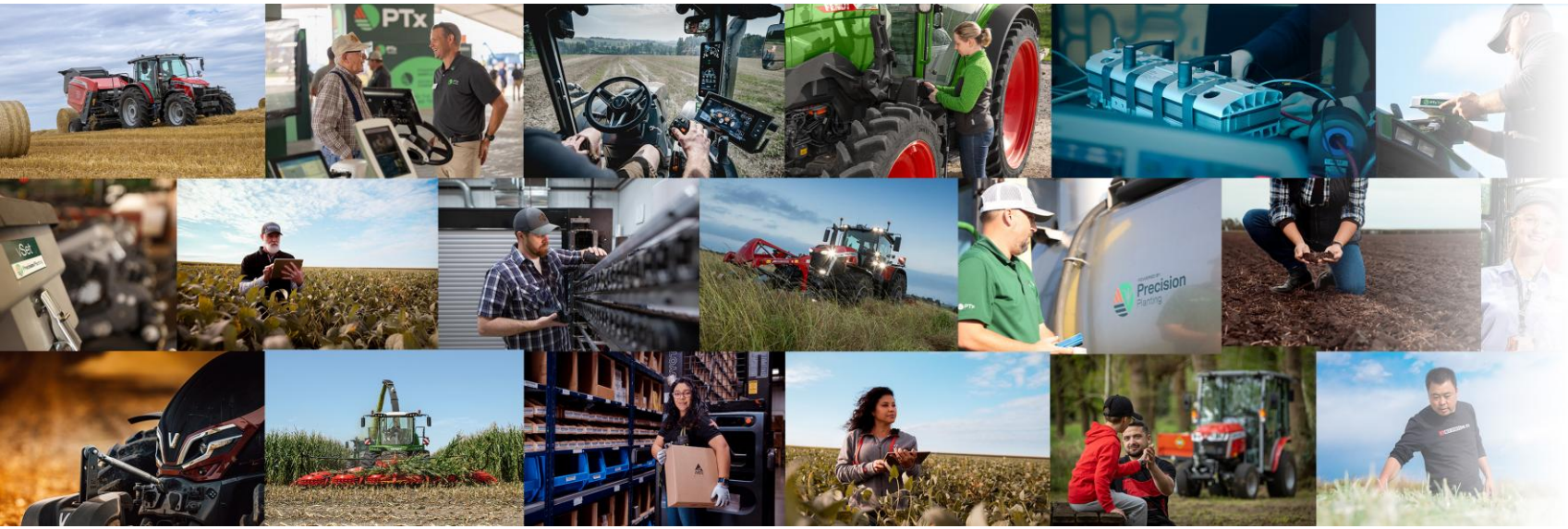
AGCO Cost Engineering

Software as a Service (SaaS) and Open API Economy



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AGCO IS THE LARGEST PURE-PLAY FARM EQUIPMENT MANUFACTURER IN THE WORLD

1990

Year Founded

~$11.7B

Annual Revenue

$493M
(4.2% OF NET SALES)

Research and Development Spend

Technology-Rich Products Across the Crop Cycle

~24,000

Global Employees

~2,700

Independent Dealers and Distributors in ~140 Countries

2024 Full-Year Actuals

MULTI-BRAND FOCUS:

FENDT

MASSEY FERGUSON

PTx

VALTRA

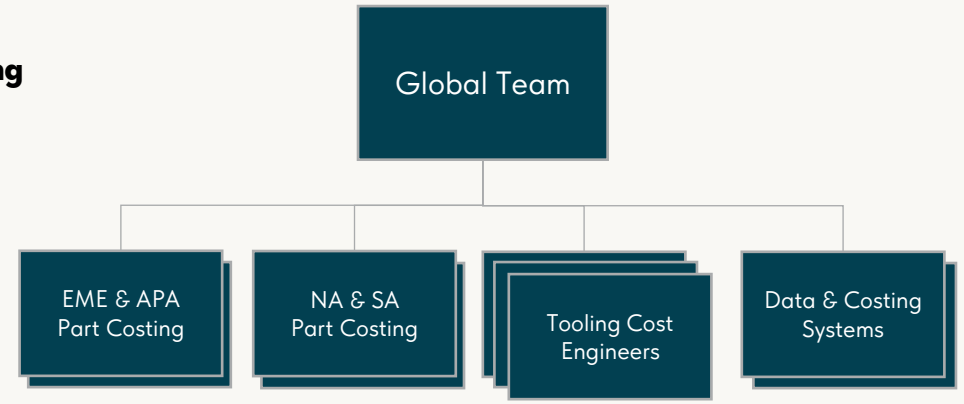
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Organization

