



Second Quarter 2008 Financial and Operational Results July 29, 2008



#### Forward-Looking Statements

Statements that are not historical facts, including the projections of future sales, earnings, production levels, supplier and production constraints, inflation, farm income, working capital improvement, cash flow, margins, effective tax rate, capital expenditures and strategic initiatives are forwardlooking and subject to risks which could cause actual results to differ materially from those suggested by the statements. These forward-looking statements involve a number of risks and uncertainties. The following are among the factors that could cause actual results to differ materially from the results discussed in or implied by the forward-looking statements. Further information concerning these and other factors is included in AGCO's filings with the Securities and Exchange Commission, including its Form 10-K for the year ended December 31, 2007 and the Form 10Q for the quarter ended March 31, 2008. The Company disclaims any responsibility to update any forward-looking statements.



# Financial Summary

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	<u>Q208</u>	Q208 vs <u>Q207</u>	YTD <u>2008</u>	YTD08 vs <u>YTD07</u>
Net Sales (\$Ms)	2,395.4	+40.0%	4,182.0	+37.4%
Gross Profit (\$Ms)	428.2	+44.2%	743.4	+44.0%
Adj. Op. Income (\$M	s) 189.2	+70.6%	283.5	+81.2%
Adj. Op. Margin	<b>7.9</b> %	+1.4%	6.8%	+1.6%
Adj. Diluted EPS	\$1.34	+\$0.67	\$1.97	+\$1.04

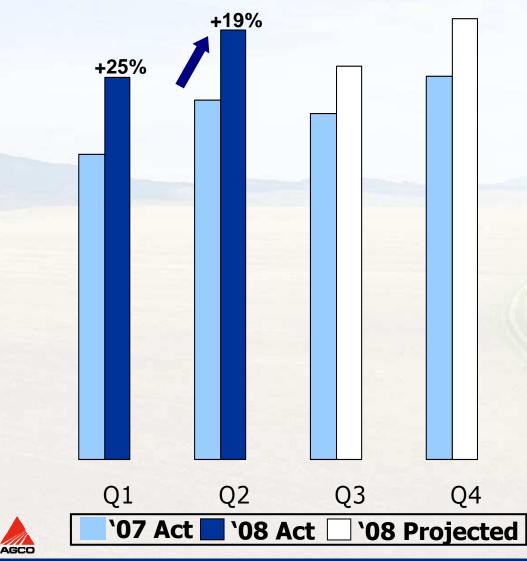
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### **Tractor/Combine Production**



**Production Units** 



 Production up 19% in Q208 vs Q207

 Total 2008 production expected to increase 16-18% from 2007

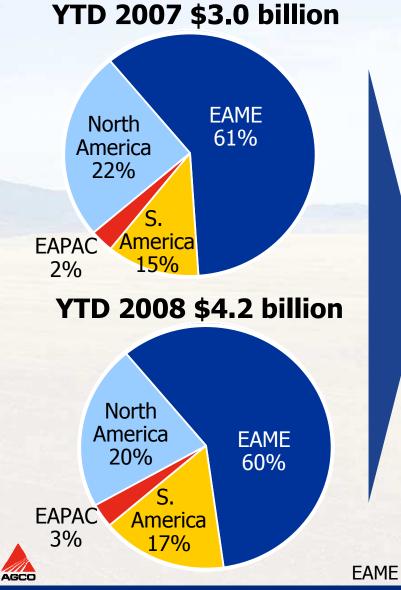
# Industry Overview

<u>YTD08 vs</u> <u>YTD07</u> -6% Flat
-6% <b>Flat</b>
Flat
. 100/
+18%
+8%
+42%
+82%

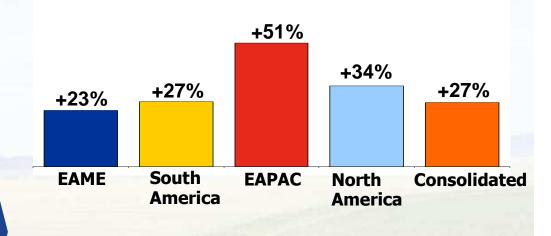
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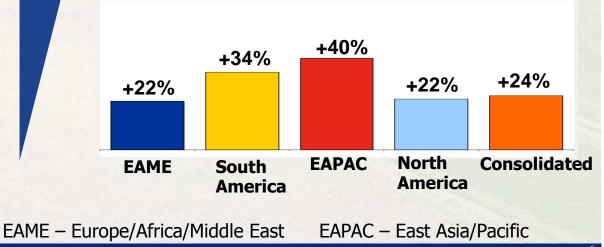
#### **Regional Net Sales Results**



