



Fourth Quarter 2015

Financial and Operational Results



Forward Looking Statements



Forward-looking statements in this presentation, including statements regarding demand for our products and the economic and other factors that drive that demand, product development plans and timing of those plans, acquisition, expansion and modernization plans and our expectations with respect to the costs and benefits of those plans and timing of those benefits, and our future revenue, earnings 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 weather, commodity prices, and changes in product demand, the possible failure by us to develop new and improved products on time, 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. 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, 2014 and subsequent 10-Q filings. AGCO disclaims any obligation to update any forward-looking statements except as required by law.

Financial Summary



\$M**










	Q4 15	Q4 15 v Q4 14	YTD 2015	YTD 15 vs YTD 14
Net Sales	\$1,959.0	-21.2%	\$7,467.3	-23.2%
Gross margin	20.3%	+30 bps	20.9%	-40bps
Adj. Operating income*	\$93.0	-41.5%	\$383.4	-44.7%
Adj. Operating margin*	4.7%	-170bps	5.1%	-200bps
Diluted Adjusted EPS*	\$0.80	-\$0.38	\$3.24	-\$1.46

**Except per share amounts

* Reflects adjusted results, which exclude restructuring and other infrequent items. Please see reconciliations to GAAP metrics provided in the appendix to this presentation.

Industry Overview

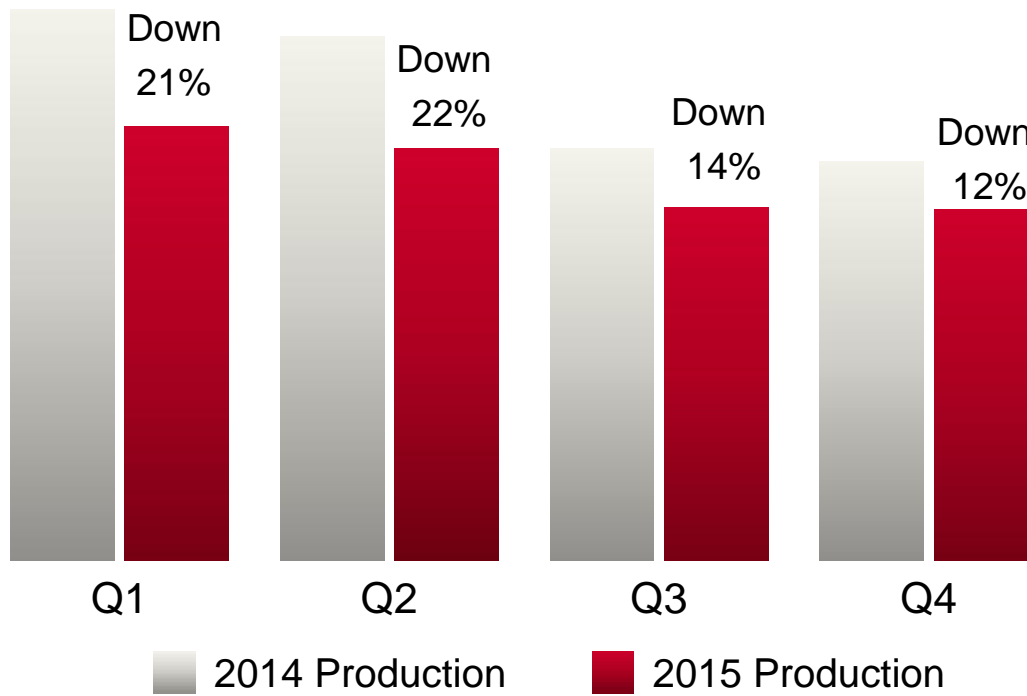
December Year-to-Date Retail Units

North America		2015 vs. 2014	
	 Tractors*	• Industry	(13%)
	 Combines	• Industry	(28%)
Western Europe		2015 vs. 2014	
	 Tractors	• Industry	(4%)
	 Combines	• Industry	(10%)
South America		2015 vs. 2014	
	 Tractors	• Industry	(28%)
	 Combines	• Industry	(39%)

