



FOURTH QUARTER 2017

FINANCIAL AND OPERATIONAL RESULTS

FORWARD LOOKING STATEMENTS

Forward-looking statements in this presentation, including statements regarding demand, product development and capital expenditure plans and timing of those plans, acquisition, expansion and modernization plans and our expectations with respect to the costs and benefits of those plans and timing of those benefits, production levels, share repurchases, and our future revenue, price levels, earnings, cash flow, 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 weather, commodity prices, and changes in product demand, the possible failure by us to develop new and improved products on time, within budget and with the expected performance and price benefits, introduction of new or improved products by our competitors and reductions in pricing by them, 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. 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, 2016 and subsequent 10-Q filings. AGCO disclaims any obligation to update any forward-looking statements except as required by law.

FINANCIAL SUMMARY

\$M**

	Q4 17	Q4 17 v Q4 16	YTD 2017	YTD 17 vs YTD 16
Net Sales	\$2,527.4	+20.7%	\$8,306.5	+12.1%
Gross margin	21.0%	+90 bps	21.3%	+80bps
Operating income	\$142.3	+55.7%	\$403.3	+39.8%
Adj. Operating income*	\$145.0	+48.3%	\$419.3	+39.6%
Adj. Operating margin*	5.7%	+100bps	5.0%	+90bps
Diluted Adjusted EPS*	\$1.10	+\$0.26	\$3.02	+\$0.55

* Reflects adjusted results. Please see reconciliations provided in the appendix to this presentation.

**Except per share amounts

INDUSTRY OVERVIEW

December 2017 Year-to-Date Retail Units

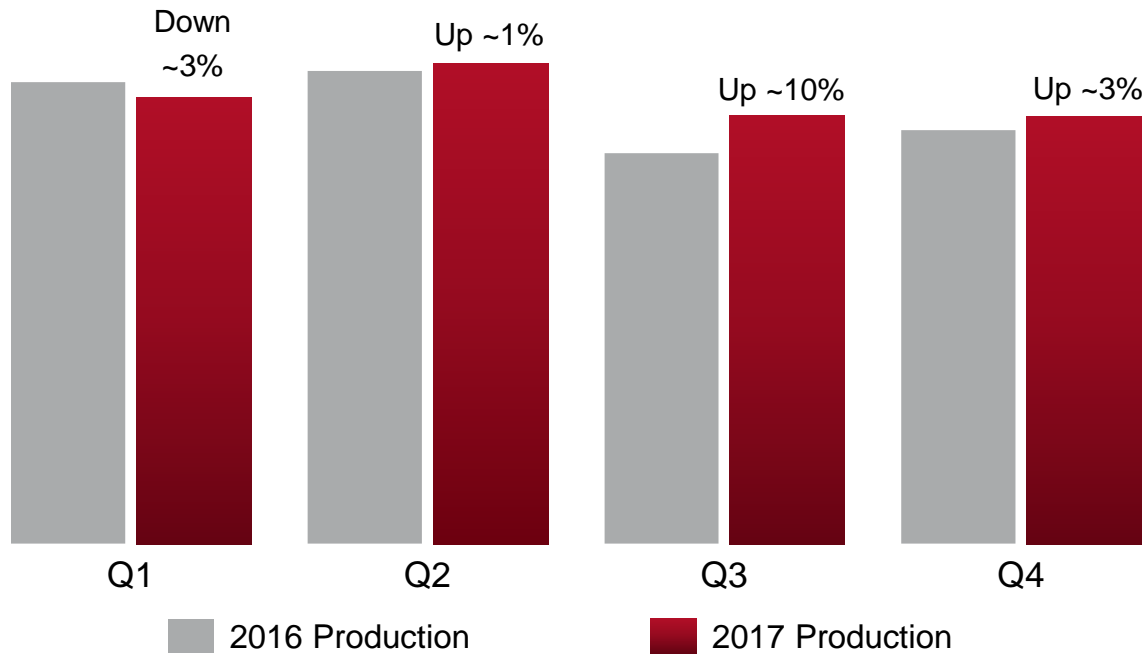
North America		2017 vs. 2016	
	 Tractors*	• Industry	~Flat
	 Combines	• Industry	10%
Western Europe		2017 vs. 2016	
	 Tractors	• Industry	4%**
	 Combines	• Industry	(6%)
South America		2017 vs. 2016	
	 Tractors	• Industry	13%
	 Combines	• Industry	13%

