



FIRST QUARTER 2017

FINANCIAL AND OPERATIONAL RESULTS

FORWARD LOOKING STATEMENTS

Forward-looking statements in this presentation, including statements regarding demand, product development and capital expenditure 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, production levels, share repurchases, and our future revenue, price levels, 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 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, 2016 and subsequent 10-Q filings. AGCO disclaims any obligation to update any forward-looking statements except as required by law.

FINANCIAL SUMMARY

\$M**

	Q1 17	Q1 17 vs Q1 16
Net Sales	\$1,627.6	+4.4%
Gross margin	20.3%	+10bps
Adj. Operating income*	\$25.5	+19.7%
Adj. Operating margin*	1.6%	+20bps
Diluted Adjusted EPS*	(\$0.02)	(\$0.13)

* Reflects adjusted results, which exclude restructuring expenses and a non-cash expense related to waived stock compensation. Please see reconciliations provided in the appendix to this presentation.

3 **Except per share amounts

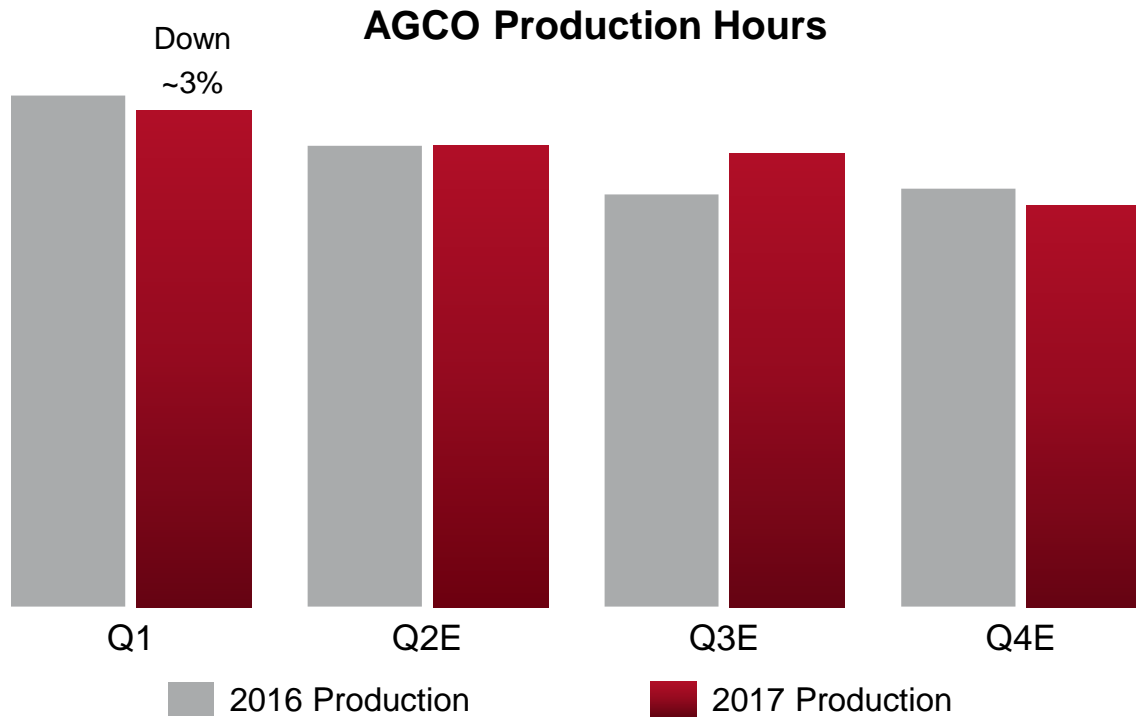
INDUSTRY OVERVIEW

March 2017 Year-to-Date Retail Units

North America		2017 vs. 2016	
	 Tractors*	• Industry	(5%)
	 Combines	• Industry	(2%)
Western Europe		2017 vs. 2016	
	 Tractors	• Industry	(3%)
	 Combines	• Industry	(15%)
South America		2017 vs. 2016	
	 Tractors	• Industry	49%
	 Combines	• Industry	35%

