Alto Ingredients, Inc.

Q4 2022 Investor Presentation
March 9, 2023

Safe Harbor Statement

Statements and information contained in this communication that refer to or include Alto Ingredients' estimated or anticipated future results or other non-historical expressions of fact are forward-looking statements that reflect Alto Ingredients' current perspective of existing trends and information as of the date of the communication. Forward looking statements generally will be accompanied by words such as "anticipate," "believe," "plan," "could," "should," "estimate," "expect," "forecast," "outlook," "guidance," "intend," "may," "might," "will," "possible," "potential," "predict," "project," or other similar words, phrases or expressions. Such forward-looking statements include, but are not limited to, statements concerning: future market conditions; Alto Ingredients' expectations of generating EBITDA in the stated amounts; the cost, timing and effects of, including the financial results deriving from, Alto Ingredients' capital improvement projects, and strategic and other initiatives, and other plans, including to improve plant efficiency, reliability, redundancy and capacity; the timing and effects of Alto Ingredients' diversification into new or enhanced products; Alto Ingredients' anticipated carbon capture sequestration and pipeline projects; the benefits of Alto Ingredients' recent debt financing transaction; the benefits, including their timing, of the acquisition of Eagle Alcohol; Alto Ingredients' expectations regarding commodity price fluctuations, including the prices of corn, natural gas, specialty alcohols and renewable fuels; and Alto Ingredients' other plans, objectives, expectations and intentions. It is important to note that Alto Ingredients' plans, objectives, expectations and intentions are not predictions of actual performance. Actual results may differ materially from Alto Ingredients' current expectations depending upon a number of factors affecting Alto Ingredients' business. These factors include, among others, Alto Ingredients' ability to timely and effectively complete its capital improvement projects and strategic and other initiatives, and to operate them as expected and attain the anticipated results; Alto Ingredients' ability to timely draw down on all desired amounts from its debt facilities; Alto Ingredients' ability to successfully achieve the anticipated benefits of its acquisition of Eagle Alcohol; adverse economic and market conditions, including for specialty alcohols and essential ingredients; export conditions and international demand for Alto Ingredients' products; fluctuations in the price of and demand for oil and gasoline; raw material costs, including production input costs, such as corn and natural gas; and the war in Ukraine and its effects on supply chains and commodity prices, including for wheat, corn and natural gas. These factors also include, among others, the inherent uncertainty associated with financial and other projections; the anticipated size of the markets and continued demand for Alto Ingredients' products; the impact of competitive products and pricing; the risks and uncertainties normally incident to the specialty alcohol and essential ingredient production, marketing and distribution industries; changes in generally accepted accounting principles; successful compliance with governmental regulations applicable to Alto Ingredients' production facilities, products and/or businesses; the effects of climate change, including inclement weather; changes in laws, regulations and governmental policies; the loss of key senior management or staff; the inability to timely and successfully implement business strategies and complete capital improvement projects and other initiatives; and other events, factors and risks previously and from time to time disclosed in Alto Ingredients' filings with the Securities and Exchange Commission including, specifically, those factors set forth in the "Risk Factors" section contained in Alto Ingredients' Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on November 9, 2022.

