

FOURTH QUARTER AND FULL YEAR 2023

Financial and Operational Results



February 6, 2024



SAFE HARBOR

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, cash flow, 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 COVID-19, supply chain disruption, inflation, weather, commodity prices, changes in product demand, interruptions in 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 Trimble Ag businesses in a manner that produces the expected financial results, reactions by customers and competitors to the transaction, including the rate at which Trimble Ag's largest OEM customer reduces purchases of Trimble Ag equipment and the rate of replacement by the Joint Venture of those sales, introduction of new or improved products by our competitors and reductions in pricing by them, the war in the Ukraine, 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, 2022 and subsequent Form 10-Q filings. AGCO disclaims any obligation to update any forward-looking statements except as required by law.

FINANCIAL SUMMARY

\$M***



REPORTED	Q4 23	Q4 23 vs. Q4 22	YTD 23	YTD 23 vs. YTD 22
NET SALES	\$3,800.7	(2.5)%	\$14,412.4	13.9%
GROSS MARGIN	25.9%	180bps	26.2%	250bps
OPERATING INCOME	\$393.1	(15.6)%	\$1,700.4	34.4%
OPERATING MARGIN	10.3%	(160)bps	11.8%	180bps
DILUTED EPS	\$4.53	\$0.24	\$15.63	\$3.76



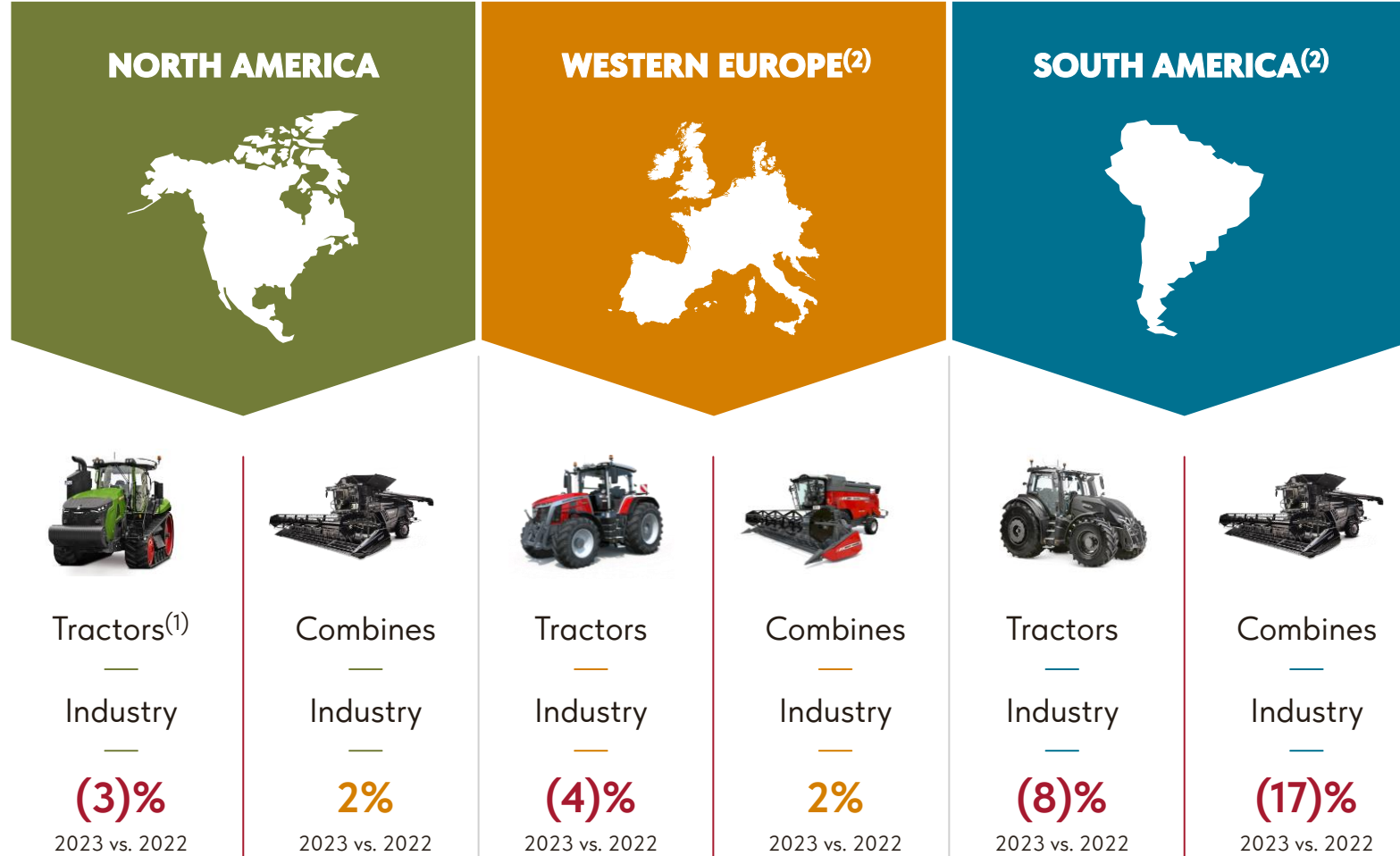
ADJUSTED	Q4 23	Q4 23 vs. Q4 22	YTD 23	YTD 23 vs. YTD 22
ADJ. OPERATING INCOME*	\$405.3	(13.3)%	\$1,732.3	32.5%
ADJ. OPERATING MARGIN*	10.7%	(130)bps	12.0%	170bps
DILUTED ADJUSTED EPS*	\$3.78	\$(0.69)	\$15.55	\$3.13

