



FOURTH QUARTER 2021

FINANCIAL AND OPERATIONAL RESULTS

FORWARD LOOKING STATEMENTS

Forward-looking statements in this presentation, include statements regarding demand, product development and capital expenditure plans, acquisitions, expansion and modernization plans, production levels, engineering expense, exchange rate impacts, pricing, market share gains, share repurchases, dividends, and future commodity prices, crop production, our supply chain inflation, retail revenue, margins, 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 COVID-19 (including plant closings, workforce availability, and product demand) supply chain disruption, weather, exchange rate volatility, commodity prices, and 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, 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, 2020 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 2021	Q4 21 v Q4 20	Full Year 2021	FY 21 v FY 20
Net Sales	\$3,155.2	16.1%	\$11,138.3	21.7%
Gross margin	21.6%	-30bps	23.1%	+60bps
Operating income	\$264.0	48.3%	\$1,001.4	67.0%
Operating margin	8.4%	+180bps	9.0%	+240bps
Diluted EPS	\$3.75	\$1.97	\$11.85	\$6.20
Adjusted	Q4 2021	Q4 21 v Q4 20	Full Year 2021	FY 21 v FY 20
Adj. Operating income*	\$272.0	41.5%	\$1,016.7	59.0%
Adj. Operating margin*	8.6%	+160bps	9.1%	+210bps
Diluted Adjusted EPS*	\$3.08	\$1.54	\$10.38	\$4.77

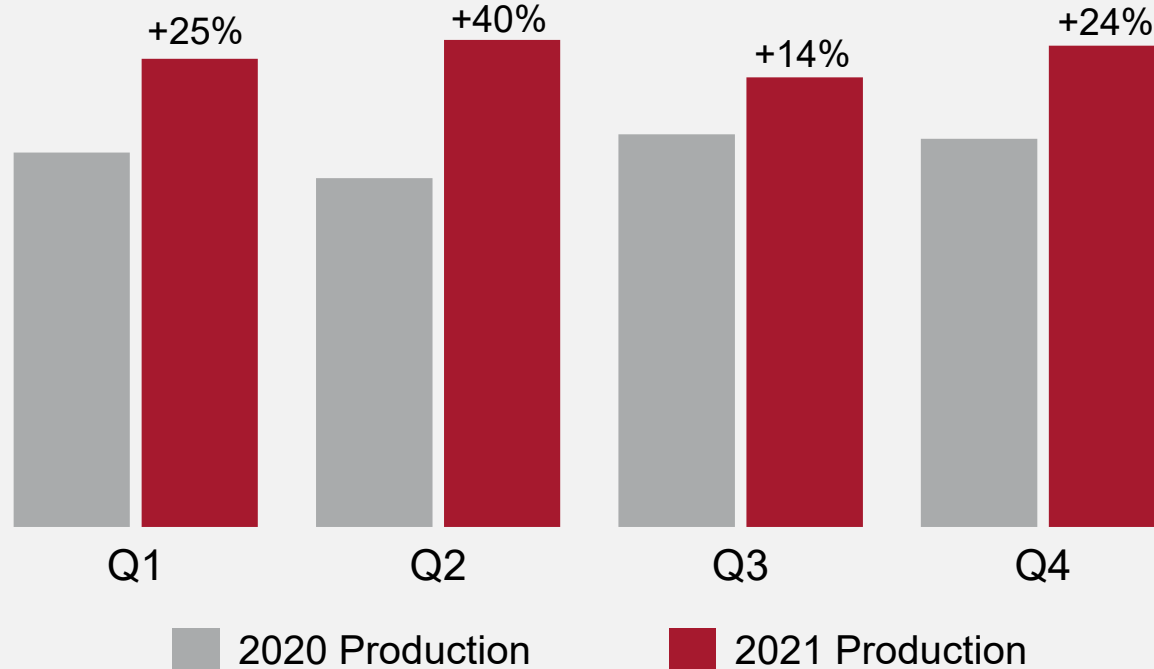
INDUSTRY OVERVIEW

2021 Full Year Retail Units

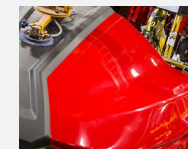
					2021 vs. 2020
North America			Tractors*	Industry	14%
			Combines	Industry	24%
Western Europe			Tractors	Industry	16%
			Combines	Industry	3%
South America			Tractors	Industry	22%
			Combines	Industry	20%

