



AGCO Technology Event

OCTOBER 6, 2026

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, 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 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, 2025, and subsequent Form 10-Q filings. AGCO disclaims any obligation to update any forward-looking statements except as required by law.



Evolution From Equipment Manufacturer to Farm Technology Platform Provider



Situation

Investors have valued AGCO on units, replacement cycles and commodity exposure. Precision ag is an open frontier.



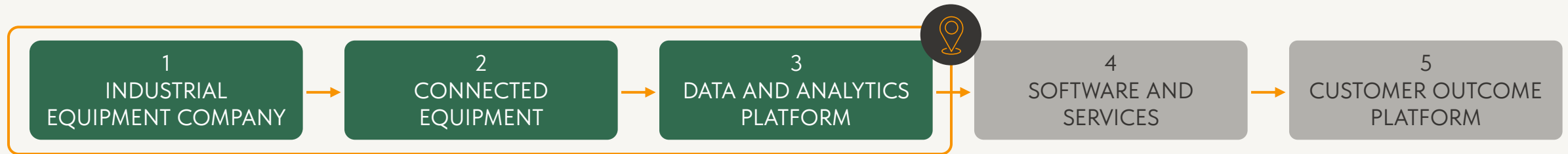
Complication

Real farms run mixed fleets and will not replace everything at once. A closed equipment or data ecosystem cannot serve them.



Resolution

PTx reaches the whole farm: retrofit or factory fit, and Panorama and FarmENGAGE turn every pass into data, workflow and recurring value.



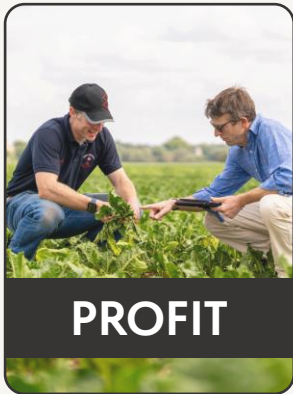
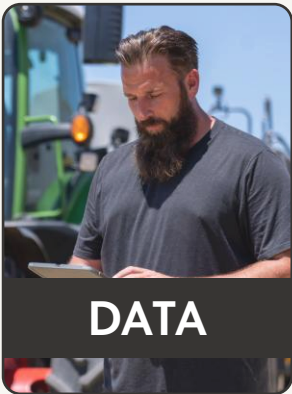
AGCO has already moved past connected equipment. The platform layers are in place.



Put the Farmer at the Center

We Design Around the Farmer, Not a Closed Ecosystem

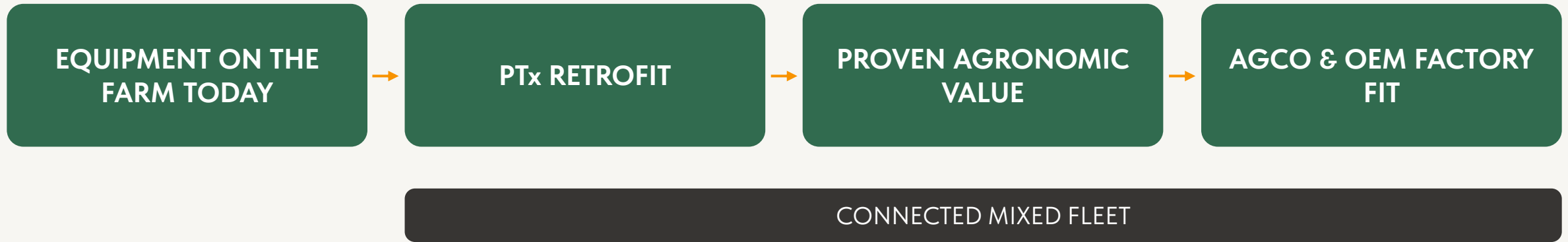
FARMER PROBLEMS



Farmers choose how they buy, how they adopt technology and how they are served.



Retrofit Accelerates Adoption. Factory Fit Scales It.



WHY RETROFIT MATTERS

Adoption no longer waits for a machinery-replacement or development cycle. PTx is a lower-cost entry point and upgrades machines that still have useful mechanical life, so the farmer can start today.



WHY IT IS AN ENTRY POINT

Retrofit opens farms that would otherwise be closed to us. The relationship starts with technology, not a trade — and it begins the recurring data and service relationship.