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

**Except per share amounts

INDUSTRY OVERVIEW

December 2023 Year-to-Date Retail Units

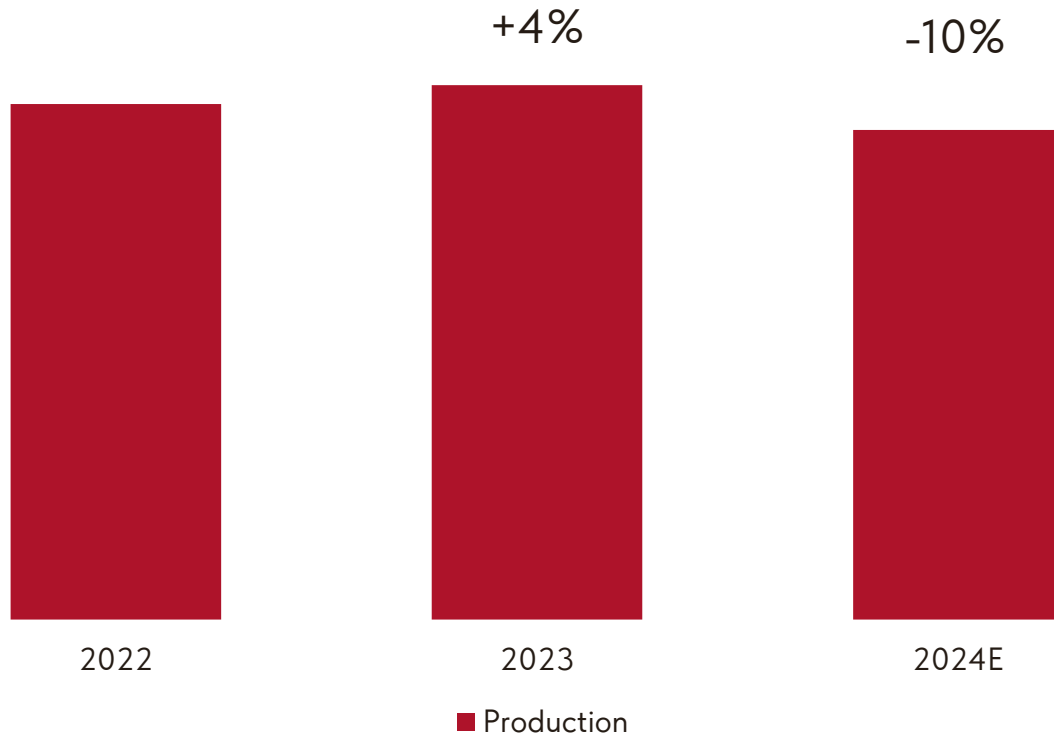


(1) Excludes compact tractors

(2) Amounts based on Company estimates

PRODUCTION

AGCO Production Hours

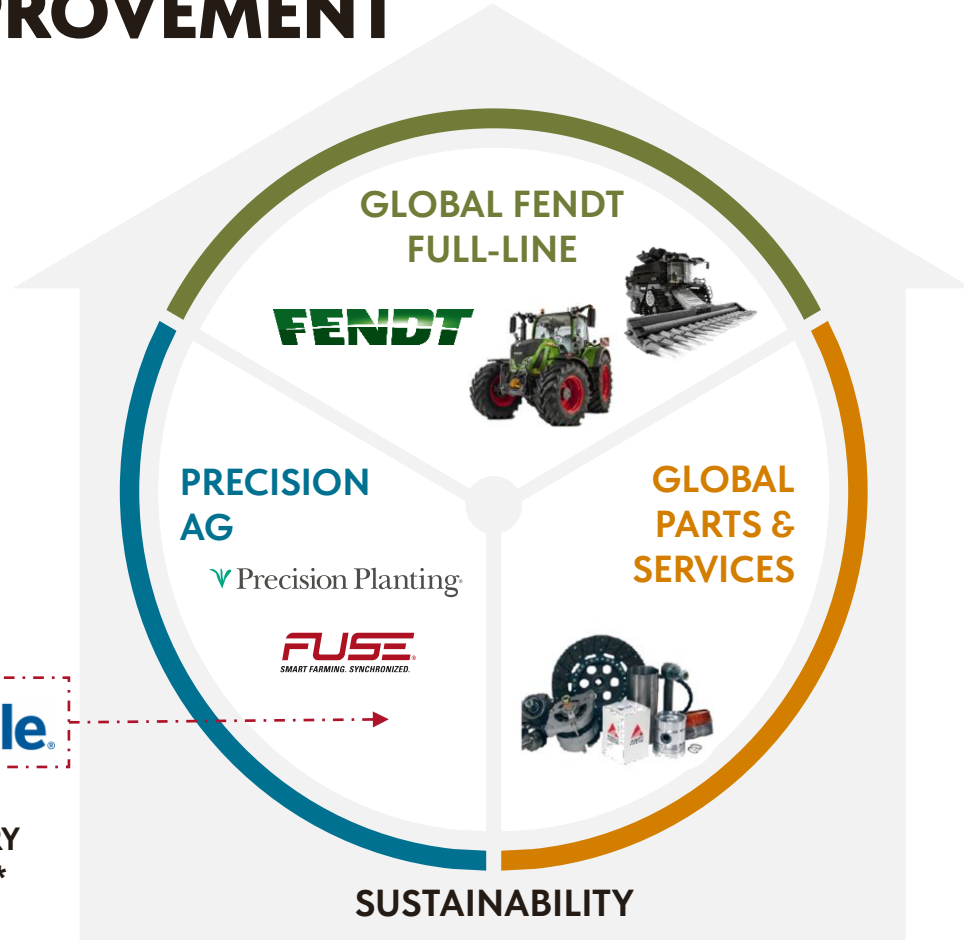


Full-Year 2023 Production
UP ~4% vs. 2022



Projected Full-Year 2024
Production
DOWN ~10% vs. 2023

3 GROWTH LEVERS WILL DRIVE VOLUME AND MARGIN IMPROVEMENT



12% ADJUSTED OPERATING MARGIN AT MIDCYCLE BY YEAR 2026⁽¹⁾



4% - 5% ABOVE INDUSTRY VOLUME GROWTH



75% - 100% ANNUAL FREE CASH FLOW CONVERSION⁽²⁾

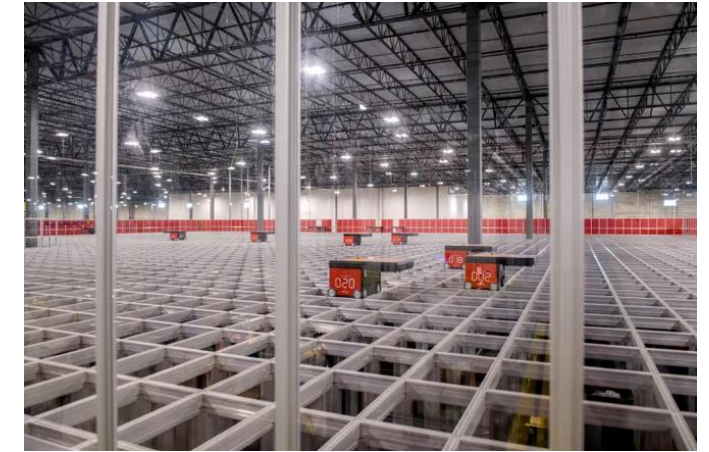
*AGCO / Trimble Ag Joint Venture announced on September 28, 2023 and is subject to and conditional upon obtaining approval from the appropriate regulatory bodies.

