



SECOND QUARTER 2023

Financial and Operational Results

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, 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.



REPORTED	<u>Q2 23</u>	<u>Q2 23 vs.</u> <u>Q2 22</u>	<u>YTD 23</u>	<u>YTD 23 vs.</u> <u>YTD 22</u>
NET SALES	\$3,822.7	29.8%	\$7,156.2	27.1%
GROSS MARGIN	26.3%	290bps	26.0%	250bps
OPERATING INCOME	\$496.4	88.4%	\$883.7	89.0%
OPERATING MARGIN	13.0%	400bps	12.3%	400bps
DILUTED EPS	\$4.26	\$1.89	\$7.36	\$2.96



ADJUSTED	<u>Q2 23</u>	<u>Q2 23 vs.</u> <u>Q2 22</u>	<u>YTD 23</u>	<u>YTD 23 vs.</u> <u>YTD 22</u>
ADJ. OPERATING INCOME*	\$502.4	90.3%	\$891.2	75.8%
ADJ. OPERATING MARGIN*	13.1%	420bps	12.5%	340bps
DILUTED ADJUSTED EPS*	\$4.29	\$1.91	\$7.80	\$3.03

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

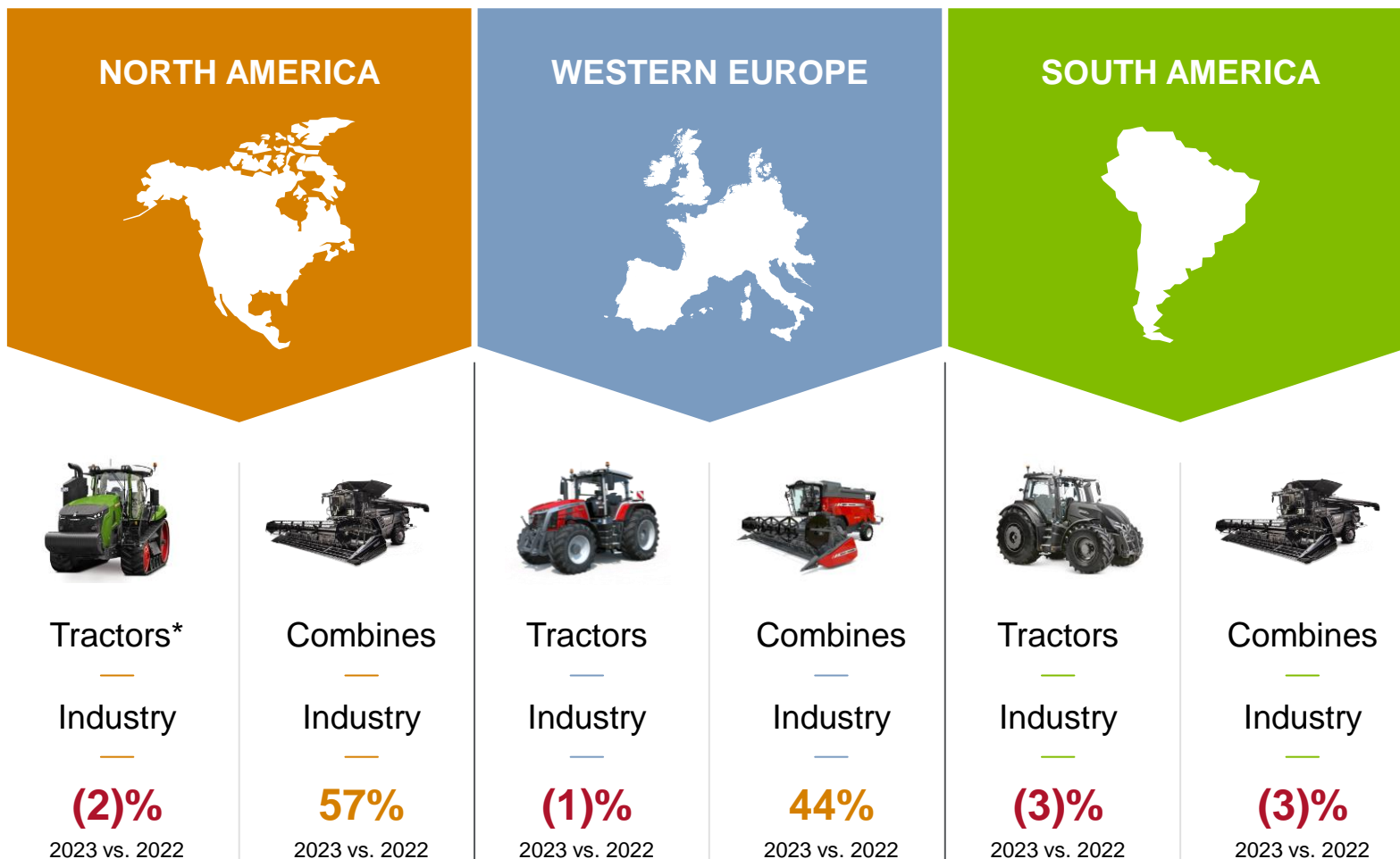
**Except per share amounts

FINANCIAL SUMMARY

\$M**

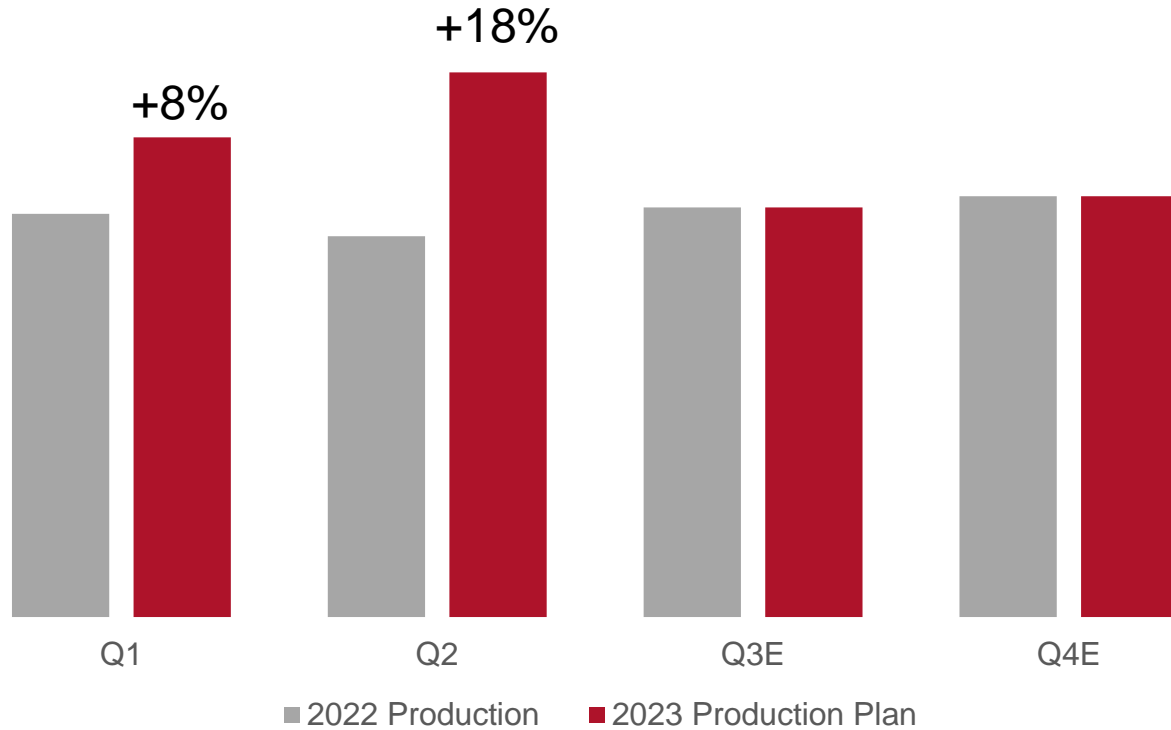
INDUSTRY OVERVIEW

June 2023 Year-to-Date Retail Units



2023 PRODUCTION

AGCO Production Hours

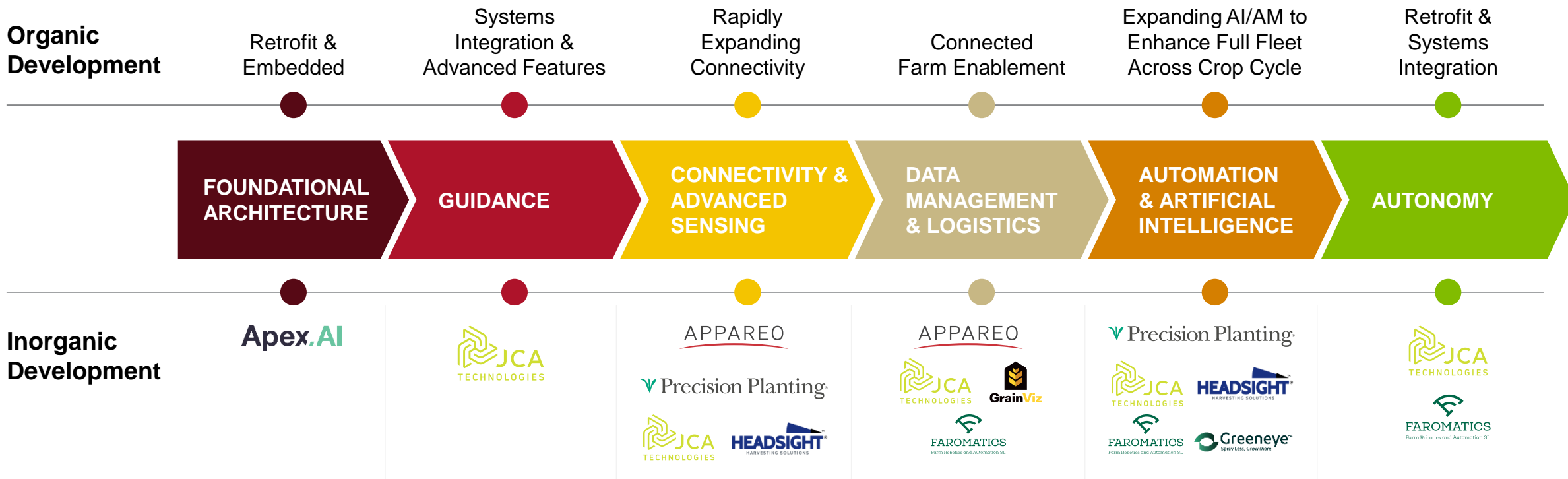


Q2 23 Production
UP 18% vs. Q2 22

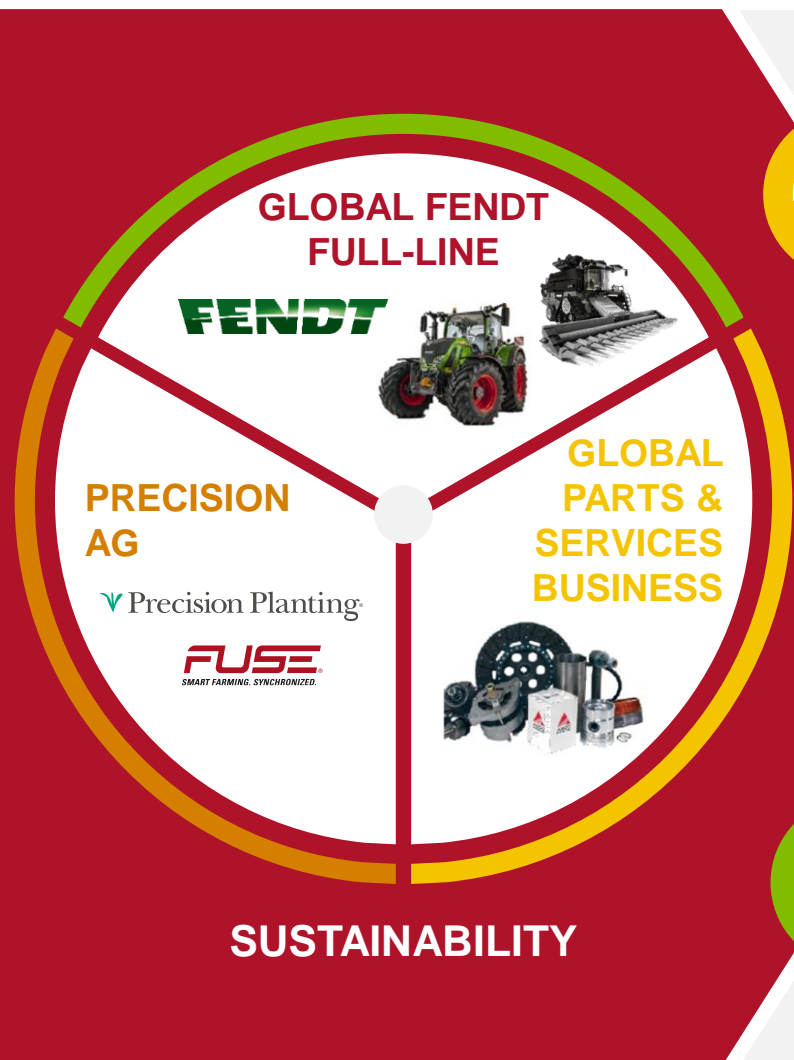