The Barriers to North American Growth Have Been Addressed

Historical barrier	What changed	Investor implication
Product	Fendt and PTx closed the gap	Best-in-class in key categories
Channel	PTx dealer channel and FarmerCore service model improves reach and response	Able to engage farmers on their terms
Data platform	FarmENGAGE and Panorama, converging	The foundation to compete and win
Access to farms	PTx retrofit works regardless of brand	A place on virtually any farm today



North American growth is increasingly a function of execution rather than structural limitation.

FENDT BRAND
AWARENESS

53% (2018) 74% (2024)*

Fendt's North American Gains Are Built to Last

Share earned on product, lower switching risk and uptime, not on price.

THE RESULT

~11%¹

Combined Fendt and Massey Ferguson share in North America, large tractors

Up from ~5% in 2017

✓ Price held while share grew

✓ Dealer Inventories Down

10–20%²
fuel savings

Product

CVT saves fuel in every operation, and the cab is built for long days.

3 yrs
bumper-to-bumper
warranty

Lower risk to switch

3-year Gold Star warranty vs. 2-year norm, plus a loaner after 24 hours.

>90%
customer fill rate

Uptime

Parts when needed, plus FarmerCore technicians who come to the farm.



Every Fendt ships with PTx technology and FarmENGAGE fitted at the factory, so each machine we sell grows our connected base.

Self-help Strengthens Our Ability to Invest in Growth

Improving the business from within, not relying on market recovery.



RE-IMAGINE

Simplify operations and reduce SG&A expense.



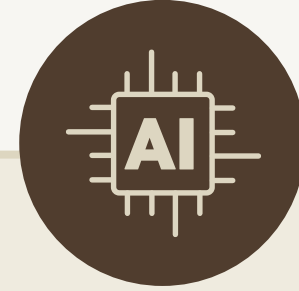
LOWER-COST-COUNTRY SOURCING

Improve product-cost competitiveness.



QUALITY IMPROVEMENTS

Reduce the cost of poor quality.

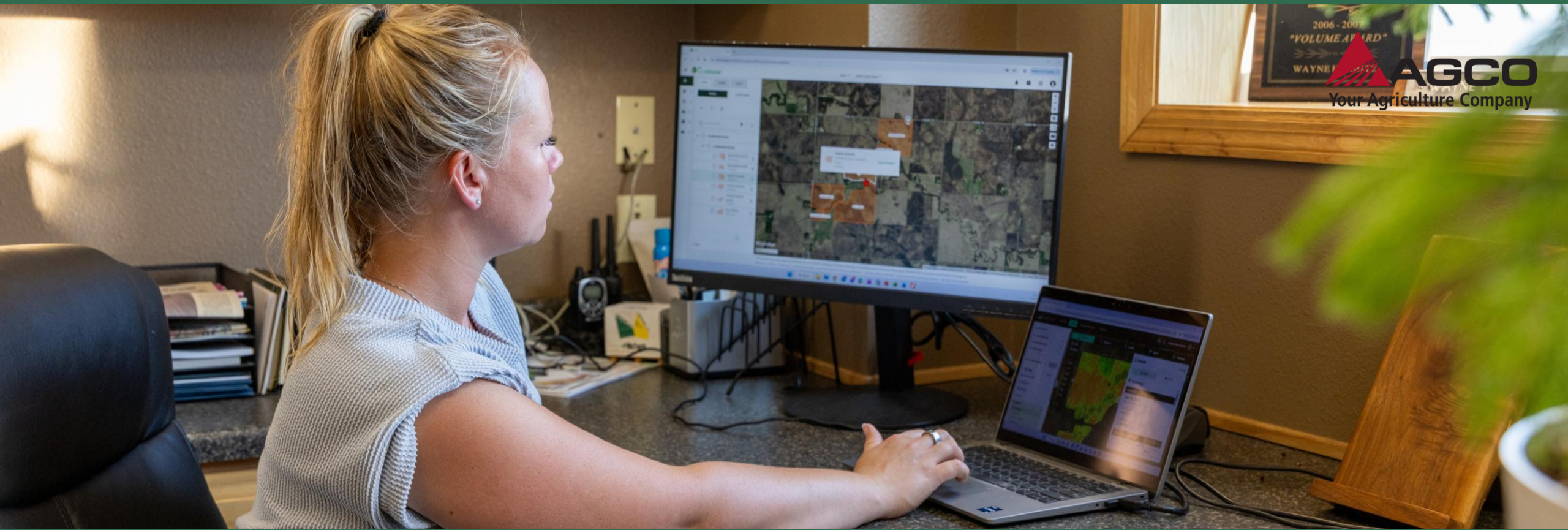


INTERNAL AI

Improve productivity and execution.



