

**AGCO
BIOMASS
SOLUTIONS™**

LEADING THE WAY. FEARLESSLY.

**Biomass 2014:
Growing the Future Bioeconomy**

Washington Convention Center

July 29-30, 2014



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, acquisitions, 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, 2013. AGCO disclaims any obligation to update any forward-looking statements except as required by law.



Who is AGCO?

Challenger

FENDT



VALTRA



AGCO
BIOMASS
SOLUTIONS™

AGCO Biomass – A History

- Started approximately 5 years ago
 - First OEM to have a department dedicated to Biomass
 - Significant R&D efforts
 - Developed a line of equipment based upon existing lines
 - Started many industry and university partnerships
 - Participated in DOE programs



Addressing Potential Barriers or AGCO's Philosophy for Biomass

Tackling this market takes a different mindset

- In many cases the farmer will be asked to grow new crops;
- Collect waste they may have never collected before;
- Use new practices and adapted equipment;
- Recognize that efficiency and reliability are key to low costs;
- Achieve best results through training, maintenance, data collection and evaluation;
- Make certain we understand a project's needs
- Offer a "**Total Solutions**" approach.

We bridge the gap between the parties



3 Challenges for the OEM



Planning for the production of thousands of pieces of equipment that represent new business;

- Potential new manufacturing facilities
- Hiring and training of hundreds of new workers
- How quick will we need to respond?



Development of new business models

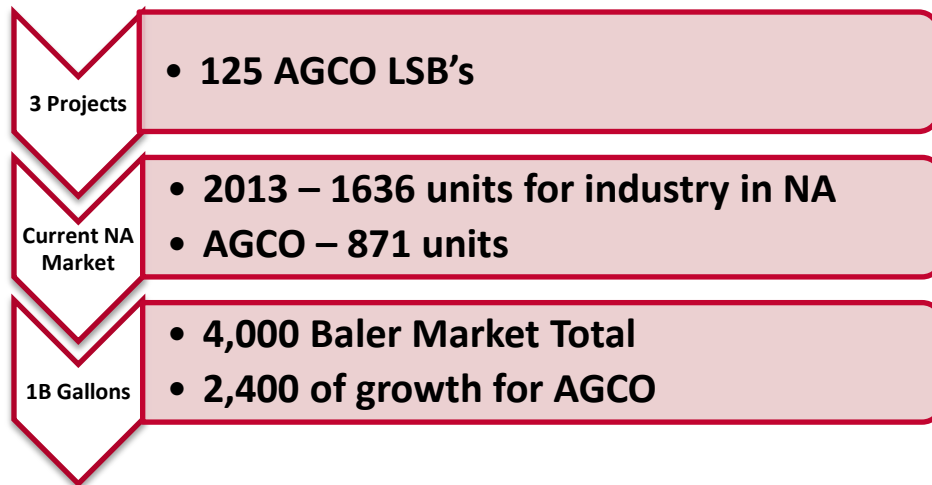
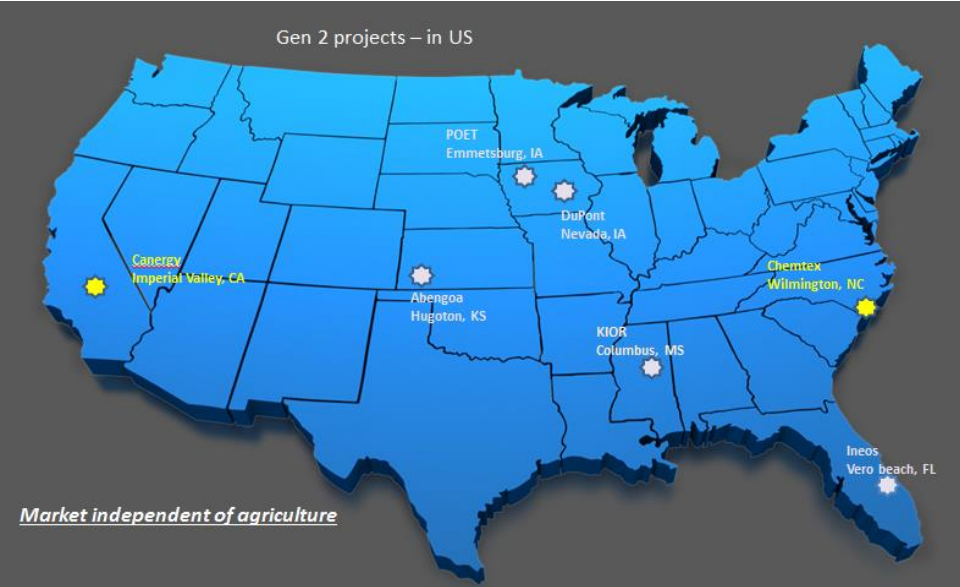
- Right now there are three models and all are thought to be the *"best"*
- New demands on our model; Can our dealer system work?
- Where will we get all the service technicians needed?



