



July 30, 2026

# Q3 2026 Investor Deck





# Agenda

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- 1** AGCO's Strategy Recap
- 2** PTx (Precision Ag) Deep Dive
- 3** Strengthening our Financial Outlook

# AGCO's Strategy Recap

# AGCO IS THE LARGEST PURE PLAY FARM EQUIPMENT MANUFACTURER IN THE WORLD

Multi-brand  
Focus:

**FENDT**



MASSEY FERGUSON



**VALTRA**



**1990**

Year  
Founded



**~\$10.1B**

Annual  
Revenue<sup>(1)</sup>



**~\$8.4B**

Market  
Cap<sup>(2)</sup>



**~22,000**

Global  
Employees<sup>(1)</sup>



**~\$488M**

Research and  
development  
spend <sup>(1)</sup>

(1) As of December 31, 2025

(2) As of March 31, 2026

# FARMER FOCUSED SOLUTIONS TO SUSTAINABLY FEED OUR WORLD

## AG MACHINERY

## AG TECHNOLOGY

Brands & Value Propositions

**FENDT**

Leaders Drive  
Fendt



Straightforward  
Dependable  
Accessible

**VALTRA**

Your Working  
Machine



Industry leader for mixed fleet precision AG  
through OEM and Retrofit



Winning Outcomes

Net Promoter Score

Employee Engagement

RONA

Growth

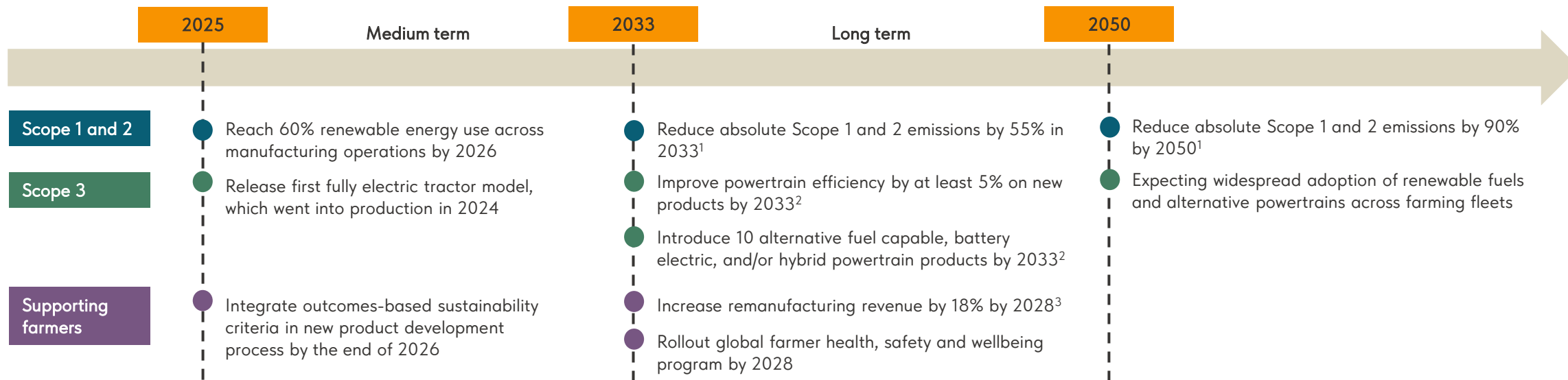
Strategy Fundamentals

**Leader in Precision Ag**

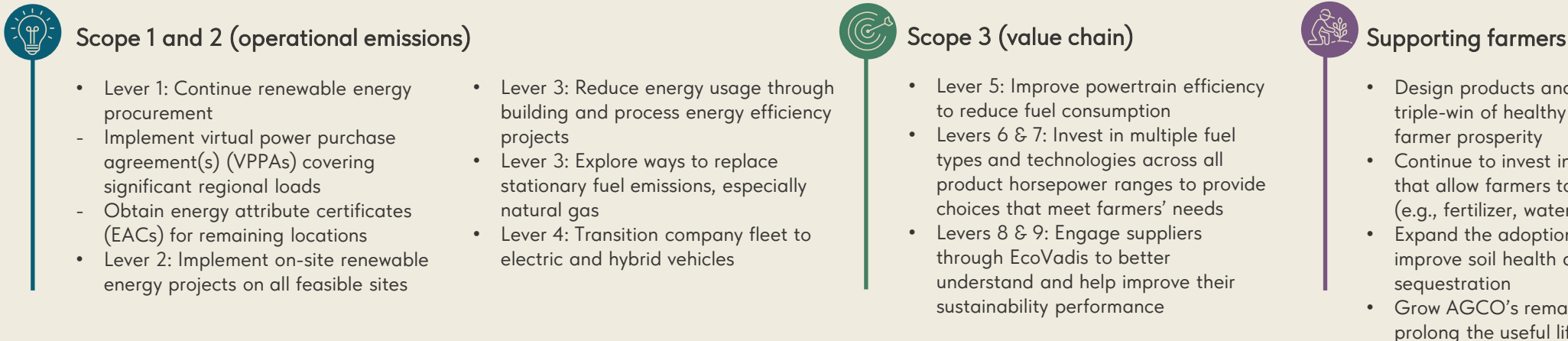
**FarmerCore**

**Operational Efficiency**

# RESILIENCY ROADMAP



## EMISSIONS-REDUCTION LEVERS



1. Compared to 2022 base year.  
 2. Compared to 2023 product offering.  
 3. Compared to 2025 base year.

# OUR SUSTAINABILITY STRATEGY

AGCO’s sustainability ambition is to accelerate innovation, efficiency and responsibility to deliver meaningful outcomes for farmers and the earth. Aligned with AGCO’s broader corporate strategy, our approach focuses on addressing the most pressing challenges facing farmers today. Our four Action Fields drive us to deliver on this ambition by concentrating effort and investment where it matters most:



**INNOVATING FOR A TRIPLE WIN**

Providing on-farm solutions that achieve healthy fields, optimized yields and farmer prosperity, ensuring both short- and long-term environmental and economic performance



**POWERING THE FUTURE OF AGRICULTURE SUSTAINABLY**

Developing more efficient diesel engines, alternative fuel capabilities, and hybrid and electric powertrains that give farmers a greater range of options to meet their needs



**ADVANCING A RESPONSIBLE PRODUCT LIFE CYCLE**

Following responsible sourcing, manufacturing and product design practices that reduce the impact of our operations and help farmers get the greatest possible value from their equipment



**THRIVING TOGETHER**

Connecting sustainability to our Farmer-First culture and expanding our existing priorities of health and safety, wellbeing, inclusion and community engagement

The enablers that underpin our sustainability strategy are:

- 

**INNOVATION & PARTNERSHIPS**  
Engaging key stakeholders, universities and other organizations to maximize and accelerate our impact
- 

**COMMUNICATIONS & ENGAGEMENT**  
Sharing our progress and building capacity so we can bring more people along on our journey
- 

**TOOLS & INSIGHTS**  
Leveraging digital solutions to support our data needs and uncover insights that shape the overall strategy
- 

**RISK & OPPORTUNITY**  
Understanding how global trends could shape our industry over time to anticipate changes and support decision-making
- 

**DATA & REPORTING**  
Monitoring key performance indicators to guide progress and inform business decisions

# OUR PROGRESS IN 2025

The table below provides a snapshot of progress made in 2025 toward our goals, highlighting where we are delivering results and where priorities continue to evolve.

| ACTION FIELD                                                                        |                                                | GOAL                                                                                                           | PROGRESS TO DATE                                                 |                       |                                                                                       |
|-------------------------------------------------------------------------------------|------------------------------------------------|----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|-----------------------|---------------------------------------------------------------------------------------|
|    | Innovating for a triple win                    | Integrate outcomes-based sustainability criteria in new product development process by end of 2026             | External frameworks assessed and outcomes-based criteria defined | On track              |    |
|                                                                                     |                                                |                                                                                                                |                                                                  |                       |                                                                                       |
|    | Powering the future of agriculture sustainably | Improve powertrain efficiency by at least 5% on new products by 2033                                           | CORE80 engine launched in 2025                                   | On track              |    |
|                                                                                     |                                                | Introduce 10 alternative fuel-capable, battery-electric and/or hybrid powertrain products by 2033 <sup>1</sup> | Two battery-electric tractors introduced                         | On track              |    |
|    | Advancing a responsible product life cycle     | Reduce absolute Scope 1 and 2 emissions by 55% by 2033 and 90% by 2050 <sup>2</sup>                            | <div><div></div></div> 37%                                       | On track              |    |
|                                                                                     |                                                | Reach 60% renewable energy across manufacturing sites by 2026                                                  | <div><div></div></div> 51%                                       | On track              |    |
|                                                                                     |                                                | Reduce water withdrawals by 10% by 2026 <sup>2</sup>                                                           | <div><div></div></div>                                           | 24% - Surpassed goal  |    |
|                                                                                     |                                                | Maintain >90% non-hazardous waste diversion from landfills by 2026                                             | <div><div></div></div>                                           | 96% - Surpassed goal  |    |
|                                                                                     |                                                | Reduce absolute hazardous waste generation by 15% by 2027 <sup>3</sup>                                         | <div><div></div></div>                                           | 26% - Surpassed goal  |    |
|                                                                                     |                                                | Divert 100% of hazardous waste from landfill by 2027                                                           | <div><div></div></div> 93%                                       | On track              |   |
|                                                                                     |                                                | Reduce volatile organic compounds (VOCs) by 10% by 2027 <sup>3</sup>                                           | <div><div></div></div>                                           | 37% - Surpassed goal  |  |
|                                                                                     |                                                | Increase remanufacturing revenue by 18% by 2028 <sup>4</sup>                                                   | New goal set in 2025                                             |                       |  |
|  | Thriving together                              | Achieve a total case incident rate (TCIR) of <1.0 by the end of 2025                                           | <div><div></div></div>                                           | 0.62 - Surpassed goal |  |
|                                                                                     |                                                | Achieve a TCIR of <0.8 by 2027                                                                                 | New goal set in 2025                                             |                       |  |
|                                                                                     |                                                | Develop a global farmer health, safety and wellbeing program by 2028                                           | Conducted pilots in priority markets                             | On track              |  |

# ADVANCING FUEL-FLEXIBLE FLEETS

We are advancing a diverse range of efficient and fuel-flexible machines, available in every horsepower



## AGCO FLEET EFFICIENCY APPROACH

|                                 |                                                                            |                                                                       |
|---------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------------------|
| <p><b>Diesel efficiency</b></p> | <p><b>Renewable fuels</b><br/>HVO, Ethanol, Biogas, Methanol, Hydrogen</p> | <p><b>Alternative powertrains</b><br/>Hybrid, Electric, Fuel Cell</p> |
|---------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------------------|

## ENERGY MARKET ENABLERS

|                                         |                                         |                                               |                                  |
|-----------------------------------------|-----------------------------------------|-----------------------------------------------|----------------------------------|
| <p>Low fuel consumption development</p> | <p>Renewable fuels widely available</p> | <p>Technology components widely available</p> | <p>Sufficient infrastructure</p> |
|-----------------------------------------|-----------------------------------------|-----------------------------------------------|----------------------------------|



CORE75 engine compatible with biodiesel and renewable diesel (HVO) and other renewable fuels



Fendt e107 V Vario Battery-powered tractor



**NEW GOALS:**  
Lever 7: Developing alternative powertrains  
In 2024, we set a new target to introduce 10 alternative fuel capable, battery electric, and/or hybrid powertrain products by 2033

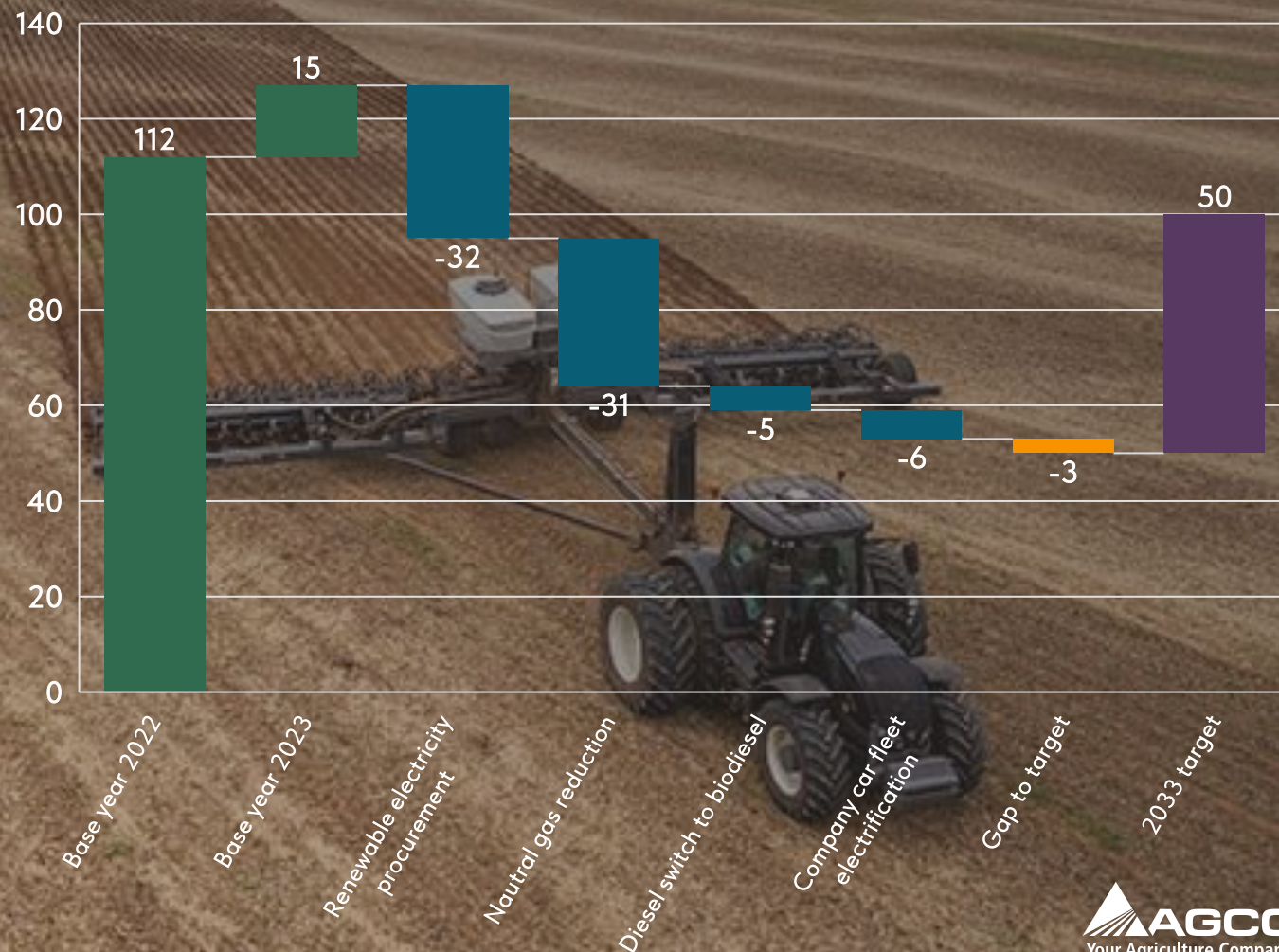
**PROGRESS TO DATE**  
AGCO introduced its first electric tractor series, the Fendt e100 Vario, in 2023. The first model became commercially available in 2024, and the range has since been expanded with an additional model

# DECARBONIZING OUR OPERATIONS

Targeted progress toward reducing absolute Scope 1 and 2 emissions

| GOAL                                                                                | PROGRESS                                              |
|-------------------------------------------------------------------------------------|-------------------------------------------------------|
| Reduce absolute Scope 1 and 2 emissions by 55% by 2033 and 90% by 2050 <sup>1</sup> | ON TRACK<br>37% less absolute Scope 1 and 2 emissions |
| Reach 60% renewable energy across manufacturing sites by 2026                       | ON TRACK<br>37% less absolute Scope 1 and 2 emissions |

## SCOPE 1 AND 2 DECARBONIZATION ROADMAP



# DECARBONIZING OUR VALUE CHAIN

How we are addressing Scope 3 emissions

Improve powertrain efficiency to reduce fuel consumption

Invest in multiple fuel types and technologies across all product horsepower ranges to provide choices that meet farmers' needs

Engage suppliers through EcoVadis to better understand and help improve their sustainability performance