Strengthening our cost base and execution creates capacity to invest in equipment, precision agriculture and farmer support.



Extend Value Across the Mixed Fleet

Precision Ag Is a Two-Horse Race: One Closed, One Open

65% of PTx revenue from non-AGCO machines

100+ brands utilize PTx products

ADVANTAGE	PROOF	WHY IT'S HARD TO COPY
Retrofit-first by design	1/3 rd of PTx revenue from retrofit	Opening technology to competitive fleets would dilute a key differentiator for new machine sales
The whole installed base	53.5% of Panorama's processed acreage comes from John Deere data imports	Requires an openness that a closed model is built to resist
Specialized Technology dealers	90+ Elite PTx dealers, plus 320+ AGCO dealers offering base PTx technology	Competitors sell precision tech as an add-on to iron; Elite PTx dealers sell and support it as their primary business
Service on the farm	FarmerCore offers service jobs on other brands in NA	Requires redesigning the dealer model, not adding a product



Features can be copied. The combination requires giving up on the closed model.

Panorama Turns Every Pass into Data the Farmer Can Act On

AT THE POINT OF WORK

Agronomic and implement-level data from planting, spraying and harvest — shared coverage and real-time field visibility.

DECISIONS, NOT DASHBOARDS

High-quality, accessible data that helps growers cut input use, avoid yield loss and reduce idle time across the operation.

AI BUILT IN — AURORA

Ask in plain language, by voice or text. Aurora summarizes field activity, surfaces anomalies and acts inside the app.

60%

more applied acres processed in 2026 than in 2025

Open both ways

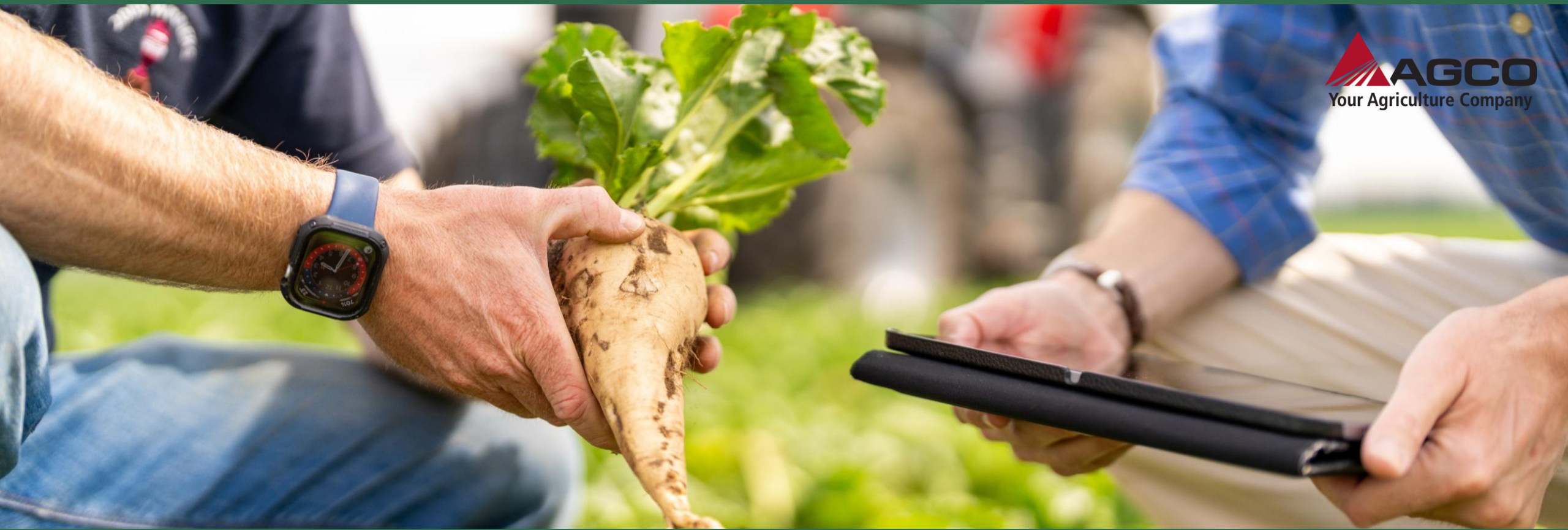
Imports from the 20|20, John Deere Operations Center and Fendt and Case monitors — and pushes back out to the farmer's trusted platforms.