* Excludes compact tractors

2015 Production

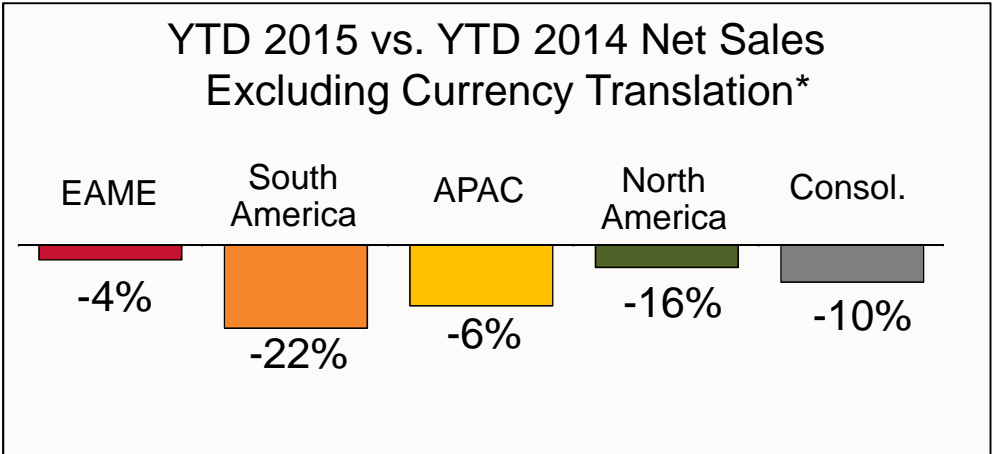
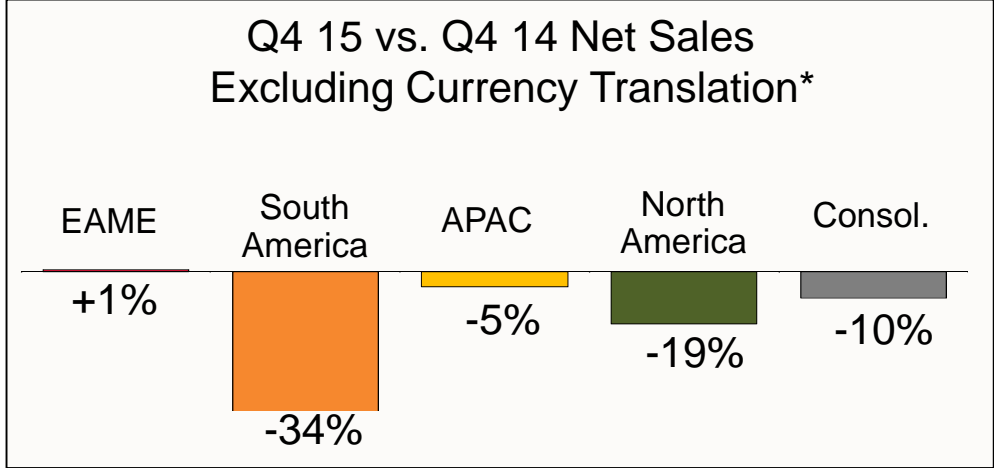
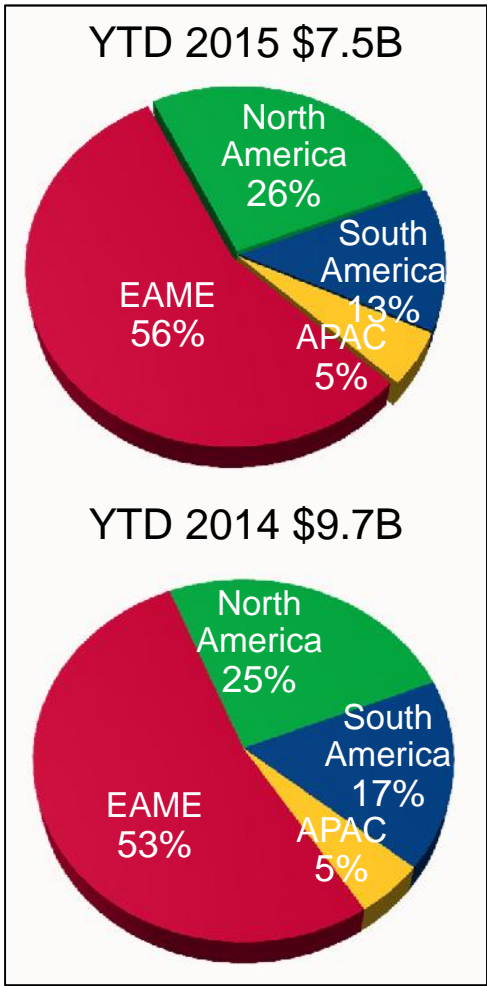
AGCO Production Hours