Full-Year 2023 Production
UP 4-5% vs. 2022

TECHNOLOGY EVENT DEMONSTRATED ABILITY TO RAPIDLY INTEGRATE & COMMERCIALIZE ACQUISITIONS



2023 TECH EVENT REITERATED COMMITMENTS



AUTONOMOUS SOLUTIONS

FULLY AUTONOMOUS SOLUTIONS
ACROSS CROP CYCLE BY 2030

AUTONOMOUS RETROFIT SOLUTIONS
Targeted for 2025



TARGETED SPRAYING

RETROFIT OFFERING in 2024

OEM SOLUTION Targeted for 2026



CLEAN EMISSIONS

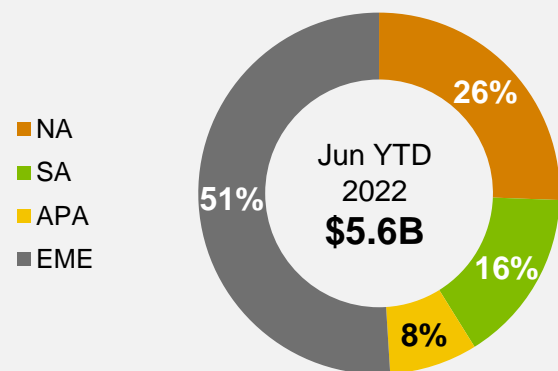
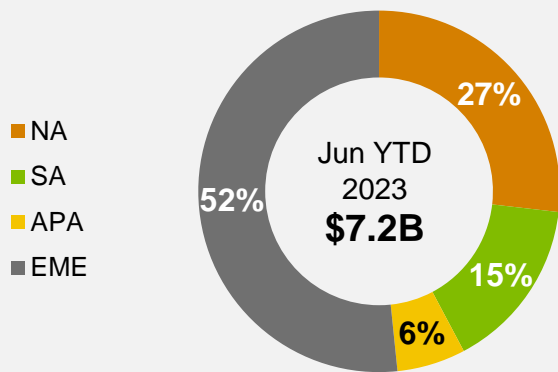
FENDT e100 Fully Electric Tractor – Targeted Launch in 2024