# AGCO'S THREE GROWTH LEVERS WILL DRIVE VOLUME AND MARGIN IMPROVEMENT



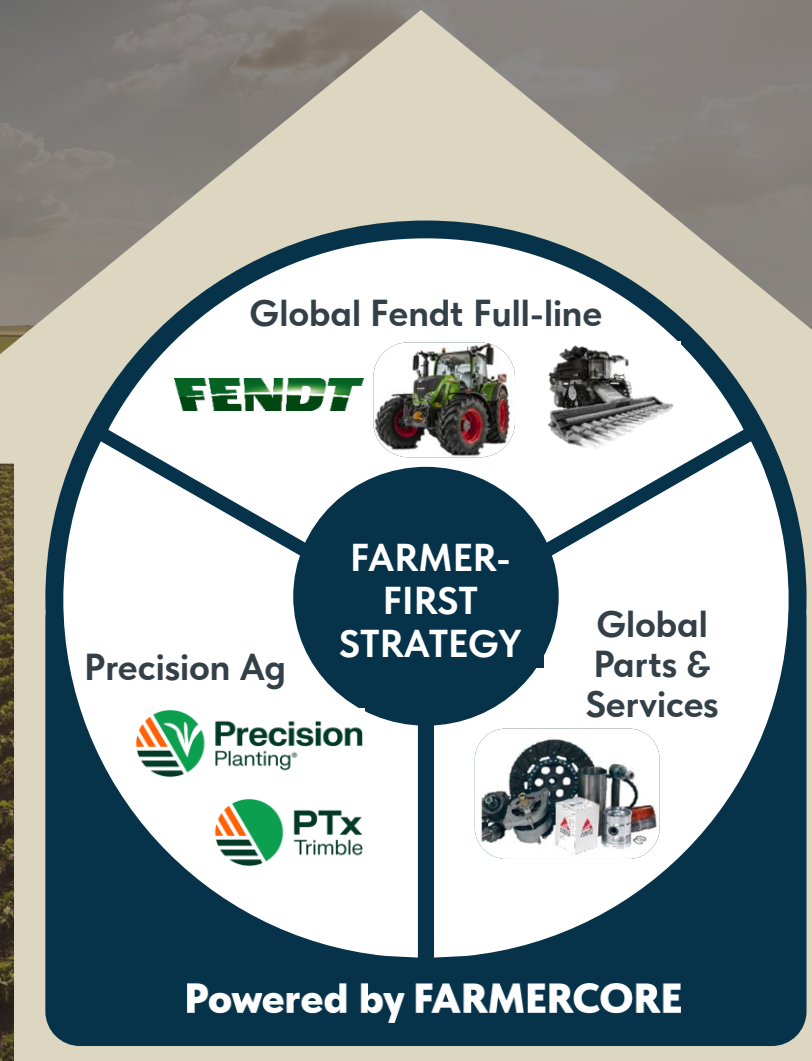
14%-15% adjusted operating margin at mid-cycle by 2029<sup>(1)</sup>



4%-5% above industry volume growth



75%-100% annual Free Cash Flow conversion<sup>(2)</sup>



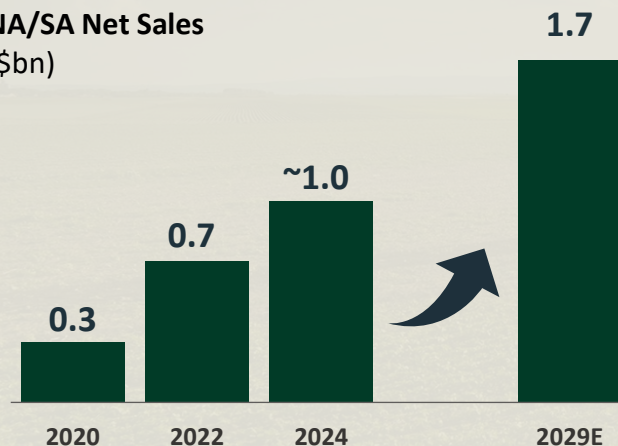
(1) Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

(2) Free Cash Flow Conversion is a non-GAAP measure and is defined as (Cash Flow from Operations less purchases of property, plant and equipment) / Adjusted Net Income. See reconciliations provided in the appendix to this presentation.

# AGCO'S THREE GROWTH LEVERS WILL DRIVE VOLUME AND MARGIN IMPROVEMENT

## UNLOCKING FENDT'S FULL POTENTIAL

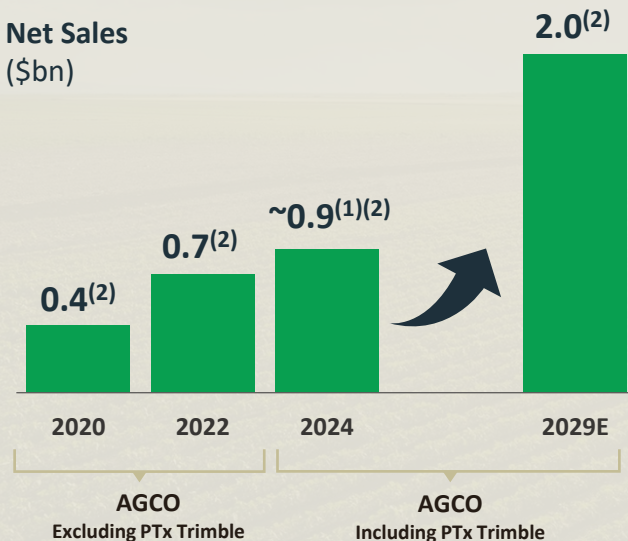
NA/SA Net Sales  
(\$bn)



- ✓ Globalization and full-line product rollout of Fendt brand
- ✓ Targeted growth in North America and South America

## LEADING THE WAY IN PRECISION AG

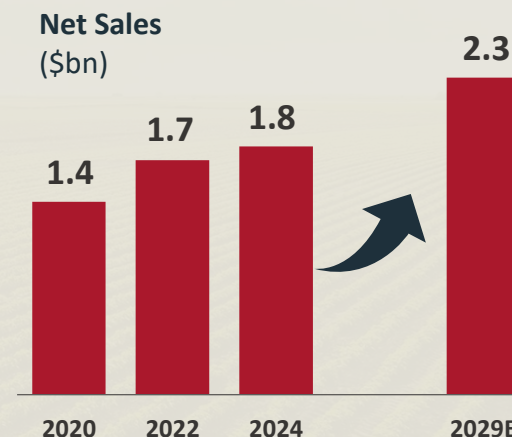
Net Sales  
(\$bn)



- ✓ Expanding addressable market
- ✓ Innovation across all makes (e.g., mixed fleet) enables right to win

## ACCELERATING GLOBAL PARTS GROWTH

Net Sales  
(\$bn)



- ✓ Increasing market share of genuine AGCO parts
- ✓ Industry-leading fill rates
- ✓ Growth aided by FarmerCore

(1) Excludes Q124 PTx Trimble.

(2) Revenue reflects some intercompany sales for equipment attached to AGCO machinery.

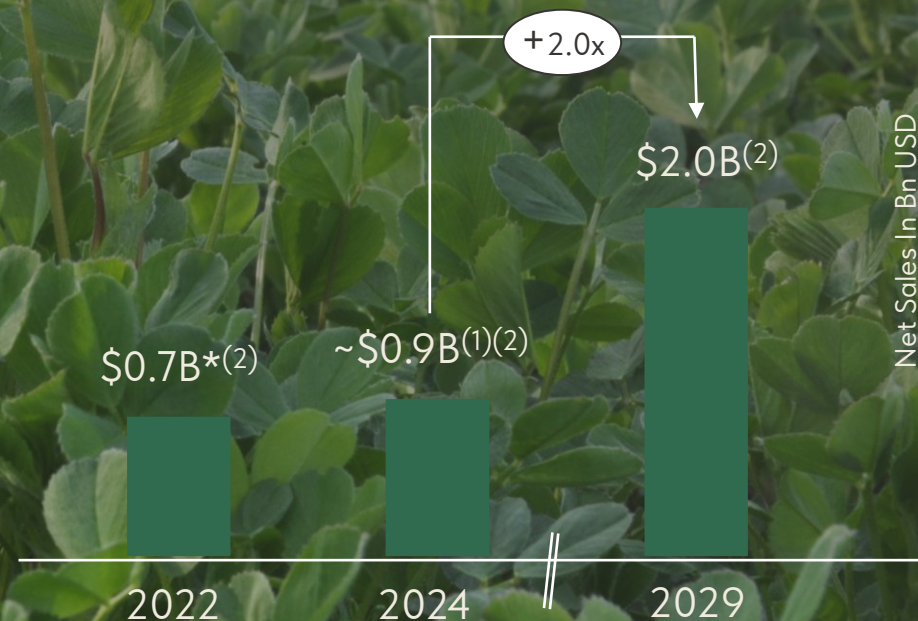
# LEADING THE WAY IN PRECISION AG

Addressing Farmer Needs Today And Tomorrow

Growing Tech Stack Drives High Margin Revenue



Talent Acquisition & Leadership Development



\*not including PTx Trimble

(1) Excludes Q1 24 PTx Trimble.

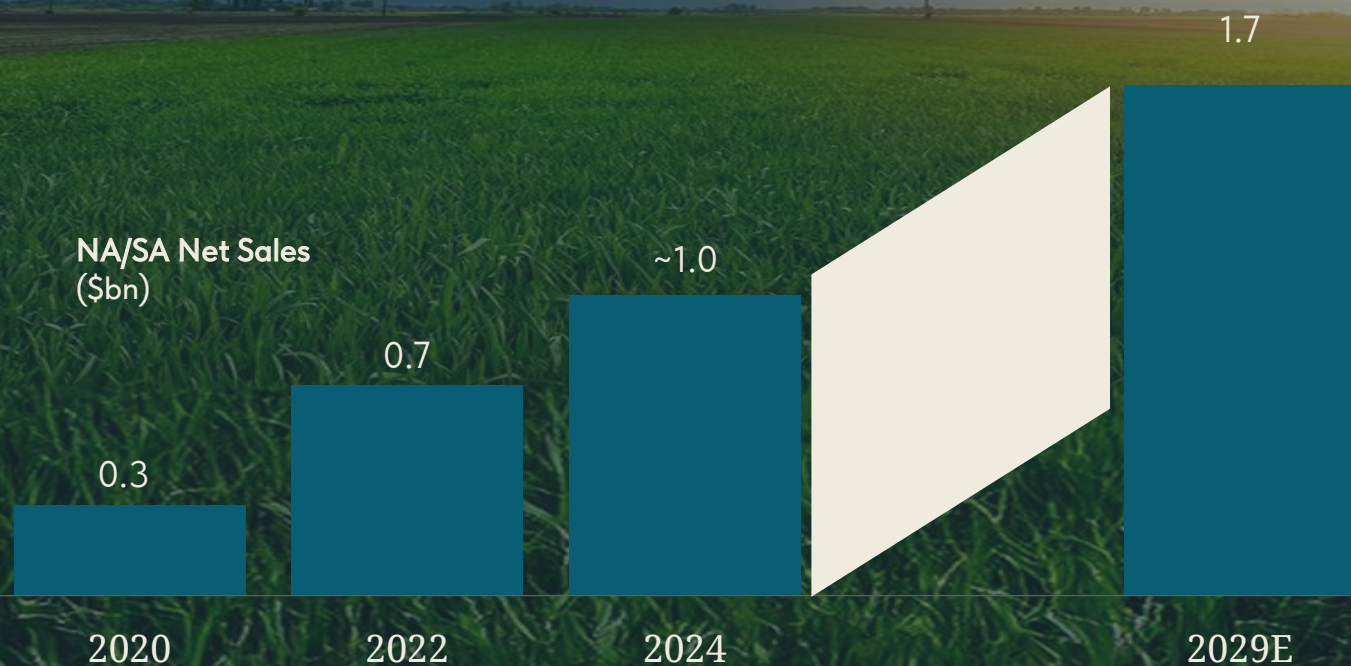
(2) Revenue reflects some intercompany sales for equipment attached to AGCO machinery.

# UNLOCKING FENDT'S FULL POTENTIAL

## Large Market Opportunity

## Proven Track Record of Growth

## Potential Ahead: Key Growth Pillars



1. Fendt Distribution Transformation  
North and South America  
(Coverage & Performance)

2. Product & Technology Offensive  
(Autonomy, Sustainability, Data Platform)

3. Building the Brand  
(Raising Awareness in North and South America)

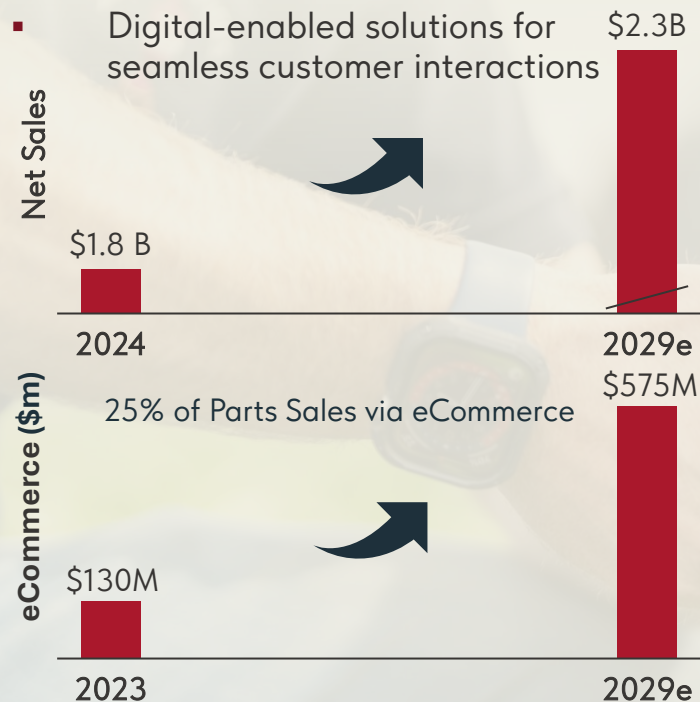
Net Sales: \$150 million (low to mid-range level)

# ACCELERATING GLOBAL PARTS GROWTH

Growth will come from improving parts fill, driving customer loyalty, enhancing digital solutions and continued capital investment

## NET SALES GROWTH DRIVERS

- Right parts at the right place every time with industry-leading fill rates
- Customer loyalty & repurchase rate
- Digital-enabled solutions for seamless customer interactions



## CONTINUED INVESTMENT

- \$23M investment to modernize US and French Parts Distribution Centers
- Infrastructure & Automation: \$12M investment in improvements
- Remanufacturing: ~\$17M investment in Brazil and Finland to increase capacity and expand the portfolio

## OTHER GROWTH LEVERS



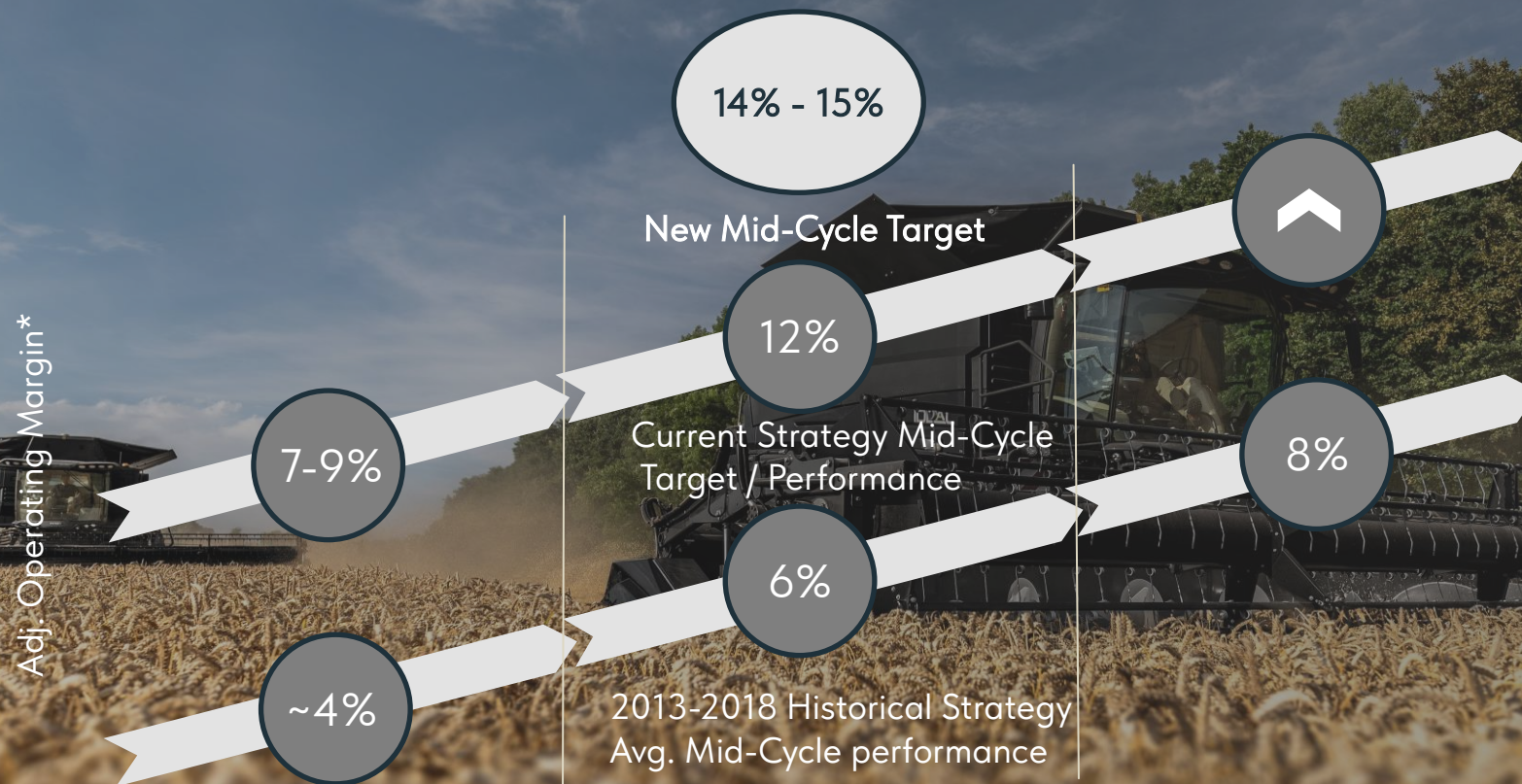
More on-farm capabilities through asset-light approach



Analytics to assess and predict machine behavior

# RAISING THE BAR ON SHAREHOLDER VALUE

## AGCO Increasing Mid-Cycle Adj. Operating Margin Target



New Mid-Cycle Adj. Operating Target of 14% - 15%

\*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

# BUILDING THE AGCO WE WANT: FIVE BIG STRATEGIC SHIFTS



## BUILDING THE PTx ECOSYSTEM

Added high margin technology via Trimble JV



## EXITED GRAIN & PROTEIN

Low margin and low growth



## EXECUTING RE-IMAGINE RESTRUCTURING PROGRAM

Capture \$175-200 Million in expense savings



## EXPANDING FARMERCORE

Unique service delivery model



## TAFE RESOLUTION

Creation of \$1 billion share repurchase program unlocking more shareholder value

**Strategic Transformation Increasing Earnings Trajectory:** Transforming AGCO into a higher-performing, more resilient company – delivering higher highs and higher lows across the cycle

# EXECUTING RE-IMAGINE RESTRUCTURING PROGRAM

Operational efficiencies build a more resilient business

Standardization



Automation



Offshoring



Outsourcing



EFFICIENCY EFFORTS EXPECTED  
TO CONTRIBUTE

~150 bps

OF ADJUSTED OPERATING  
MARGIN IMPROVEMENT

- Previously announced restructuring with \$100-\$125M of run-rate annual savings by year-end 2025
- Efficiency initiatives with structural changes of processes (automate, offshore, outsource) provides additional \$75-\$100M of run-rate annual savings by end of 2026

# EXPANDING FARMERCORE

Drives growth and market share gains through focus on serving farmers the way they choose along the entire ownership cycle

**FARMER  
CORE**

Farmer Experience  
Revolutionized

A blended ecosystem of  
DIGITAL and PHYSICAL  
touchpoints

enabling AGCO, our brands,  
and dealer network to deliver...