2021 PRODUCTION

AGCO Production Hours



- Q4 21 production up ~24% vs. Q4 20
- Full year 2021 up 25% vs 2020
- Full year 2022 production expected to be up 5-10% vs. 2021



FARMER FIRST – AT THE HEART OF EVERYTHING WE DO

Exceptional Customer Experiences



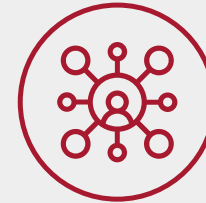
Creating a consistently exceptional experiences for our farmers

High Quality, Smart Solutions



Maximize farmers' outcomes with innovative, full-line offering of digitally-enabled solutions

Customer-Connected Distribution



Serve farmers in the way they choose along the entire life cycle

PASSION FOR OUR
FARMERS
IS AT THE HEART OF
EVERYTHING WE DO

PRECISION AG UPDATE

Investments

Apex.AI

Developer of safety-certified software for mobility and autonomous applications

Greeneye Technology

Innovator in Smart Farming Solutions for Precision Spraying

Announced Acquisitions

Faromatics

Smart Solutions for Livestock Farming Focused on Productivity for Operators & Improved Animal Welfare

Appareo Systems

Designs and develops communication, monitoring, sensing, tracking and controlling devices

Headsight

Manufactures header height sensors used in corn and grain harvesting

Creative Sites Media

Software and app development

2021 Precision Ag Product Launches

23 -- New Product launches:

- Fendt Rogator 900
- Fendt TI Headland
- FendtOne
- Valtra T series
- Massey Ferguson 8S



2021 Precision AG sales reached \$540M -- up 34%

PRECISION AG UPDATE

Precision Planting Winter Conference 2022

Leader in Retrofit Planters is expanding into Sprayers

- Reclaim Boom Priming and Recirculation
- Symphony Nozzle Control System
- **Vision Based Technologies**
 - Vision-Based Guidance
 - Vision-Based Scouting
 - Vision-Based Weed ID
 - **Targeted Spraying technology**