NEW CORE AGCO POWER ENGINES
Fully Designed for Alternative Fuels

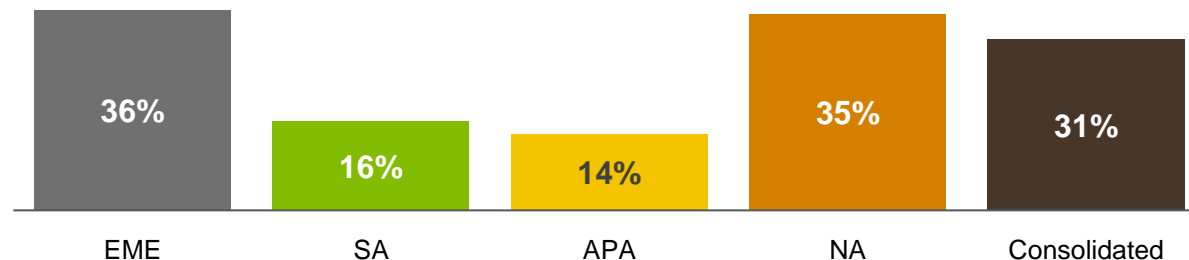
R&D EFFORTS on Alternative Fuels, Fuel Cells, Hybrid Hydrogen Fuel Cell Technology & Electric Drivetrains