...the industry-leading  
farmer experience

1



## Smart Network Coverage

Equip dealers with the best cost-to-serve and deliver industry leading experience

2



## Mobile & On-farm Solutions

Bring end-to-end dealer experience On-Farm (from Machine Demos to Repairs)

3



## Customer-Facing Digital Solutions

Bring end-to-end buying and ownership journey online (from Research to Repairs)

# TAFE RESOLUTION

Agreements offer opportunity to drive shareholder value through Share Repurchase Program

## STRATEGIC BENEFITS

- Removes the TAFE member from the AGCO board and allows management to be focused on the core of our strategy
- Allows us a much more flexible supplier relationship for our farmers

## FINANCIAL IMPLICATIONS

- Enabled AGCO to cash out ownership stake in TAFE for \$260 million, with after-tax proceeds totaling approximately \$230 million
- Gain of \$251.9 million recorded on the sale of the investment

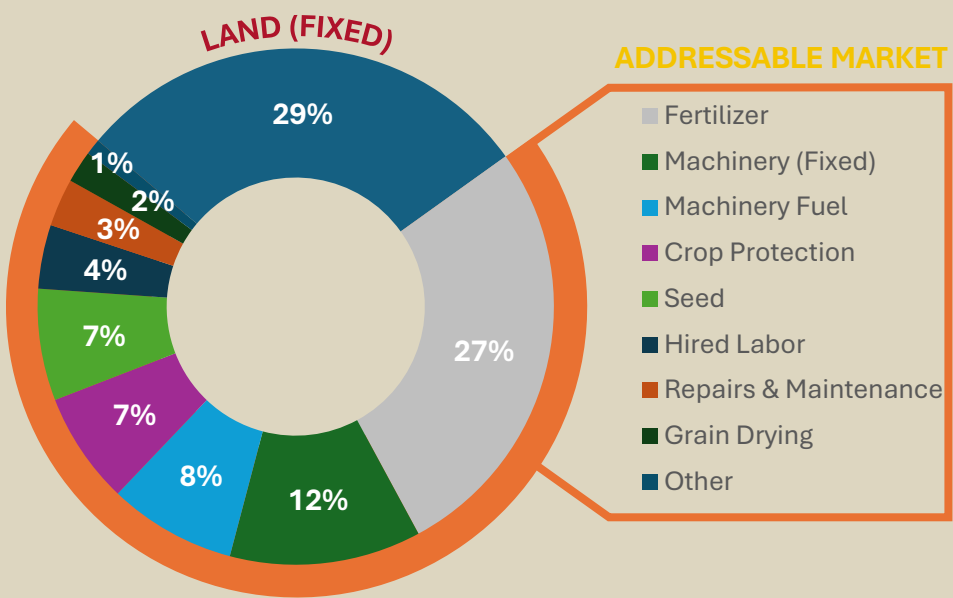
## SHAREHOLDER BENEFITS

- Can now implement share buybacks, which had been restricted due to TAFE's concentrated ownership position
- \$1 billion share repurchase program, the biggest share buyback in our history
- Purchased \$250 million of shares in the fourth quarter of 2025

# PTx (Precision Ag) Deep Dive

# PRECISION AG BUSINESS

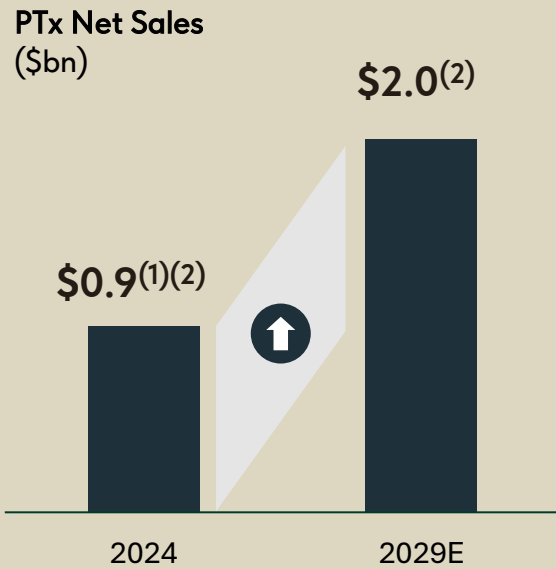
## EXPANDING TOTAL ADDRESSABLE MARKET



## GROWING TECHNOLOGY STACK

- Innovation Across All Makes
- Expanding Global Distribution
- Dedicated Precision Ag Retrofit Channel
- Solutions for Every Season

## DRIVING HIGH MARGIN REVENUE



## EXPANDING BEYOND MACHINERY

1) Revenues from the PTx Trimble joint venture are included from the date of acquisition, April 1, 2024  
2) Revenue reflects some sales for equipment attached to AGCO machinery

# AGCO HAS TAKEN TRANSFORMATIVE STEPS TO FUEL PRECISION AG GROWTH AND BOLSTER ITS RETROFIT FIRST STRATEGY

## RETROFIT FIRST

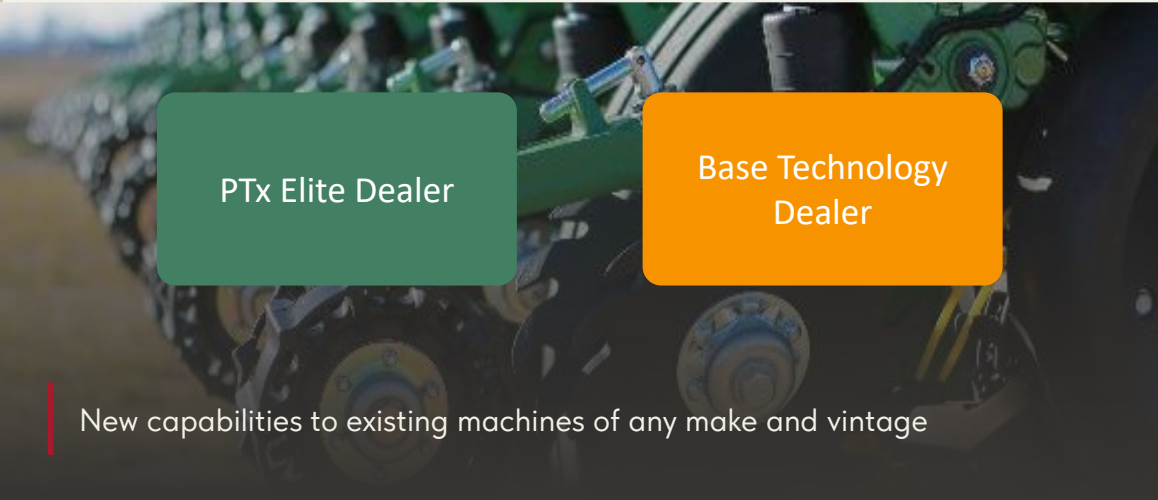
Industry-leading global mixed-fleet precision ag platform enables technology across brands



This section displays the logos of various precision agriculture partners. At the top is the large **PTx** logo. Below it are the **Precision Planting** and **PTx Trimble** logos. Further down are the **FENDT**, **MASSEY FERGUSON** (with a red triangle logo), and **VALTRA** logos. At the bottom of this section is the text "100+ OTHER OEMS".

# OUR PTX DISTRIBUTION NETWORK IS GROWING, WITH A CLEAR GO-TO-MARKET STRATEGY AND DIFFERENTIATED SERVICE OFFERING

## AFTERMARKET & RETROFIT



PTx Elite Dealer

Base Technology Dealer

New capabilities to existing machines of any make and vintage



## PTx OEM SOLUTIONS



OEM Customers

Technology and services for OEM customers around the world, including AGCO's equipment brands: Fendt, Massey Ferguson and Valtra



MASSEY FERGUSON



100+ OTHER OEMS

Global Expansion: Increasing Channel Coverage

# AGCO'S TECHNOLOGY PRODUCTS HAVE CONTINUED TO ADVANCE AND IMPROVE FARMER PRODUCTIVITY AND PROFITABILITY GLOBALLY

## COMMERCIALIZED 14 NEW TECHNOLOGY PRODUCTS IN 2025

### Major New Products

| Precision Planting                                                                  | PTx Trimble                                                                       |                    |
|-------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|--------------------|
|    |                                                                                   | Radicle Agronomics |
|                                                                                     |  | OutRun Autonomy    |
|                                                                                     |  | FarmENGAGE         |
|  |                                                                                   | Symphony           |

## TECHNOLOGY PRODUCTS ALLOW FOR RECURRING REVENUE ACROSS THE CROP CYCLE



### Annual Recurring Revenue (ARR) Solutions Across Multiple Stages of Crop Cycle

Correction Services

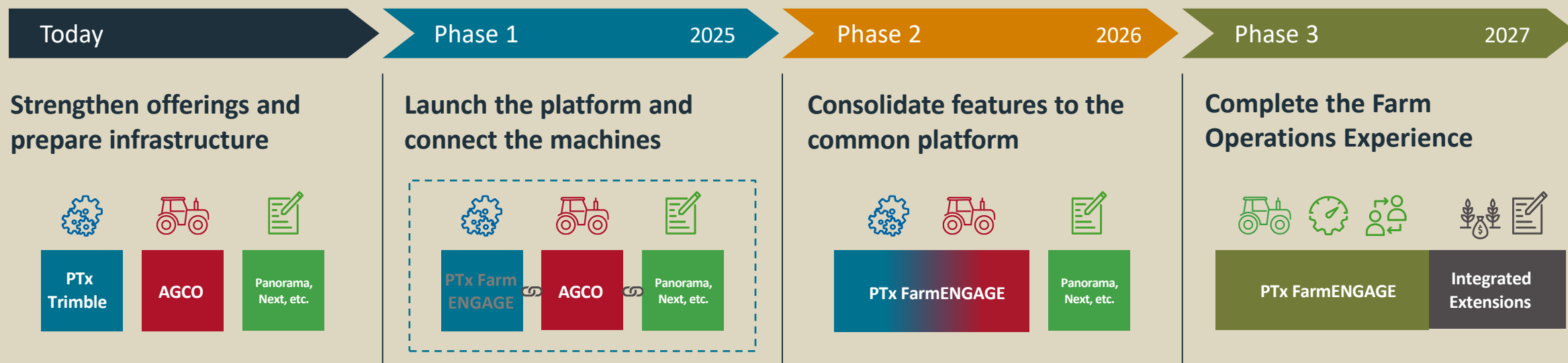
OutRun Autonomy

FarmENGAGE

Panorama

Radicle

# DATA PLATFORM ROADMAP



## Key Deliverables

Existing PTx Trimble offering, **plus** these new features

- PTx Branding & Common login
- Enable existing apps to be used together
- Connectivity Center to connect AGCO equipment
- John Deere Operations Center integration

- AGCO Connect functionality in FarmENGAGE
- FendtOne functionality in FarmENGAGE
- NEXT Farming Automatic documentation in FarmENGAGE

- New Farm Operations web and mobile user experience
- Full-featured machine and agronomic task management
- Mixed fleet data sync to cloud and machine to machine data share

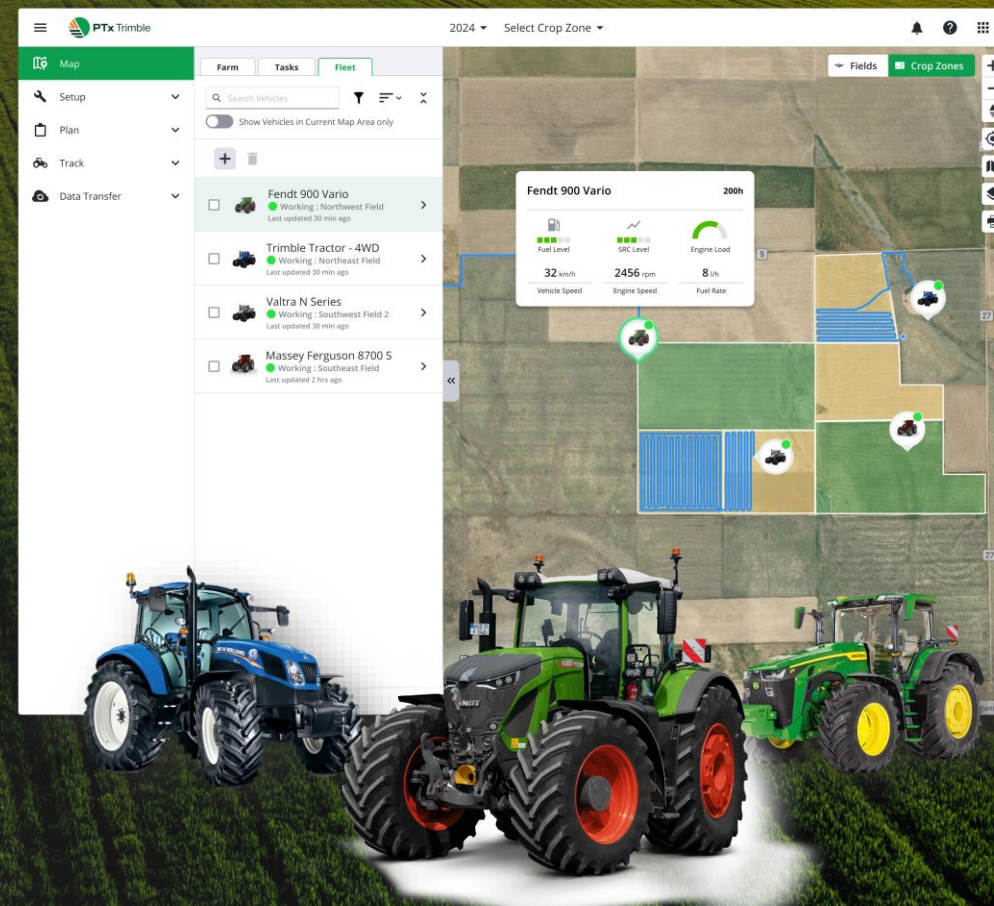
# THE MIXED FLEET FUTURE

Differentiated end-state vision connecting machines of all brands, models and ages

Expedited execution plan building upon existing PTx technology

Aligned organization delivered initial step in 2025 and on track to deliver the complete vision by 2027

**PTx will become the preferred platform for managing Operations across the Mixed Fleet Farm**



# PRECISION AG UPTAKE VARIES ACROSS GEOGRAPHIES AND PROVIDES OPPORTUNITY FOR REVENUE GROWTH

## TECH PENETRATION RATES BY REGION

|                          | EUROPE    | ASIA PACIFIC | NORTH AMERICA | SOUTH AMERICA |
|--------------------------|-----------|--------------|---------------|---------------|
| Guidance                 | 60% – 75% | 30% – 50%    | 70% – 85%     | 25% – 40%     |
| Variable Rate Technology | 35% – 50% | 15% – 30%    | 40% – 60%     | 10% – 20%     |
| Farm Management Software | 45% – 60% | 25% – 40%    | 50% – 65%     | 20% – 30%     |
| Autonomy                 | Low       | Low          | Low           | Low           |
| Targeted Spraying        | Low       | Low          | Low           | Low           |



## HIGH-TECH GROWTH BEYOND EUROPE



North America

- Strong presence through PTx Elite dealers
- Growth in Fendt market share
- Launch market for many new tech products – Symphony Vision, OutRun, Radicle

South America

- Growing R&D investment
- Local design and manufacture for all machinery except Fendt and MF High Horsepower tractors
- Growing PTx presence
- Growth in Fendt market share, especially Momentum planters

# AGCO LEVERAGES AI ACROSS THE BUSINESS TO ENABLE BETTER OUTCOMES FOR FARMERS

## IN PRODUCT DEVELOPMENT

- Rapidly search thousands of global customer surveys to identify current farmer pain points to prioritize features
- Shortens product development times by allowing real time experimentation and optimization

## IN PRODUCT PERFORMANCE

- Precision Planting Symphony Vision system processes ~7,500 pictures per minute to identify weeds and cut post emergent herbicide by as much as 70%
- Combine grain quality sensor analyzes 3 images per second to ensure proper settings and ultimately a higher price per bushel for farmers

## IN CUSTOMER SUPPORT

- Millions of pages of product manuals can be instantly searched and summarized, enabling AI chat agents to solve problems faster
- AI chat agents reduce time to fix versus traditional troubleshooting methods

# AGCO'S \$2 BILLION REVENUE AMBITION FOR 2029 IS REAFFIRMED

Operate as one business, eliminate overlaps and optimize the operations

## FOCUSING ON GROWTH

Net Sales  
(\$bn)

\$0.9<sup>(1)(2)</sup>



2024

2029E

\$2.0<sup>(2)</sup>



PTx GROWTH PILLARS

## OPTIMIZING PERFORMANCE

- Operating Model Implementation
- Realized promised cost synergies through a consolidated organizational structure



PTx TRANSFORMATION

## ORGANIZATION & OPERATIONAL EFFICIENCY

- Global range of manufacturing and sourcing capabilities
- Best-cost country opportunities
- Streamline and align enablement functions
- Drive sales force excellence
- Common systems and collaboration tools



PTx ENABLERS

1) Excludes Q124 PTx Trimble.