One monitor, five machines

The 20|20 runs planter, sprayer, combine, seeder and fertilizer applicator — every pass feeds Panorama.



One platform for agronomic and machine data — open to the whole farm, with AI built in.



■ Prove the Farmer Value

Technology Matters When it Solves a Farmer Problem

INPUT COST

SymphonyVision
SymphonyNozzle



Reduced
chemical use



Higher profitability
and efficiency



PLANTING

20|20, vDrive,
ArrowTube



Improved planting
consistency



Higher yield
potential



LABOR

OutRun



Less labor
dependency



More productivity
per employee



DECISION MAKING

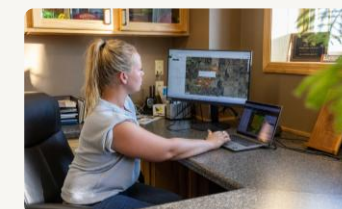
Panorama
FarmENGAGE



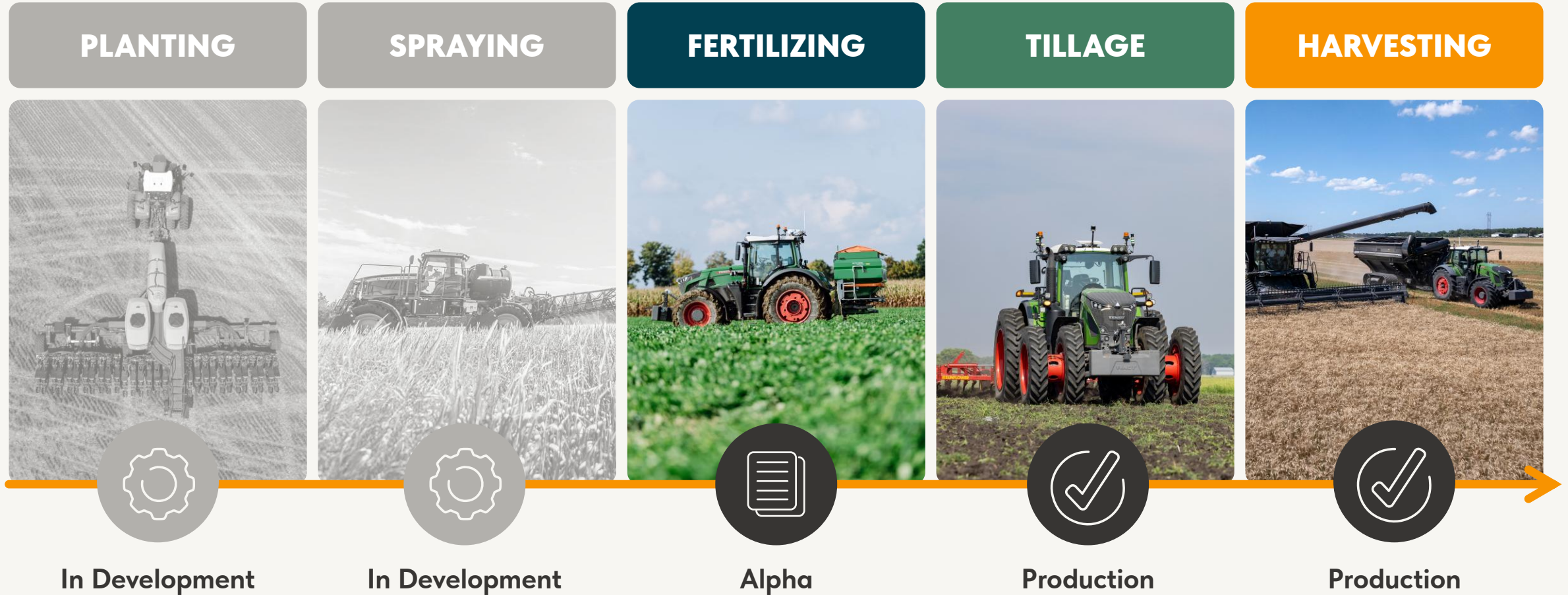
Better decisions
across brands



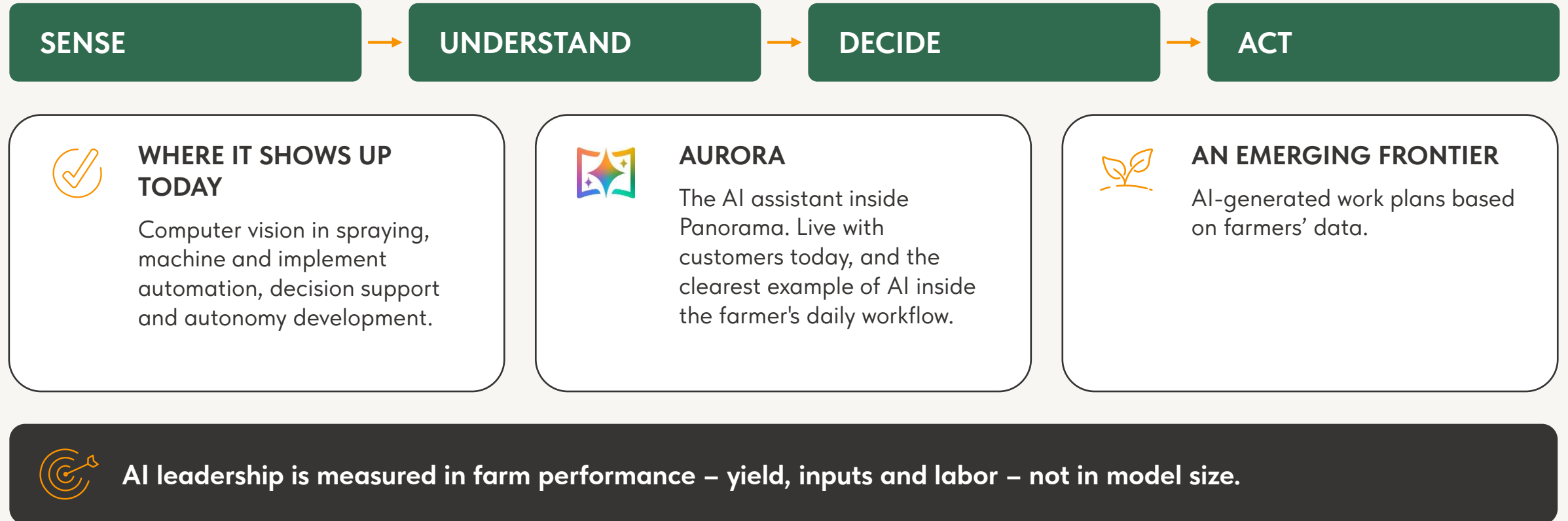
Better outcomes
on the whole farm



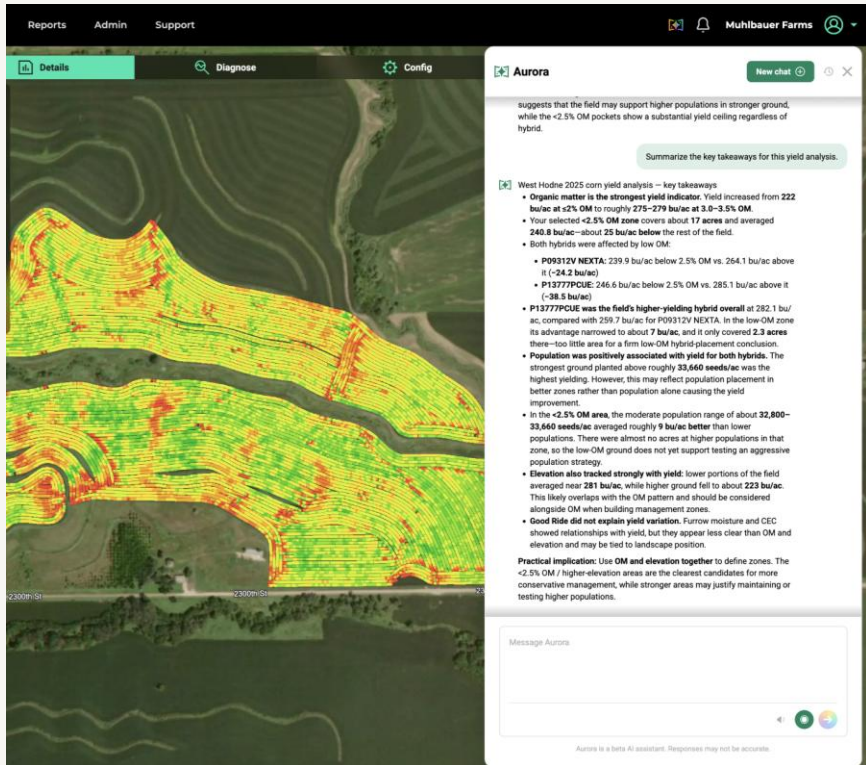
