

Doing Business with AGCO

August 2016

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Global Supply Chain Sustainability Manager



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About AGCO

OUR VISION

High-tech solutions for
professional farmers
feeding the world

OUR MISSION

Profitable growth through
superior customer service,
innovation, quality and
commitment

About AGCO

AGCO CORE BRANDS

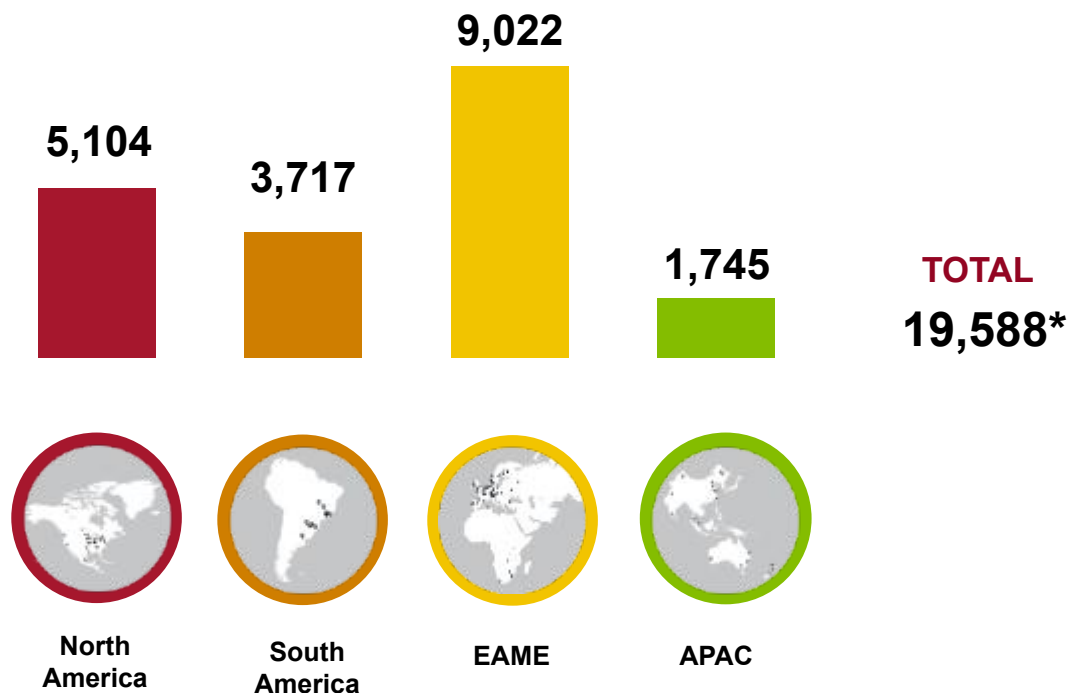


AGCO by the Numbers



The People of AGCO

**A SINGLE FORCE.
THOUSANDS STRONG.**



*As of December 2015

OUR CORE VALUES



ACCOUNTABILITY



INTEGRITY



RESPECT



TEAM SPIRIT

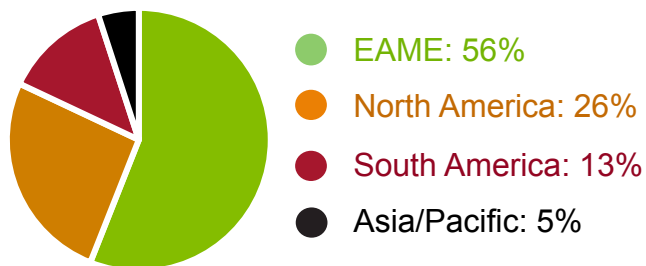


TRANSPARENCY

AGCO by the Numbers

GLOBAL

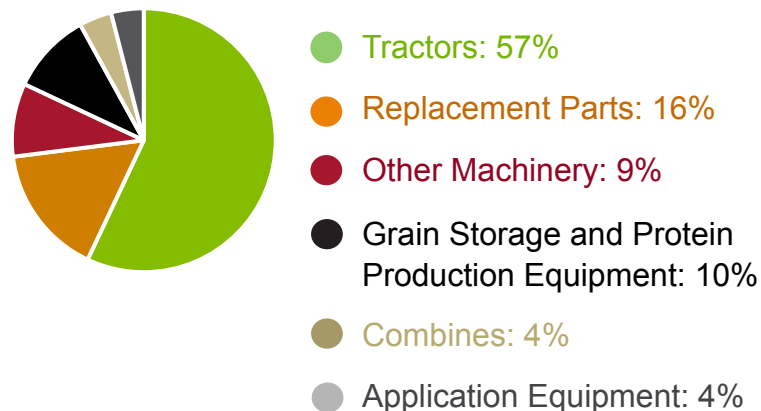
2015 Net Sales by Geographic Region



We have an established presence throughout the world's agricultural growing regions.