2) Revenue reflects some intercompany sales for equipment attached to AGCO machinery.

# PTX GROWTH PILLARS

## Retrofit First & Innovation

- 3-5 new products launched per year
- Rapidly iterate and perfect products for unaddressed farmer needs

## Global Expansion

- Increase Full-Line Technology dealer coverage
- Engage new OEM Accounts
- Increase portfolio offering to OEM's



## Solutions for Every Season

- Accelerate Sprayer portfolio rollout
- Execute Connected Cloud strategy
- Globalize product portfolio

## Channel Development

- Launch channel strategy evolution
- Improve dealer performance as solutions experts for farmers
- Onboard new dealers

# RETROFIT STRATEGY



## INCREASING ADDRESSABLE MARKET

Disruptive Change to How Inputs are Used (e.g., Targeted Spraying Reducing Chemical Need)

Approximately 7% of farmers buy new equipment each year



## SPEED TO MARKET

Specialized Channel to Take Innovations to Market Multiple Years Earlier, as Compared to Traditional OEMs



## ACCELERATING ADOPTION OF TECH SOLUTIONS

Incrementalize Farmer Investments

Lowering Start-Up Costs for Technology Adoption



## INCREASING FARMER PROFITABILITY

Input Savings and Yield Improvement



## DRIVING SUSTAINABILITY

Making Machine Park More Efficient and More Productive

**90% OF RETROFIT ITEMS** are Leveraged on Non-AGCO Products

# SOLUTIONS FOR EVERY SEASON: EXPANDING OUR PORTFOLIO

What Began With Guidance & Planting Technology Has Expanded To Other Stages Of The Crop Cycle



Disruptive technologies that transform the way of agriculture for the future

| New Entrants | Disruptive technologies that transform the way of agriculture for the future |                                    |                               |                                |
|--------------|------------------------------------------------------------------------------|------------------------------------|-------------------------------|--------------------------------|
|              | <p>Outrun<br/>Autonomous<br/>Grain Handling</p>                              | <p>Symphony<br/>Targeted Spray</p> | <p>Radicle<br/>Agronomics</p> | <p>Planter<br/>Innovations</p> |

Increasing capabilities and availability of known solutions solving customer problems

| Growth Areas | Increasing capabilities and availability of known solutions solving customer problems |                  |                           |                                      |                  |
|--------------|---------------------------------------------------------------------------------------|------------------|---------------------------|--------------------------------------|------------------|
|              | Guidance & Steering                                                                   | Sprayer Offering | Digital Farming Solutions | Implement Task Control Globalization | Water Management |

# FARMER'S ABILITY TO CHOOSE PUTS THEM IN CONTROL

Our platform approach generates value for farmers and PTx year after year

## Farmers Hold the Choice

- Brand of equipment to use our technology on
- Age of equipment to use our technology on
- Feature levels of our technology to use
- Dealer that supports them the best
- Future: how to pay for our technology

Providing farmers with a choice allows us to price for the value we provide

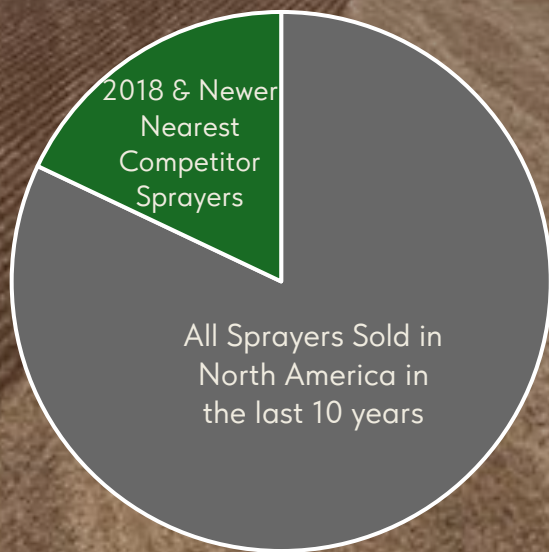
Visualize the job from anywhere



# SOLUTIONS FOR EVERY SEASON: TARGETED SPRAYING

Delivers more value, with a larger market potential offering more value

## Sprayer Market Compatibility



- Addressable Market - Precision Planting
- Addressable Market - Nearest Competitor

<sup>1</sup>For a sprayer in the U.S. with a 120' boom; includes the price of the required PWM Nozzle system

<sup>2</sup>Assumptions: 3,000-acre farm, 3 passes per year, 50% weed density, common E3 soybean herbicide program

|                                               | Symphony Vision   Rate          | Symphony Vision   Spot | 2018 & Newer Nearest Competitor   |
|-----------------------------------------------|---------------------------------|------------------------|-----------------------------------|
| PWM Nozzle Control                            | ✓                               | ✓                      | ✓                                 |
| Independent Rate & Pressure Control           | ✓                               | ✓                      | ✓                                 |
| Nozzle by Nozzle Swath Control                | ✓                               | ✓                      | ✓                                 |
| Variate Rate with Prescription Map            | ✓                               | ✓                      | ✓                                 |
| Weed Scouting Map & Metrics                   | ✓                               | ✓                      | ✓                                 |
| Crop Scouting Metrics                         | ✓                               | ✓                      | ✗                                 |
| Automatic Scouting Image Snapshots            | ✓                               | ✓                      | ✓                                 |
| Live Vision Variable Rate Control (GoG & GoB) | ✓                               | ✓                      | ✗                                 |
| Spot Spray Control (GoG & GoB)                | ✗                               | ✓                      | ✓                                 |
| <sup>1</sup> Price                            | \$72,000                        | \$114,000              | \$85,000 + \$5 per unsprayed acre |
| <sup>2</sup> Per Acre Savings (\$/ac)         | Variable based on weed pressure | \$13                   | \$10.50                           |

# CHANNEL DEVELOPMENT: PTx SERVES FARMERS IN DIFFERENTIATED WAYS



**AFTERMARKET & RETROFIT**

---

New capabilities to existing machines of any make and vintage



**PTx OEM SOLUTIONS**

---

Technology and services for OEM customers around the world, including AGCO's equipment brands: Fendt, Massey Ferguson and Valtra



**PTx Trimble**



**Precision Planting®**

**FULL LINE & BASE TECH PRECISION AG DEALERS**





MASSEY FERGUSON



**100+ OTHER OEMS**

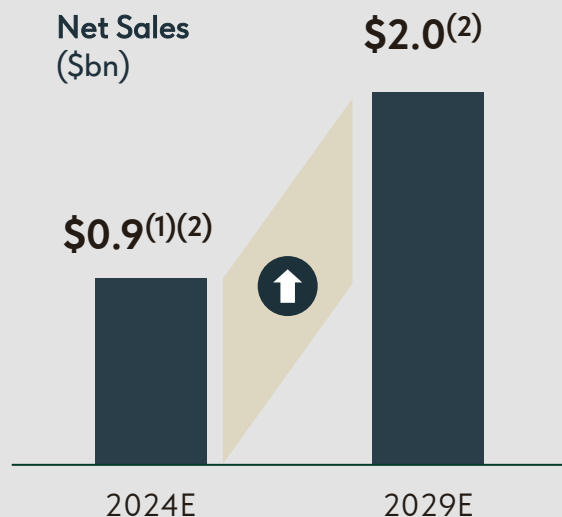
Global Expansion: Increasing Channel Coverage



# PTx TRANSFORMATION UNLOCKS PROMISED SYNERGIES

Operate As One Business, Eliminate Overlaps, And Optimize The Operations

## FOCUSING ON GROWTH



 PTx GROWTH PILLARS

## OPTIMIZING PERFORMANCE

### Operating Model Implementation

Realized promised cost synergies through a consolidated organizational structure

 PTx TRANSFORMATION

## ORGANIZATION & OPERATIONAL EFFICIENCY

Global range of manufacturing and sourcing capabilities

Best-cost country opportunities

Streamline and align enablement functions

Drive Sales Force excellence

Common systems and collaboration tools

 PTx ENABLERS

<sup>(1)</sup> Excludes Q1 24 PTx Trindle

<sup>(2)</sup> Revenue reflects some intercompany sales for equipment attached to AGCO machinery

# AGCO IS FOCUSED ON IMPROVING FARMER OUTCOMES THROUGH ADVANCED TECHNOLOGY

We Develop Solutions That Are Actionable and In-Line With Farmers' Needs Today While Preparing for Tomorrow



**AGCO's strategy  
is clear &  
differentiated**



**PTx is a leading  
farmer-focused  
innovator in the  
market**



**Channel offers  
upside and is on  
track**

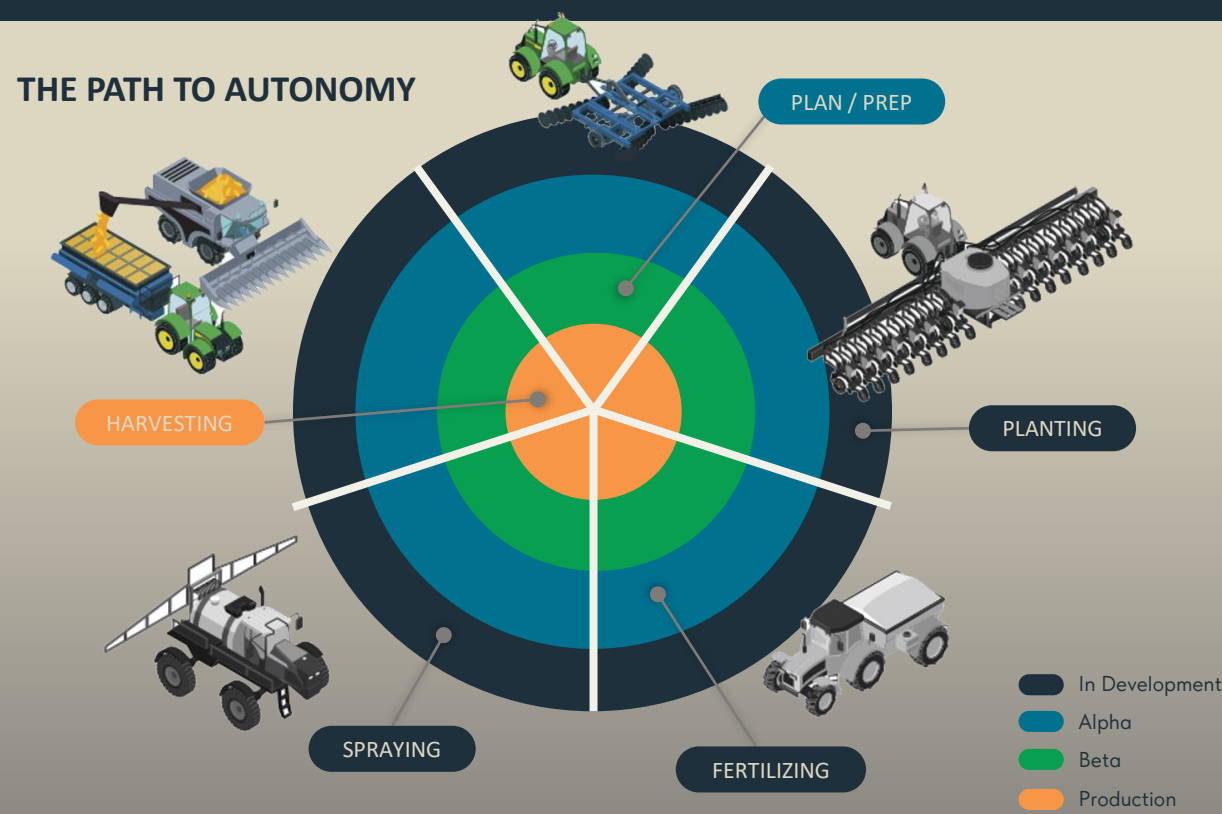


**\$2B high margin  
revenue is  
achievable**

# AGCO IS POSITIONED VERY WELL TO WIN

The next decade will be focused on automating challenging farmer tasks to enable full autonomy

Bundling features and automating each phase of the crop cycle is the future



AGCO has three tools in its portfolio to support the technological evolution:



Products are designed for autonomy



Data platform



Dedicated retrofit channel

# Strengthening our Financial Outlook



# FINANCIAL GOALS

## 2029 TARGET



14% - 15%

Adj. Operating Margin  
at Mid-Cycle<sup>(1)</sup>

## ANNUAL PERFORMANCE



4% - 5%

Above Industry  
Volume Growth



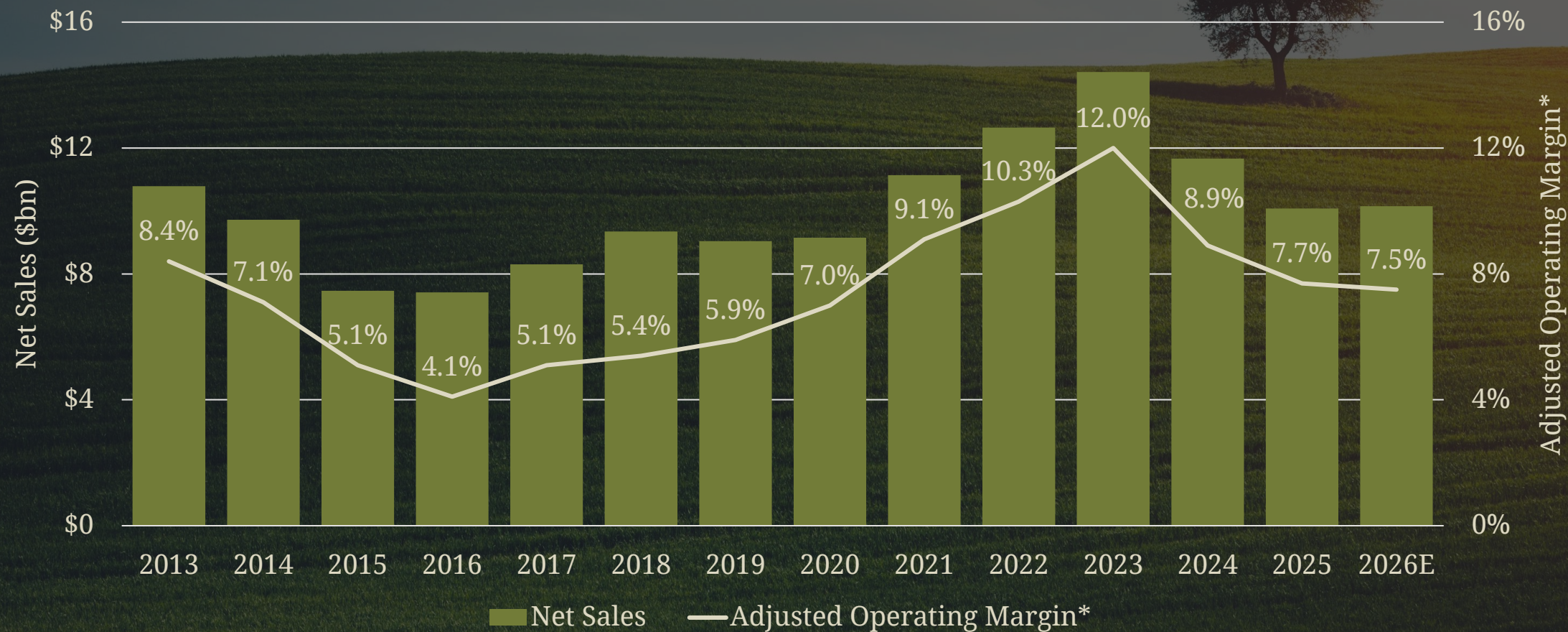
75% - 100%

Annual Free Cash  
Flow Conversion<sup>(2)</sup>

1) Adjusted operating margins are adjusted to midcycle based on a comparison of the current agricultural equipment industry sales to the industry's 10-year historical average. If industry sales are above the 10-year average, margins are normalized down to midcycle using a best-fit line equation. Conversely, in years with sales below the 10-year average, margins are normalized up to midcycle using the same equation. This approach aims to align operating margins with historical patterns, considering the cyclicity of the industry.

