

Types of Leases:

<p>FPO - Fixed Purchase Option <i>(also known as Walk Away Lease)</i></p> <ul style="list-style-type: none"> * Typically considered a true tax lease where customer writes off lease payment as operating expense, rather than depreciating asset. * Customer has option to purchase, trade, or surrender (walk away) asset. * Customer only gives up equity if they surrender. Otherwise, equity is retained by purchasing or trading to pay off the residual amount due.
<p>PRO - Purchase or Renew <i>(payment write-offs with "balloon-like" residual)</i></p> <ul style="list-style-type: none"> * Typically considered a true tax lease where customer writes off lease payment as operating expense, rather than depreciating asset. * Customer has option to purchase, trade, or renew lease (no walk away option). * Customer retains their equity by purchasing or trading to pay off the residual amount due at end, just like they would with a balloon loan.
<p>PUT - Purchase Upon Termination <i>(depreciation benefits with "balloon-like" residual)</i></p> <ul style="list-style-type: none"> * Conditional sale lease with same tax treatment as a loan. Customer takes depreciation just like a loan, rather than writing off lease payment. * Customer must purchase or trade (no walk away option). At lease end, residual may also be refinanced as a loan, subject to credit approval. * Customer retains their equity by purchasing or trading to pay off the residual amount due at end, just like they would with a balloon loan.

Additional Terms & Conditions:

- **PLEASE NOTE:** Lease applications are subject to selling price verification, and residual may be conditioned down from stated percentage based on actual model, specifications, and estimated future value.
- The final residual percentage will be based on the lower of either the actual/advertised sales price or 100% of Resale Cash value in the current edition of Iron Guide.
- **NEW assets:** To qualify for NEW residuals, asset must be CURRENT or PRIOR model year old; never retailed; under demo hour limits by asset category on the residual matrix. Otherwise, used residuals will apply.
- Contact AgDirect at 888-525-9805 for lease options on used equipment more than 10 years old. Limited to maximum asset age of 15 years old at end of lease.
- Purchase or trade at any time during lease period. No early term fees on payoffs under \$500,000.
- Sales incentives apply to funded applications entered through agdirect.com.
- To determine the right type of lease for your business, contact your tax advisor.

All rates and terms are subject to credit approval. Free 45-day rate commitment on all terms. AgDirect reserves all rights to cancel or change rates and terms at any time and without notice. To determine the right type of lease for your business, contact your tax advisor. AgDirect® is an equipment financing program offered by Farm Credit Services of America and other lenders, including participating Farm Credit System Institutions.



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<u>Excess Hour Charges:</u>	
• Tractors:	
○ Row Crop: \$163/engine hour	
○ Tracked: \$196/engine hour	
○ 4WD: \$196/engine hour	
○ Utility, Orchard & Vineyard: \$87/engine hour	
• Combines: \$435/engine hour	
• Forage Harvesters: \$653/engine hour	

Excess Hour Charges (cont'd)

- Self-Propelled Sprayers/Floaters: \$283/engine hour
- Self-Propelled Windrowers/Swathers: \$109/engine hour
- Self-Propelled Hay Equipment: \$218/engine hour
- Self-Propelled Cotton Harvesters: \$653/engine hour
- Balers:
 - Round: \$22/bale
 - Large Square: \$44/bale
- Skid Steer Loaders: \$87/hour
- Telehandlers: \$109/hour
- Rough Terrain Lift Trucks: \$131/hour
- Wheel Loaders: \$163/hour
- Excavators: \$174/hour
- Loader Backhoes: \$131/hour
- Trenchers, Bulldozers, Scrapers: \$131/hour
- Specialized Harvesters: \$326/hour
- Forestry Machinery & Equipment: \$174/hour