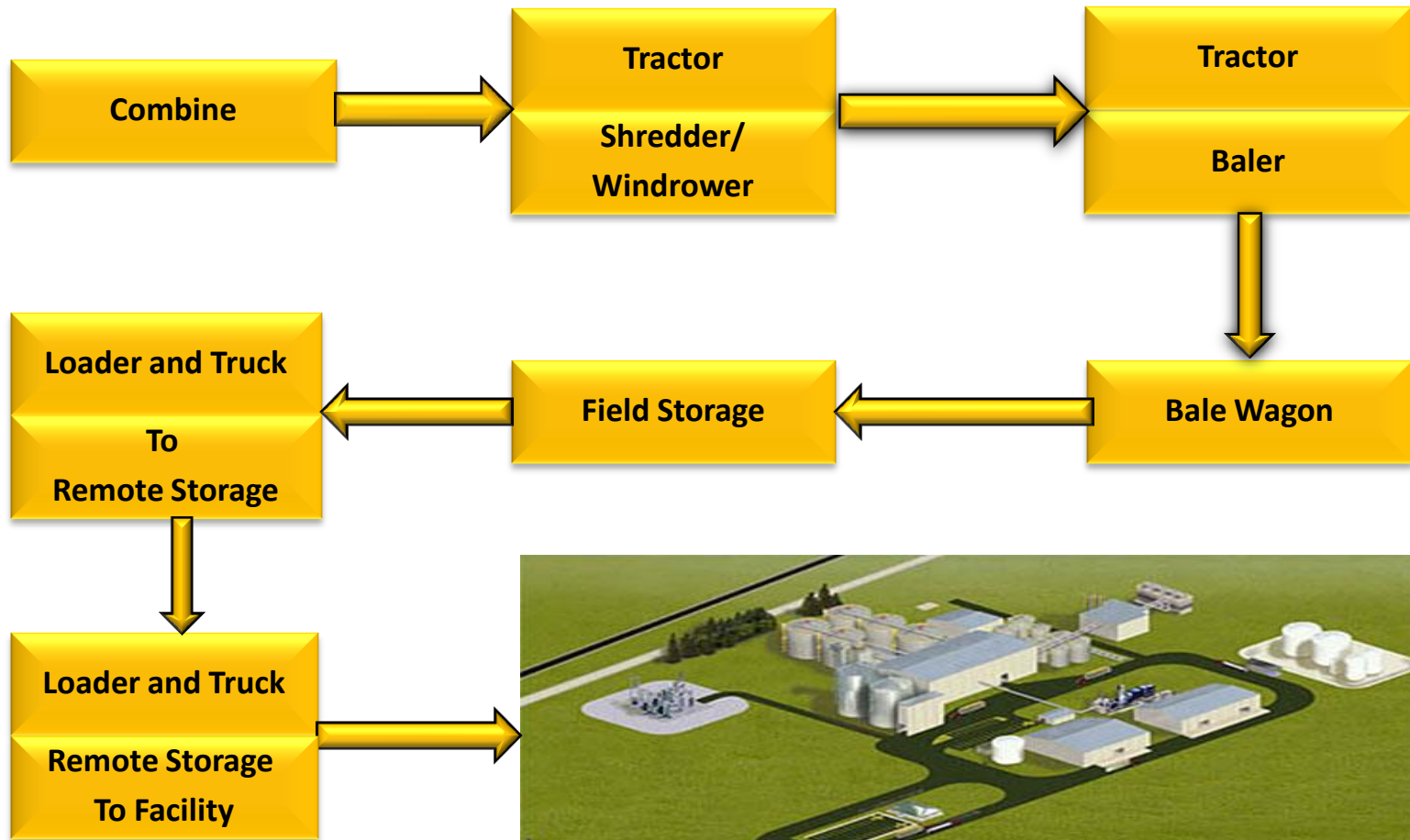
Research and Development

- Should involve close collaboration between technology and OEM's
- Hopefully will involve use of existing infrastructure
- Where should our focus lie? To lower costs is a given!
- Yield, residue management and the farmer

The OEM's Dilemma



Baseline Multi-Pass System for Ag Waste Collection



Shredding and Baling



Bale Collection