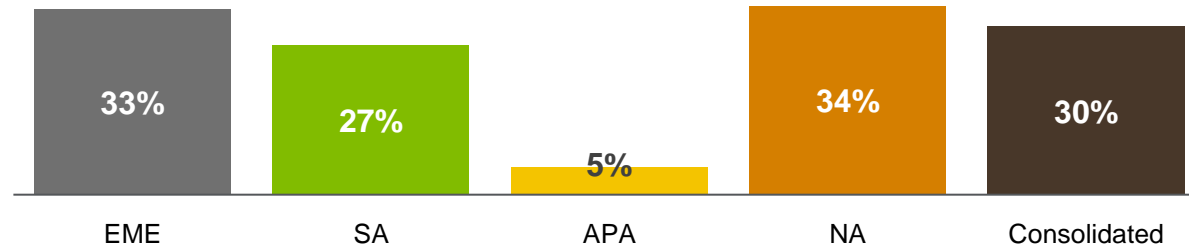
REGIONAL NET SALES RESULTS



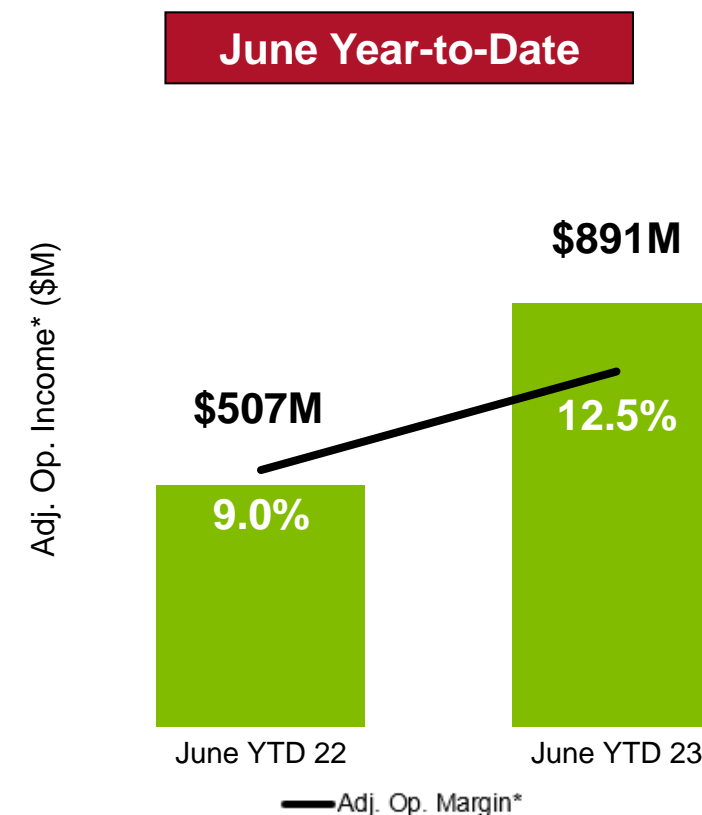
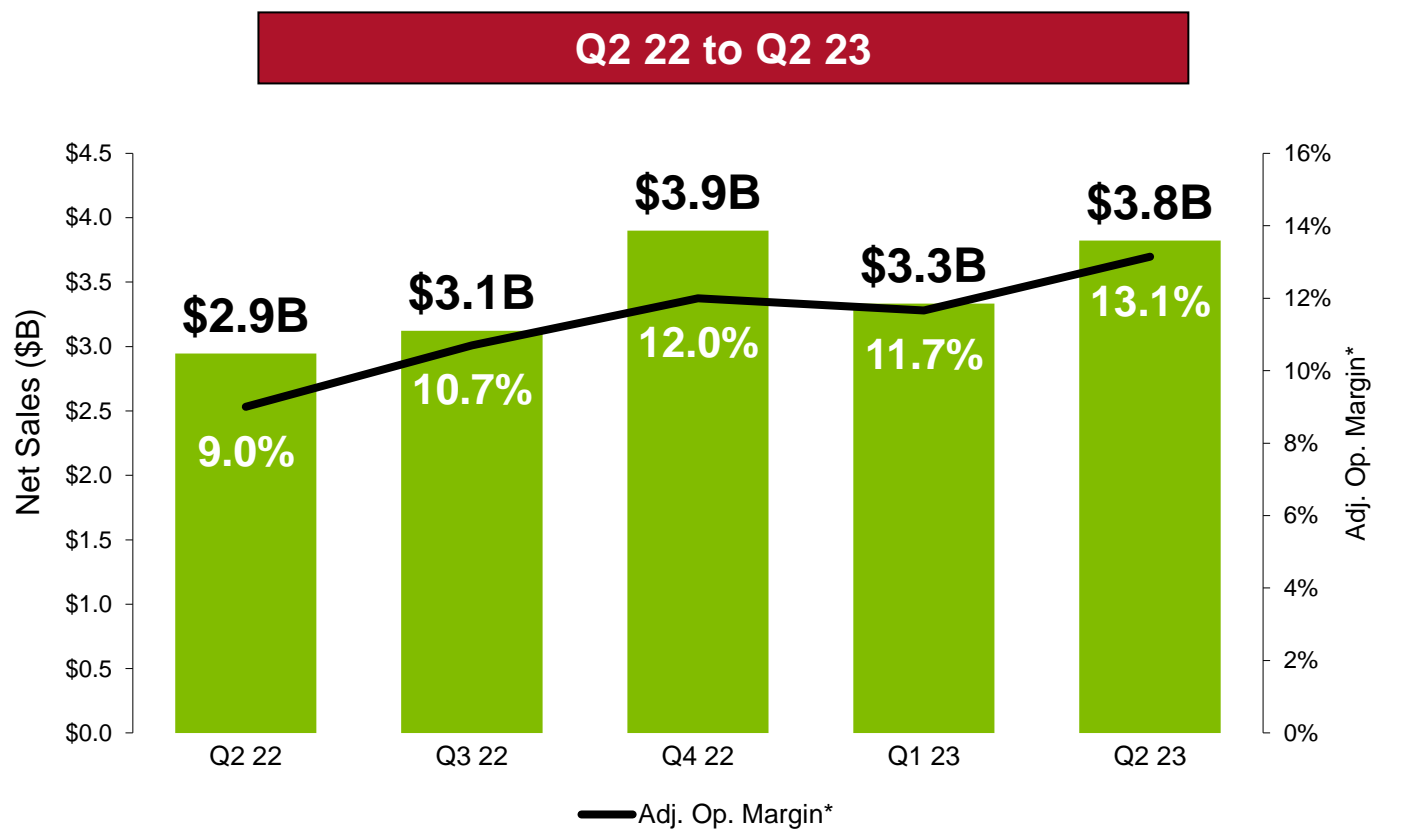
Q2 23 vs. Q2 22 Net Sales Excluding Currency Translation*