Supply Chain

Procurement

Cost and Tooling Engineering



Challenges and Opportunities

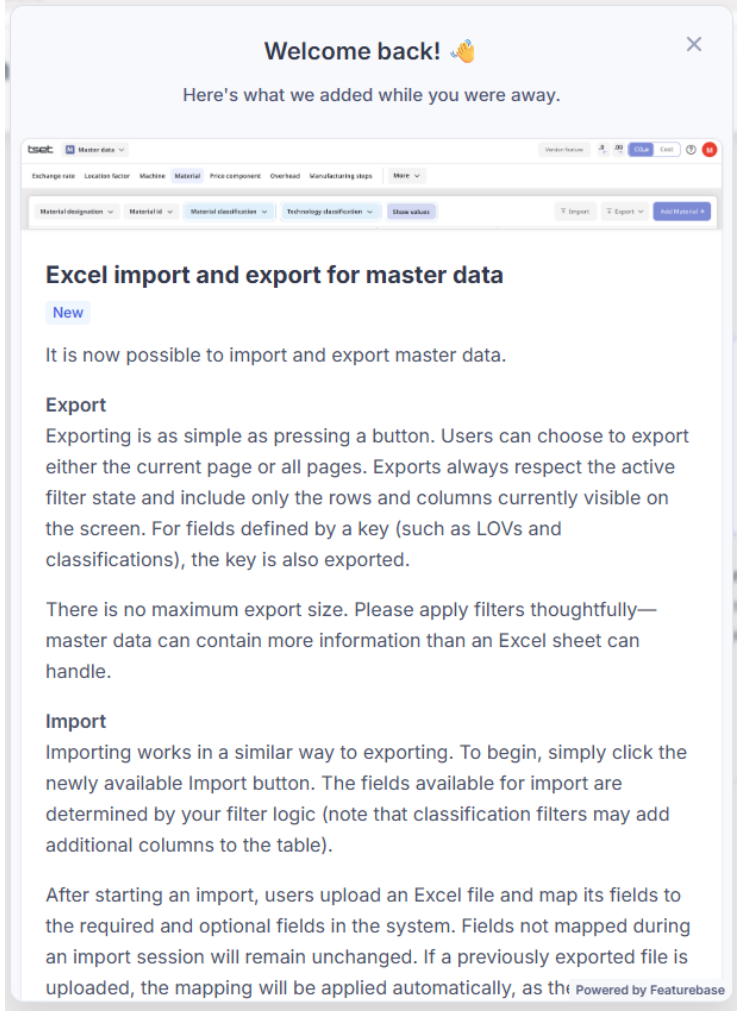
- Agility
- Resources
- Communication
- Scope

- 20+ employees, 10 nationalities, multiple locations
- Responsibilities set per categories and regions
- Should costing, teardowns workshops, strategic support
- Cost audits for components and tooling
- Negotiation and sourcing support

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Software as a Service (SaaS)



Benefits

- System administration
- Updates
- Issue reports and feature requests
- Ticketing