DIVERSIFIED

2015 Net Sales by Product



Our product portfolio provides customers with comprehensive solutions to support their farms.

AGCO by the Numbers · Sustainability Targets



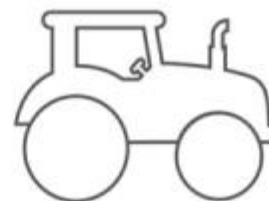
DECREASE
ENERGY INTENSITY
10 PERCENT BY 2017



ACHIEVE
1.5 LOST-TIME
INJURY FREQUENCY
RATE BY 2015



PROVIDE LEADERSHIP
IN THE DEVELOPMENT OF
SUSTAINABLE GLOBAL FOOD SECURITY
FOR FARM COMMUNITIES



EXPAND
PRODUCT LIFE CYCLE
THINKING IN NEW PRODUCT
INTRODUCTION PROCESSES

FOSTER HIGH PERFORMANCE IN QUALITY,
ETHICS AND ENVIRONMENTAL STANDARDS
AMONG SUPPLIERS



REDUCE
OPERATIONAL WASTE
10 PERCENT BY 2015



INCREASE
PARTS REMANUFACTURING
BUSINESS GROWTH BY 2015



**DECREASE GHG* EMISSION
INTENSITY** 10% BY 2017

*Operational (Scope 1 & 2)

AGCO's Strategic Vision



Market Expansion



RUSSIA

Vast amounts of arable land, but investment in farm equipment significantly lags behind that of developed markets.



BRAZIL

One of the world's largest economies, second-largest soybean producer and a robust sugarcane industry.

GLOBAL OPPORTUNITY



AFRICA

One fifth of the world's people and a significant amount of the world's uncultivated land.



ASIA

Higher incomes and protein-oriented diets are on the rise, creating more pressure on grain supplies for animal feed stock.

Purchasing Excellence

KEY INITIATIVES

The Global Purchasing Excellence (GPE) program

- Common components
- Common suppliers

Best-cost country sourcing

- China
- Eastern Europe
- India



RESULTS

Incremental Annual Material Savings

~\$60M



2013



2014



2015E

Improved Distribution Network

Reach further. Stay closer.

Our network of approximately 3,000 independent dealers and distributors ensures that our global reach extends around the world and provides a local link to our customers. In addition to making our products available, dealers provide critical support for after-market parts and service.

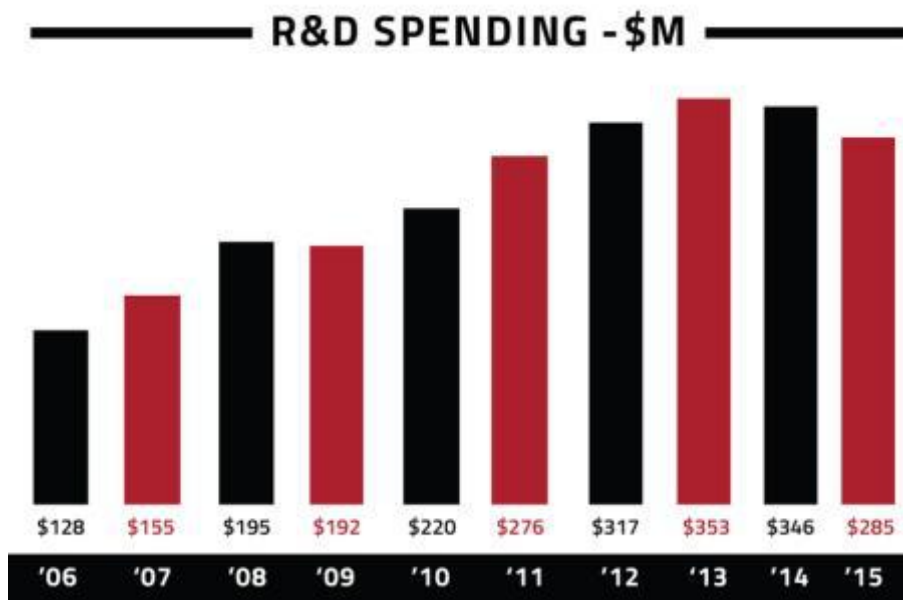
We are streamlining and consolidating dealerships in North America to provide better service capabilities to our customers and to strengthen our dealer network.



Research & Development



Research & Development · Spending



Precision technologies are a key link to higher farm productivity. Enter our aptly named Fuse[®] Technologies — connecting farm equipment into a seamless solution to optimize performance and efficiency — and an example of how our R&D investment is transforming the farm and its operations.