* Excludes compact tractors

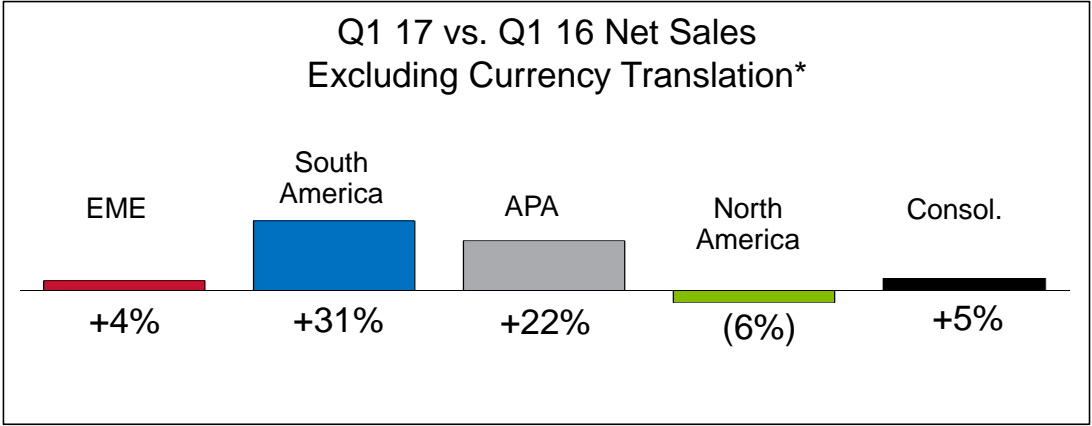
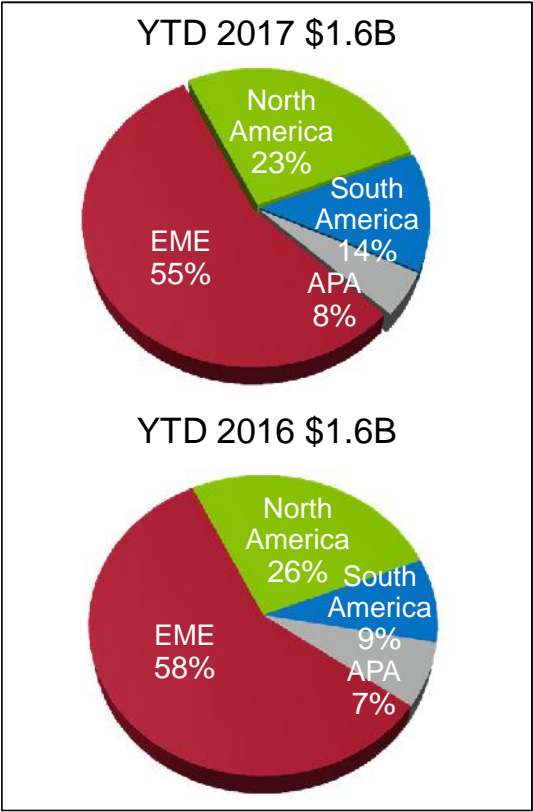
2017 PRODUCTION



- Q1 17 production down ~3% vs. Q1 16
- Full year 2017 production expected to be approximately flat vs. 2016