(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 cyclicality of the industry.

6 (2) Free Cash Flow is a non-GAAP measure and is defined as net cash (used in) provided by 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

PRECISION PLANTING WINTER CONFERENCE 2024

Solutions for Every Season



Record ~5,600 Attendees

- 21 locations in the US and Canada
- Nearly 10% higher attendance than previous record
- Heard from agtech leaders helping eliminate farmer challenges

New Retrofit Products Across the Crop Cycle

- CornerStone™ planting system
- Clarity™ blockage and flow monitoring system for grain
- Symphony Vision™ targeted spraying system

Morton, Illinois Facility Opens

- New 510,000 sq ft assembly and distribution center
- Consolidates 8 sites
- Agility to expand for future demand

FARMER FIRST INNOVATION

Quarter 4 Highlights

Award Winning Products

Six awards at Agritechnica



Six ASABE AE 50 Awards



Tech Stack Strengthened*



Farm Facts

AGCO Ventures Launched

Information Management & Analysis



Ag Technology

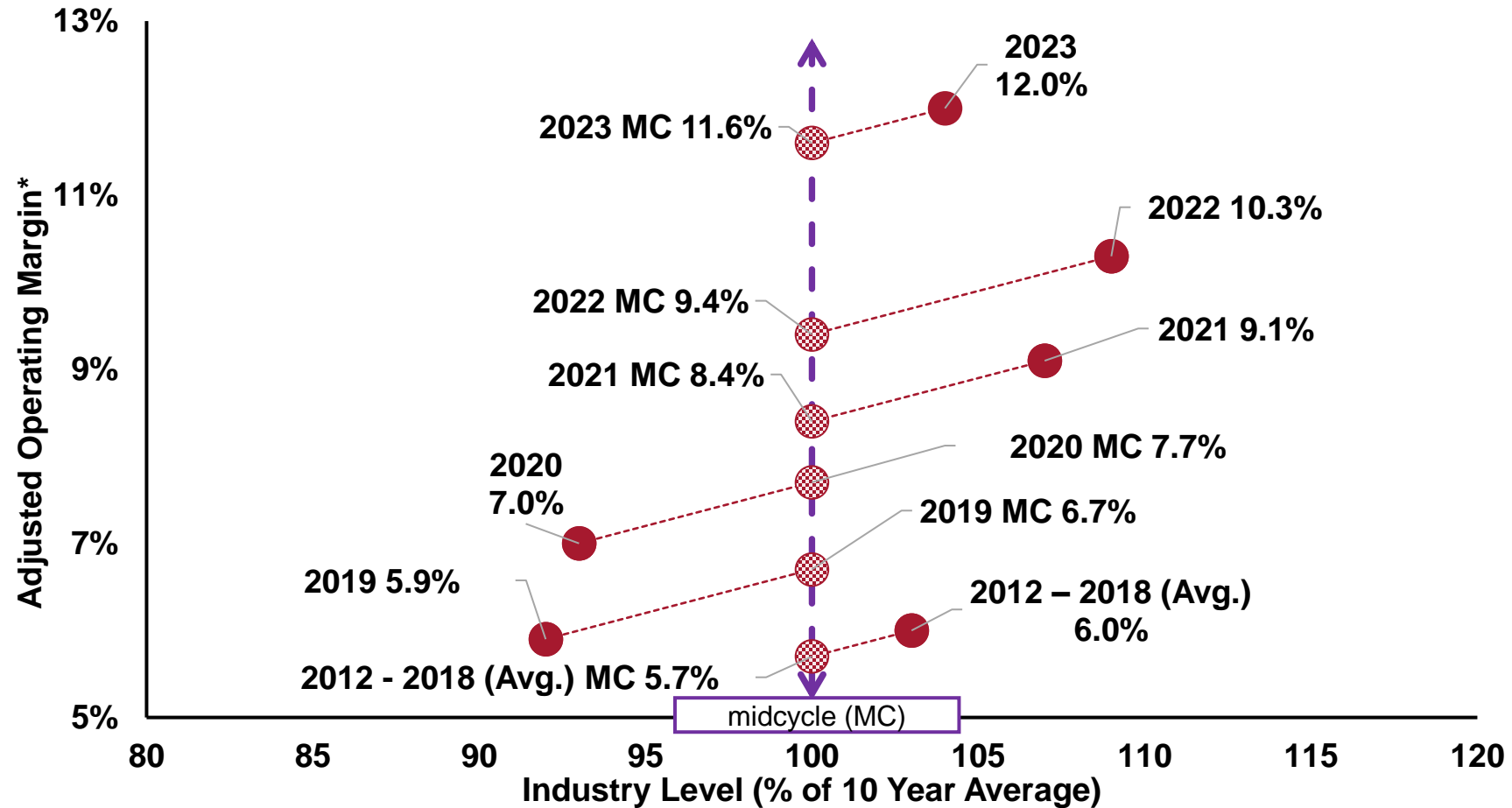
Environmental & Alternative Fuel Sources



AGCO's investment in R&D is yielding cutting edge products now and into the future

AGCO'S MIDCYCLE MARGIN HAS IMPROVED EACH YEAR SINCE 2018

As a result of structural changes to our business, operating margins at midcycle have improved annually since 2018

