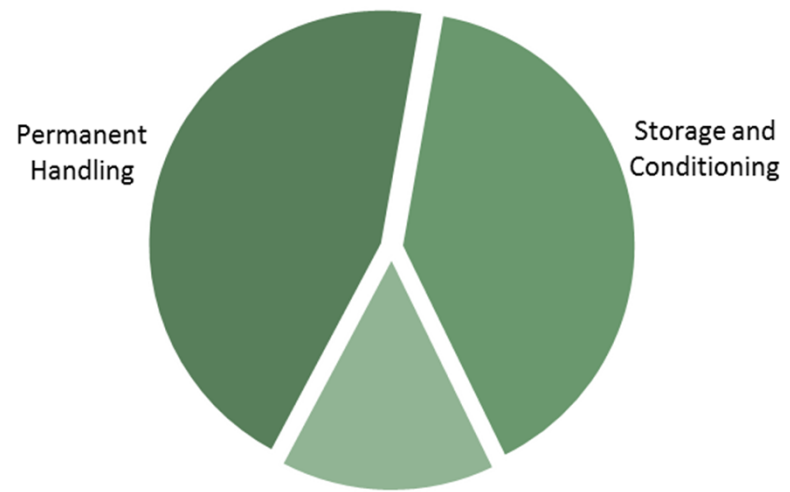
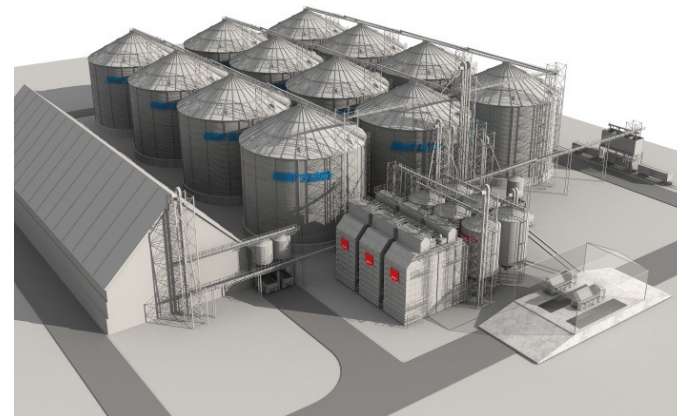


Targeting CIS – Russia, Ukraine, Kaz



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- 40% of 2012 sales
- Established market for AGI
- High degree of repeat business
- Trusted distribution network
- AGI brand identity
- System sales



Other

6

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AGI International Strategy



Customer
centric
sales
approach



Domestic
experience
and
references



Complete
bundled
system
solutions



Target
highest
potential
regions first

2013 and beyond

- Booked business 72% higher YTD
- Quote log is 2X greater YTD
- Already working on 2014 prospects
- Bundled sales increasing profitability
- Results confirm strategy
- Business is sustainable

CIS – 185 M Hectares



USA – 174 M Hectares