Regional Net Sales Results

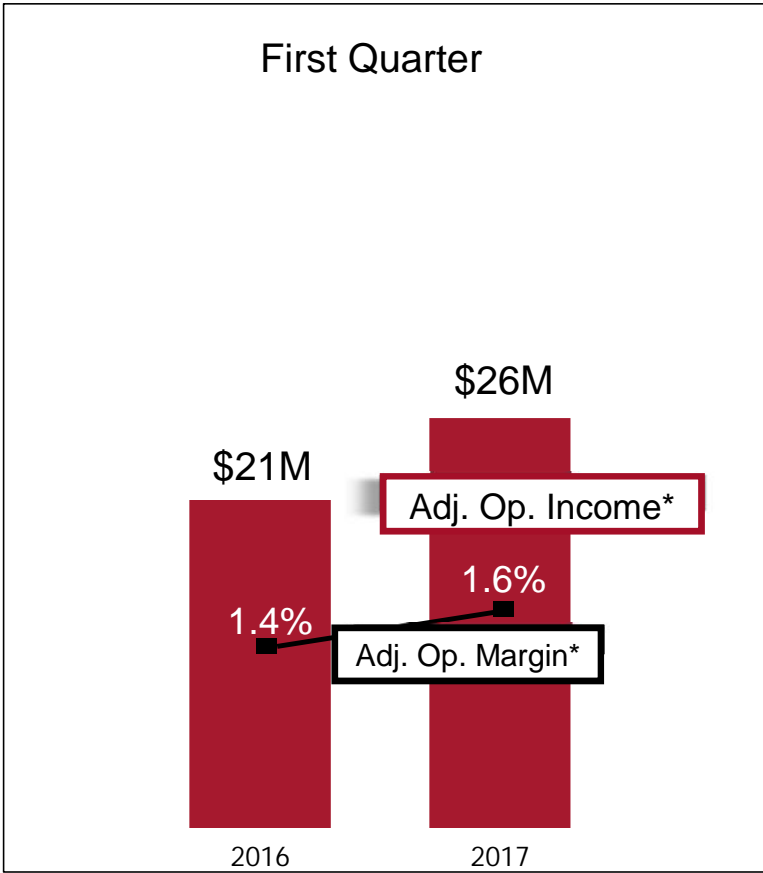


EME – Europe/Middle East APA – Asia/Pacific/Africa

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



NET SALES AND OPERATING MARGINS



* Reflects adjusted results, which exclude restructuring expense sand a non-cash expense related to waived stock compensation. Please see reconciliations provided in the appendix to this presentation.

GSI RESULTS



- ▶ Q1 2017 sales up ~11% vs 2016 on a constant currency basis including the benefit of acquisitions
 - Organic protein production growth in NA, EME and APA
 - Organic grain storage declines in all regions except APA
- ▶ 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