* Excludes compact tractors

** Based on Company estimates

2017 PRODUCTION

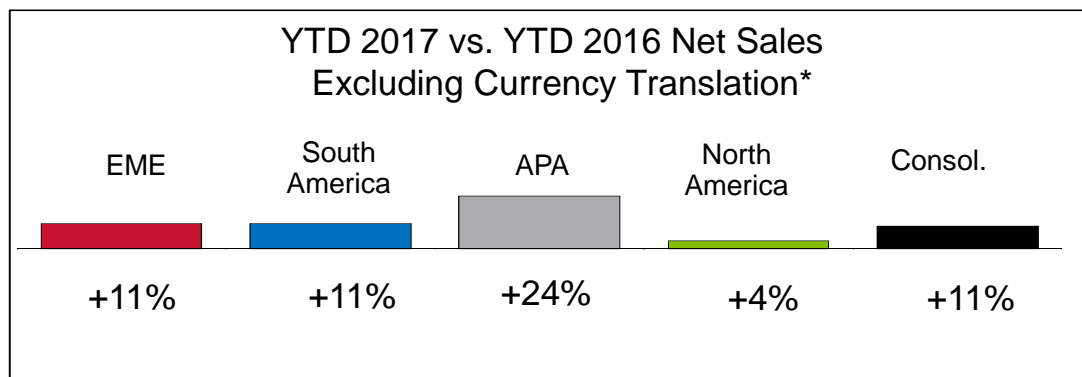
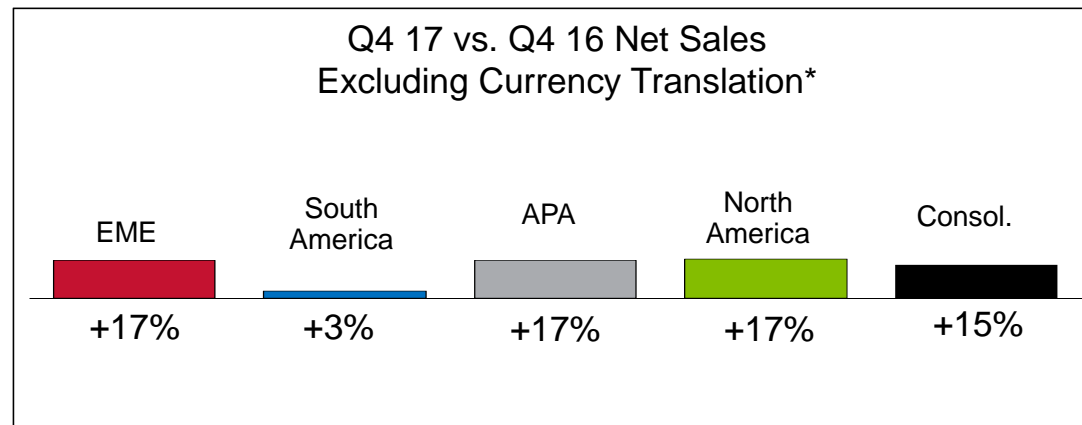
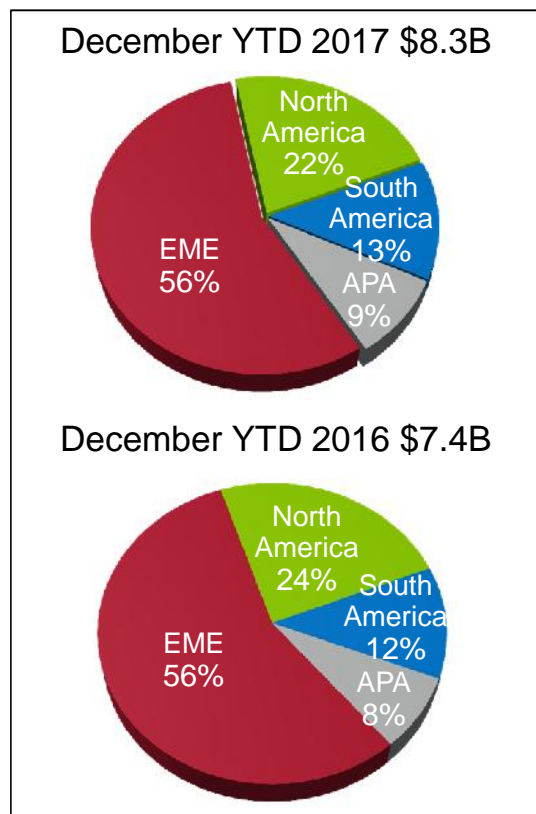
AGCO Production Hours