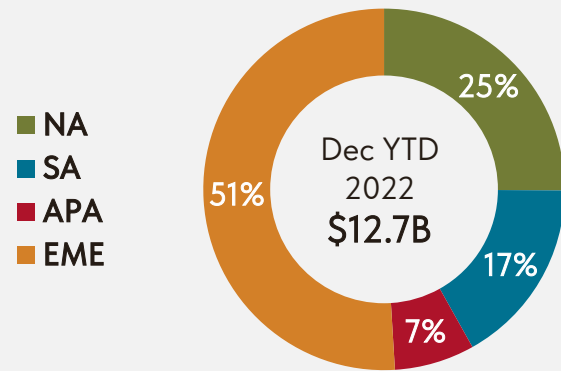
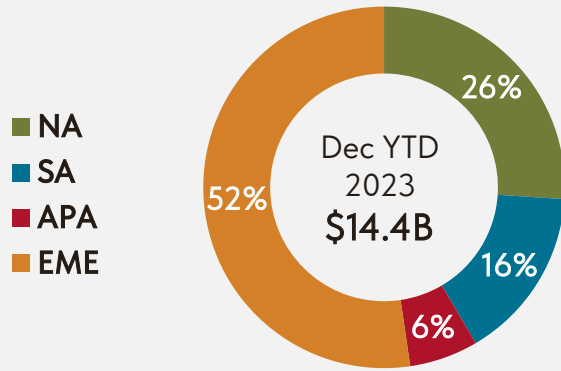


Note: Adjusted operating margins are adjusted to midcycle based on a comparison of the current agricultural equipment industry sales to the industry's 10-year historical average. If industry sales are above the 10-year average, margins are normalized down to midcycle using a best-fit line equation. Conversely, 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 cyclical nature of the industry.

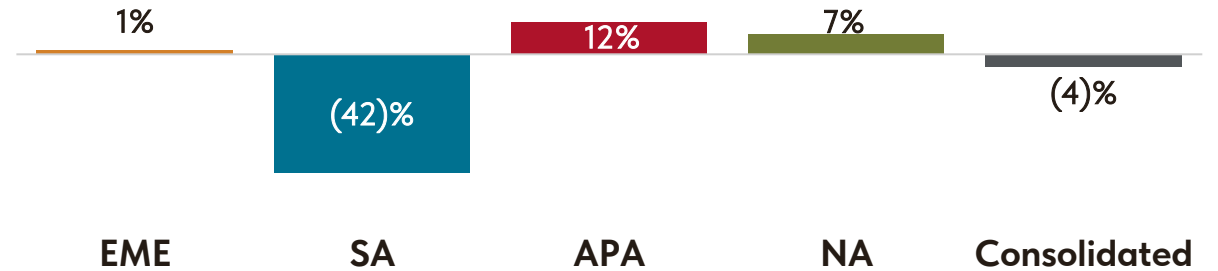
*Reflects non-GAAP measures. See reconciliations provided in the appendix to this presentation.