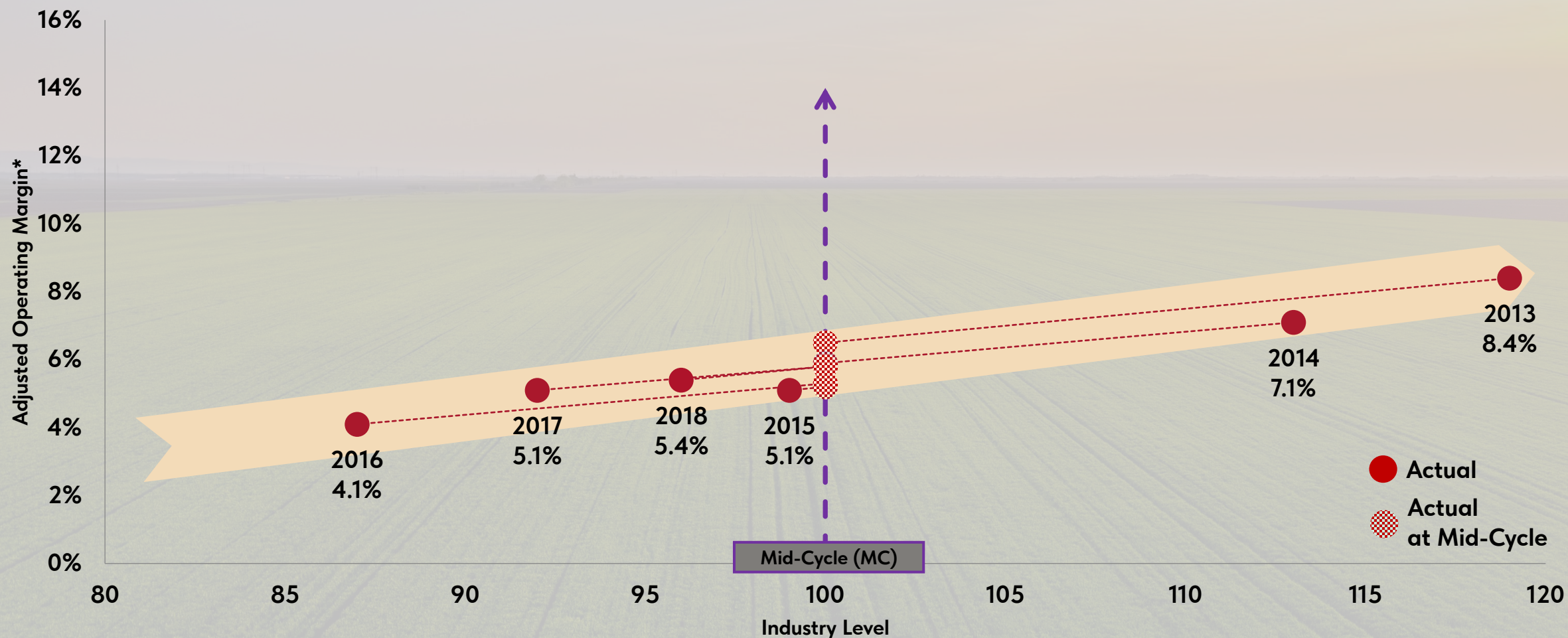
2) Free Cash Flow Conversion is a non-GAAP measure and is defined as (Cash Flow from Operations less purchases of property, plant and equipment) / Adjusted Net Income.

# AGCO HAS DELIVERED MARGIN IMPROVEMENT THROUGH THE CYCLE AND TAKEN DECISIVE ACTION IN THE DOWNTURN



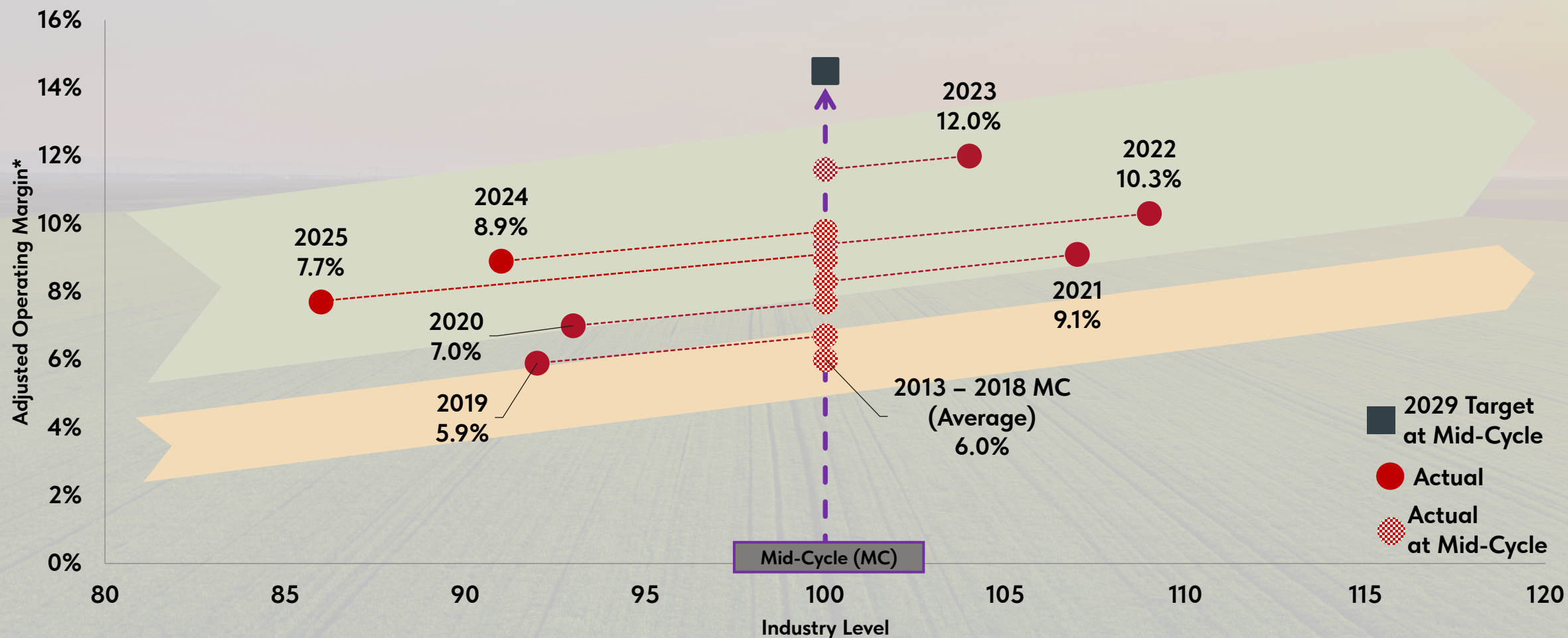
\*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.  
2026E numbers are taken as the midpoints of the guidance ranges.

# HISTORICAL ADJUSTED OPERATING MARGINS – OLD AGCO



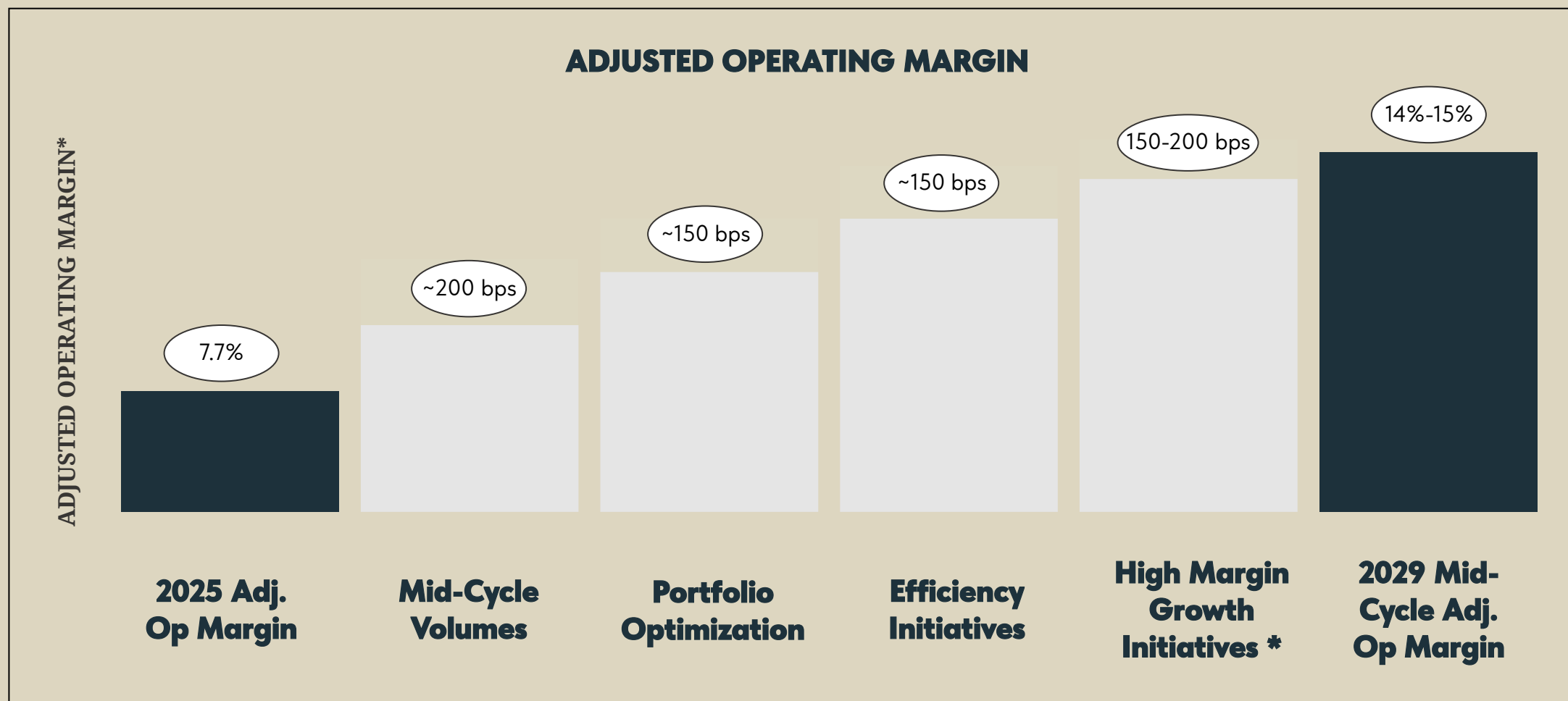
\*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

# HISTORICAL ADJUSTED OPERATING MARGINS – CURRENT STRATEGY



\*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

# PATH TO NEW MID-CYCLE MARGIN TARGET



\*Excludes the benefit of Mid-Cycle volumes, Fuse sales and is net of related incremental R&D expense.

# OUR STRATEGIC ACTIONS OPTIMIZE THE BUSINESS AND ENHANCE OUR COMPETITIVE POSITION

**Long-term Focus On High-growth, High-margin and Significant Free Cash Flow Generating Businesses**

## Divestiture



Non-core, lower-margin business

## Acquisition



Industry-leading global mixed-fleet  
Precision Ag platform

**~150 bps Mid-Cycle Adj. Operating Margin\* Benefit**

\*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

# FOCUSED EFFICIENCY INITIATIVES CONTRIBUTE ~\$175M - \$200M IMPROVEMENT IN SG&A

## TARGETED SAVINGS



**~150 bps**

of Adj. Operating Margin Improvement  
(run-rate by year-end 2026)

## EFFECTS ON SG&A

- ✓ Establishing sustainable changes in way of working that persist in 2026 and beyond
- ✓ Structural changes of processes (e.g., automate, offshore, outsource)
- ✓ \$100-\$125M restructuring run-rate annual savings by year-end 2025

# STRONG BALANCE SHEET AND FREE CASH FLOW

Supports Investment Through the Cycle

## Balanced Capital Allocation Priorities



**ENGINEERING**  
Investment at ~5% of Net Sales



**CAPITAL EXPENDITURES**  
Increasing Capacity while Modernizing Operations

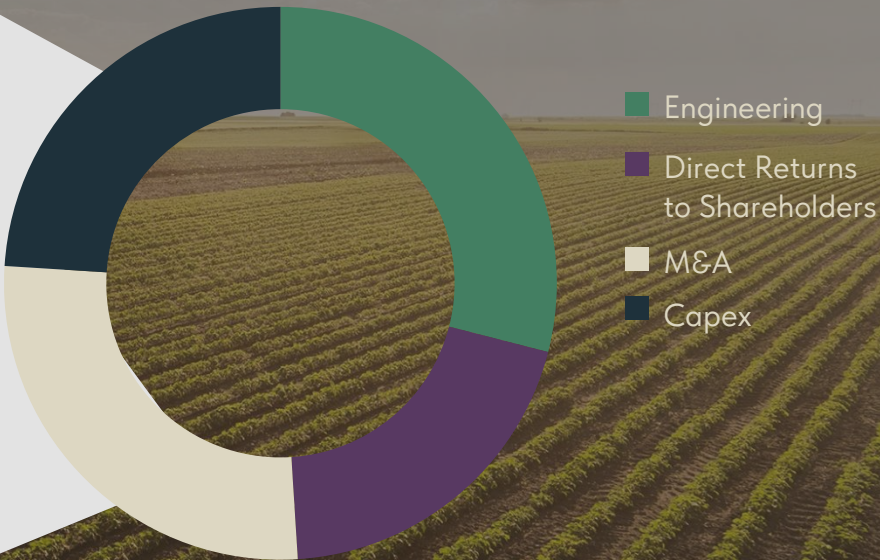


**DIVIDENDS**  
Reflective of Quarterly and Special Variable Dividends



**STRATEGIC M&A**  
Focused on Technology Advancements and Portfolio Expansion

**~\$8 Billion In Capex, M&A and Direct Returns Over Last 5 Years**



**Investment Grade Balance Sheet With Limited Calls On Cash Provides Significant Opportunities**

# Non-GAAP To GAAP Reconciliation

(In millions)

|                                                       | Years Ended December 31, |                   |                           |                   |                   |                 |
|-------------------------------------------------------|--------------------------|-------------------|---------------------------|-------------------|-------------------|-----------------|
|                                                       | 2025                     | 2024              | 2023                      | 2022              | 2021              | 2020            |
|                                                       | Income From              | Income (Loss)     | Income From               | Income From       | Income From       | Income From     |
|                                                       | Operations               | From              | Operations <sup>(1)</sup> | Operations        | Operations        | Operations      |
|                                                       |                          | Operations        |                           |                   |                   |                 |
| As reported                                           | \$ 595.7                 | \$ (122.1)        | \$ 1,700.4                | \$ 1,265.4        | \$ 1,001.4        | \$ 599.7        |
| Impairment charges                                    | 10.0                     | 369.5             | 4.1                       | 36.0              | -                 | 20.0            |
| Restructuring expenses                                | 82.2                     | 172.7             | 11.9                      | 6.1               | 15.3              | 19.7            |
| Amortization of PTx Trimble acquired intangibles      | 60.7                     | 48.2              | -                         | -                 | -                 | -               |
| Loss on sale of business                              | 10.8                     | 507.3             | -                         | -                 | -                 | -               |
| Non-cash expense related to waived stock compensation | -                        | -                 | -                         | -                 | -                 | -               |
| Transaction-related costs                             | 21.6                     | 67.7              | 16.0                      | -                 | -                 | -               |
| As adjusted                                           | <u>\$ 781.0</u>          | <u>\$ 1,043.3</u> | <u>\$ 1,732.3</u>         | <u>\$ 1,307.5</u> | <u>\$ 1,016.7</u> | <u>\$ 639.4</u> |

1) Rounding may impact the summation of amounts.