- Q4 15 production down ~12% vs. Q4 14
- Full year 2015 production decreased ~18% vs 2014



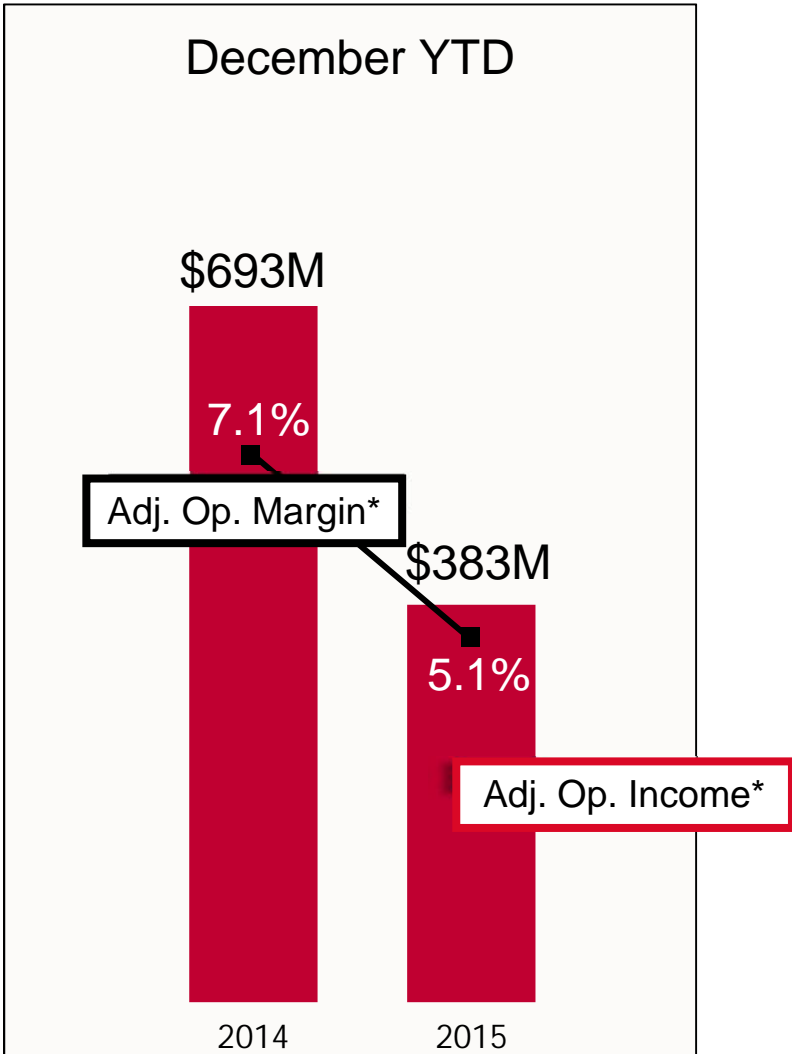
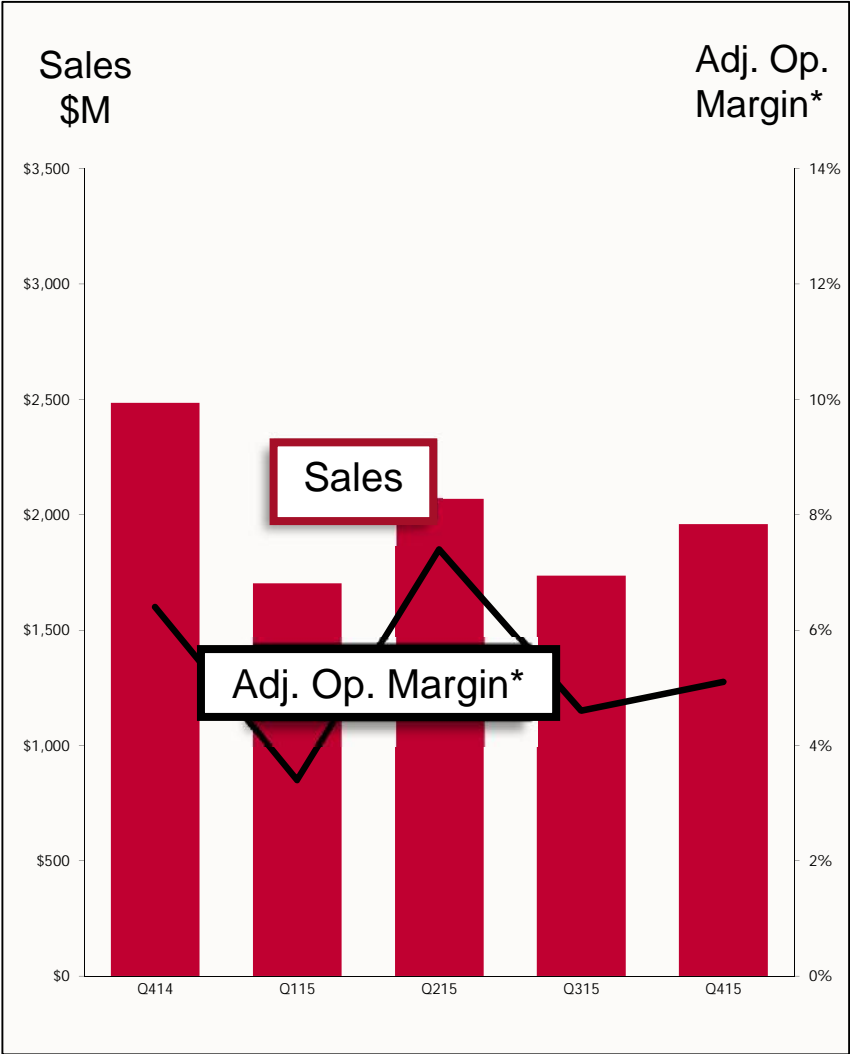
Regional Net Sales Results