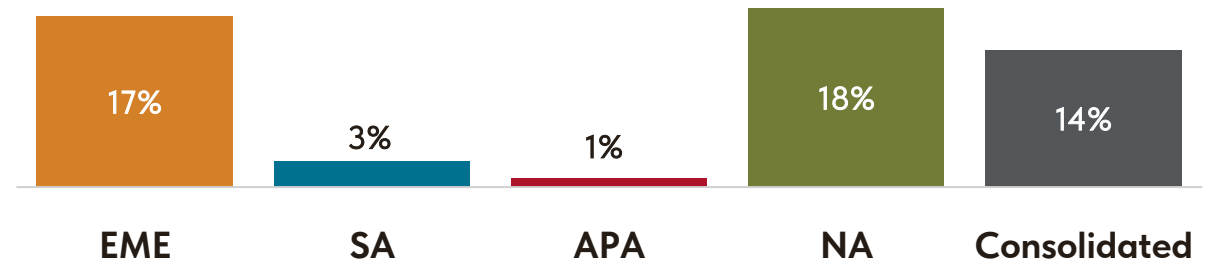
REGIONAL NET SALES RESULTS



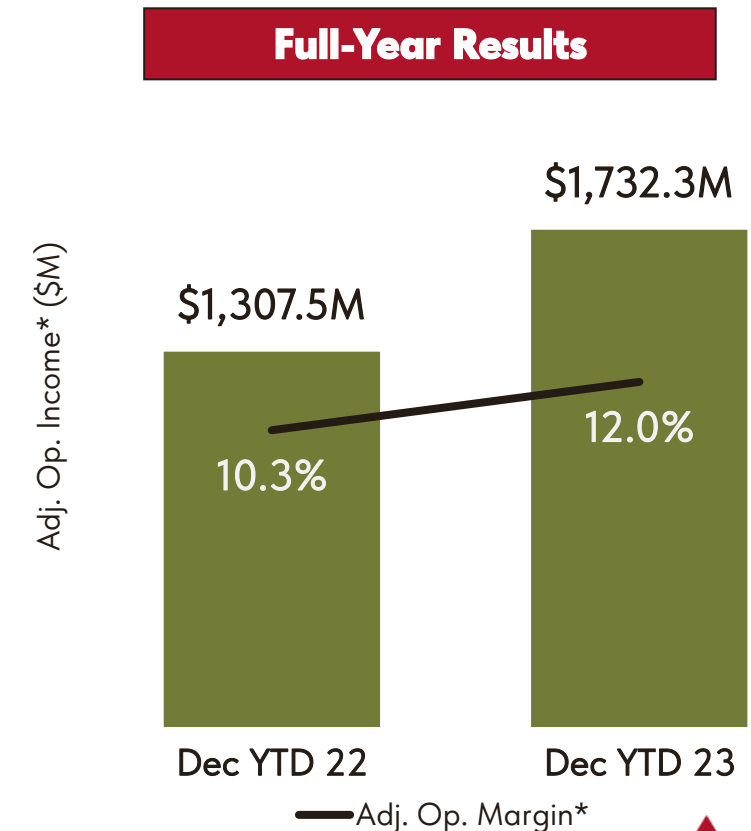
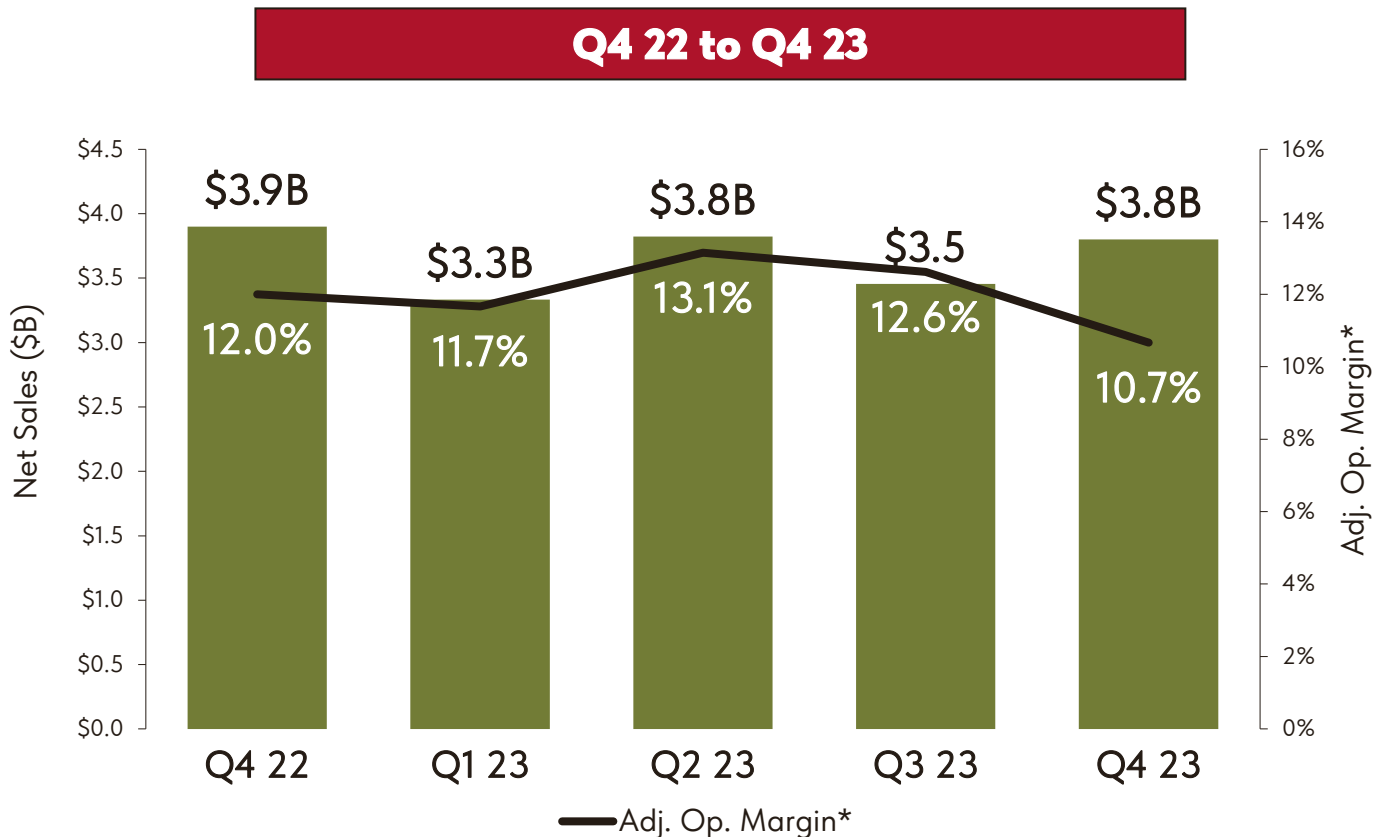
Q4 23 vs. Q4 22 Net Sales Excluding Currency Translation*