# Non-GAAP To GAAP Reconciliation

(In millions)

|                                                       | Years Ended December 31,  |                           |                           |                           |                           |                           |
|-------------------------------------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
|                                                       | 2019                      | 2018                      | 2017                      | 2016                      | 2015                      | 2014                      |
|                                                       | Income From<br>Operations | Income From<br>Operations | Income From<br>Operations | Income From<br>Operations | Income From<br>Operations | Income From<br>Operations |
| As reported                                           | \$ 348.1                  | \$ 489.0                  | \$ 404.4                  | \$ 288.4                  | \$ 361.1                  | \$ 646.5                  |
| Impairment charges                                    | 176.6                     | -                         | -                         | -                         | -                         | -                         |
| Restructuring expenses                                | 9.0                       | 12.0                      | 11.2                      | 11.9                      | 22.3                      | 46.4                      |
| Amortization of PTx Trimble acquired intangibles      | -                         | -                         | -                         | -                         | -                         | -                         |
| Loss on sale of business                              | -                         | -                         | -                         | -                         | -                         | -                         |
| Non-cash expense related to waived stock compensation | -                         | -                         | 4.8                       | -                         | -                         | -                         |
| Transaction-related costs                             | -                         | -                         | -                         | -                         | -                         | -                         |
| As adjusted                                           | <u>\$ 533.7</u>           | <u>\$ 501.0</u>           | <u>\$ 420.4</u>           | <u>\$ 300.3</u>           | <u>\$ 383.4</u>           | <u>\$ 692.9</u>           |

# Non-GAAP To GAAP Reconciliation

(In millions)

|                                                | Years Ended December 31, |             |             |             |             |            |
|------------------------------------------------|--------------------------|-------------|-------------|-------------|-------------|------------|
|                                                | 2025                     | 2024        | 2023        | 2022        | 2021        | 2020       |
| Net sales                                      | \$ 10,082.0              | \$ 11,661.9 | \$ 14,412.4 | \$ 12,651.4 | \$ 11,138.3 | \$ 9,149.7 |
| Income (loss) from operations                  | 595.7                    | (122.1)     | 1,700.4     | 1,265.4     | 1,001.4     | 599.7      |
| Adjusted income from operations <sup>(1)</sup> | \$ 781.0                 | \$ 1,043.3  | \$ 1,732.3  | \$ 1,307.5  | \$ 1,016.7  | \$ 639.4   |
| Operating margin <sup>(2)</sup>                | 5.9%                     | (1.0)%      | 11.8%       | 10.0%       | 9.0%        | 6.6%       |
| Adjusted operating margin <sup>(2)</sup>       | 7.7%                     | 8.9%        | 12.0%       | 10.3%       | 9.1%        | 7.0%       |

1) Refer to the previous table for the reconciliation of income from operations to adjusted income from operations.

2) Operating margin is defined as the ratio of income from operations divided by net sales. Adjusted operating margin is defined as the ratio of adjusted income from operations divided by net sales.

# Non-GAAP To GAAP Reconciliation

(In millions)

|                                                | Years Ended December 31, |            |            |            |            |            |
|------------------------------------------------|--------------------------|------------|------------|------------|------------|------------|
|                                                | 2019                     | 2018       | 2017       | 2016       | 2015       | 2014       |
| Net sales                                      | \$ 9,041.4               | \$ 9,352.0 | \$ 8,306.5 | \$ 7,410.5 | \$ 7,467.3 | \$ 9,723.7 |
| Income from operations                         | 348.1                    | 489.0      | 404.4      | 288.4      | 361.1      | 646.5      |
| Adjusted income from operations <sup>(1)</sup> | \$ 533.7                 | \$ 501.0   | \$ 420.4   | \$ 300.3   | \$ 383.4   | \$ 692.9   |
| Operating margin <sup>(2)</sup>                | 3.9%                     | 5.2%       | 4.9%       | 3.9%       | 4.8%       | 6.6%       |
| Adjusted operating margin <sup>(2)</sup>       | 5.9%                     | 5.4%       | 5.1%       | 4.1%       | 5.1%       | 7.1%       |

1) Refer to the previous table for the reconciliation of income from operations to adjusted income from operations.

2) Operating margin is defined as the ratio of income from operations divided by net sales. Adjusted operating margin is defined as the ratio of adjusted income from operations divided by net sales.

# Non-GAAP To GAAP Reconciliation

(Adjusted Operating Margins at Mid-Cycle)

| Year                      | Operating Margin | Adjustments | Adjusted Operating Margin | Midcycle Normalization <sup>(2)</sup> | Midcycle Adjusted Margin |
|---------------------------|------------------|-------------|---------------------------|---------------------------------------|--------------------------|
| 2025                      | 5.9%             | 1.8%(3)     | 7.7%                      | 1.3%                                  | 9.0%                     |
| 2024                      | -1.0%            | 9.9%(3)     | 8.9%                      | 0.9%                                  | 9.8%                     |
| 2023                      | 11.8%            | 0.2%(4)     | 12.0%                     | -0.4%                                 | 11.6%                    |
| 2022                      | 10.0%            | 0.3%(5)     | 10.3%                     | -0.9%                                 | 9.4%                     |
| 2021                      | 9.0%             | 0.1%(6)     | 9.1%                      | -0.7%                                 | 8.4%                     |
| 2020                      | 6.6%             | 0.4%(5)     | 7.0%                      | 0.7%                                  | 7.7%                     |
| 2019                      | 3.9%             | 2.0%(5)     | 5.9%                      | 0.8%                                  | 6.7%                     |
| 2012 -2018 <sup>(1)</sup> | 5.8%             | 0.2%        | 6.0%                      | -0.3%                                 | 5.7%                     |

| (1) Year | Operating Margin | Adjustments | Adjusted Operating Margin |
|----------|------------------|-------------|---------------------------|
| 2018     | 5.2%             | 0.2%(6)     | 5.4%                      |
| 2017     | 4.9%             | 0.1%(7)     | 5.0%                      |
| 2016     | 3.9%             | 0.2%(6)     | 4.1%                      |
| 2015     | 4.8%             | 0.3%(6)     | 5.1%                      |
| 2014     | 6.6%             | 0.5%(6)     | 7.1%                      |
| 2013     | 8.4%             | 0.0%        | 8.4%                      |
| 2012     | 7.0%             | 0.2%(8)     | 7.2%                      |
| Average  | 5.8%             | 0.2%        | 6.0%                      |

2) Adjusted operating margins are adjusted to midcycle based on a comparison of the current agricultural equipment industry sales to the industry's 10-year historical average. If industry sales are above the 10-year average, margins are normalized down to midcycle using a best-fit line equation. Conversely, in years with sales below the 10-year average, margins are normalized up to midcycle using the same equation. This approach aims to align operating margins with historical patterns, considering the cyclicity of the industry.

3) Adjustments to operating margin include impairment charges, restructuring expenses, amortization of PTx Trimble acquired intangibles, loss on sale of business and transaction-related costs

4) Adjustments to operating margin include impairment charges, restructuring expenses, and transaction-related costs

5) Adjustments to operating margin include impairment charges and restructuring expenses

6) Adjustments to operating margin include restructuring expenses

7) Adjustments to operating margin include restructuring expenses and non-cash expense related to waived stock compensation

8) Adjustments to operating margin include impairment charges





July 30, 2026

# Second Quarter 2026

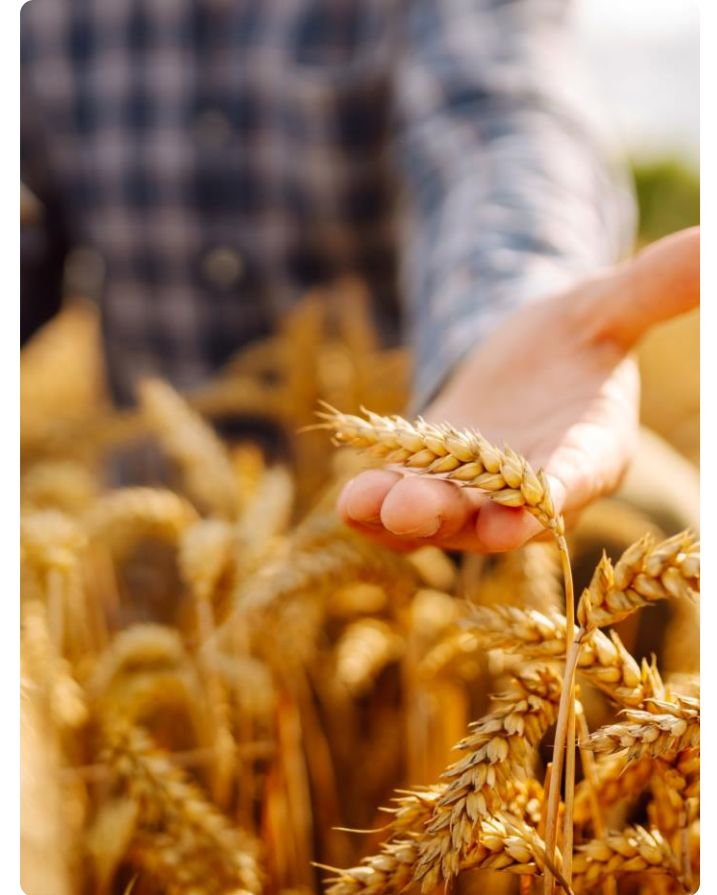
Financial and Operational Results



# Safe Harbor

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Forward-looking statements in this presentation, including statements about our strategic plans and initiatives as well as their financial impacts, demand, product development, and capital expenditure plans and timing of those plans, and our expectations with respect to the costs and benefits of those plans and timing of those benefits, future revenue, crop production and farm income, production levels, price levels, margins, earnings, operating income, cash flow, engineering expense, tax rates, and other financial metrics, are subject to risks that could cause actual results to differ materially from those suggested by the statements. These risks include, but are not limited to, adverse developments in the agricultural industry, including those resulting from any, supply chain disruption, inflation, tariffs, weather, commodity prices, changes in product demand, interruptions in the supply of parts and products, the possible failure by us to develop new and improved products on time, including premium technology and smart farming solutions, within budget and with the expected performance and price benefits, difficulties in integrating the PTx Trimble businesses in a manner that produces the expected financial results, introduction of new or improved products by our competitors and reductions in pricing by them, the conflicts in the Ukraine and the Middle East, difficulties in integrating acquired businesses and in completing expansion and modernization plans on time and in a manner that produces the expected financial results, and adverse changes in the financial and foreign exchange markets. Actual results could differ materially from those suggested in these statements. Further information concerning these and other risks is included in AGCO's filings with the SEC, including its Form 10-K for the year ended December 31, 2025, and subsequent Form 10-Q filings. AGCO disclaims any obligation to update any forward-looking statements except as required by law.



# Financial Summary

\$M\*\*

|  <b>REPORTED</b> | <b><u>Q2 26</u></b> | <b><u>Q2 26 vs.<br/>Q2 25</u></b> | <b><u>YTD 26</u></b> | <b><u>YTD 26 vs.<br/>YTD 25</u></b> |
|-----------------------------------------------------------------------------------------------------|---------------------|-----------------------------------|----------------------|-------------------------------------|
| <b>NET SALES</b>                                                                                    | \$2,609.7           | (1.0)%                            | \$4,952.6            | 5.7%                                |
| <b>GROSS MARGIN</b>                                                                                 | 24.7%               | (30)bps                           | 24.8%                | (40)bps                             |
| <b>OPERATING INCOME</b>                                                                             | \$140.7             | (14.2)%                           | \$221.4              | 3.7%                                |
| <b>OPERATING MARGIN</b>                                                                             | 5.4%                | (80)bps                           | 4.5%                 | (10)bps                             |
| <b>DILUTED EPS</b>                                                                                  | \$1.08              | \$(3.14)                          | \$1.84               | \$(2.52)                            |

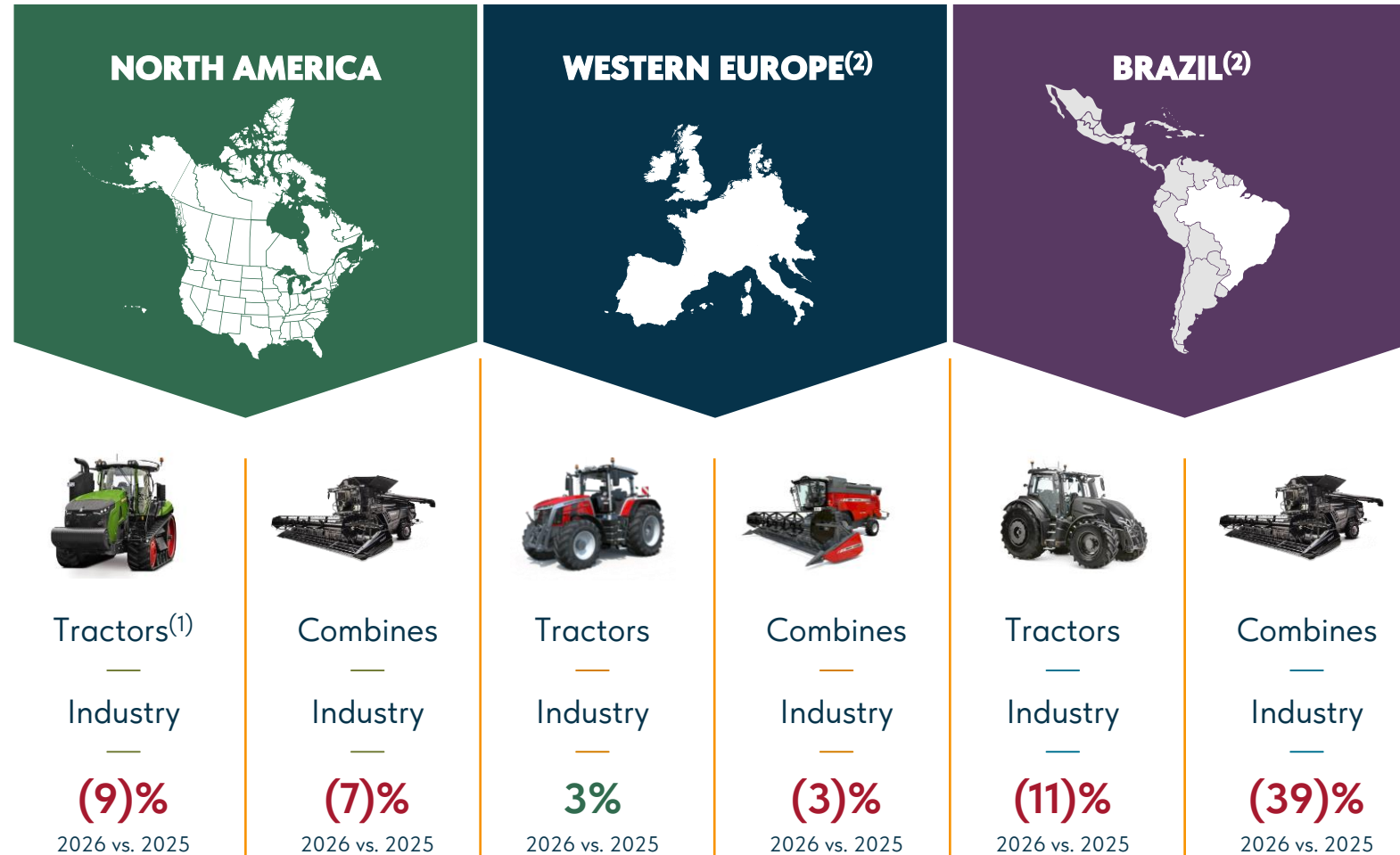
|  <b>ADJUSTED</b> | <b><u>Q2 26</u></b> | <b><u>Q2 26 vs.<br/>Q2 25</u></b> | <b><u>YTD 26</u></b> | <b><u>YTD 26 vs.<br/>YTD 25</u></b> |
|-----------------------------------------------------------------------------------------------------|---------------------|-----------------------------------|----------------------|-------------------------------------|
| <b>ADJ. OPERATING INCOME*</b>                                                                       | \$171.6             | (21.1)%                           | \$279.0              | (7.3)%                              |
| <b>ADJ. OPERATING MARGIN*</b>                                                                       | 6.6%                | (170)bps                          | 5.6%                 | (80)bps                             |
| <b>DILUTED ADJUSTED EPS*</b>                                                                        | \$1.43              | \$0.08                            | \$2.37               | \$0.61                              |