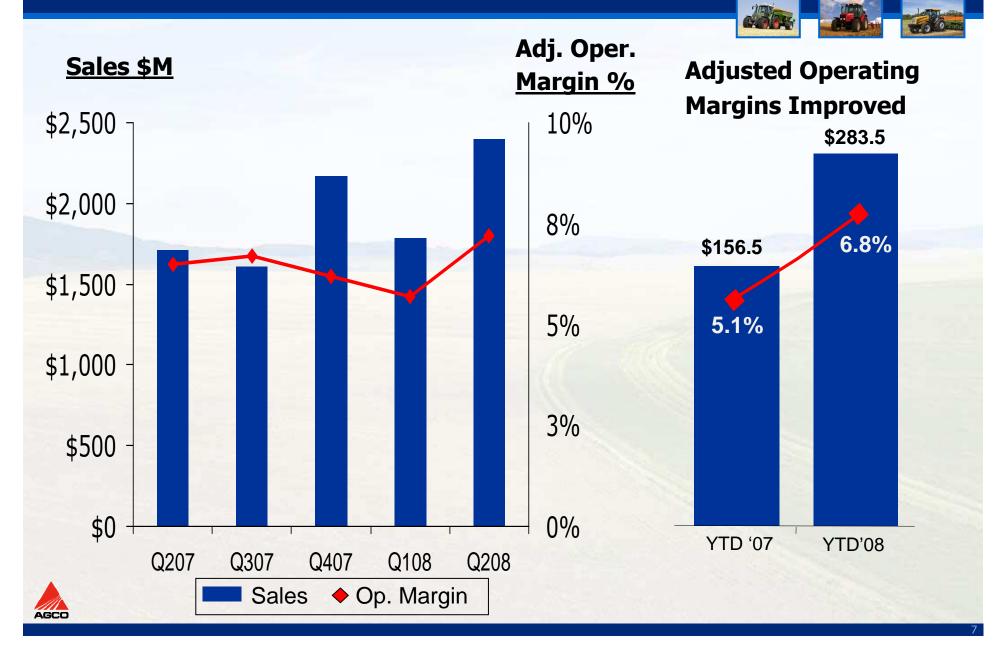
#### **Q208 vs Q207 Net Sales Excl.Translation**



#### YTD 08 vs YTD 07 Net Sales Excl. Translation



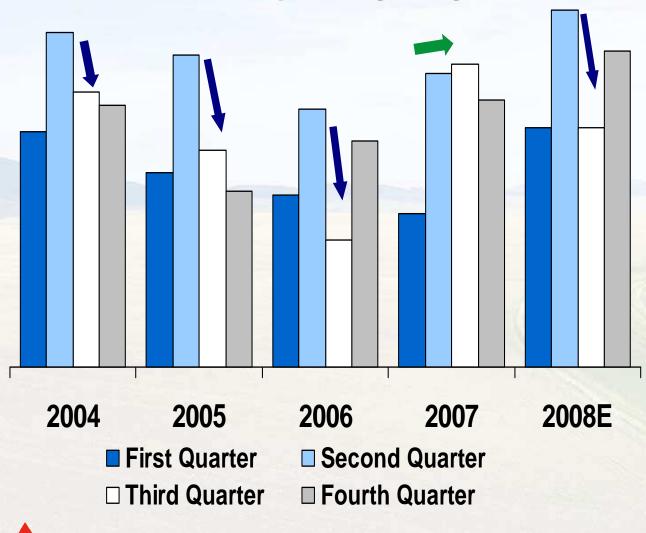
#### Sales and Margins



### Margin Seasonality

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#### **Consolidated Operating Margins**

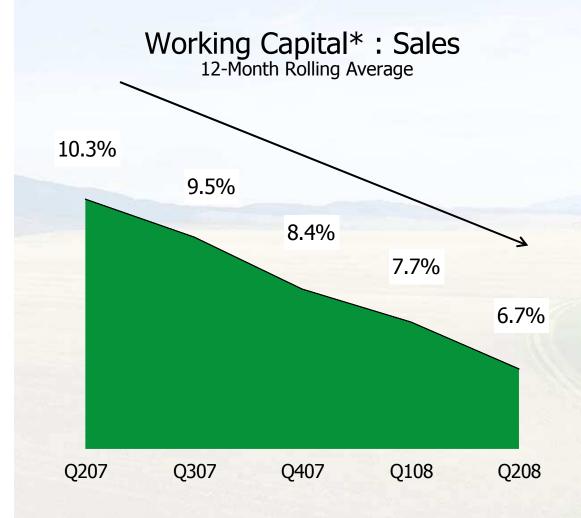




- Q2 margins seasonally strongest
- Q3 margins seasonally weaker
- Q308 margins impacted by sales mix and material cost inflation