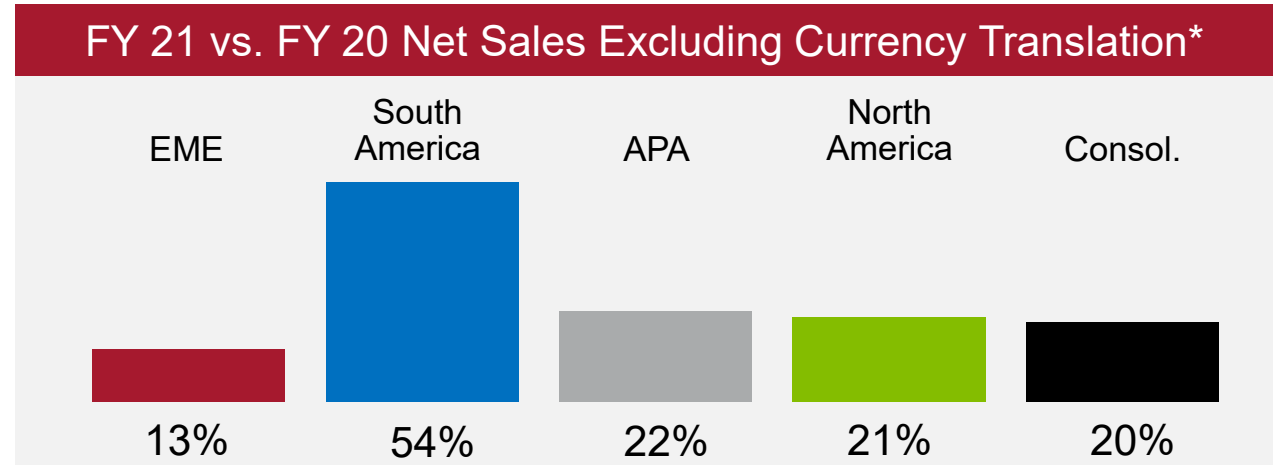
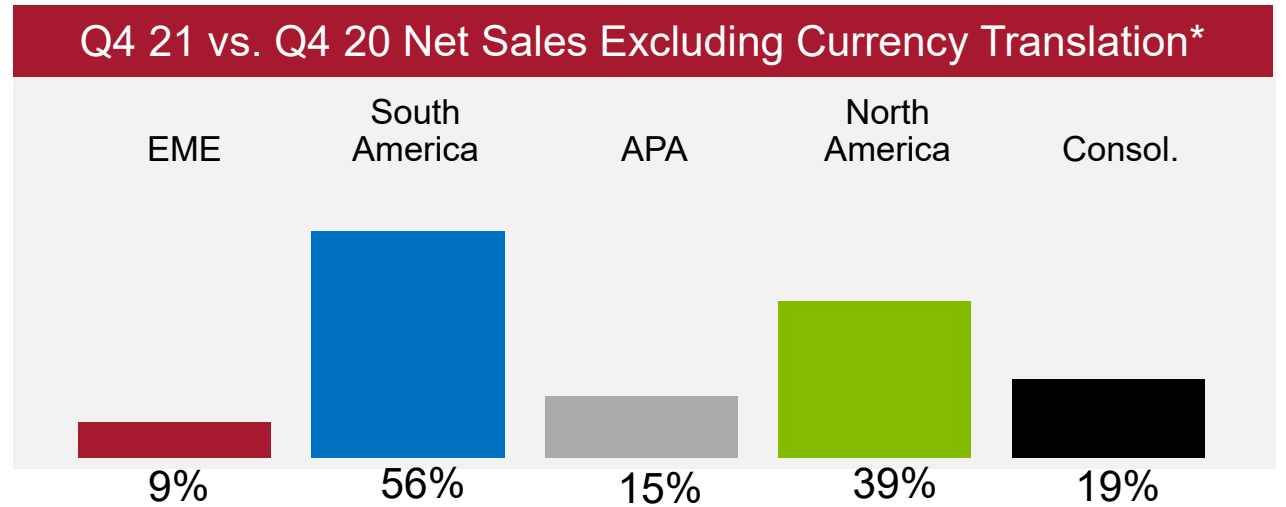
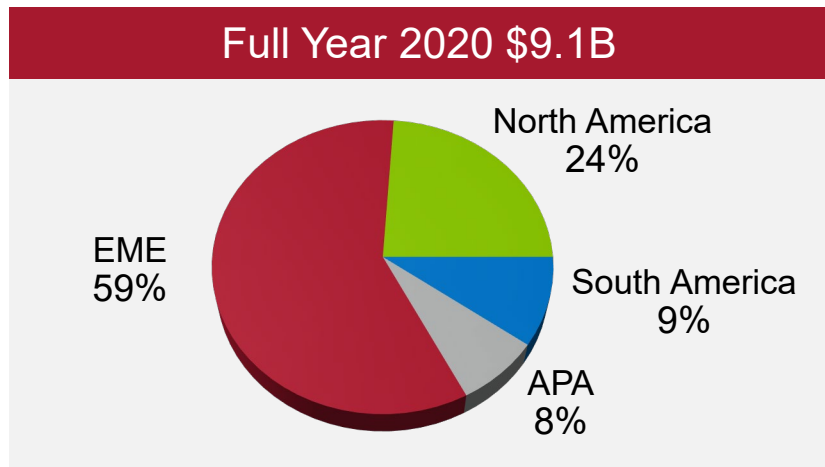
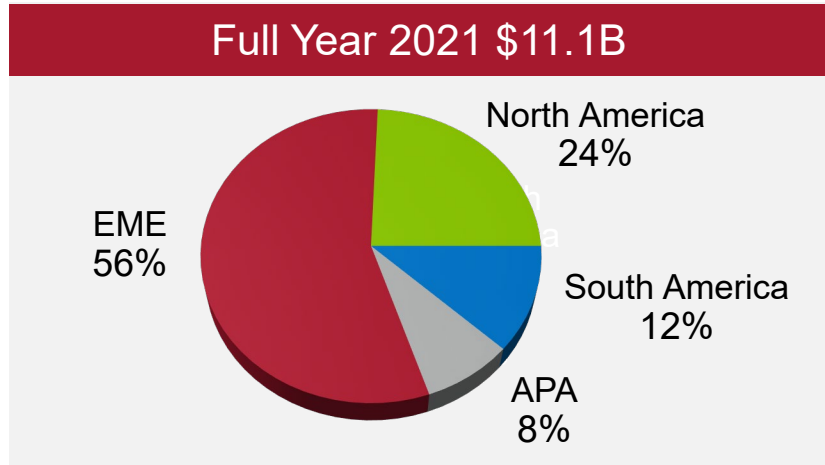