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

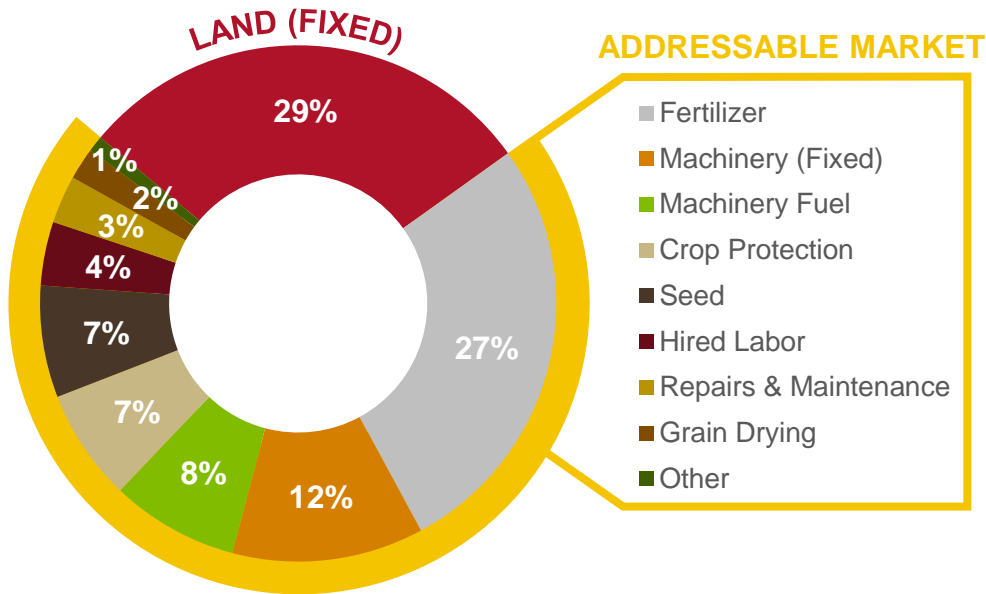


NET SALES, ADJUSTED OPERATING INCOME AND OPERATING MARGINS



PRECISION AG BUSINESS

EXPANDING TOTAL ADDRESSABLE MARKET



EXPANDING BEYOND MACHINERY

Precision Planting

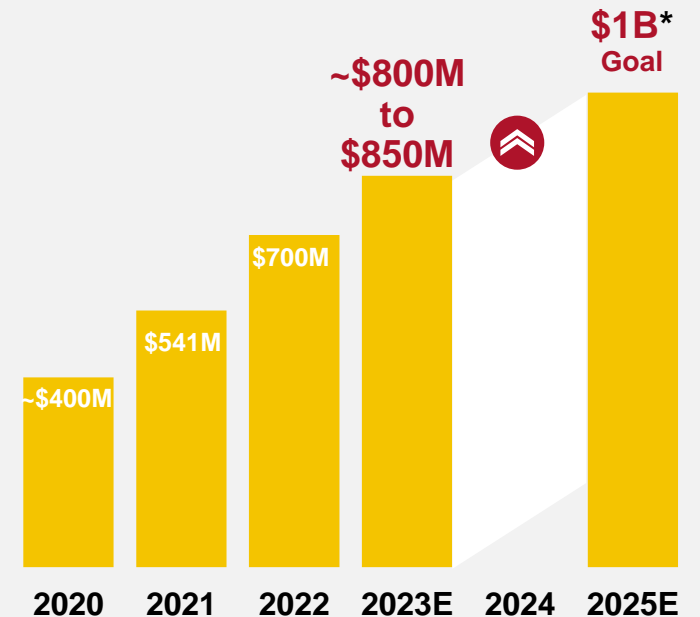


- Innovation Across All Makes
- Retrofit Channel Globally
- Expansion Across the Crop Cycle



- Expanded Portfolio
- Channel Development
- Global Penetration

DRIVING HIGH MARGIN REVENUE GROWTH



FREE CASH FLOW*



SECOND HALF OF YEAR SEASONALLY STRONGER
for Free Cash Flow generation



CONTINUED SUPPLY CHAIN CONSTRAINTS
Related Inventory Build

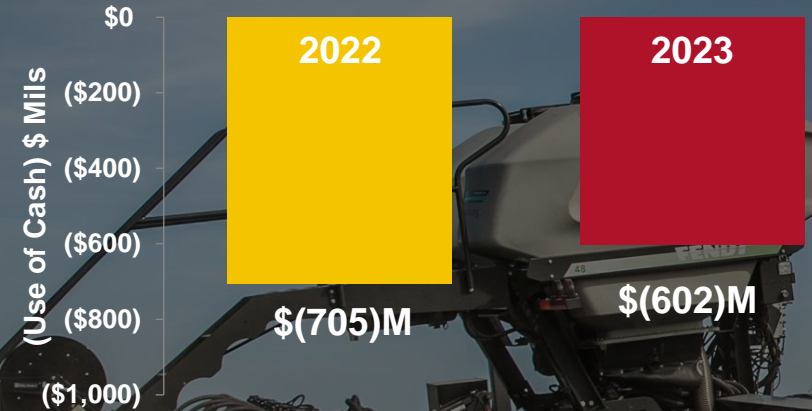


Targeting **75% - 100%** Free Cash Flow conversion

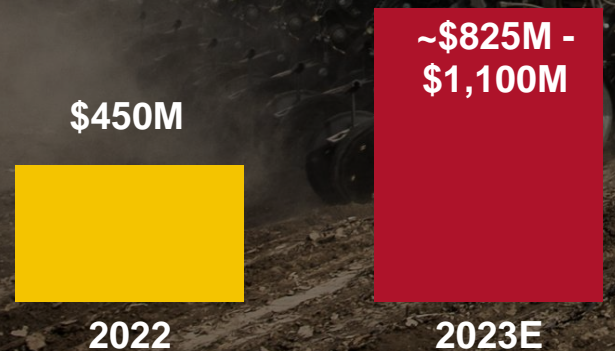


ENHANCED SHAREHOLDER RETURNS
Special Variable Dividend of \$5.00 per share
Increased Quarterly Dividend by 21% to \$0.29 per share