\*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

\*\*Except per share amounts

# Industry Overview

June 2026 Year-to-Date Retail Units

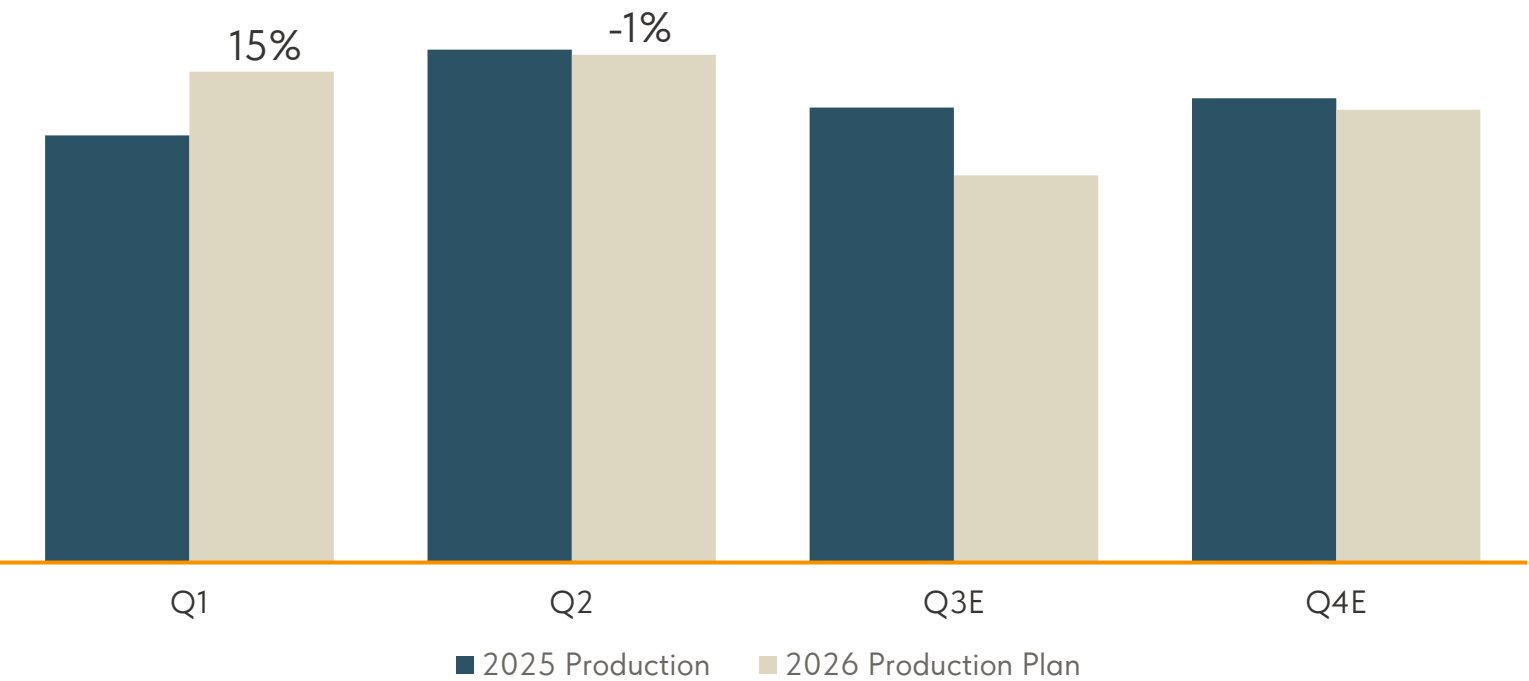


(1) Excludes compact tractors

(2) Amounts based on Company estimates

# Production

AGCO Production Hours



Q2 2026 Production  
**DOWN 1%**  
vs. 2025



Projected Full-Year  
2026 Production  
**SLIGHTLY DOWN**  
vs. 2025

# Three Growth Levers Will Drive Volume and Margin Improvement



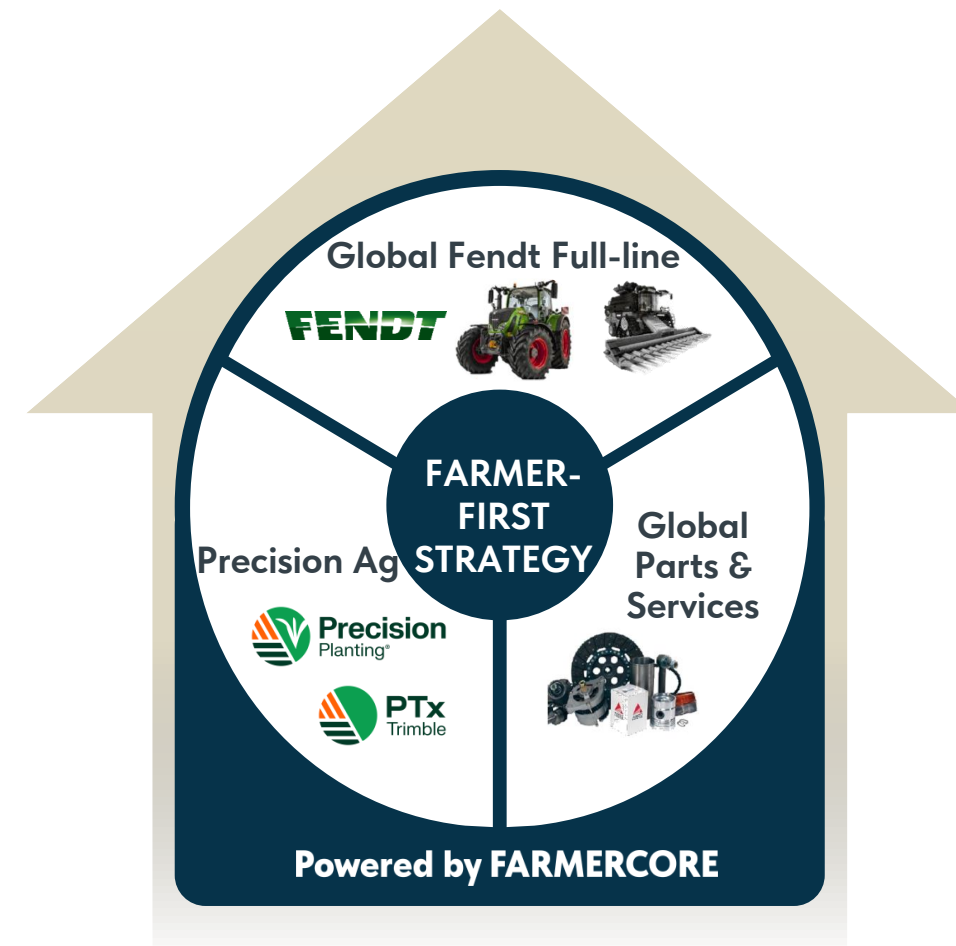
14%-15% adjusted operating margin at mid-cycle by 2029<sup>(1)</sup>



4%-5% above industry volume growth



75%-100% annual free cash flow conversion<sup>(2)</sup>



(1) Adjusted operating margins are adjusted to mid-cycle based on a comparison of the current agricultural equipment industry sales to the industry's 10-year historical average. If industry sales are above the 10-year average, margins are normalized down to mid-cycle using a best-fit line equation. Conversely, in years with sales below the 10-year average, margins are normalized up to midcycle using the same equation. This approach aims to align operating margins with historical patterns, considering the cyclicity of the industry.

(2) Free Cash Flow is a non-GAAP measure and is defined as net cash provided by (used in) operating activities less purchases of property, plant and equipment. Free Cash Flow Conversion is a non-GAAP measure defined as (Cash Flow from Operations less purchases of property, plant and equipment) / Adjusted Net Income. See reconciliations of non-GAAP measures provided in the appendix to this presentation.

# Farmer First in Practice

Better machines + smarter, higher-margin technology + focused innovation help farmers be more productive and make AGCO more resilient.



## EQUIPMENT

### Premium brand momentum



Fendt 800 : DLG PowerMix fuel efficiency record in its class



Fendt 900 Vario hits 50,000 units — a high horsepower flagship product with growing global pressure



Value proposition is resonating with North American farmers and supporting share gains



## PTx

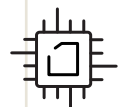
### Autonomy moves into new ground



OutRun retrofit autonomy launched in Brazil



U.S., Argentina and Australia early adopters in precision ag and AI-enabled planting and spraying



Technology scales through equipment & PTx dealers and OEM customers



## AI

### Focused innovation at scale



Sharper focus on scale potential: product development, customer acquisition and supply chain



AI-based vision and inspection lift quality and throughput in facilities

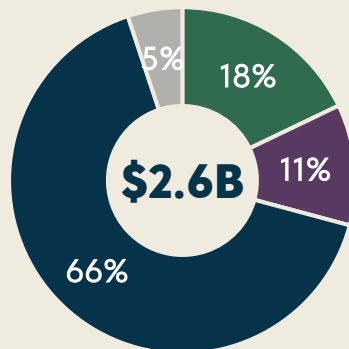


Dealer and customer support tools help reduce downtime

# Regional Net Sales Results

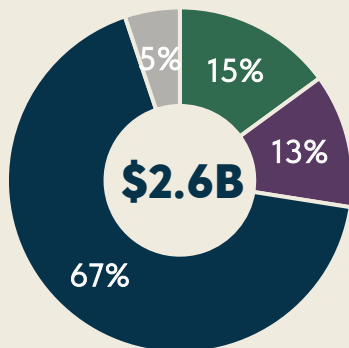
## Q2 2026<sup>(1)</sup>

■ NA  
■ LATAM  
■ EME  
■ APA

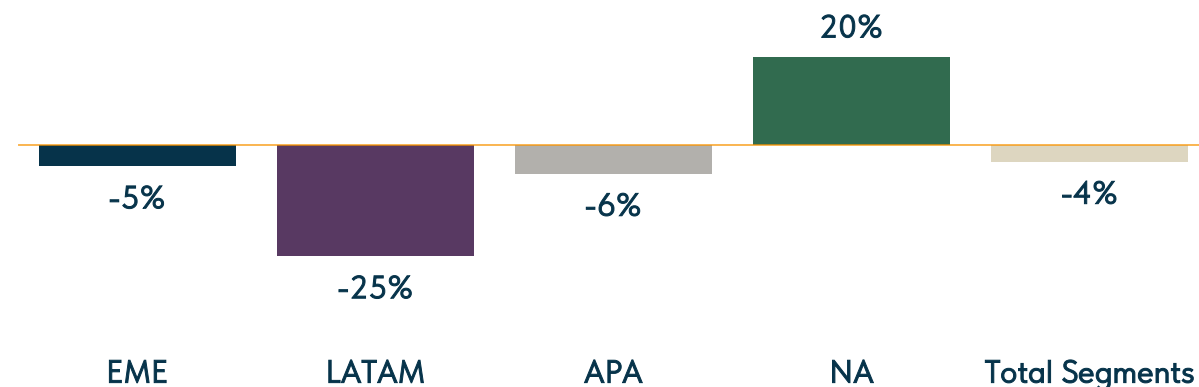


## Q2 2025<sup>(1)</sup>

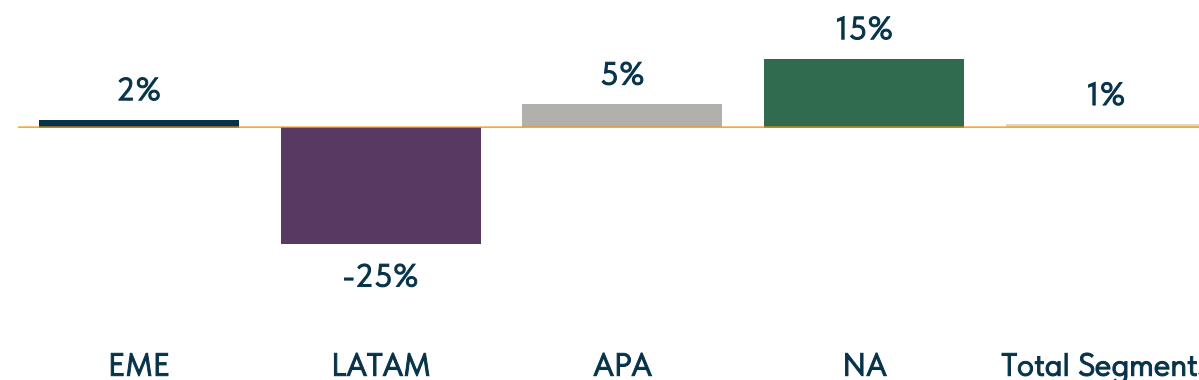
■ NA  
■ LATAM  
■ EME  
■ APA



## Q2 26 vs. Q2 25 Segment Net Sales Excluding Currency Translation\*



## YTD 26 vs. YTD 25 Segment Net Sales Excluding Currency Translation\*



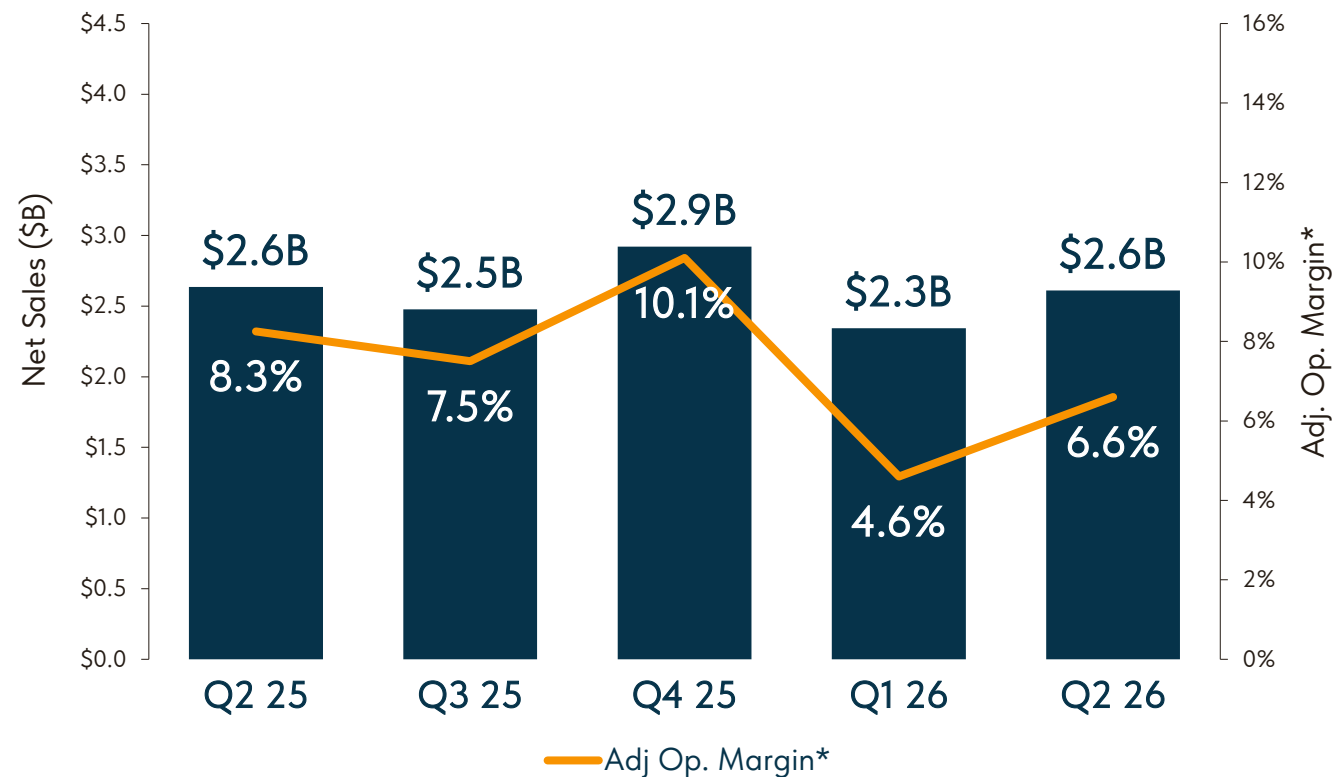
NA – North America LATAM – Latin America EME – Europe/Middle East APA – Asia/Pacific/Africa

\* Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.

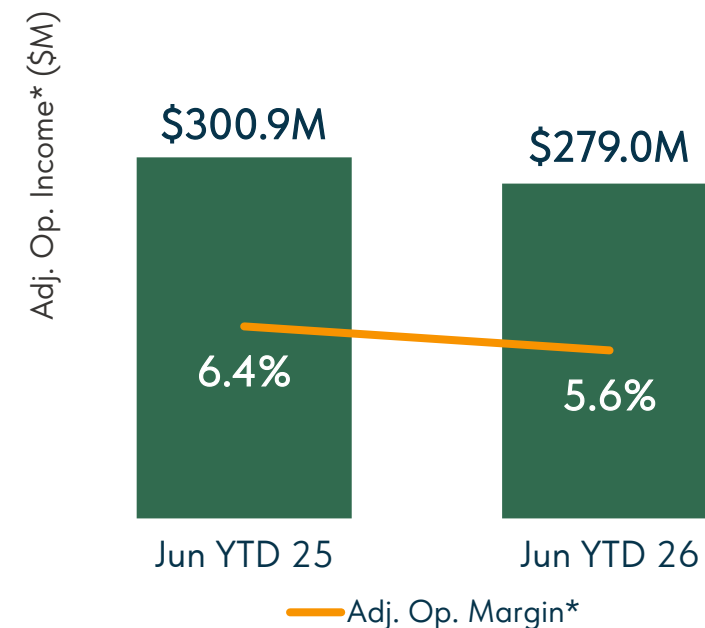
(1) Effective January 1, 2026, the Company realigned its organizational structure to support its Farmer-First transformation initiatives in North America. As a result, the Company's Mexico operations were transferred from the North America segment to the South America segment, which was renamed Latin America. Segment information for all prior periods presented has been retrospectively adjusted to reflect this change.

# Net Sales, Adjusted Operating Income and Adjusted Operating Margins

## Q2 25 to Q2 26



## June Year-to-Date



\* Reflects non-GAAP measures. See reconciliations in the appendix to this presentation.