✓ Precision Planting

- ~4,000 attended Precision Planting's Winter Conference
- New 2022 planting features introduced
- New Product Roadmap includes retrofit precision spraying products



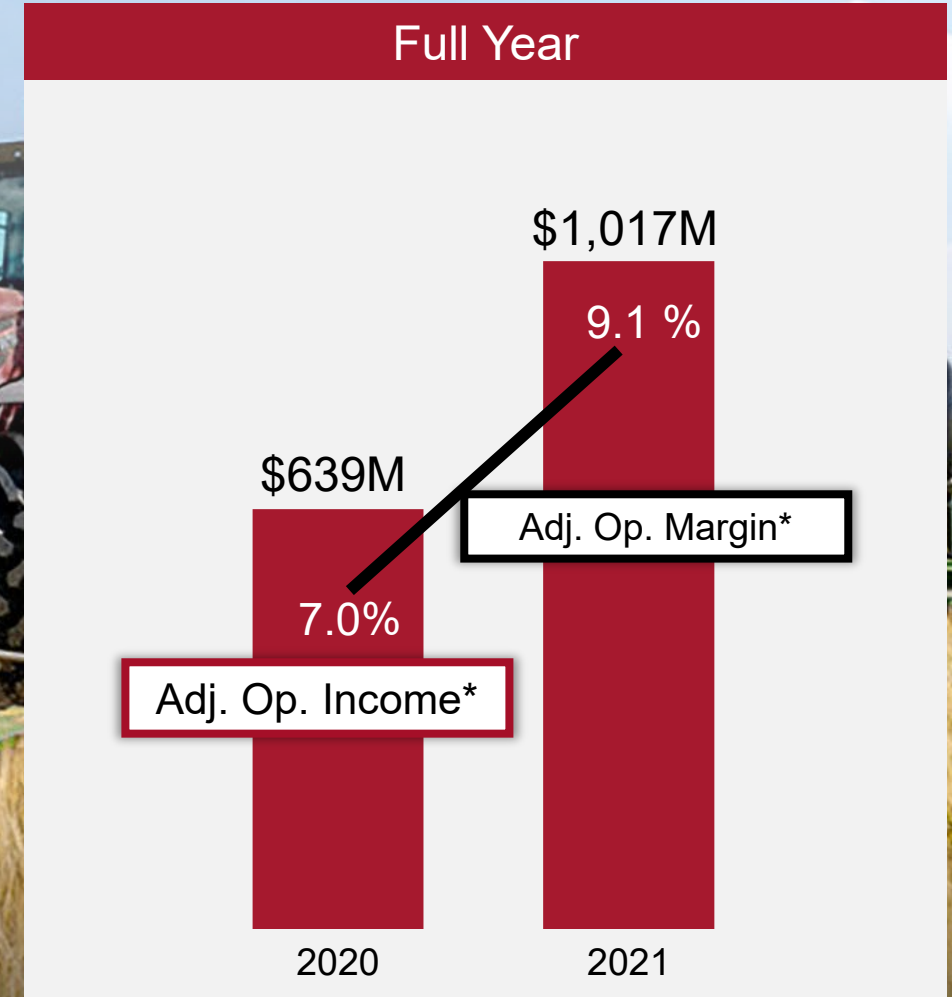
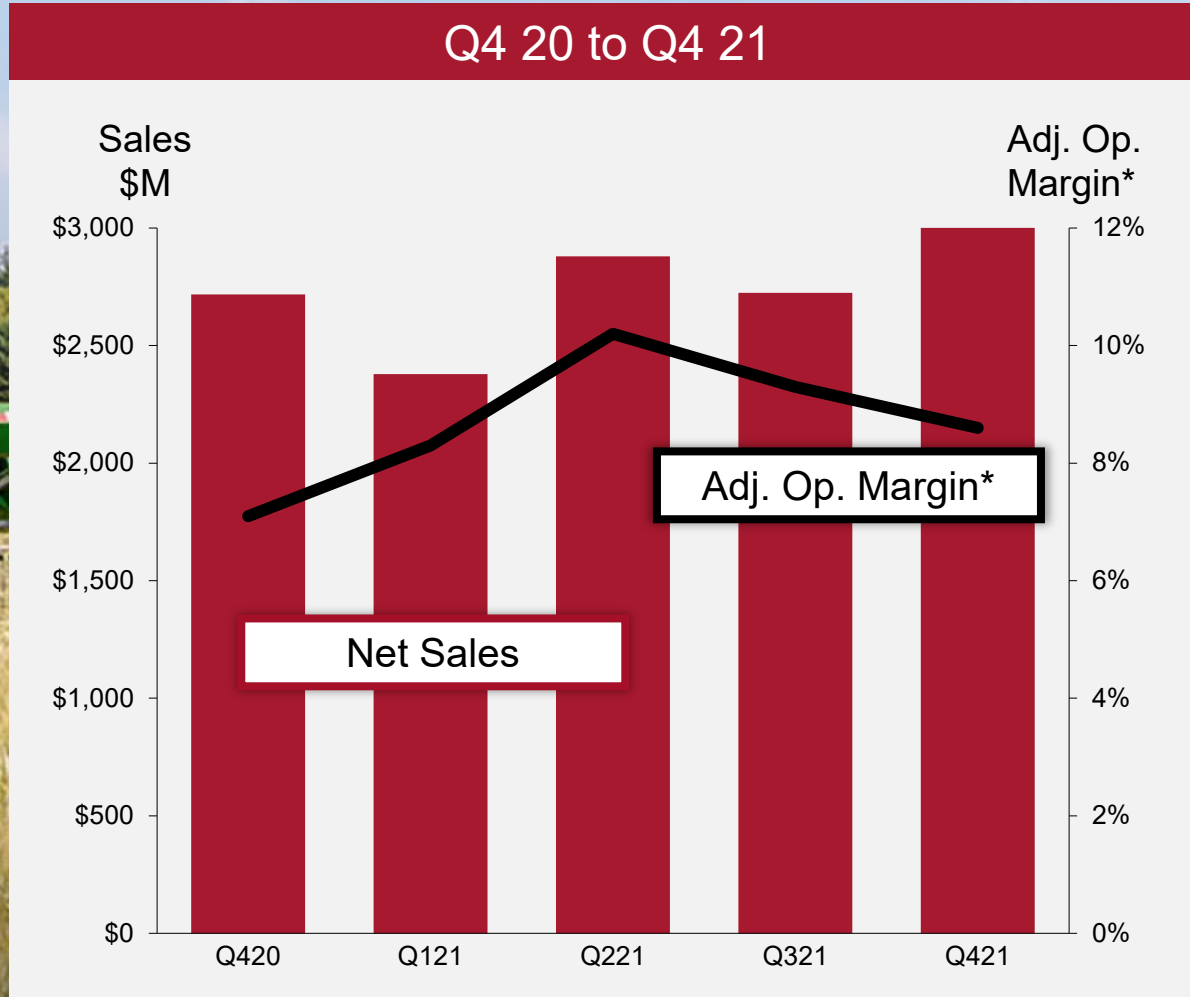
REGIONAL NET SALES RESULTS



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

*See reconciliations in the appendix to this presentation.