Field Storage then Trucked to.....



Remote Storage Waiting for Future Use



The Future

Baseline Multi-Pass System for Purpose Grown Crops

Mower/Harvester/Windrower



Tractor Baler



Field Storage



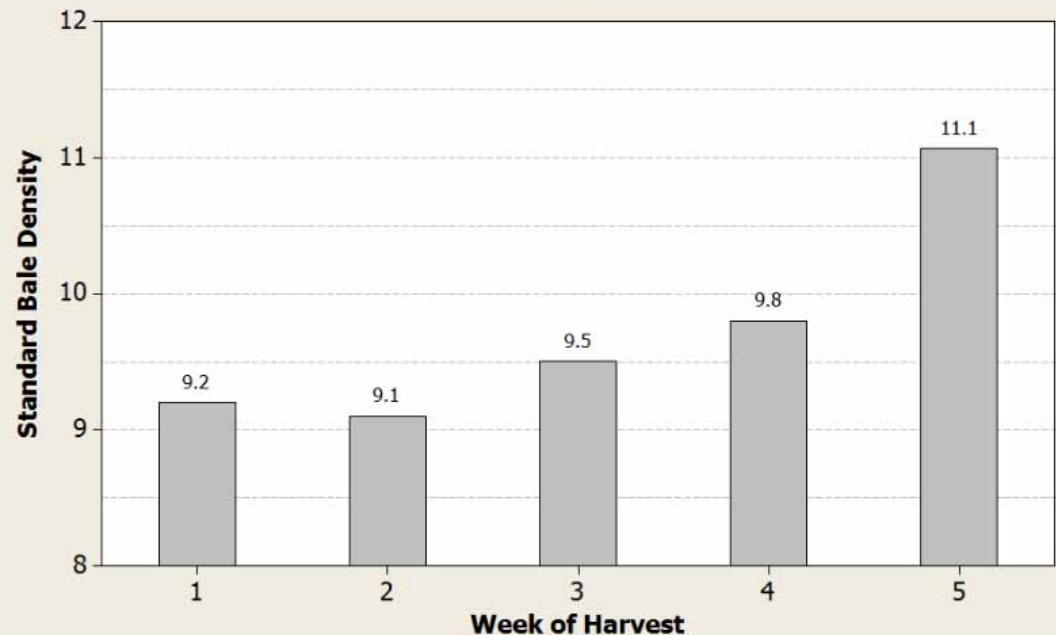
The Future

Targeted Operator Training to Unlock Machinery Capacity

- Data driven metrics can empower tangible change during the production season to drive performance gains.