Research & Development · Fuse



Research & Development · Engine Tech

AGCO Power specializes in the design and manufacture of durable, powerful engines with leading environmental performance.

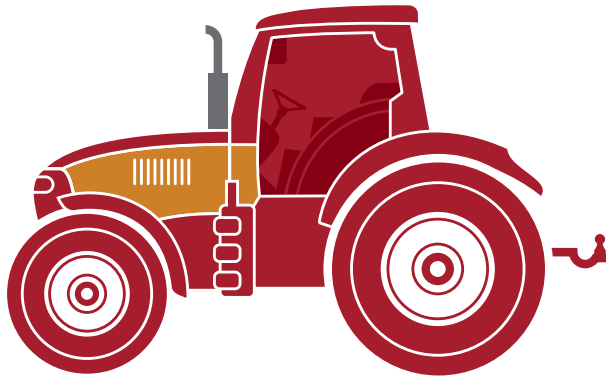
- Leading the way in the industry with our SCR-based Tier 4/Stage IV engine solution
- Facilities in Finland, Brazil and China
- Increased power. Reduced emissions. Improved fuel economy. No compromises.



Research & Development · Mid-Range Tractor Platform

From

independent
vehicle designs



To

significant share
of common parts












Commonality of Parts



Financials

Industry Overview

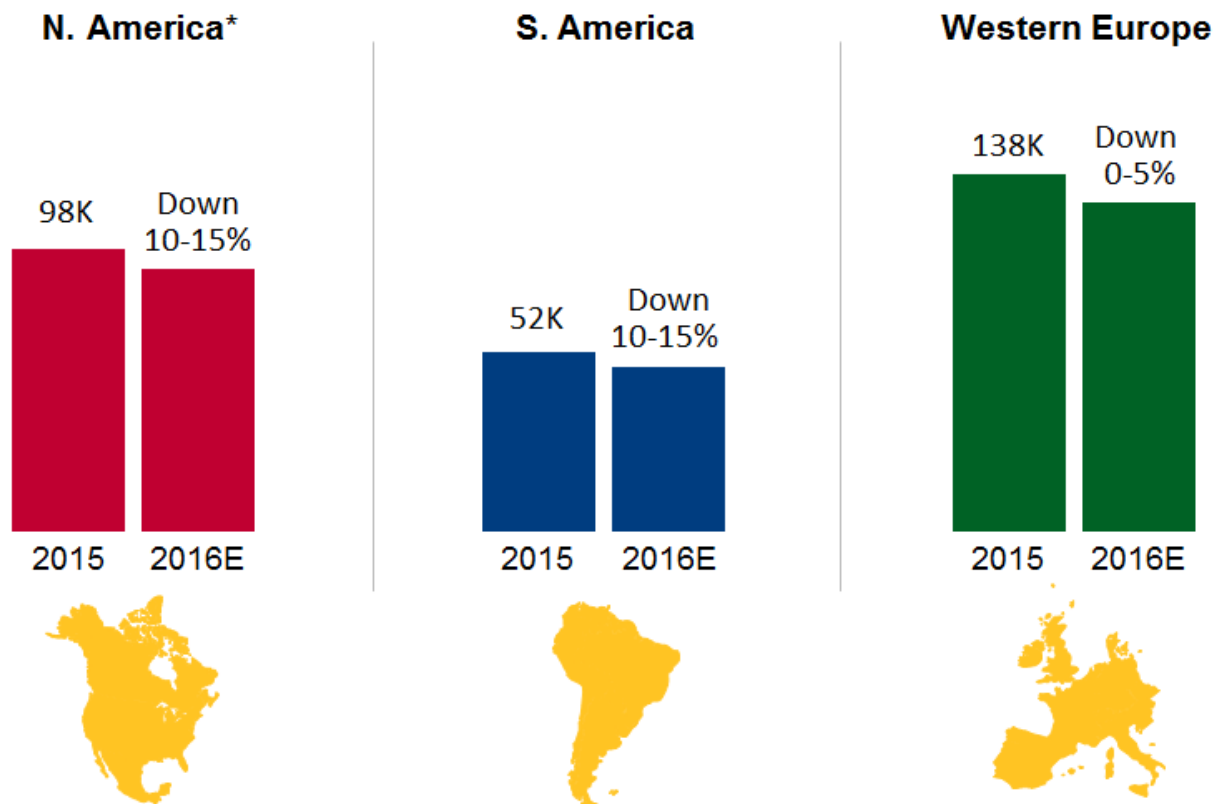
March 2016 2016 Year-to-Date Retail Units

North America		2016 vs. 2015	
	 Tractors*	• Industry	(12%)
	 Combines	• Industry	(17%)
Western Europe		2015 vs. 2014	
	 Tractors	• Industry	(3%)
	 Combines	• Industry	(2%)
South America		2015 vs. 2014	
	 Tractors	• Industry	(42%)
	 Combines	• Industry	(20%)

* Excludes compact tractors

2016 Market Outlook

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



*Excludes compact tractors

AGCO Supplier Portal



AGCO Supplier Portal

AGCO's supplier registration portal is located on our website. The portal is the same regardless of diversity status, but there is a place to differentiate and note the company's diversity status.