YTD 23 vs. YTD 22 Net Sales Excluding Currency Translation*

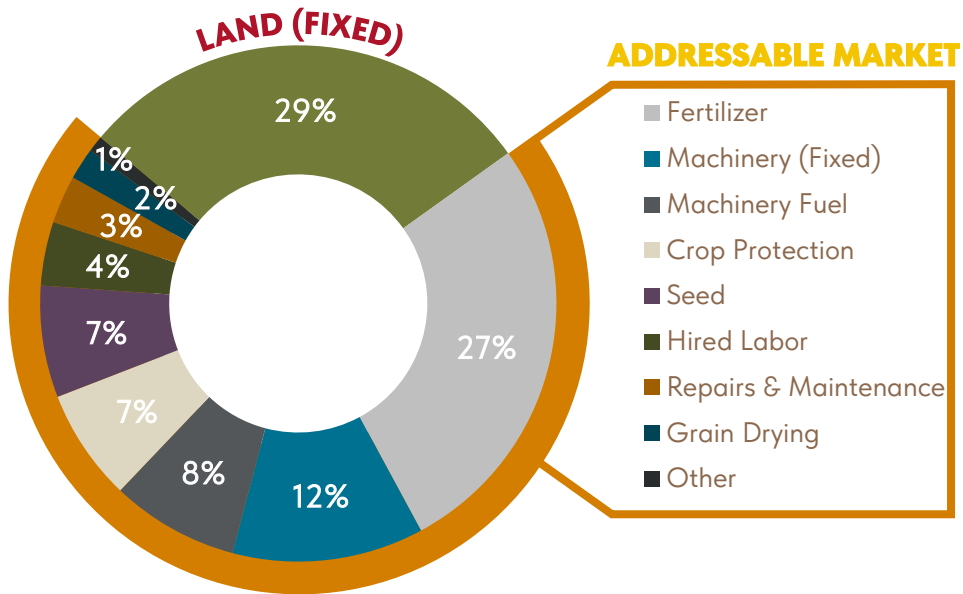


NET SALES, ADJUSTED OPERATING INCOME AND ADJUSTED OPERATING MARGINS



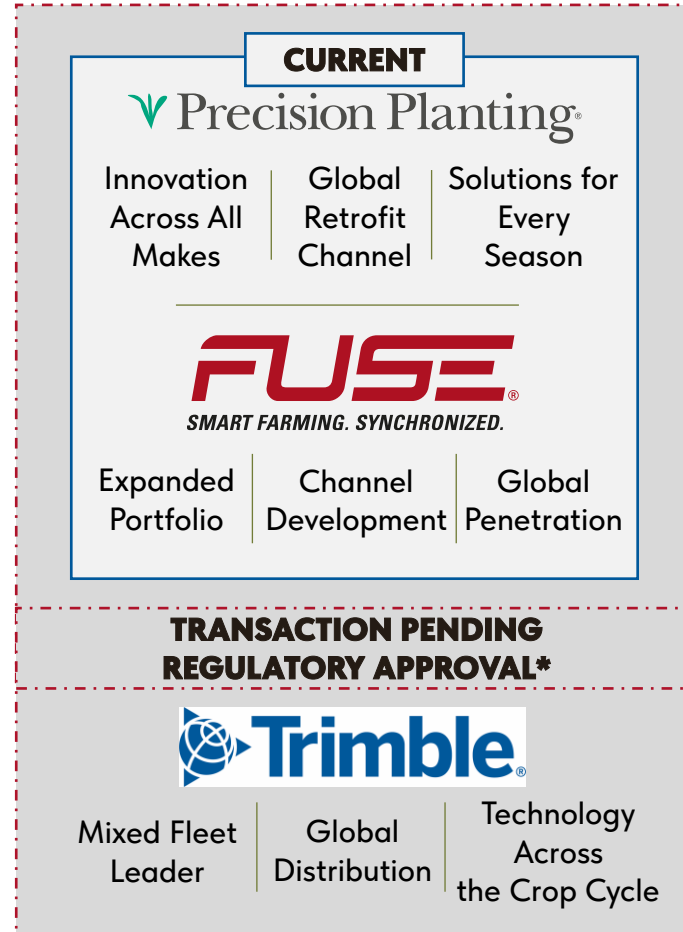
PRECISION AG BUSINESS

EXPANDING TOTAL ADDRESSABLE MARKET

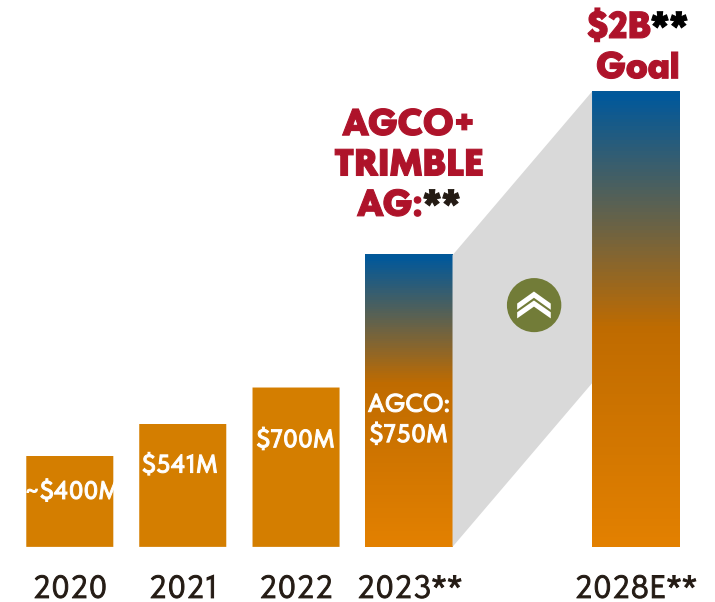


EXPANDING BEYOND MACHINERY

GROWING TECHNOLOGY STACK*



DRIVING HIGH MARGIN REVENUE



*AGCO / Trimble Ag Joint Venture announced on September 28, 2023 and is subject to and conditional upon obtaining approval from the appropriate regulatory bodies

**Revenue estimate includes pro-forma impact of AGCO / Trimble Ag Joint Venture

FREE CASH FLOW*



FOURTH QUARTER SEASONALLY STRONGEST

- Generated \$740 Million in Q4 2023



FREE CASH FLOW VERSUS TARGET

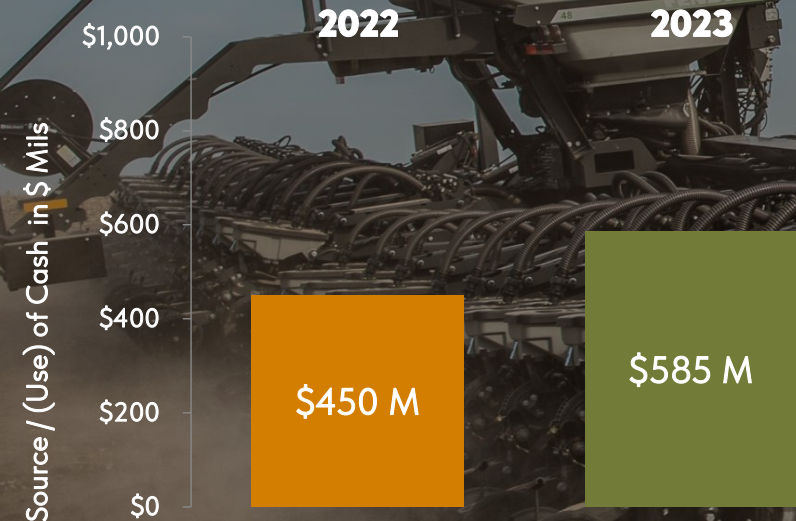
- Company and Dealer inventory higher due to slower market demand in certain regions
- Accounts Receivable higher due to year-end timing (\$150-\$200 million collected in early January)
- Capital Expenditures timing in 2023 related to capacity increases and precision ag initiatives



ENHANCED SHAREHOLDER RETURNS

- Special Variable Dividend of \$5.00 per share in Q2 2023
- Increased Quarterly Dividend by 21% to \$0.29 per share