- Q4 17 production up ~3% vs. Q4 16
- Full year 2017 production up approximately 3% vs. 2016
- 2018 production projected to grow 4%



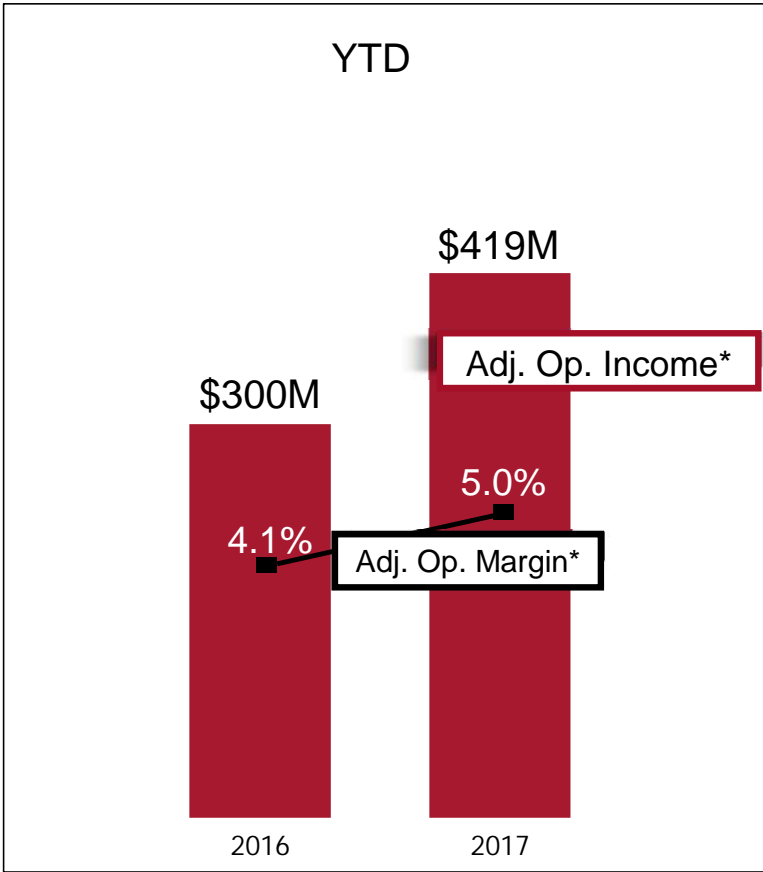
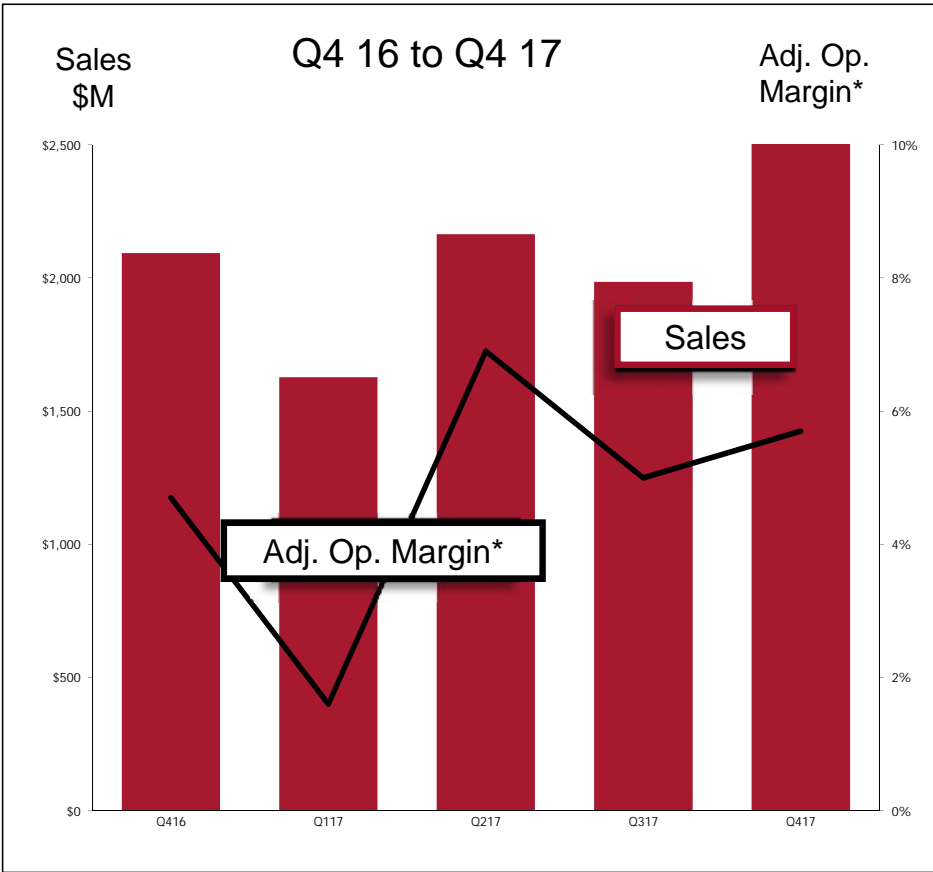
Regional Net Sales Results