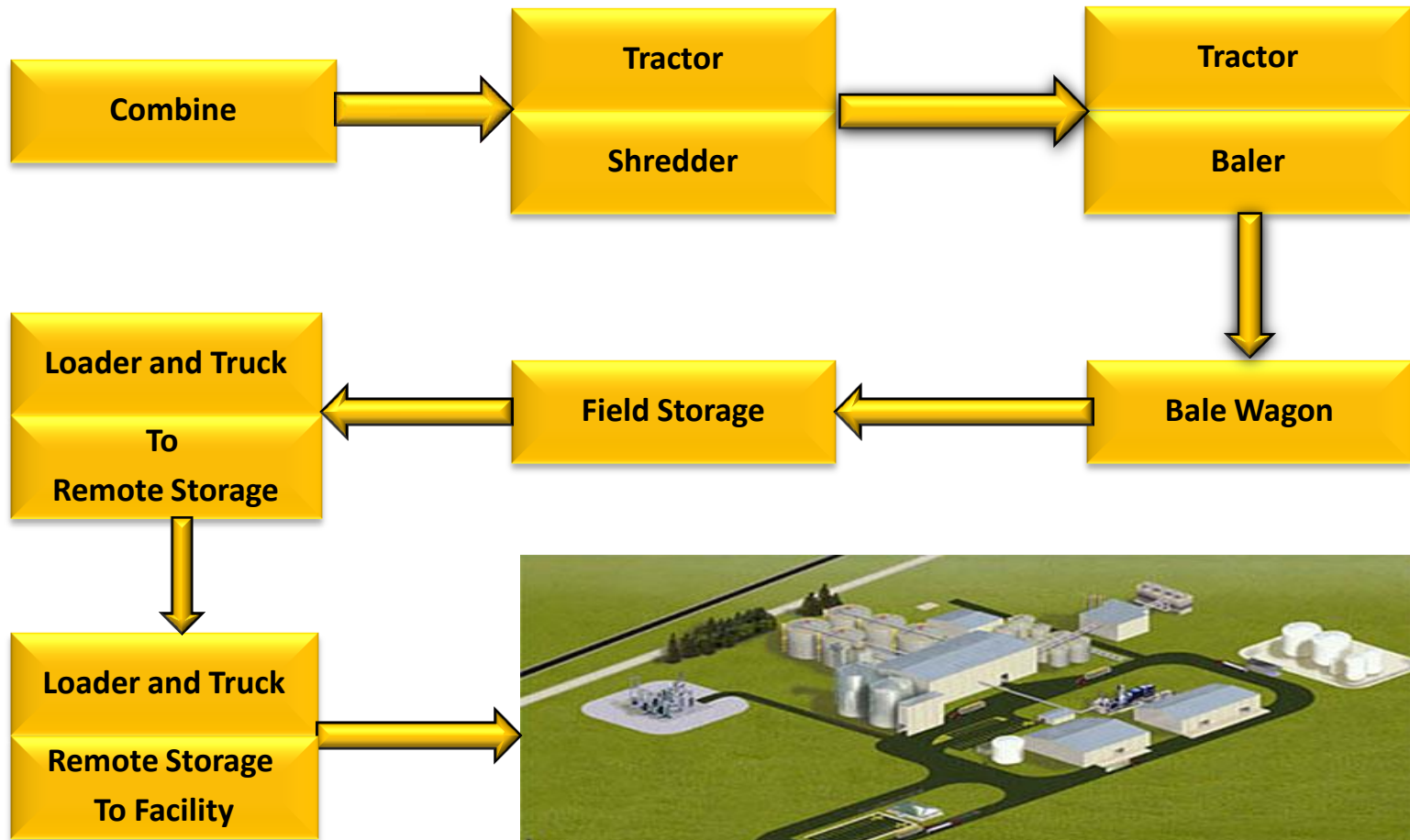


Average Bale Density by Week of Harvest



The Future

Taking Steps out of the Chain



The Single Pass System at Work



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