The screenshot displays the AGCO Supplier Portal website. The top navigation bar includes links for NEWS & MEDIA CENTER, MERCHANDISE, FIND A DEALER, and ENGLISH. Below this, the AGCO logo is followed by links for WHO WE ARE, OUR BRANDS, OUR COMMITMENT, CAREERS, and INVESTORS. A search bar and a 'PARTS & SERVICE' link are also present. The main heading is 'E-SOURCING', with a 'SHARE PAGE' button to its right. A descriptive paragraph states: 'To successfully manage supply chain challenges, AGCO provides e-sourcing tools to our suppliers to enable and facilitate the exchange of information and to foster greater collaboration between our companies.' Below this, there are two columns of links. The left column, under 'The Company', lists AGCO VALUES, OUR GLOBAL REACH, HISTORY, MANUFACTURING, OPERATING PRINCIPLES, WORKING WITH US, and AWARDS & RECOGNITION. The right column, under 'Suppliers', lists AGCO PURCHASING, ASPIRE TO COLLABORATE, COST COMPETITIVENESS, RISK PREVENTION, SUSTAINABILITY, MATERIALS MANAGEMENT, and E-SOURCING (which is highlighted in red). Below these columns is a large image of a field with a tree under a blue sky. To the right of the image is a login/register form with fields for email and password, and buttons for 'Apply Now' and 'Log in'. Below the image, a text box reads: 'Technology-driven solutions to promote transparency and collaboration.' At the bottom, there is a list of questions: 'WHAT IS E-SOURCING?', 'WHAT ARE THE BENEFITS OF E-SOURCING?', 'WHO IS OUR E-SOURCING PROVIDER?', and 'DO YOU WANT TO BECOME OUR SUPPLIER?'. The last question is highlighted in red. Below this list, a paragraph states: 'Interested in registering to be an AGCO direct/production related material supplier? Please submit your information via AGCO's Supplier Self-Registration by clicking on the appropriate language below:'. At the bottom, there are links for 'English' and 'Chinese'.

AGCO
Your Agriculture Company

WHO WE ARE OUR BRANDS OUR COMMITMENT CAREERS INVESTORS

NEWS & MEDIA CENTER MERCHANDISE FIND A DEALER ENGLISH

PARTS & SERVICE
ENGINE & GEN SETS
FINANCE
SUPPLIERS

Home / Suppliers / E-Sourcing

E-SOURCING

SHARE PAGE

To successfully manage supply chain challenges, AGCO provides e-sourcing tools to our suppliers to enable and facilitate the exchange of information and to foster greater collaboration between our companies.

The Company

- AGCO VALUES
- OUR GLOBAL REACH
- HISTORY
- MANUFACTURING
- OPERATING PRINCIPLES
- WORKING WITH US
- AWARDS & RECOGNITION

Suppliers

- AGCO PURCHASING
- ASPIRE TO COLLABORATE
- COST COMPETITIVENESS
- RISK PREVENTION
- SUSTAINABILITY
- MATERIALS MANAGEMENT
- E-SOURCING**

AGCO
Your Agriculture Company

WELCOME
AGCO
AGCO
AGCO

Want to become our supplier?
Apply Now

Welcome, please enter your credentials
Email Address
Password
Log in

Technology-driven solutions to promote transparency and collaboration.

WHAT IS E-SOURCING?

WHAT ARE THE BENEFITS OF E-SOURCING?

WHO IS OUR E-SOURCING PROVIDER?

DO YOU WANT TO BECOME OUR SUPPLIER?

Interested in registering to be an AGCO direct/production related material supplier? Please submit your information via AGCO's Supplier Self-Registration by clicking on the appropriate language below:

English
Chinese

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www.facebook.com/AGCOcorp
[Twitter.com/AGCOcorp](https://twitter.com/AGCOcorp)
www.youtube.com/AGCOcorp
www.instagram.com/agcocorp/
Blog.AGCOcorp.com
www.linkedin.com/company/agco-corporation**