EME – Europe/Middle East APA – Asia/Pacific/Africa

*Please see the reconciliation in the appendix to this presentation.

NET SALES AND OPERATING MARGINS

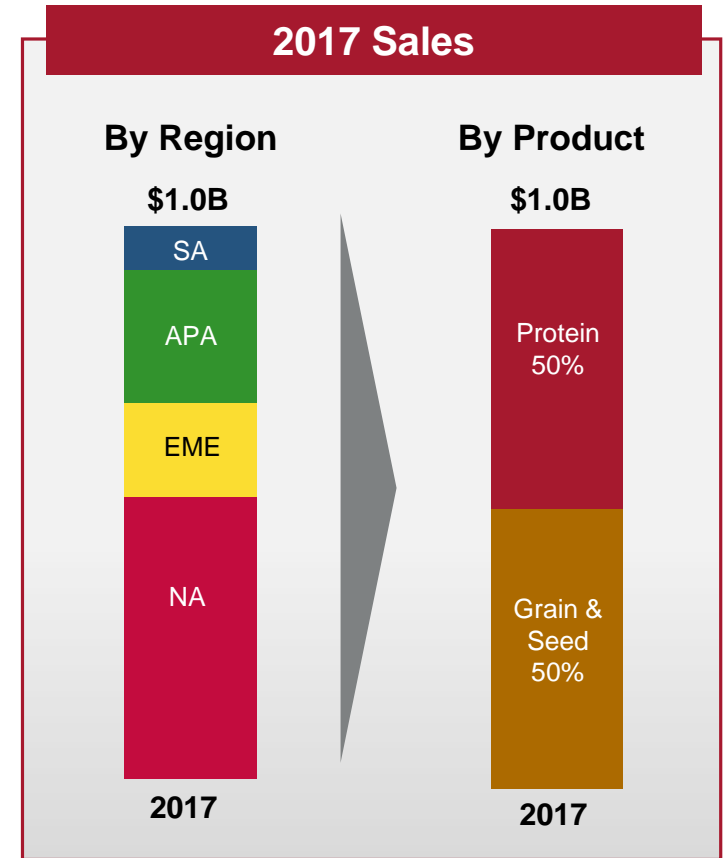


* Reflects adjusted results, which exclude restructuring expenses and a non-cash expense related to waived stock compensation. Please see reconciliations provided in the appendix to this presentation.