EAME – Europe/Africa/Middle East APAC – Asia/Pacific

*Please see the reconciliation to GAAP metrics in the appendix to this presentation.

Net Sales and Operating Margins



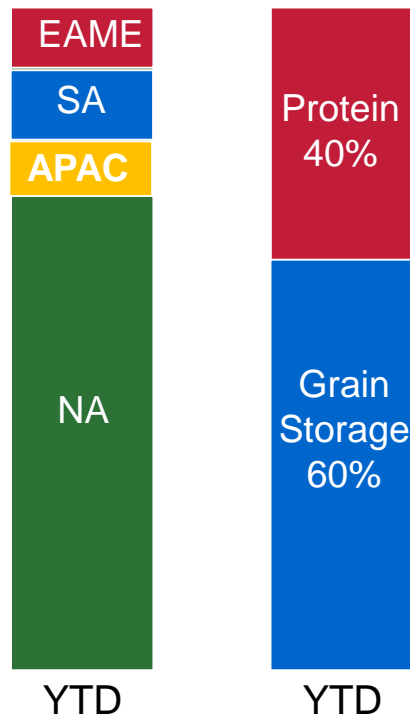
* Reflects adjusted results, which exclude restructuring and other infrequent items. Please see reconciliations to GAAP metrics provided in the appendix to this presentation.



Sales

(YTD December 2015)