NET SALES, ADJUSTED OPERATING INCOME AND OPERATING MARGINS



GRAIN AND PROTEIN RESULTS



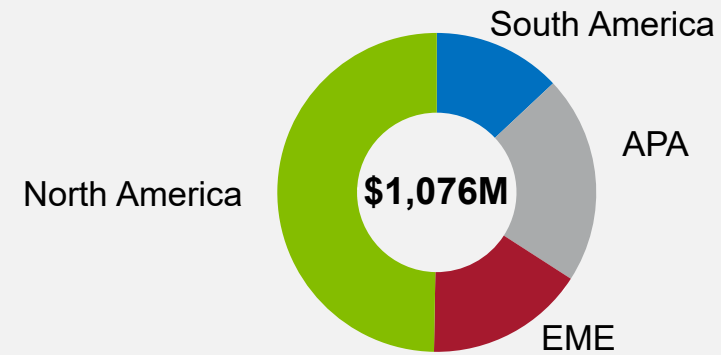
Grain / Seed / Protein Production Equipment

- Full year 2021 net sales increased ~19% vs 2020
 - Increase in sales of grain and seed equipment of ~30%
 - Increase in sales of protein production equipment ~8%
- Longer term:
 - Macro trends driving growth in demand for grain storage and protein production
 - Increases exposure to counter-cyclical protein sector