GSI RESULTS

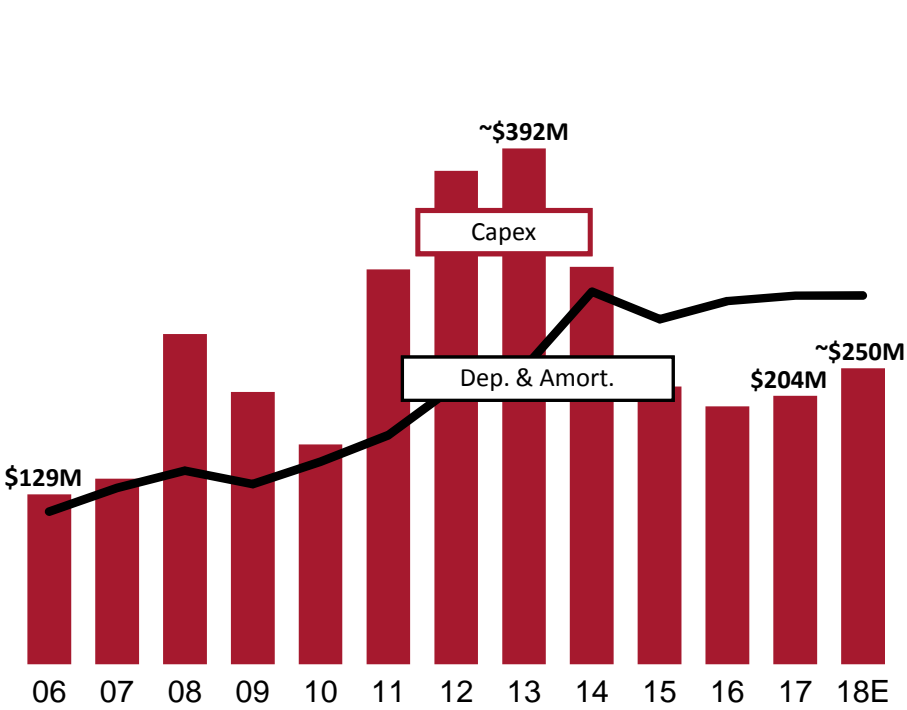


- ▶ 2017 sales up 17% vs 2016 including the benefit of acquisitions
 - Organic growth in sales of protein production equipment in APA and EME
 - Organic declines in sales of grain and seed equipment in NA, EME, APA
- ▶ Strong cash flow generation in U.S.
- ▶ Longer term:
 - ▶ Macro trends driving growth in demand for grain storage and protein production
- ▶ Increases exposure to counter-cyclical protein sector