\$766M



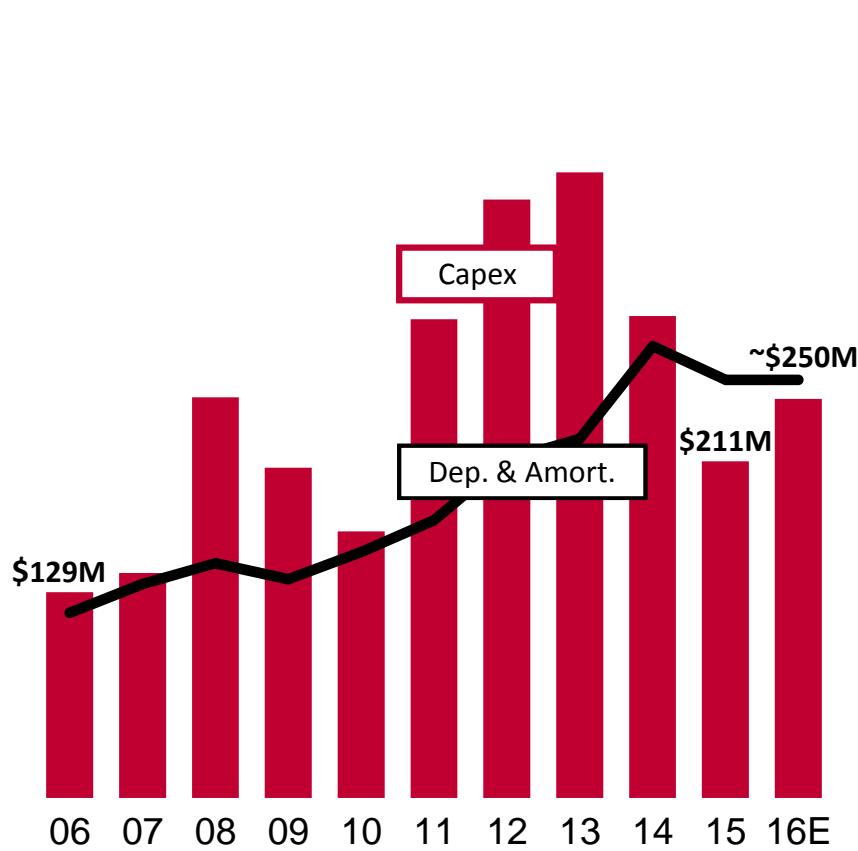
- YTD 2015 sales down ~5% vs YTD 2014 on a constant currency basis
 - Declines in EAME and NA grain storage
 - Growth in SA grain and NA and SA protein production equipment on a constant currency basis
- Strong cash flow generation in U.S.
- Longer term:
 - Macro trends driving growth in demand for grain storage and protein production
 - Increases exposure to counter-cyclical protein sector