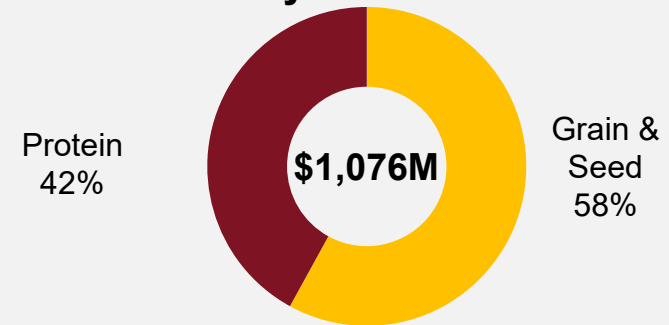


December 2021 FY Sales

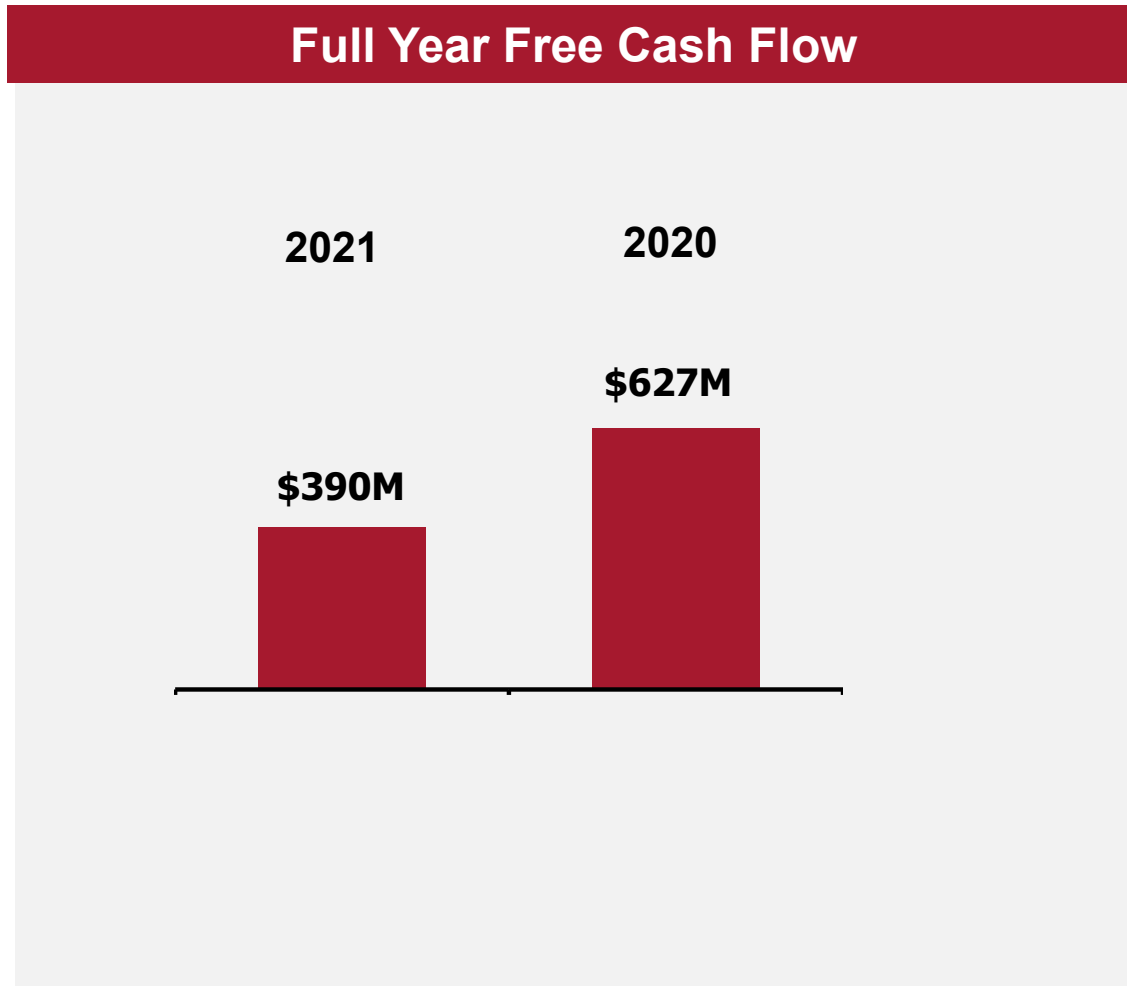
By Region



By Product



LIQUIDITY / FREE CASH FLOW*



Cashflow / Liquidity

- Supply chain constraints-related inventory build
- Repaid \$276M of term loan facility during Q1 21
- Returned \$493M+ to shareholders
 - ~\$358M in Dividends (including annual variable special dividend)
 - ~\$135M in Share Repurchases
- Issued €600M of Euro bonds in October 2021 primarily for refinancing
- BOD will evaluate an annual variable special dividend to be paid in Q2 2022

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

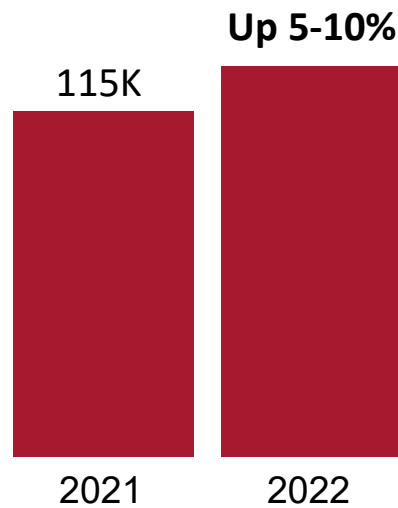
* See reconciliations in the appendix to this presentation.

2022 MARKET OUTLOOK

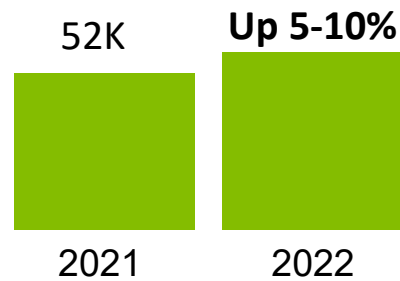
Regional Market Outlook – Industry Unit Retail Tractor Sales



N. America*



S. America



Western Europe



2022 ASSUMPTIONS: SUMMARY

- 2022 sales vs. 2021
 - + Improved end market demand
 - Negative currency impact of (3%)
 - + Pricing 7% to 8%
 - + Market share gains
- Engineering expense
 - +15-20% vs '21**
- Operating margin
 - ~9.8%**
- Effective tax rate
 - 27-28%**



2022 OUTLOOK

Sales

~\$12.3B

Adjusted EPS

~\$11.50

CAPEX

~\$325M

Free Cash Flow*

~\$600M

APPENDIX



NON-GAAP TO GAAP RECONCILIATION

Free Cash Flow

\$M

	<u>December 31, 2021</u>	<u>December 31, 2020</u>
Net cash provided by operating activities	\$ 660.2	896.5
Less: capital expenditures	(269.8)	(269.9)
Free cash flow	<u>\$ 390.4</u>	<u>\$ 626.6</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