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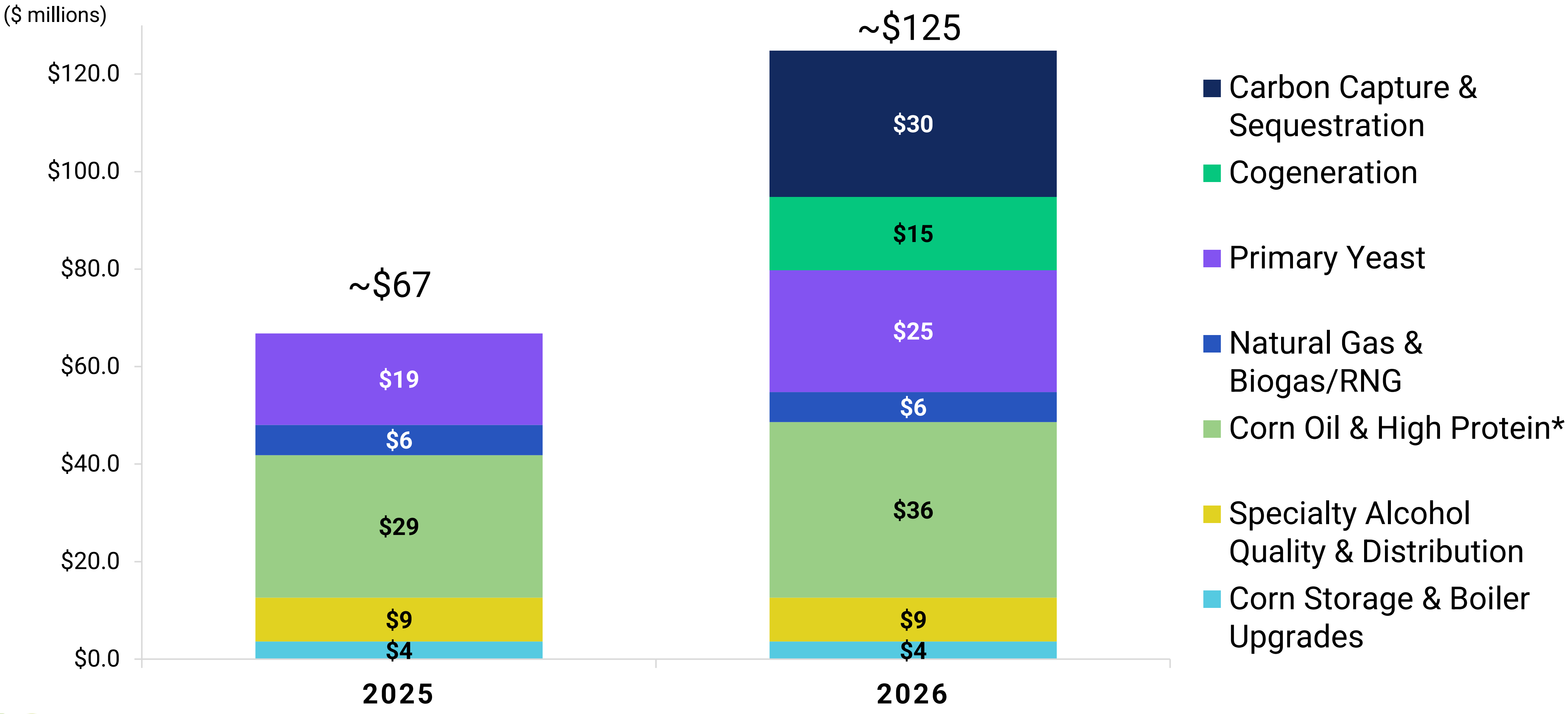
Transforming grain into high-margin components used in a wide range of consumer and commercial products

Expanding Annualized EBITDA Run Rate

Diversifying revenue, investing in assets and optimizing facilities
Growing Annualized EBITDA by $67M by end of 2025 and by $125M by end of 2026



Annualized EBITDA contribution when fully operational.
**** High Protein at Magic Valley to be evaluated prior to expansion at the three other dry mills, which would contribute $13.5 million of annualized EBITDA.***

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Expanding Specialty Alcohol

- Upgraded distillation to produce highest-quality, beverage-grade product
  - Installed demethylizer, copper, and more in 2022
  - Refurbished 30 MGY GNS distillation system at wet mill in 2021
- Launching high-quality 190 proof GNS & low-moisture 200 proof GNS in 2023
- Added tote and drum packaging and distribution with Eagle Alcohol acquisition
  - Formed new customer relationships

- **Started:**
  Q1 2022
- **Completed:**
  Q1 2023
- **Payback**
  ~1.1 years for GNS
- **Expected incremental annual EBITDA run rate*:**
  ~$9M in 2024

** Annualized EBITDA contribution when fully operational*

Expanding High-Margin Offerings

- Corn oil technology
  - Commissioned at Magic Valley in Oct. 2022
  - Adding corn oil at 3 other dry mills
- High protein
  - Installing at Magic Valley
  - Evaluating addition to the 3 other dry mills

- **Expected start:**
  Staggering 3 dry mills beginning late Q4 2023
- **Timeline:**
  ~18 mos. per facility
- **Payback**
  ~2 years for corn oil

- **Expected incremental annual EBITDA run rate* per facility on average:**
  ~$4.5M for corn oil
  ~$4.5M for hi-protein