FULL-YEAR FREE CASH FLOW

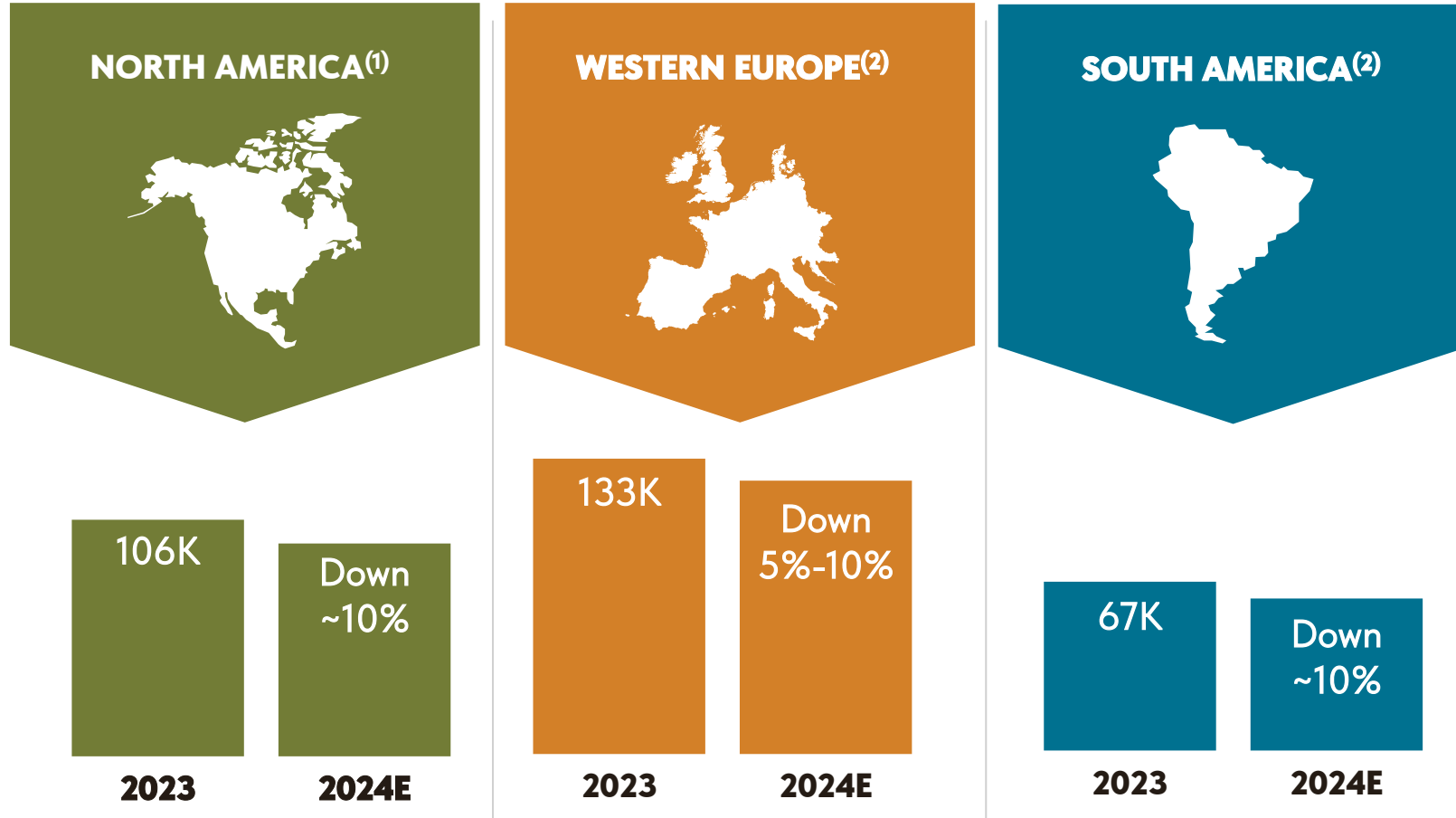


Note: Free Cash Flow is a non-GAAP measure and is defined as net cash (used in) provided by operating activities less purchases of property, plant and equipment. Free Cash Flow Conversion is a non-GAAP term defined as (Cash Flow from Operations less purchases of property, plant and equipment) / Adjusted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

* See reconciliations provided in the appendix to this presentation.

2024 MARKET OUTLOOK

Regional Market Outlook – Industry Unit Retail Tractor Sales



(1) Excludes compact tractors

(2) Amounts based on Company estimates



2024 KEY ASSUMPTIONS:

2024 SALES vs. 2023

- ↓ Softening Demand
- ➖ No Foreign Currency Impact
- ↑ Pricing ~1.5%
- ↑ Market Share Gains

ENGINEERING EXPENSE

~Flat vs. 2023

OPERATING MARGIN

~11.0%

EFFECTIVE TAX RATE

~27%

2024 OUTLOOK

~\$13.6B
Net Sales

~\$13.15
EPS

~\$475M
Capex

75% - 100%
Free Cash Flow
Conversion⁽¹⁾



APPENDIX

GRAIN & PROTEIN RESULTS

Grain / Seed / Protein Production Equipment



DECEMBER YTD 2023 SALES

DECEMBER 2023 YTD NET SALES DECREASED ~4% vs. DECEMBER 2022

Decrease in Sales of Grain and Seed Equipment of ~3%

Decrease in Sales of Protein Production Equipment of ~5%

LONGER TERM:

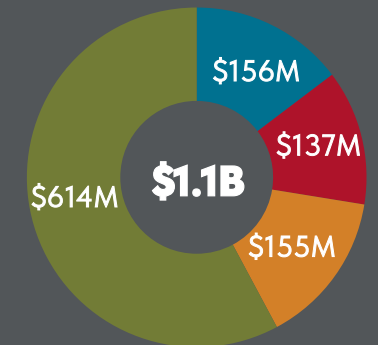
Macro Trends **DRIVING GROWTH IN DEMAND** for
Grain Storage and Protein Production

INCREASES EXPOSURE to Counter-Cyclical Protein Sector



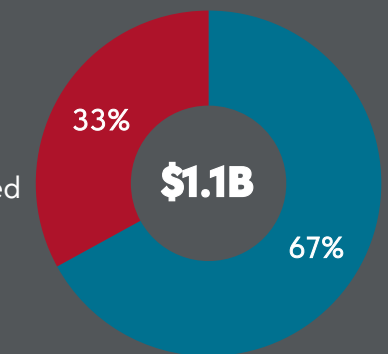
BY REGION

- SA
- APA
- EME
- NA



BY PRODUCT

- Grain & Seed
- Protein



NON-GAAP TO GAAP RECONCILIATION

In Millions

FREE CASH FLOW

	Three Months Ended December 31,		Years Ended December 31,	
	2023	2022	2023	2022
Net cash provided by (used in) operating activities	\$ 900.4	\$ 1,133.3	\$ 1,103.1	\$ 838.2
Less: purchases of property, plant and equipment	(160.4)	(117.8)	(518.1)	(388.3)
Free Cash Flow	\$ 740.0	\$ 1,015.5	\$ 585.0	\$ 449.9

NON-GAAP TO GAAP RECONCILIATION

In Millions, Except Percentages

NET SALES

	Three Months Ended December 31,			Change due to currency translation	
	2023	2022	% change from 2022	\$	%
North America	\$ 891.7	\$ 823.7	8.3 %	\$ 9.9	1.2 %
South America	412.0	674.8	(38.9)%	20.8	3.1 %
Europe/Middle East	2,259.0	2,186.5	3.3 %	41.7	1.9 %
Asia/Pacific/Africa	238.0	213.9	11.3 %	(0.5)	(0.2)%
	<u>\$ 3,800.7</u>	<u>\$ 3,898.9</u>	<u>(2.5)%</u>	<u>\$ 71.9</u>	<u>1.8 %</u>