2017 Sales YTD March

By Region

\$201M



2017

By Segment

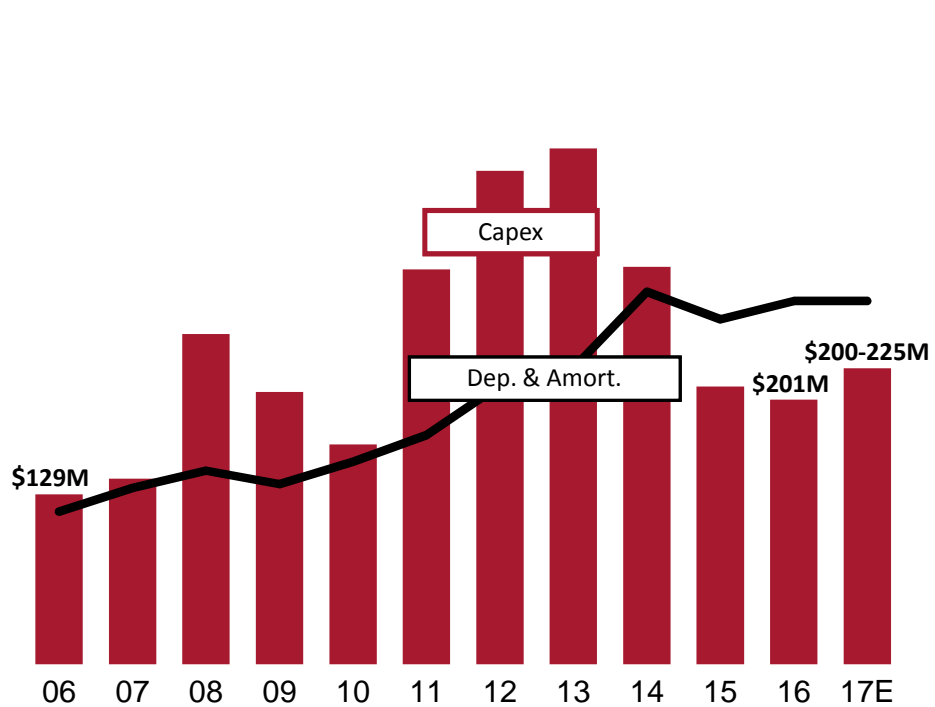
\$201M



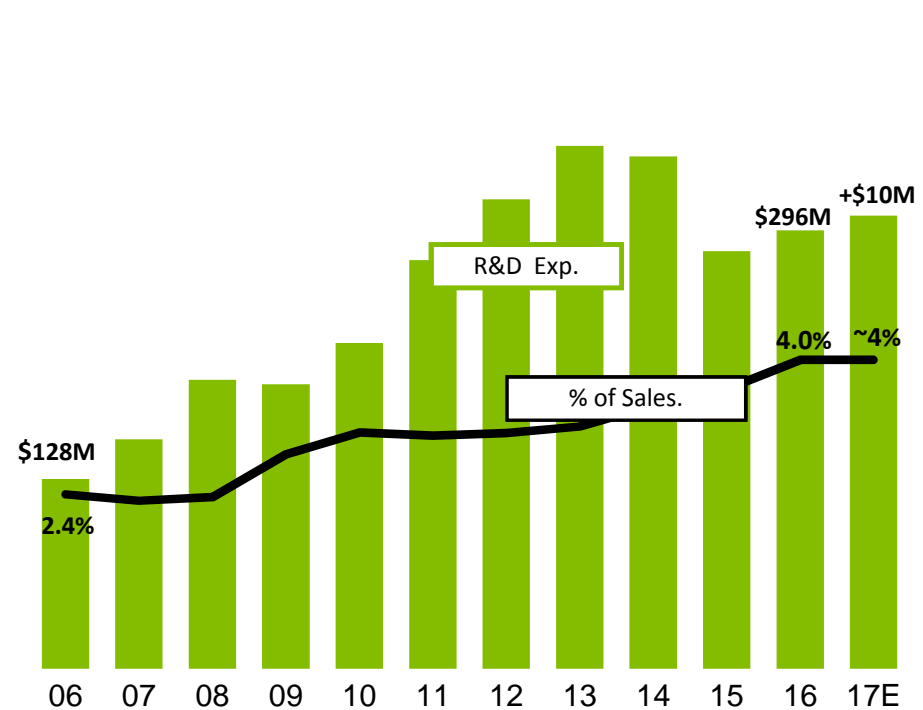
2017

INVESTING FOR GROWTH

CAPEX

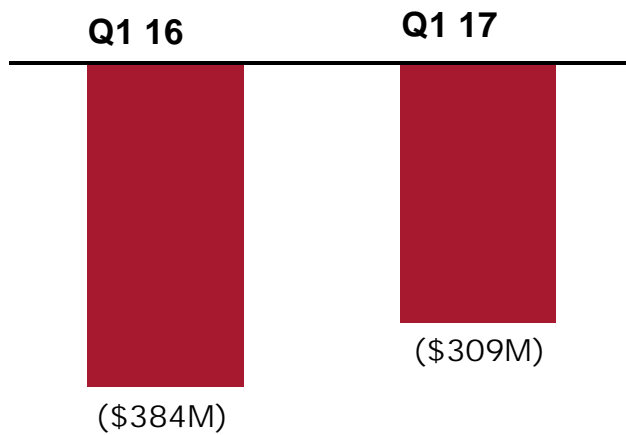


Engineering Expenses

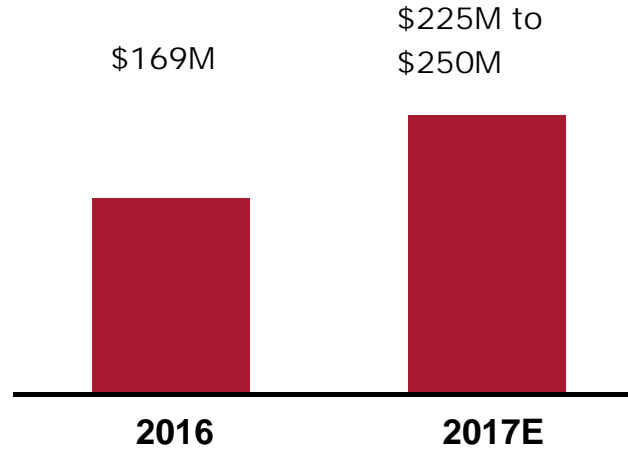


FREE CASH FLOW*

Q1 Free Cash Flow



Full-Year Free Cash Flow



Second half of year seasonally stronger for free cash flow
Targeting \$225M-\$250M free cash flow in 2017

Note: Free cash flow is defined as net cash provided by (used in) 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 4 consecutive years