## Working Capital Progress





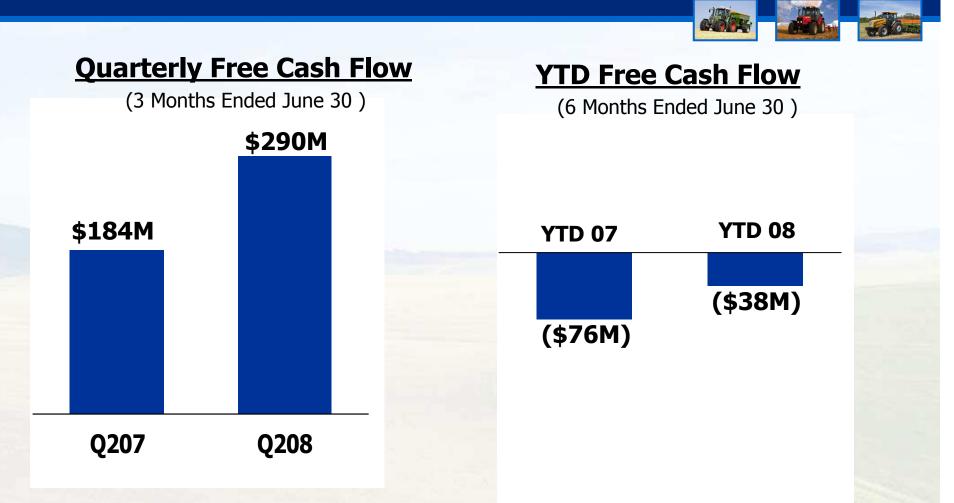
- Progress in NA dealer inventory months supply
- Long-term initiatives
  - build to order
  - distribution strategies



\* Working Capital defined as Avg. A/R + Avg. Inv. - Avg. A/P - Avg. Accrued Exp

## Strong Free Cash Flow

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- Free cash flow up 58% in Q208 vs Q207
- Managed working capital despite strong sales growth

# Impacts of Strategic Initiatives

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	2008 Incremental Pre-tax Impact
Increased R&D	– \$ 25 M
System/process improvements	– \$ 10 M
Growth initiatives	– \$ 15 M
Total	– \$ 50 M

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#### **Financial Targets**



2008 Targets

Total sales growth

**Diluted EPS** 

**Capital expenditures** 

Free cash flow

26% to 28%

\$3.60 to \$3.70

\$220-230 million

\$175-\$200 million

# Appendix



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## GAAP To NON-GAAP Reconciliation



	Three months ended June 30,					
	2008			2007		
	Income From Operations	Net Income <sup>(1)</sup>	Earnings Per Share <sup>(1)</sup>	Income From Operations	Net Income <sup>(1)</sup>	Earnings Per Share <sup>(1)</sup>
As adjusted Restructuring and other	\$ 189.2	\$ 133.1	\$ 1.34	\$ 110.9	\$ 64.0	\$ 0.67
infrequent expenses	0.1			0.3	0.2	
As reported	\$ 189.1	\$ 133.1	\$ 1.34	\$ 110.6	\$ 63.8	\$ 0.67

(1) After tax.



See accompanying notes in the Company's Press Release

## GAAP To NON-GAAP Reconciliation



	Six months ended June 30,					
	2008			2007		
	Income From Operations	Net Income <sup>(1)</sup>	Earnings Per Share <sup>(1)</sup>	Income From Operations	Net Income <sup>(1)</sup>	Earnings Per Share <sup>(1)</sup>
As adjusted Restructuring and other	\$ 283.5	\$ 195.5	\$ 1.97	\$ 156.5	\$ 88.5	\$ 0.93
infrequent expenses	0.2	0.1		0.3	0.2	
As reported	\$ 283.3	\$ 195.4	\$ 1.97	\$ 156.2	\$ 88.3	\$ 0.93

(1) After tax.



See accompanying notes in the Company's Press Release

## GAAP To NON-GAAP Reconciliation



Free Cash Flow	Three months ended June 30, 2008	Three months ended June 30, 2007
Net cash provided by operating activities Less:	\$ 343.4	\$ 208.9
Capital expenditures	(53.8)	(25.2)
Free cash flow	\$ 289.7	\$ 183.7
	Six months ended June 30, 2008	Six months ended June 30, 2007
Net cash provided by (used in) operating activities Less:	\$ 61.3	\$ (27.1)
Capital expenditures	(99.7)	(48.9)
Free cash flow	\$ (38.4)	\$ (76.0)

See accompanying notes in the Company's Press Release