NON-GAAP TO GAAP RECONCILIATION

In Millions, Except Percentages

NET SALES

	Years Ended December 31,			Change due to currency translation	
	2023	2022	% Change from 2022	\$	%
North America	\$ 3,752.7	\$ 3,175.1	18.2 %	\$ 5.3	0.2 %
South America	2,234.2	2,121.6	5.3 %	56.8	2.7 %
Europe/Middle East	7,540.5	6,447.3	17.0 %	(18.3)	(0.3)%
Asia/Pacific/Africa	885.0	907.4	(2.5)%	(30.8)	(3.4)%
	<u>\$ 14,412.4</u>	<u>\$ 12,651.4</u>	<u>13.9 %</u>	<u>\$ 13.0</u>	<u>0.1 %</u>

NON-GAAP TO GAAP RECONCILIATION

In Millions, Except Per Share Amounts

INCOME FROM OPERATIONS NET INCOME NET INCOME PER SHARE

	Three Months Ended December 31,					
	2023			2022		
	Income From Operations	Net Income ⁽¹⁾⁽²⁾	Net Income Per Share ⁽¹⁾⁽²⁾	Income From Operations	Net Income ⁽¹⁾⁽²⁾	Net Income Per Share ⁽¹⁾⁽²⁾
As reported	\$ 393.1	\$ 339.0	\$ 4.53	\$ 465.8	\$ 322.2	\$ 4.29
Restructuring expenses	3.6	2.7	0.04	1.7	1.6	0.02
Transaction-related costs	4.5	3.3	0.04	—	—	—
Impairment charges	4.1	4.1	0.05	—	—	—
Argentina currency devaluation impact	—	45.8	0.61	—	—	—
Divestiture-related foreign currency translation release	—	—	—	—	11.4	0.15
Discrete tax items	—	(112.3)	(1.50)	—	—	—
As adjusted	\$ 405.3	\$ 282.5	\$ 3.78	\$ 467.5	\$ 335.3	\$ 4.47

NON-GAAP TO GAAP RECONCILIATION

In Millions, Except Per Share Amounts

INCOME FROM OPERATIONS NET INCOME NET INCOME PER SHARE

	Years Ended December 31,					
	2023			2022		
	Income From Operations ⁽²⁾	Net Income ⁽¹⁾	Net Income Per Share ⁽¹⁾⁽²⁾	Income From Operations	Net Income ⁽¹⁾⁽²⁾	Net Income Per Share ⁽¹⁾⁽²⁾
As reported	\$ 1,700.4	\$ 1,171.4	\$ 15.63	\$ 1,265.4	\$ 889.6	\$ 11.87
Impairment charges	4.1	4.1	0.05	36.0	23.8	0.32
Restructuring expenses	11.9	9.5	0.13	6.1	4.8	0.06
Gain on full acquisition of IAS joint venture	—	—	—	—	(3.4)	(0.05)
Write-down of investment in Russian finance joint venture	—	—	—	—	4.8	0.06
Transaction-related costs	16.0	11.8	0.16	—	—	—
Argentina currency devaluation impact	—	45.8	0.61	—	—	—
Divestiture-related foreign currency translation release	—	8.2	0.11	—	11.4	0.15
Discrete tax items	—	(85.9)	(1.15)	—	—	—
As adjusted	\$ 1,732.3	\$ 1,164.9	\$ 15.55	\$ 1,307.5	\$ 930.9	\$ 12.42

NON-GAAP TO GAAP RECONCILIATION

In Millions, Except Percentages

OPERATING MARGIN

	Three Months Ended December 31,		Years Ended December 31,	
	2023	2022	2023	2022
Net sales	\$ 3,800.7	\$ 3,898.9	\$ 14,412.4	\$ 12,651.4
Income from operations	393.1	465.8	1,700.4	1,265.4
Operating margin ⁽¹⁾	10.3 %	11.9 %	11.8 %	10.0 %
Adjusted income from operations ⁽²⁾	405.3	467.5	1,732.3	1,307.5
Adjusted operating margin ⁽¹⁾	10.7 %	12.0 %	12.0 %	10.3 %

(1) 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.

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

NON-GAAP TO GAAP RECONCILIATION

In Millions, Except Percentages

FREE CASH FLOW CONVERSION

	Year Ended December 31, 2023
Net cash provided by (used in) operating activities	\$1,103.1
Less: capital expenditures	(518.1)
Free Cash Flow	<u>\$585.0</u>
Adj Net Income	\$1,165
Free Cash Flow Conversion	50%

Note: Free Cash Flow is a non-GAAP measure and is defined as net cash (used in) provided by 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

NON-GAAP TO GAAP RECONCILIATION

ADJUSTED OPERATING MARGINS AT MIDCYCLE

<u>Year</u>	<u>Operating Margin</u>	<u>Adjustments</u>	<u>Adjusted Operating Margin</u>	<u>Midcycle Normalization⁽²⁾</u>	<u>Midcycle Adjusted Margin</u>
2023	11.8%	0.2% (3)	12.0%	-0.4%	11.6%
2022	10.0%	0.3% (4)	10.3%	-0.9%	9.4%
2021	9.0%	0.1% (4)	9.1%	-0.7%	8.4%
2020	6.6%	0.4% (4)	7.0%	0.7%	7.7%
2019	3.9%	2.0% (4)	5.9%	0.8%	6.7%
2012 -2018 ⁽¹⁾	5.8%	0.2%	6.0%	-0.3%	5.7%

(1) 2012-2018 represent the average operating margins and average adjusted operating margins as shown below.

<u>Year</u>	<u>Operating Margin</u>	<u>Adjustments</u>	<u>Adjusted Operating Margin</u>
2018	5.2%	0.2% (4)	5.4%
2017	4.9%	0.1% (5)	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% (7)	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, and transaction-related costs

(4) Adjustments to operating margin include impairment charges and restructuring expenses

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

(6) Adjustments to operating margin include restructuring expenses

(7) Adjustments to operating margin include impairment charges