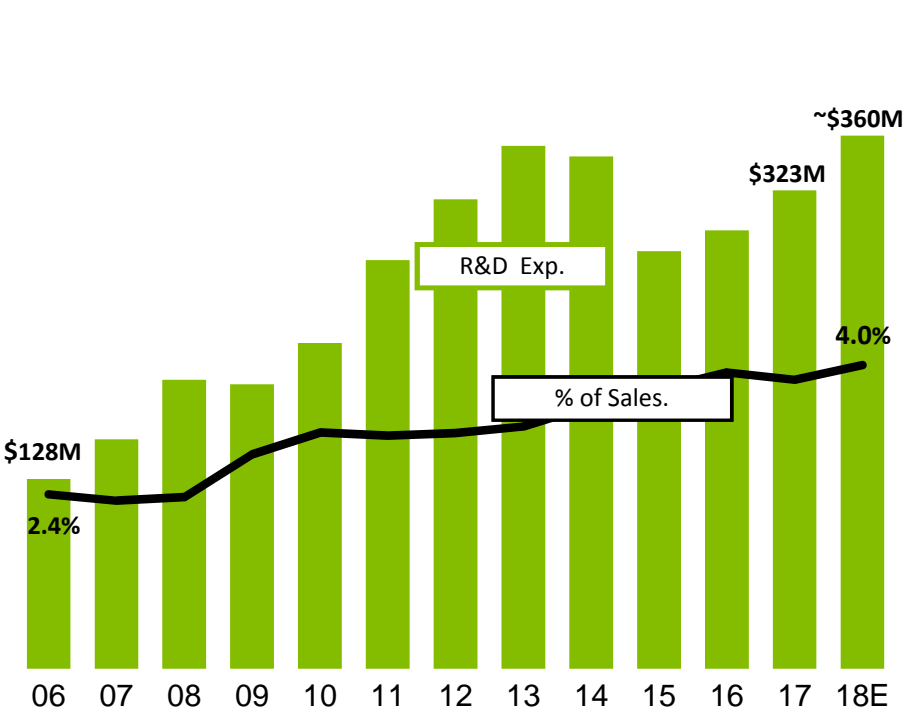


INVESTING FOR GROWTH

CAPEX

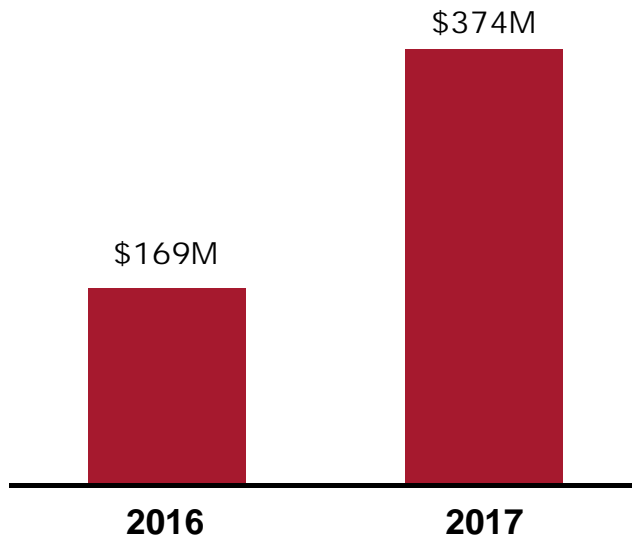


Engineering Expenses



FREE CASH FLOW*

Full-Year Free Cash Flow



\$374M of FCF in 2017

Targeting ~\$225M free cash flow in 2018 including build of Tier 3 and Tier 5 emission transition stock in Brazil and EU

Note: Free cash flow is defined as net cash provided by operating activities less capital expenditures.

* Please see reconciliations provided in the appendix to this presentation.

RETURNING CASH TO SHAREHOLDERS

Cash to be Returned to Shareholders

Dividend

- ▶ Initiated in 2013
- ▶ Ambition to grow



Share Repurchase

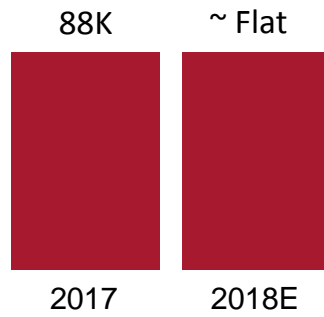
- ▶ ~\$1 billion repurchased over last 4 years
- ▶ \$300M program authorized through December 2019



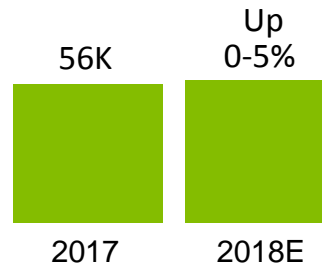
2018 MARKET OUTLOOK

Regional Market Outlook – Industry Unit Retail Tractor Sales (Volume in Units)

N. America*



S. America



Western Europe



*Excludes compact tractors

2018 ASSUMPTIONS: SUMMARY

- ▶ 2018 sales up ~9% vs 2017
 - Relatively stable end-market demand
 - Pricing +1.5%
 - Positive currency translation +3.5%
 - Acquisitions +2.5%
- ▶ Engineering ~4% of sales (up ~\$35M vs 2017)
- ▶ Operating margin improvement
- ▶ Effective tax rate ~38%



2018 OUTLOOK

	2018 Estimates
Sales	~\$9.1B
Adjusted EPS	~\$3.50
CAPEX	~\$250M
Free Cash Flow*	~\$225M



APPENDIX



NON-GAAP TO GAAP RECONCILIATION

Free Cash Flow

\$M

	Year ended December 31, 2017	Year ended December 31, 2016
	<u> </u>	<u> </u>
Net cash provided by operating activities	\$ 577.6	\$ 369.5
Less:		
Capital expenditures	<u>(203.9)</u>	<u>(201.0)</u>
Free cash flow	<u>\$ 373.7</u>	<u>\$ 168.5</u>

Note: Free cash flow is defined as net cash provided by operating activities less capital expenditures.