** Annualized EBITDA contribution when fully operational*

Developing Primary Yeast Production

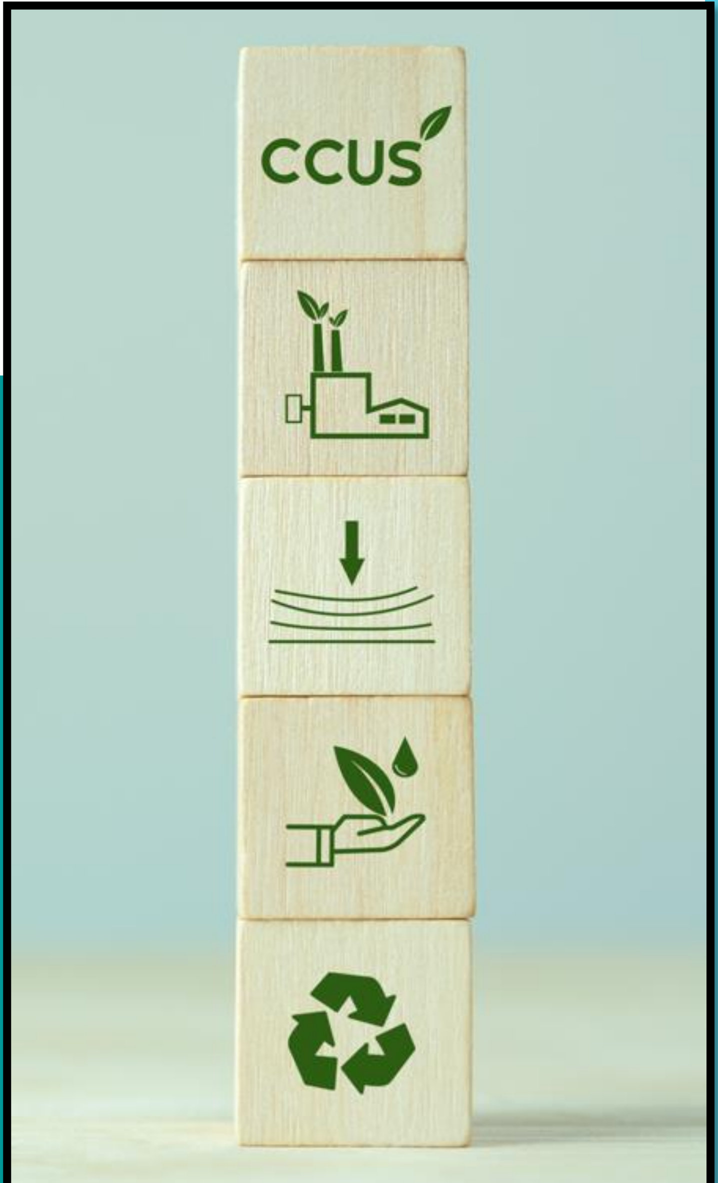
- Improving the quality and capacity of yeast production
  - Successfully completed product trials
- Selecting engineering and design team to plan, schedule and budget
- Targeting H2 2023 for more info

- **Expected start:**
  Q4 2023
- **Expected timeline:**
  ~18 mos.
- **Expected incremental annual EBITDA run rate*:**
  ~$19M first 12 mos.
  ~$25M thereafter

**** Annualized EBITDA contribution when fully operational***

Pursuing Carbon Capture and Sequestration

- Inflation Reduction Act of 2022 Section 45Q incentive improves economics
  - $85 per metric ton for 12 years
  - ~700,000 MT/year capacity at Pekin Campus
- Assessing carbon capture: defining implementation costs, reviewing pipeline preferences, evaluating financial and production partnerships
- Creates opportunities in other markets, such as sustainable aviation fuel (SAF), blue ethanol, etc.



- **Started:**
  H2 2023
- **Expected timeline:**
  Late 2025/early 2026
- **Expected incremental annual EBITDA run rate*:**
  ~$30M based only on 45Q incentive

**** Annualized EBITDA contribution when fully operational***

Increased Corn Storage for Improved Efficiency

- Installed silo at Pekin campus to build inventory for interruptions, such as holidays, weather
- Commissioned in Q4 2022, already providing relief; conditioning silo expected to be fully operational in Q2 2023
    - Reducing cost of delivered corn
    - Lowering silo cleaning expense
    - Increasing reliability of operations

- **Started:**
  Q2 2022
- **Expected completion:**
  Q1 2023
- **Payback**
  ~3.4 years
- **Expected incremental annual EBITDA run rate*:**
  ~$1.6M in the first 12 mos.
  ~$2M thereafter

** Annualized EBITDA contribution when fully operational*

Enhancing Access to Natural Gas

- Reviewing energy procurement, consistent with sustainability efforts
- Planning installation of new natural gas pipeline
  - 45MW needed for current use
  - 15MW planned for future needs
- Evaluating additional biogas/renewable natural gas (RNG)
  - Capturing methane generated during production

- **Expected start: Q2 2023**
- **Expected timeline: ~12 months**
- **Expected incremental annual EBITDA run rate*: ~$3M**

** Annualized EBITDA contribution when fully operational*

Evaluating Power Cogeneration

- Replacing existing energy production
  - Leverages steam from production generating MW at Pekin
  - Replaces obsolete equipment
  - Addresses energy needs
  - Provides steam needed for processing products
- Lowers energy costs

- **Start:**
  H1 2024
- **Expected timeline:**
  Late 2025/early 2026
- **Expected incremental annual EBITDA run rate*:**
  ~$15M