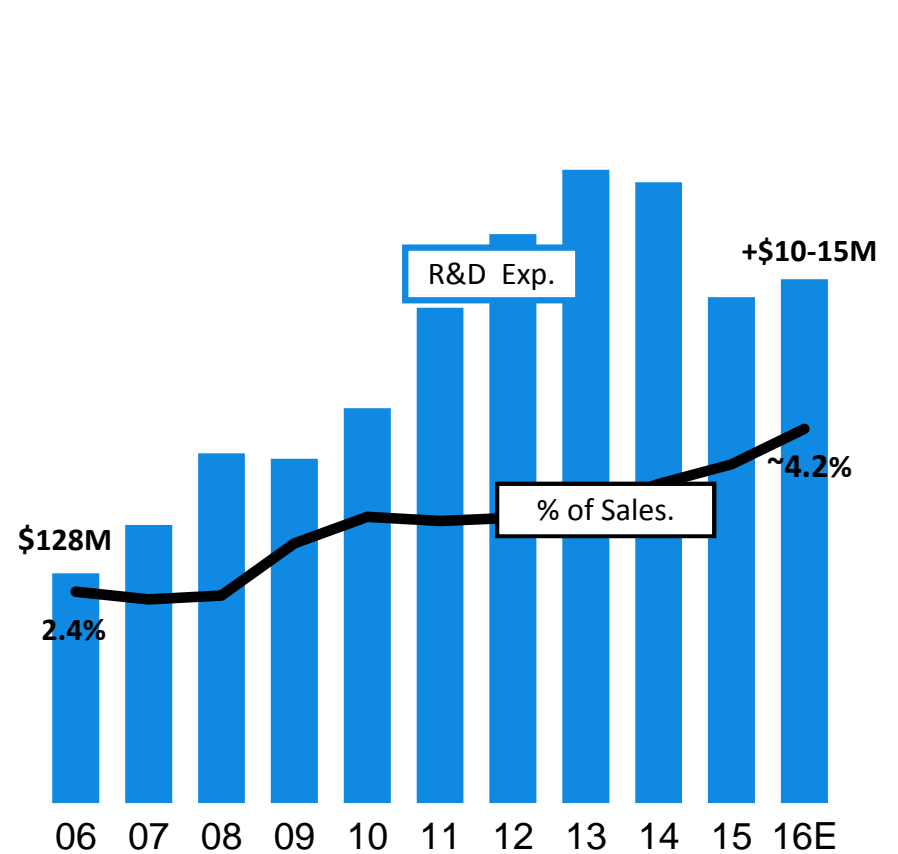
Investing for Growth



CAPEX



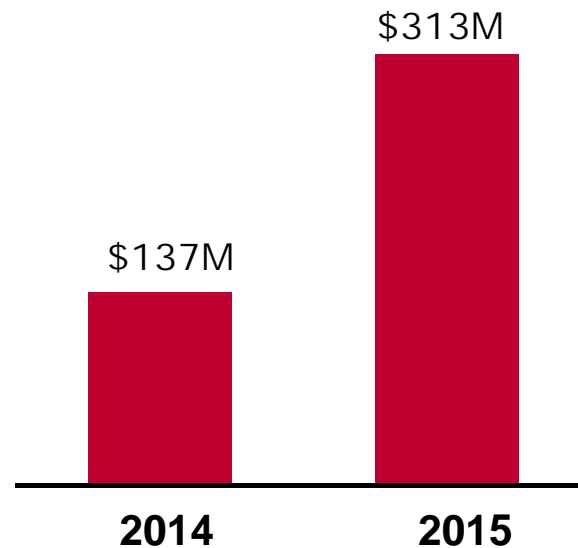
R&D



Free Cash Flow*



Full-Year Free Cash Flow



Execution on working capital program helped generate ~\$313M of FCF in 2015

Targeting \$150-\$175M free cash flow in 2016

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

* Please see reconciliations to GAAP metrics provided in the appendix to this presentation.

Returning Cash to Shareholders

Cash to be Returned to Shareholders



Dividend

- Initiated in 2013
- Raised in Q1 '14, Q1 '15 and Q1 '16



Share Repurchase

- \$500M program approved through 2016
- ~\$288M purchased thru Dec. 2015



2016 Market Outlook

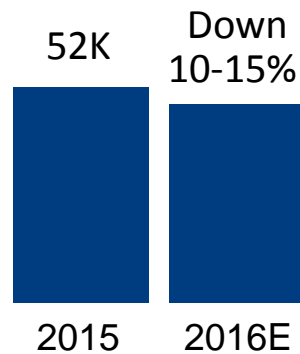


Regional Market Outlook – Industry Unit Retail Tractor Sales (Volume in Units)

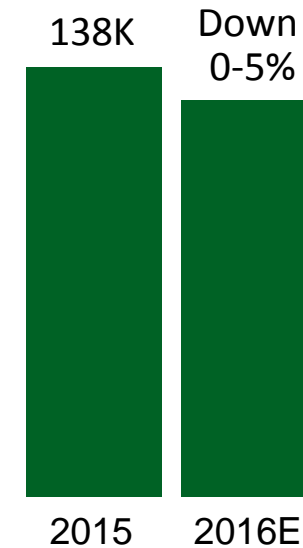
N. America*



S. America



Western Europe



*Excludes compact tractors

2016 Assumptions – Summary

- Sales down ~6%
 - softer end markets
 - ~2% pricing
 - impact of currency translation expected to be –3.5%
- Engineering ~4.2% of sales (up \$10M-\$15M vs '15)
- Effective tax rate 30-32%



2016 Outlook



2016 Estimates	
Sales	~\$7.0B
EPS	~\$2.30
CAPEX	~\$250M
Free Cash Flow*	\$150-\$175M



* Free cash flow is defined as net cash from operations less capital expenditures. See reconciliation to GAAP metrics in the appendix of this presentation



Non-GAAP To GAAP Reconciliation



Free Cash Flow

\$M

	Year ended December 31, 2015	Year ended December 31, 2014
Net cash provided by operating activities	\$ 524.2	\$ 438.4
Less:		
Capital expenditures	(211.4)	(301.5)
Free cash flow	<u>\$ 312.8</u>	<u>\$ 136.9</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