NON-GAAP TO GAAP RECONCILIATION

Free Cash Flow

\$M

	Year ended December 31, 2018E	Year ended December 31, 2017
	<u> </u>	<u> </u>
Net cash provided by operating activities	\$ ~475.0	\$ 577.6
Less:		
Capital expenditures	<u>~(250.0)</u>	<u>(203.9)</u>
Free cash flow	<u><u>\$ ~225.0</u></u>	<u><u>\$ 373.7</u></u>

Note: Free cash flow is defined as net cash provided by operating activities less capital expenditures.

RECONCILIATION OF CURRENCY TRANSLATION AND ACQUISITION IMPACTS TO NET SALES

Net Sales
\$M

	Three Months Ended December 31,		% change from 2016	Change due to currency translation		Change due to acquisitions	
	2017	2016		\$	%	\$	%
North America	\$ 531.8	\$ 447.4	18.9%	\$ 6.6	1.5 %	\$ 19.4	4.3%
South America	315.9	308.1	2.5%	(2.1)	(0.7)%	1.6	0.5%
Europe/Middle East	1,434.6	1,139.3	25.9%	106.7	9.4 %	16.9	1.5%
Asia/Pacific/Africa	245.1	199.2	23.0%	12.4	6.2 %	9.1	4.6%
	<u>\$ 2,527.4</u>	<u>\$ 2,094.0</u>	<u>20.7%</u>	<u>\$ 123.6</u>	<u>5.9 %</u>	<u>\$ 47.0</u>	<u>2.2%</u>

RECONCILIATION OF CURRENCY TRANSLATION AND ACQUISITION IMPACTS TO NET SALES

Net Sales \$M	Years Ended December 31,		% change from 2016	Change due to currency translation		Change due to acquisitions	
	2017	2016		\$	%	\$	%
	North America	\$ 1,876.7		\$ 1,807.7	3.8%	\$ 4.7	0.3%
South America	1,063.5	917.5	15.9%	41.3	4.5%	4.1	0.4%
Europe/Middle East	4,614.3	4,089.7	12.8%	57.6	1.4%	110.6	2.7%
Asia/Pacific/Africa	752.0	595.6	26.3%	13.9	2.3%	24.1	4.0%
	<u>\$ 8,306.5</u>	<u>\$ 7,410.5</u>	<u>12.1%</u>	<u>\$ 117.5</u>	<u>1.6%</u>	<u>\$ 177.6</u>	<u>2.4%</u>

NON-GAAP TO GAAP RECONCILIATION

(In millions, except per share amounts)

	Three Months Ended December 31,					
	2017			2016		
	Income From Operations	Net Income ⁽¹⁾	Net Income Per Share ⁽¹⁾	Income From Operations	Net Income ⁽¹⁾	Net Income Per Share ⁽¹⁾
As reported	\$ 142.3	\$ 44.3	\$ 0.55	\$ 91.4	\$ 62.0	\$ 0.77
Restructuring expenses	2.7	2.4	0.03	6.4	5.6	0.07
U.S. tax reform	—	42.0	0.52	—	—	—
As adjusted	\$ 145.0	\$ 88.7	\$ 1.10	\$ 97.8	\$ 67.6	\$ 0.84

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

NON-GAAP TO GAAP RECONCILIATION

(In millions, except per share amounts)

Years Ended December 31,

	2017			2016		
	Income From Operations	Net Income ⁽¹⁾	Net Income Per Share ⁽¹⁾⁽²⁾	Income From Operations	Net Income ⁽¹⁾	Net Income Per Share ⁽¹⁾
As reported	\$ 403.3	\$ 186.4	\$ 2.32	\$ 288.4	\$ 160.1	\$ 1.96
Restructuring expenses	11.2	8.8	0.11	11.9	9.9	0.12
Non-cash expense related to waived stock compensation	4.8	4.8	0.06	—	—	—
Deferred income tax adjustment	—	—	—	—	31.6	0.39
U.S. tax reform	—	42.0	0.52	—	—	—
As adjusted	\$ 419.3	\$ 242.0	\$ 3.02	\$ 300.3	\$ 201.6	\$ 2.47

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

(2) Rounding may impact summation of amounts.