Watch out

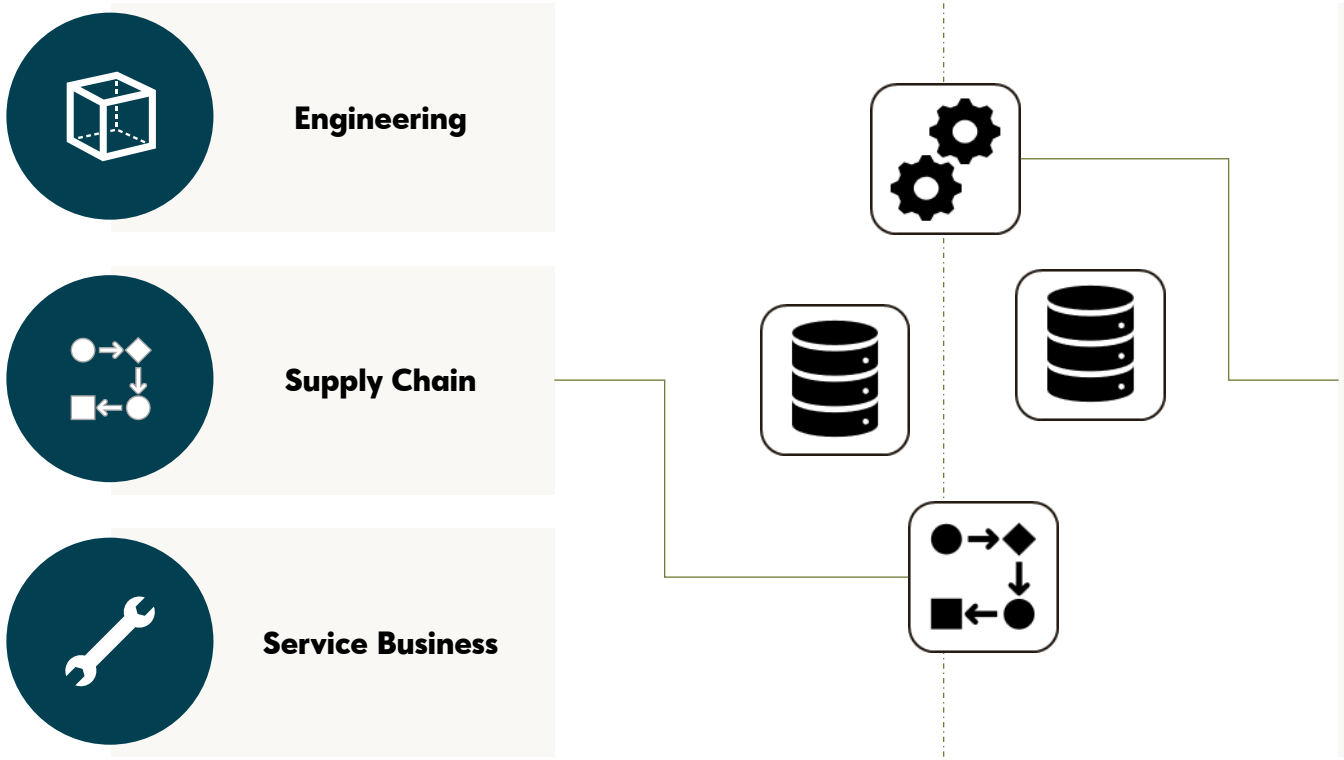
- Expectation management

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Open API Economy

How to connect functions and workflows? How to utilize cost engineering beyond should cost numbers effectively?



Cost Engineering Services

- Calculation BOM
- Manufacturing Process
- Raw Materials, Consumables
- Labor, Capital Investments
- Overheads, Profit

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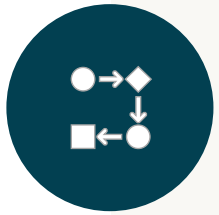
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Open API Economy

Strong API is prerequisite for costing data cross-company integration that increases overall value creation



Engineering

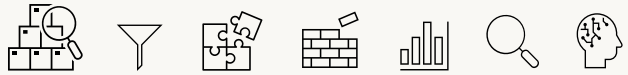


Supply Chain



Service Business

Centralized Analytics Engine



Cost Engineering Value Creation

- Data Collaboration
- Enhanced Capabilities
- Automation
- Productivity
- Direct Cost-Out

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Summary

Takeaways

- Sofware as a Service enables to focus on essentials
- Cost Engineering continue to play important role
- Data integration is must for the future
- Experts still sit in front of the keyboard

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Thank You