** Annualized EBITDA contribution when fully operational*

Strengthened Liquidity

Entered $125M six-year term loan in November 2022

- $36M in cash and cash equivalents
- $58M excess line of credit
- $40M committed term loan balance
- $25M option for additional term loan funding

unaudited, $ in thousands	**Dec. 31, 2022**	**Dec. 31, 2021**
Cash & cash equivalents	$ 36,456	$ 50,612
Current assets	$ 199,121	$ 229,526
Current liabilities	(78,017)	(69,602)
Working capital	$ 121,104	$ 159,924

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Expanding Annualized EBITDA

Investing in premier asset base to increase high-margin sales
Growing Annualized EBITDA by $67M by end of 2025 and by $125M by end of 2026

- **Initiating carbon capture utilization and sequestration & cogeneration**

- **Expanding production: corn oil, GNS/specialty alcohol, yeast, etc.**

- **Implementing efficiency initiatives: corn storage, natural gas pipeline, biogas RNG, and operating & equipment upgrades**

- **Broadening blue chip customer base**

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Appendix

Consolidated Statement of Operations

Unaudited, in thousands, except per share data

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
Net sales	$ 328,437	$ 385,492	$ 1,335,621	$ 1,207,892
Cost of goods sold	349,765	343,379	1,363,171	1,140,108
Gross profit (loss)	(21,328)	42,113	(27,550)	67,784
Selling, general and administrative expenses	(7,551)	(9,408)	(31,579)	(29,185)
Gain (loss) on sale (disposal) of assets	(2,230)	4,571	(2,230)	4,571
Asset impairments	—	—	—	(3,100)
Income (loss) from operations	(31,109)	37,276	(61,359)	40,070
Income from cash grant	—	—	22,652	—
Interest expense, net	(968)	(228)	(1,827)	(3,587)
Income from loan forgiveness	—	—	—	9,860
Other income, net	930	567	862	1,208
Income (loss) before provision for income taxes	(31,147)	37,615	(39,672)	47,551
Provision for income taxes	1,925	1,469	1,925	1,469
Consolidated net income (loss)	$ (33,072)	$ 36,146	$ (41,597)	$ 46,082
Preferred stock dividends	$ (319)	$ (319)	$ (1,265)	$ (1,265)
Income allocated to participating securities	$ —	$ (477)	$ —	$ (600)
Net income (loss) available to common stockholders	$ (33,391)	$ 35,350	$ (42,862)	$ 44,217
Net income (loss) per share, basic	$ (0.46)	$ 0.50	$ (0.60)	$ 0.62
Net income (loss) per share, diluted	$ (0.46)	$ 0.49	$ (0.60)	$ 0.61
Weighted-average shares outstanding, basic	73,276	71,387	71,944	71,098
Weighted-average shares outstanding, diluted	73,276	72,222	71,944	72,219

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GAAP to Non-GAAP Reconciliation

Use of Non-GAAP Measures

Management believes that certain financial measures not in accordance with generally accepted accounting principles ("GAAP") are useful measures of operations.

The company defines Adjusted EBITDA as unaudited consolidated net income (loss) before interest expense, interest income, provision for income taxes, asset impairments, loss on extinguishment of debt, acquisition-related expense, fair value adjustments and depreciation and amortization expense. A table is provided at the end of this presentation that provides a reconciliation of Adjusted EBITDA to its most directly comparable GAAP measure, net income (loss) attributed to Alto Ingredients, Inc. Management provides this non-GAAP measure so that investors will have the same financial information that management uses, which may assist investors in properly assessing the company's performance on a period-over-period basis. Adjusted EBITDA is not a measure of financial performance under GAAP and should not be considered as an alternative to net income (loss) attributed to Alto Ingredients, Inc or any other measure of performance under GAAP, or to cash flows from operating, investing or financing activities as an indicator of cash flows or as a measure of liquidity. Adjusted EBITDA has limitations as an analytical tool and you should not consider this measure in isolation or as a substitute for analysis of the company's results as reported under GAAP.

Adjusted EBITDA Reconciliation

Unaudited, in thousands

	Three Months Ended December 31,		Years Ended December 31,	
	2022	**2021**	**2022**	**2021**
Consolidated net income (loss)	$ (33,072)	$ 36,146	$ (41,597)	$ 46,082
Adjustments:				
Interest expense, net	968	228	1,827	3,587
Interest income	(169)	(177)	(510)	(730)
Acquisition-related	875	—	3,500	—
Asset impairments	—	—	—	3,100
Provision for income taxes	1,925	1,469	1,925	1,469
Depreciation and amortization expense	5,973	5,772	25,095	23,292
Total adjustments	9,572	7,292	31,837	30,718
Adjusted EBITDA	$ (23,500)	$ 43,438	$ (9,760)	$ 76,800

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