# Free Cash Flow\*



## SECOND HALF OF YEAR SEASONALLY STRONGER

- Used \$347 million in free cash flow through June YTD 2026
- Normal seasonal working capital build in first half
- Confirmed full year FCF target of ~\$300M



## FREE CASH FLOW CONVERSION FRAMEWORK

- Targeting 75% - 100% Free Cash Flow Conversion



## SHAREHOLDER RETURNS

- \$345 million in share repurchases completed in the second quarter
- Quarterly Dividend of \$0.30 per share

Note: Free Cash Flow is a non-GAAP measure and is defined as net cash provided by (used in) operating activities less purchases of property, plant and equipment. Free Cash Flow Conversion is a non-GAAP term defined as (Cash Flow from Operations less purchases of property, plant and equipment) / "Adjusted Net Income".

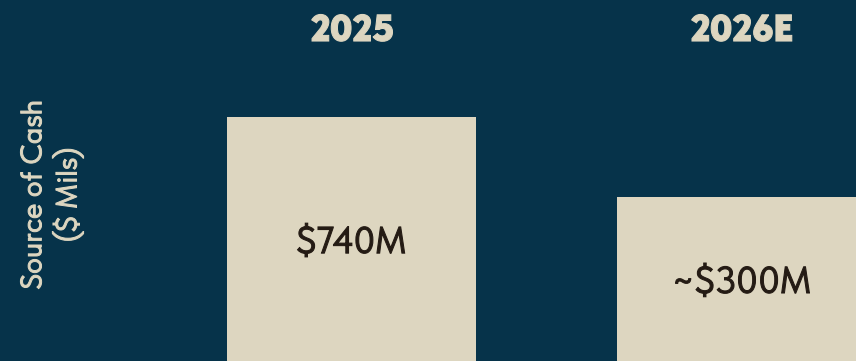
\* See reconciliations provided in the appendix to this presentation.



## JUNE YTD FREE CASH FLOW

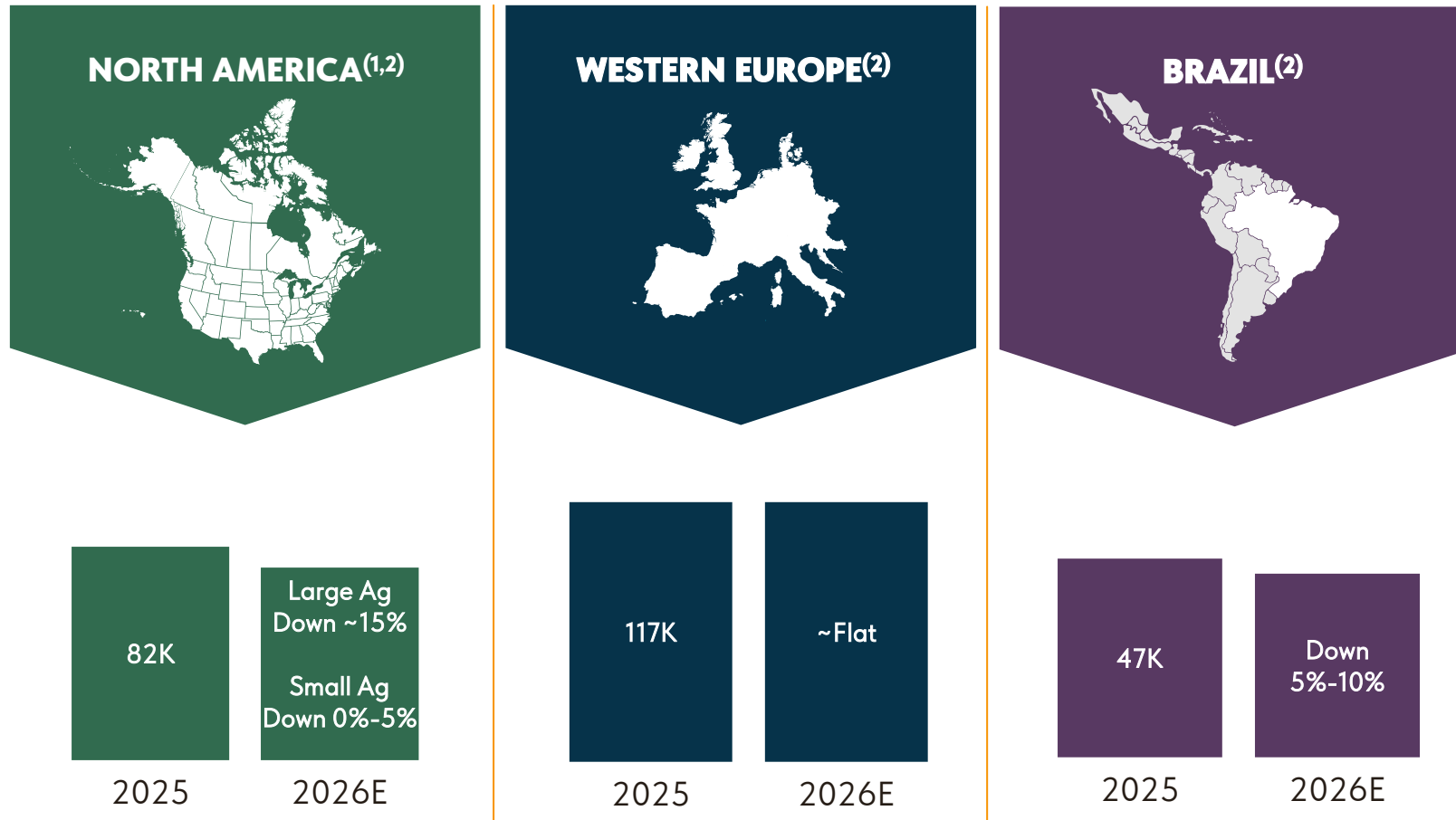


## FULL YEAR FREE CASH FLOW OUTLOOK



# 2026 Market Outlook

Regional Market Outlook – Industry Unit Tractor Sales



(1) Excludes compact tractors

(2) Amounts based on Company estimates

# 2026 Key Assumptions

## 2026 vs. 2025

- ➡ Relatively Flat Global Demand (Industry ~85% of Mid-Cycle)
- ⬆ Pricing 2% - 2.5%
- ⬆ +2% Foreign Currency Impact
- ⬆ Market Share Gains
- ⬇ Further Dealer Inventory Destocking
- ⬇ Estimated current tariff financial impact and corresponding mitigation actions reflected in outlook

## ENGINEERING EXPENSE

~5% of Sales

## ADJUSTED OPERATING MARGIN

~7.5%

## EFFECTIVE TAX RATE

31% - 33%

## 2026 Outlook



**\$10.1B -  
\$10.2B**  
Net Sales



**\$5.50 - \$5.75**  
Adjusted Earnings  
Per Share



**\$300M -  
\$325M**  
Capex



**75% - 100% Free  
Cash Flow  
Conversion<sup>(1)</sup>**



(1) Free Cash Flow Conversion is a non-GAAP measure and is defined as (Cash Flow from Operations less purchases of property, plant and equipment) / Adjusted Net Income.

SAVE THE DATE

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**Farmer-First Strategy Update**



**Field Demonstrations**

Contact [greg.peterson@agcocorp.com](mailto:greg.peterson@agcocorp.com)  
for more details



# Appendix

# Non-GAAP to GAAP Reconciliation

In Millions, Except Percentages

## NET SALES

|                              | Three Months Ended June 30, |            |                       | Change due to        | Change excluding     |
|------------------------------|-----------------------------|------------|-----------------------|----------------------|----------------------|
|                              | 2026                        | 2025       | % change from<br>2025 | currency translation | currency translation |
|                              |                             |            |                       | %                    | %                    |
| North America                | \$ 471.5                    | \$ 393.9   | 19.7%                 | (0.1)%               | 19.8%                |
| Latin America <sup>(1)</sup> | 271.3                       | 330.4      | (17.9)%               | 7.1%                 | (25.0)%              |
| Europe/Middle East           | 1,732.4                     | 1,774.9    | (2.4)%                | 2.3%                 | (4.7)%               |
| Asia/Pacific/Africa          | 134.5                       | 135.8      | (1.0)%                | 5.4%                 | (6.4)%               |
| Total Segments               | \$ 2,609.7                  | \$ 2,635.0 | (1.0)%                | 2.7%                 | (3.7)%               |

(1) Effective January 1, 2026, the Company realigned its organizational structure to support its Farmer-First transformation initiatives in North America. As a result, the Company's Mexico operations were transferred from the North America segment to the South America segment, which was renamed Latin America. Segment information for all prior periods presented has been retrospectively adjusted to reflect this change.

# Non-GAAP to GAAP Reconciliation

In Millions, Except Percentages

## NET SALES

|                              | Six Months Ended June 30, |            |                       | Change due to        | Change excluding     |
|------------------------------|---------------------------|------------|-----------------------|----------------------|----------------------|
|                              | 2026                      | 2025       | % change from<br>2025 | currency translation | currency translation |
|                              |                           |            |                       | %                    | %                    |
| North America                | \$ 877.9                  | \$ 763.4   | 15.0%                 | 0.5%                 | 14.5%                |
| Latin America <sup>(1)</sup> | 483.0                     | 586.4      | (17.6)%               | 7.2%                 | (24.8)%              |
| Europe/Middle East           | 3,333.2                   | 3,105.4    | 7.3%                  | 5.8%                 | 1.5%                 |
| Asia/Pacific/Africa          | 258.5                     | 230.3      | 12.2%                 | 7.4%                 | 4.8%                 |
| Total Segments               | \$ 4,952.6                | \$ 4,685.5 | 5.7%                  | 5.2%                 | 0.5%                 |

(1) Effective January 1, 2026, the Company realigned its organizational structure to support its Farmer-First transformation initiatives in North America. As a result, the Company's Mexico operations were transferred from the North America segment to the South America segment, which was renamed Latin America. Segment information for all prior periods presented has been retrospectively adjusted to reflect this change.

# Non-GAAP to GAAP Reconciliation

In Millions, Except Per Share Amounts

## INCOME FROM OPERATIONS NET INCOME NET INCOME PER SHARE

|                                                          | Three Months Ended June 30, |                              |                                        |                           |                              |                                        |
|----------------------------------------------------------|-----------------------------|------------------------------|----------------------------------------|---------------------------|------------------------------|----------------------------------------|
|                                                          | 2026                        |                              |                                        | 2025                      |                              |                                        |
|                                                          | Income From<br>Operations   | Net<br>Income <sup>(1)</sup> | Net Income<br>Per Share <sup>(1)</sup> | Income From<br>Operations | Net<br>Income <sup>(1)</sup> | Net Income<br>Per Share <sup>(1)</sup> |
| As reported                                              | \$ 140.7                    | \$ 77.2                      | \$ 1.08                                | \$ 164.0                  | \$ 314.8                     | \$ 4.22                                |
| Restructuring and business optimization expenses         | 11.2                        | 8.7                          | 0.12                                   | 15.6                      | 11.6                         | 0.16                                   |
| Amortization of PTx Trimble acquired intangibles         | 14.3                        | 11.0                         | 0.16                                   | 13.0                      | 7.9                          | 0.11                                   |
| Transaction-related costs                                | 0.1                         | -                            | -                                      | 5.8                       | 1.6                          | 0.02                                   |
| Impairment charges                                       | -                           | -                            | -                                      | 6.8                       | 6.8                          | 0.09                                   |
| Loss on sale of business                                 | -                           | -                            | -                                      | 12.3                      | 12.7                         | 0.17                                   |
| Divestiture-related foreign currency translation release | 5.3                         | 5.3                          | 0.07                                   | -                         | -                            | -                                      |
| Discrete tax items                                       | -                           | -                            | -                                      | -                         | (255.2)                      | (3.42)                                 |
| As adjusted                                              | <u>\$ 171.6</u>             | <u>\$ 102.2</u>              | <u>\$ 1.43</u>                         | <u>\$ 217.5</u>           | <u>\$ 100.2</u>              | <u>\$ 1.35</u>                         |

(1) Net income and net income per share amounts are after tax.

# Non-GAAP to GAAP Reconciliation

In Millions, Except Per Share Amounts

## INCOME FROM OPERATIONS NET INCOME NET INCOME PER SHARE

|                                                          | Six Months Ended June 30, |                              |                                        |                           |                              |                                        |
|----------------------------------------------------------|---------------------------|------------------------------|----------------------------------------|---------------------------|------------------------------|----------------------------------------|
|                                                          | 2026                      |                              |                                        | 2025                      |                              |                                        |
|                                                          | Income From<br>Operations | Net<br>Income <sup>(1)</sup> | Net Income<br>Per Share <sup>(1)</sup> | Income From<br>Operations | Net<br>Income <sup>(1)</sup> | Net Income<br>Per Share <sup>(1)</sup> |
| As reported                                              | \$ 221.4                  | \$ 132.2                     | \$ 1.84                                | \$ 213.4                  | \$ 325.3                     | \$ 4.36                                |
| Restructuring and business optimization expenses         | 21.2                      | 17.1                         | 0.24                                   | 28.6                      | 21.3                         | 0.29                                   |
| Amortization of PTx Trimble acquired intangibles         | 28.7                      | 22.1                         | 0.31                                   | 25.8                      | 15.5                         | 0.21                                   |
| Transaction-related costs                                | 0.3                       | -                            | -                                      | 12.9                      | 3.6                          | 0.05                                   |
| Impairment charges                                       | 2.1                       | 2.1                          | 0.03                                   | 7.9                       | 7.9                          | 0.10                                   |
| Loss on sale of business                                 | -                         | -                            | -                                      | 12.3                      | 12.7                         | 0.17                                   |
| Divestiture-related foreign currency translation release | 5.3                       | 5.3                          | 0.07                                   | -                         | -                            | -                                      |
| Discrete tax items                                       | -                         | (8.5)                        | (0.12)                                 | -                         | (255.2)                      | (3.42)                                 |
| As adjusted                                              | <u>\$ 279.0</u>           | <u>\$ 170.3</u>              | <u>\$ 2.37</u>                         | <u>\$ 300.9</u>           | <u>\$ 131.1</u>              | <u>\$ 1.76</u>                         |

(1) Net income and net income per share amounts are after tax.

# Non-GAAP to GAAP Reconciliation

In Millions, Except Percentages

## OPERATING MARGIN

|                                                | Three Months Ended |            |            |            |            |
|------------------------------------------------|--------------------|------------|------------|------------|------------|
|                                                | 2026               |            | 2025       |            |            |
|                                                | Jun 30,            | Mar 31,    | Dec 31,    | Sep 30,    | Jun 30,    |
| Net sales                                      | \$ 2,609.7         | \$ 2,342.9 | \$ 2,920.2 | \$ 2,476.3 | \$ 2,635.0 |
| Income from operations                         | 140.7              | 80.7       | 230.7      | 151.6      | 164.0      |
| Adjusted income from operations <sup>(1)</sup> | \$ 171.6           | \$ 217.5   | \$ 295.1   | \$ 185.0   | \$ 217.5   |
| Operating margin <sup>(2)</sup>                | 5.4%               | 3.4%       | 7.9 %      | 6.1 %      | 6.2 %      |
| Adjusted operating margin <sup>(2)</sup>       | 6.6%               | 4.6%       | 10.1 %     | 7.5 %      | 8.3 %      |

(1) Refer to the previous table for the reconciliation of income from operations to adjusted income from operations.

(2) Operating margin is defined as the ratio of income from operations divided by net sales. Adjusted operating margin is defined as the ratio of adjusted income from operations divided by net sales.

# Non-GAAP to GAAP Reconciliation

In Millions, Except Percentages

## OPERATING MARGIN

|                                                | Six Months Ended |            |
|------------------------------------------------|------------------|------------|
|                                                | 2026             | 2025       |
|                                                | Jun 30,          | Jun 30,    |
| Net sales                                      | \$ 4,952.6       | \$ 4,685.5 |
| Income from operations                         | 221.4            | 213.4      |
| Adjusted income from operations <sup>(1)</sup> | \$ 279.0         | \$ 300.9   |
| Operating margin <sup>(2)</sup>                | 4.5%             | 4.6%       |
| Adjusted operating margin <sup>(2)</sup>       | 5.6%             | 6.4%       |

(1) Refer to the previous table for the reconciliation of income from operations to adjusted income from operations.

(2) Operating margin is defined as the ratio of income from operations divided by net sales. Adjusted operating margin is defined as the ratio of adjusted income from operations divided by net sales.

# Non-GAAP to GAAP Reconciliation

In Millions

## FREE CASH FLOW

|                                                     | Six Months Ended June 30, |                  | Year Ended December 31, |
|-----------------------------------------------------|---------------------------|------------------|-------------------------|
|                                                     | 2026                      | 2025             | 2025                    |
| Net cash provided by (used in) operating activities | \$ (245.0)                | \$ 153.5         | \$ 988.1                |
| Less: purchases of property, plant and equipment    | (101.8)                   | (90.4)           | (247.9)                 |
| Free Cash Flow                                      | <u>\$ (346.8)</u>         | <u>\$ (63.1)</u> | <u>\$ 740.2</u>         |

Note: Free cash flow is defined as net cash provided by (used in) operating activities less purchases of property, plant and equipment.