AGCO Leading in Autonomy



AGCO Applies AI to Produce Measurable Farmer Outcomes



Aurora is Live AI Inside Panorama, Already in Customers' Hands



A FEATURE, NOT A PRODUCT
Inside Panorama the way Siri sits inside a phone — available to every customer.

SHIPPING, NOT DEMOING
Smart Summaries fall 2025.
Conversational chat June 2026.

IT ACTS, NOT JUST ANSWERS
Pull up a view, filter data, make a change — voice or text, 50+ languages.



~175

conversations a week from customers, and climbing

~570

distinct farmers and dealers using Aurora

~520

operations, across the US, South America, Australia, Europe and NZ



Shipping technology, not a concept — and the farmer's data stays the farmer's.



■ Convert the Strategy Into Growth

Four Growth Engines Support the 2029 Path



DEALER EXPANSION

A larger Elite PTx network, plus base PTx through AGCO and CNH dealers.



OEM GROWTH

The technology extended through external manufacturers.



NEW PRODUCTS

A continuing pipeline across the crop cycle.



FarmENGAGE and Panorama

Mixed-fleet machine and workflow management.



\$2 BILLION IN ANNUAL PTx REVENUE BY 2029

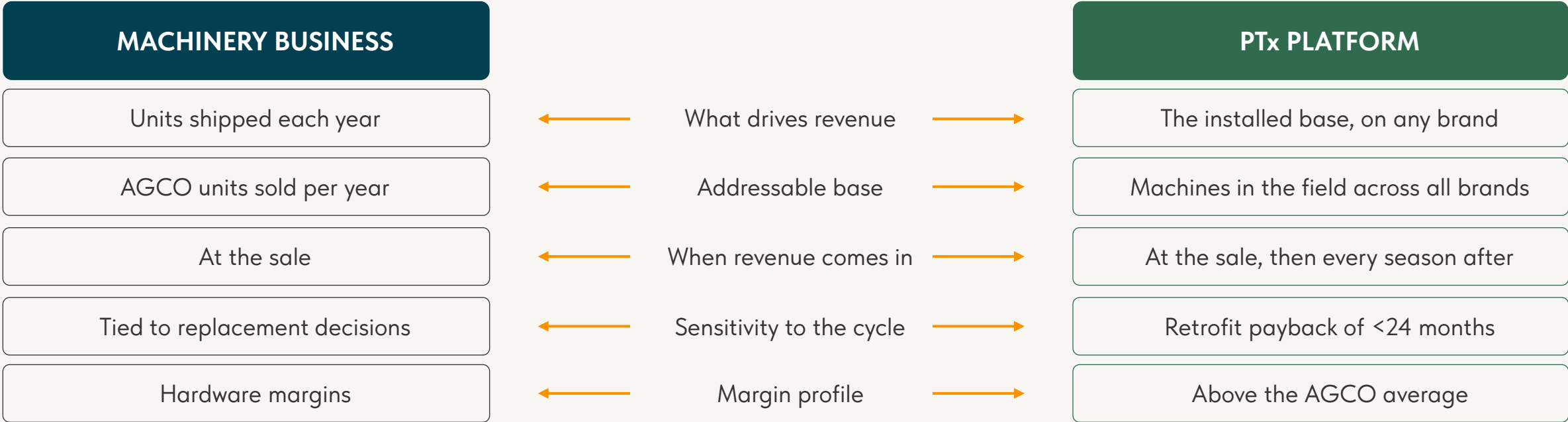
The Innovation Flywheel – Solutions Across the Crop Cycle



* Net Farm Income (NFI) represents the estimated annual economic benefit to a representative 6,000-acre Midwest U.S. corn and soybean farm, based on validated improvements in yield, input utilization and/or operational efficiency, net of the associated technology investment costs.

Two Engines, Two Lenses

Value the Machinery Business on the Cycle and PTx on the Installed Base



Retrofit gets us on the farm so our opportunity is no longer limited by annual machinery production.

Q&A