Share Repurchase

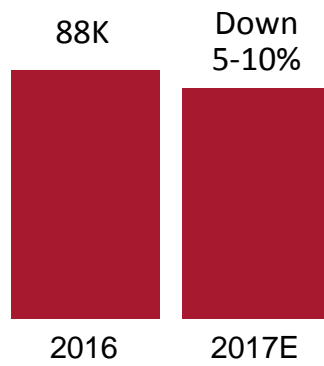
- ▶ \$213 million of repurchases in 2016
- ▶ New \$300M program authorized through December 2019



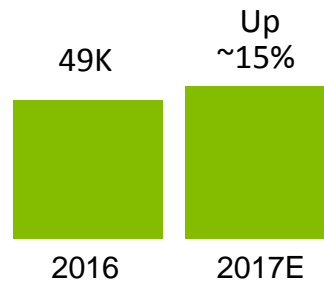
2017 MARKET OUTLOOK

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

N. America*



S. America



Western Europe



*Excludes compact tractors

2017 ASSUMPTIONS – SUMMARY

- ▶ 2017 Sales up ~4% vs 2016
 - Softer end-market demand in North America and Western Europe
 - +2% from acquisitions
 - 1.5% to 2% pricing
 - Impact of currency translation expected to be -2%
- ▶ Engineering ~4% of sales (up ~\$10M vs '16)
- ▶ Operating margin improvement
- ▶ Effective tax rate ~38%



2017 OUTLOOK

	2017 Estimates
Sales	~\$7.7B
Adjusted EPS	~\$2.70
CAPEX	\$200-225M
Free Cash Flow*	\$225-\$250M



APPENDIX



NON-GAAP TO GAAP RECONCILIATION

Free Cash Flow

\$M

	Quarter ended March 31, 2017	Quarter ended March 31, 2016
	<u> </u>	<u> </u>
Net cash used in operating activities	\$ (251.4)	\$ (348.2)
Less:		
Capital expenditures	<u>(57.1)</u>	<u>(35.7)</u>
Free cash flow	<u><u>\$ (308.5)</u></u>	<u><u>\$ (383.9)</u></u>

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

NON-GAAP TO GAAP RECONCILIATION

Free Cash Flow

\$M

	Year ended December 31, 2017	Year ended December 31, 2016
	<u> </u>	<u> </u>
Net cash provided by operating activities	\$425.0 – 475.0	\$ 369.5
Less:		
Capital expenditures	<u>(200.0 – 225.0)</u>	<u>(201.0)</u>
Free cash flow	<u><u>\$225.0 – 250.0</u></u>	<u><u>\$ 168.5</u></u>

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

RECONCILIATION OF CURRENCY TRANSLATION IMPACT TO NET SALES

Net Sales
\$M

	Three Months Ended March 31,		% change from 2016	Change due to currency translation	
	2017	2016		\$	%
North America	\$ 382.6	\$ 408.4	(6.3)%	\$ (2.4)	(0.6)%
South America	222.2	144.2	54.1 %	33.2	23.0 %
Europe/Middle East	892.5	899.1	(0.7)%	(43.0)	(4.8)%
Asia/Pacific/Africa	130.3	107.6	21.1 %	(1.1)	(1.0)%
	<u>\$ 1,627.6</u>	<u>\$ 1,559.3</u>	<u>4.4 %</u>	<u>\$ (13.3)</u>	<u>(0.9)%</u>

NON-GAAP TO GAAP RECONCILIATION

Three Months Ended March 31,

	2017			2016		
	Income From Operations	Net Loss	Net Loss Per Share	Income From Operations	Net Income	Net Income Per Share
As reported	\$ 15.6	\$ (10.1)	\$ (0.13)	\$ 19.4	\$ 7.8	\$ 0.09
Restructuring expenses	5.1	3.8	0.05	1.9	1.2	0.02
Non-cash expense related to waived stock compensation	4.8	4.8	0.06	—	—	—
As adjusted	\$ 25.5	\$ (1.5)	\$ (0.02)	\$ 21.3	\$ 9.0	\$ 0.11

NON-GAAP TO GAAP RECONCILIATION

	2017 Targeted Net Income <u>Per Share</u>
As reported	\$2.59
Restructuring Expenses	0.05
Non-cash expense related to waived stock compensation	0.06
As adjusted	<u>\$2.70</u>