JUNE YTD FREE CASH FLOW



FULL-YEAR FREE CASH FLOW

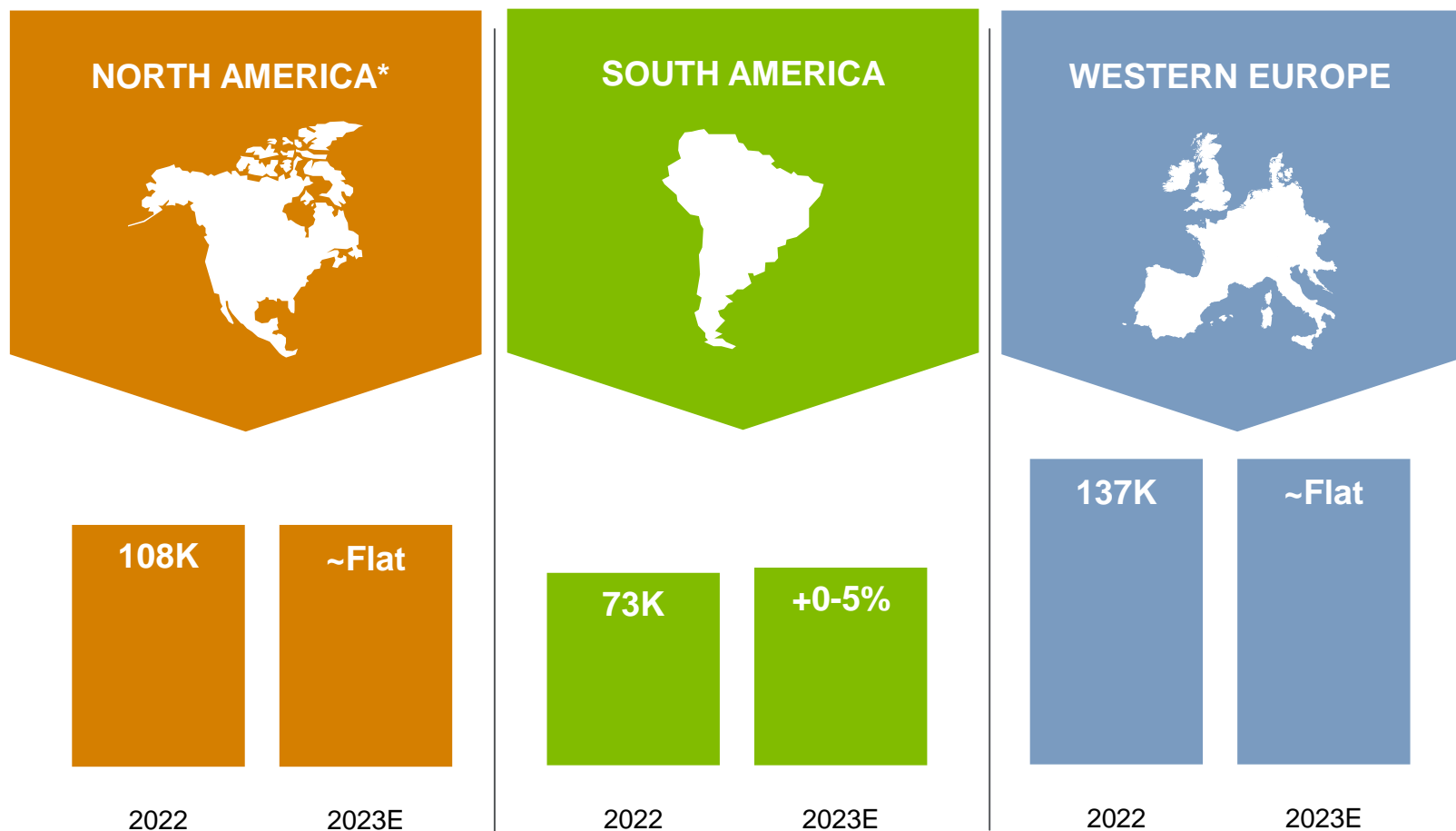


Note: Free cash flow is a non-GAAP measure and is defined as net cash (used in) provided by operating activities less capital expenditures. Free Cash Flow conversion is a non-GAAP term defined as (Cash Flow from Operations less Capex) / Adj. Net Income

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

2023 MARKET OUTLOOK

Regional Market Outlook – Industry Unit Retail Tractor Sales





2023 KEY ASSUMPTIONS:

2023 SALES vs. 2022

- + Healthy Large Ag demand
- + Currency Impact of +~2%
- + Pricing ~8%
- + Market Share Gains

ENGINEERING EXPENSE

+ ~20% vs. '22

OPERATING MARGIN

~11.7%

OTHER EXPENSE

+~\$90 Million

EFFECTIVE TAX RATE

27% - 28%

2023 OUTLOOK

~\$14.7B

Net Sales

~\$15.25

Adjusted EPS*

~\$400M

Capex

**75% - 100%
Free Cash
Flow
Conversion^{(1)*}**



APPENDIX

GRAIN & PROTEIN RESULTS

GRAIN / SEED / PROTEIN PRODUCTION EQUIPMENT



JUNE 2023 YTD NET SALES INCREASED ~8% vs. JUNE YTD 2022

Increase in Sales of Grain and Seed Equipment of **~11%**

Increase in Sales of Protein Production Equipment **~3%**



LONGER TERM:

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

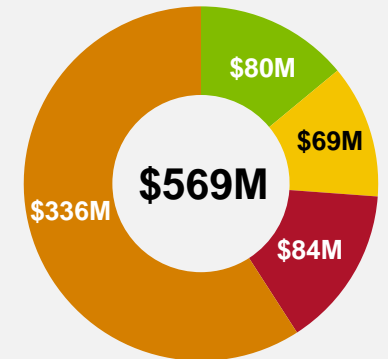
INCREASES EXPOSURE to Counter-Cyclical Protein Sector



JUNE YTD 2023 SALES

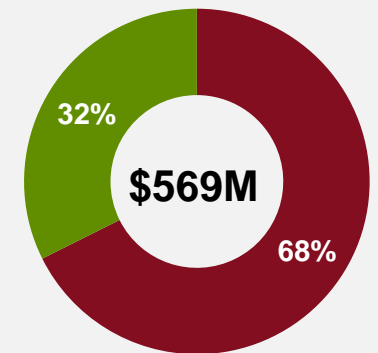
BY REGION

- South America
- APA
- EME
- North America



BY PRODUCT

- Grain & Seed
- Protein



Non-GAAP To GAAP Reconciliation

(In millions)

FREE CASH FLOW

	Six Months Ended June 30, 2023	Six Months Ended June 30, 2022
Net cash used in operating activities	(\$365.0)	(\$566.2)
Less: capital expenditures	(237.0)	(139.2)
Free cash flow	(\$602.0)	(\$705.4)

Non-GAAP To GAAP Reconciliation

(In millions)

NET SALES

	Three Months Ended June 30,			Change due to currency translation	
	2023	2022	% change from 2022	\$	%
North America	996.8	739.9	34.7%	(2.8)	(0.4)%
South America	598.6	519.2	15.3%	(3.8)	(0.7)%
Europe/Middle East	1,990.8	1,467.6	35.7%	(4.1)	(0.3)%
Asia/Pacific/Africa	236.5	218.5	8.2%	(12.0)	(5.5)%
	<u>\$ 3,822.7</u>	<u>\$ 2,945.2</u>	29.8%	<u>\$ (22.7)</u>	<u>(0.8)%</u>

Non-GAAP To GAAP Reconciliation

(In millions)

NET SALES

	Six Months Ended June 30,			Change due to currency translation	
	2023	2022	% change from 2022	\$	%
North America	1,919.9	1,440.9	33.2%	(7.8)	(0.5)%
South America	1,102.4	875.6	25.9%	(6.7)	(0.8)%
Europe/Middle East	3,694.6	2,870.7	28.7%	(128.1)	(4.5)%
Asia/Pacific/Africa	439.3	443.7	(1.0)%	(26.3)	(5.9)%
	<u>\$ 7,156.2</u>	<u>\$ 5,630.9</u>	27.1%	<u>\$ (168.9)</u>	<u>(3.0)%</u>

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,					
	2023			2022		
	Income From Operations ⁽¹⁾	Net Income ⁽¹⁾	Net Income Per Share	Income From Operations ⁽¹⁾	Net Income	Net Income Per Share
As reported	\$ 496.4	\$ 319.2	\$ 4.26	\$ 263.5	\$ 177.7	\$ 2.37
Restructuring expenses	6.1	5.3	0.07	0.4	0.4	0.01
Brazilian tax amnesty program	—	(3.2)	(0.04)	—	—	—
As adjusted	<u>\$ 502.4</u>	<u>\$ 321.4</u>	<u>\$ 4.29</u>	<u>\$ 264.0</u>	<u>\$ 178.1</u>	<u>\$ 2.38</u>

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,					
	2023			2022		
	Income From Operations	Net Income	Net Income Per Share ⁽¹⁾	Income From Operations ⁽¹⁾	Net Income ⁽¹⁾	Net Income Per Share ⁽¹⁾
As reported	\$ 883.7	\$ 551.8	\$ 7.36	\$ 467.5	\$ 329.5	\$ 4.40
Impairment of Russian joint ventures	—	—	—	36.0	23.8	0.32
Restructuring expenses	7.5	6.3	0.08	3.4	2.5	0.03
Brazilian tax amnesty program	—	26.4	0.35	—	—	—
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
As adjusted	\$ 891.2	\$ 584.5	\$ 7.80	\$ 507.0	\$ 357.1	\$ 4.77

Non-GAAP To GAAP Reconciliation

Net Income Per Share

	Full Year Ended December 31,	
	2023	
	Net Income Per Share ⁽¹⁾	
As targeted	\$	14.82
Restructuring expenses		0.08
Brazilian tax amnesty program		0.35
As adjusted targeted ⁽²⁾	\$	15.25

(1) Net income per share amount is after tax

(2) The above reconciliation adjustments to full year 2023 targeted net income per share are based upon restructuring expenses and the other adjustments incurred during the six months ended June 30, 2023. Full year expenses or benefits could differ based on future restructuring activity as well as other activities

Non-GAAP To GAAP Reconciliation

(In millions)

Free Cash Flow Conversion

	Projected Year Ended December 31, 2023
Net cash used in operating activities	\$1,225 to \$1,500
Less: capital expenditures	(~\$400)
Free cash flow	<u>\$825 to \$1,100</u>
Net Income	~\$1.1B
Free cash flow conversion	75% - 100%