	Year ended December 31, 2016	Year ended December 31, 2015
	<u> </u>	<u> </u>
Net cash provided by operating activities	\$400.0 – 425.0	\$ 524.2
Less:		
Capital expenditures	~(250.0)	(211.4)
Free cash flow	<u>\$150.0 – 175.0</u>	<u>\$ 312.8</u>

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



Non-GAAP To GAAP Reconciliation

Net Sales \$M

	Three Months Ended December 31,		% change from 2014	Change due to currency translation	
	2015	2014		\$	%
North America	\$ 434.5	\$ 549.2	(20.9)%	\$ (10.8)	(2.0)%
South America	188.3	414.6	(54.6)%	(85.8)	(20.7)%
Europe/Africa/Middle East	1,211.9	1,374.7	(11.8)%	(174.5)	(12.7)%
Asia/Pacific	124.3	146.7	(15.3)%	(15.8)	(10.8)%
	<u>\$ 1,959.0</u>	<u>\$ 2,485.2</u>	<u>(21.2)%</u>	<u>\$ (286.9)</u>	<u>(11.5)%</u>



Non-GAAP To GAAP Reconciliation

Net Sales \$M

	Years Ended December 31,		% change from 2014	Change due to currency translation	
	2015	2014		\$	%
North America	\$ 1,965.0	\$ 2,414.2	(18.6)%	\$ (54.5)	(2.3)%
South America	949.0	1,663.4	(42.9)%	(352.3)	(21.2)%
Europe/Africa/Middle East	4,151.3	5,158.5	(19.5)%	(799.3)	(15.5)%
Asia/Pacific	402.0	487.6	(17.6)%	(58.9)	(12.1)%
	<u>\$ 7,467.3</u>	<u>\$ 9,723.7</u>	<u>(23.2)%</u>	<u>\$ (1,265.0)</u>	<u>(13.0)%</u>



Non-GAAP To GAAP Reconciliation

Three Months Ended December 31,

	2015			2014		
	Income From Operations	Net Income ⁽¹⁾	Earnings Per Share ⁽¹⁾	Income From Operations	Net Income ⁽¹⁾	Earnings Per Share ⁽¹⁾
As adjusted	\$ 93.0	\$ 67.5	\$ 0.80	\$ 158.9	\$ 107.9	\$ 1.18
Restructuring and other infrequent expenses	7.7	5.4	0.07	43.5	30.3	0.33
As reported	\$ 85.3	\$ 62.1	\$ 0.73	\$ 115.4	\$ 77.6	\$ 0.85

⁽¹⁾ Net income and earnings per share amounts are after tax



Non-GAAP To GAAP Reconciliation

	Years Ended December 31,					
	2015			2014		
	Income From Operations	Net Income ⁽¹⁾	Earnings Per Share ⁽¹⁾	Income From Operations	Net Income ⁽¹⁾	Earnings Per Share ⁽¹⁾
As adjusted	\$ 383.4	\$ 282.5	\$ 3.24	\$ 692.9	\$ 442.6	\$ 4.70
Restructuring and other infrequent expenses	22.3	16.1	0.18	46.4	32.2	0.34
As reported	\$ 361.1	\$ 266.4	\$ 3.06	\$ 646.5	\$ 410.4	\$ 4.36

⁽¹⁾ Net income and earnings per share amounts are after tax.



Non-GAAP To GAAP Reconciliation

\$M

	<u>December 31, 2015</u>	<u>December 31, 2014</u>	<u>Change from 2014</u>	<u>Change due to currency translation</u>	<u>Change excluding currency translation</u>
Inventories, net	\$ 1,423.4	\$ 1,750.7	\$ (327.3)	\$ (193.3)	\$ (134.0)



Non-GAAP To GAAP Reconciliation

\$M

	<u>Year Ended December 31, 2016</u>	<u>Year Ended December 31, 2015</u>	<u>Change from 2015</u>	<u>Change due to currency translation</u>	<u>Change excluding currency translation</u>
Engineering Expenses	\$ 292.0 to 297.0	\$ 282.2	\$ 10.0 to 15.0	\$ (5.0)	\$ 15.0 to 20.0