	Full Year 2022E
Net cash provided by operating activities	~\$ 925
Less:	
Capital expenditures	~\$(325)
Free cash flow	<u>~\$ 600</u>

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

NON-GAAP TO GAAP RECONCILIATION

(In millions, except per share amounts)

Net Sales
\$M

	Three Months Ended December 31,			Change due to currency translation	
	2021	2020	% change from 2020	\$	%
North America	\$ 674.7	\$ 485.1	39.1 %	\$ 1.5	0.3 %
South America	405.6	267.5	51.6 %	(12.3)	(4.6)%
Europe/Middle East	1,796.9	1,722.7	4.3 %	(75.6)	(4.4)%
Asia/Pacific/Africa	278.0	241.8	15.0 %	(0.9)	(0.4)%
	<u>\$ 3,155.2</u>	<u>\$ 2,717.1</u>	<u>16.1 %</u>	<u>\$ (87.3)</u>	<u>(3.2)%</u>

NON-GAAP TO GAAP RECONCILIATION

(In millions, except per share amounts)

Net Sales
\$M

	Years Ended December 31,			Change due to currency translation	
	2021	2020	% change from 2020	\$	%
North America	\$ 2,659.2	\$ 2,175.0	22.3 %	\$ 32.4	1.5 %
South America	1,307.7	873.8	49.7 %	(40.5)	(4.6)%
Europe/Middle East	6,221.7	5,366.9	15.9 %	155.7	2.9 %
Asia/Pacific/Africa	949.7	734.0	29.4 %	52.1	7.1 %
	<u>\$ 11,138.3</u>	<u>\$ 9,149.7</u>	<u>21.7 %</u>	<u>\$ 199.7</u>	<u>2.2 %</u>

NON-GAAP TO GAAP RECONCILIATION

(In millions, except per share amounts)

	Three Months Ended December 31,					
	2021			2020		
	Income From Operations ⁽¹⁾	Net Income	Net Income Per Share	Income From Operations ⁽¹⁾	Net Income	Net Income Per Share
As reported	\$ 264.0	\$ 282.1	\$ 3.75	\$ 178.0	\$ 135.4	\$ 1.78
Restructuring expenses ⁽³⁾	7.9	5.5	0.07	14.3	14.2	0.19
Gain on sale of investment in affiliate ⁽⁴⁾	—	—	—	—	(32.5)	(0.43)
Deferred income tax adjustment ⁽⁵⁾	\$ —	(55.6)	(0.74)	—	—	—
As adjusted	<u>\$ 272.0</u>	<u>\$ 232.0</u>	<u>\$ 3.08</u>	<u>\$ 192.2</u>	<u>\$ 117.1</u>	<u>\$ 1.54</u>

(1) Rounding may impact summation of amounts

NON-GAAP TO GAAP RECONCILIATION

(In millions, except per share amounts)

	Years Ended December 31,					
	2021			2020		
	<u>Income From Operations</u>	<u>Net Income</u>	<u>Net Income Per Share</u>	<u>Income From Operations</u>	<u>Net Income⁽¹⁾</u>	<u>Net Income Per Share</u>
As reported	\$ 1,001.4	\$ 897.0	\$ 11.85	\$ 599.7	\$ 427.1	\$ 5.65
Goodwill impairment charge ⁽³⁾	—	—	—	20.0	10.0	0.13
Restructuring expenses ⁽⁴⁾	15.3	11.8	0.16	19.7	19.5	0.26
Gain on sale of investment in affiliate ⁽⁵⁾	—	—	—	—	(32.5)	(0.43)
Deferred income tax adjustment ⁽⁶⁾	—	(123.4)	(1.63)	—	—	—
As adjusted	<u>\$ 1,016.7</u>	<u>\$ 785.4</u>	<u>\$ 10.38</u>	<u>\$ 639.4</u>	<u>\$ 424.2</u>	<u>\$ 5.61</u>

(1) Rounding may impact summation of amounts