Eligible Tractor Brand Quick Reference:				
Brand/Type	Row Crop Tractors (140 hp+)	Tracked Tractors (ALL tractors sold <u>with</u> tracks on them even if row crop or 4wd)	4WD Tractors	Utility/Orchard/ Vineyard Tractors (35-139 hp)
John Deere	All 6M*, 6R*, 7000*, & 8000 series (not ending with a T or RX)	All Models ending with a T or RX	All 9000 series (not ending with a T or RX)	All 3, 4, 5, 6D, & 6E series
Case IH	All Maxxum*, Puma, Magnum & Optum series (except Magnum Rowtrac)	All Rowtrac & Quadtrac series (including Magnum Rowtrac)	All Steiger series	Farmall series
New Holland	All T6, T7, & T8 series	TK4 & SmartTrax series	All T9 series, TV series, & TJ series	All TT-A, Workmaster, Boomer, TD4040F, TD5, T4V, T4F, T4, Powerstar, T5, TS6 & TS6 series
Massey Ferguson	All Massey Ferguson , 7400, 7600*, 7700, 8600, & 8700 series	None	None	All MF 1500, 1700, 2600, 2600HD, 2700E, 4600, 4700, 5400, 5600,5700, 5700SL, 6400, 6600 & 6700 series
Fendt	All (not ending in an MT)	1100 Vario MT series & 900 Vario MT series	None	300 Vario series*, 500 Vario series*
McCormick	All Gmax, MTX*, XTX, TTX, X7, X6L, X6, & X8 series	None	None	X10 series, T-Max, F series, X60, X5, X50, X4, A-Max, B-Max, C-Max, D-Max, T-STD, T F/M
Kubota	M7 series with a dash after M7 and a 3 digit #: M7-131*, M7-151, M7-171, M7-132, M7-152, M7-172. Also: M126X, M135X, M126X Power Krawler, M100GX, M110GX, M126GX, M135GX, M108SH.	None	None	All other models including M5 Series, M6 Series and M7 series without a dash after M7 (for example: M7060)

*Based on engine horsepower, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-135 hp).

Lease Options for New John Deere Tractors

Qualifying New JD Tractors by Age and Hours:

- * Current or Prior Model Year Only
- * Never Retailed
- * Under 150 Demo Hours

Row Crop Tractors (140 hp+)	4WD Tractors
All 6M*, 6R*, 7000*, & 8000 series (not ending with a T or RX)	All 9000 series (not ending with a T or RX)
Tracked Tractors	Utility/Orchard/ Vineyard Tractors (35-139 hp)
ALL tractors sold with tracks including row crop or 4wd.	All 3, 4, 5, 6D, & 6E series
All Models ending with a T or RX	

*Based on engine horsepower, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-135 hp).

New JD Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5 year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
New Row Crop - JOHN DEERE ONLY	300/yr	63%	77%	61%	76%	59%	75%	56%	72%	54%	70%	51%	68%	48%	66%	46%	63%	45%	62%	44%	61%	43%	60%	42%	57%
New Row Crop - JOHN DEERE ONLY	450/yr	59%	73%	59%	72%	58%	70%	55%	67%	49%	65%	49%	64%	46%	63%	44%	60%	43%	58%	41%	56%	40%	55%	38%	53%
New Row Crop - JOHN DEERE ONLY	600/yr	60%	70%	58%	69%	57%	68%	54%	65%	52%	63%	48%	61%	45%	59%	43%	57%	42%	53%	40%	51%	39%	50%	37%	48%
New Row Crop - JOHN DEERE ONLY	900/yr	57%	67%	55%	65%	54%	64%	51%	61%	49%	59%	45%	58%	42%	57%	38%	52%	35%	45%	31%	41%	-	-	-	-
New Row Crop - JOHN DEERE ONLY	1200/yr	54%	64%	52%	62%	51%	61%	49%	59%	47%	57%	43%	56%	40%	55%	36%	50%	-	-	-	-	-	-	-	-
New Row Crop - JOHN DEERE ONLY	1500/yr	50%	60%	47%	57%	44%	54%	41%	51%	38%	48%	-	46%	-	-	-	-	-	-	-	-	-	-	-	-
New Row Crop - JOHN DEERE ONLY	No Limits	-	53%	-	52%	-	51%	-	48%	-	46%	-	45%	-	41%	-	41%	-	-	-	-	-	-	-	-
New 4WD & Tracked - JOHN DEERE ONLY	300/yr	56%	66%	55%	65%	54%	64%	51%	61%	48%	58%	45%	55%	42%	52%	39%	49%	37%	47%	35%	45%	33%	43%	29%	39%
New 4WD & Tracked - JOHN DEERE ONLY	450/yr	52%	62%	49%	59%	46%	56%	45%	55%	44%	54%	42%	52%	40%	50%	37%	47%	35%	45%	32%	42%	30%	40%	27%	37%
New 4WD & Tracked - JOHN DEERE ONLY	600/yr	51%	61%	48%	58%	45%	55%	44%	54%	43%	53%	41%	51%	39%	49%	36%	46%	34%	44%	31%	41%	29%	39%	26%	36%
New 4WD & Tracked - JOHN DEERE ONLY	900/yr	49%	59%	46%	56%	43%	53%	40%	50%	38%	48%	36%	46%	35%	45%	33%	43%	31%	41%	29%	39%	-	-	-	-
New 4WD & Tracked - JOHN DEERE ONLY	1200/yr	48%	58%	45%	55%	42%	52%	38%	48%	35%	45%	31%	41%	28%	38%	-	-	-	-	-	-	-	-	-	-
New 4WD & Tracked - JOHN DEERE ONLY	No Limits	-	44%	-	43%	-	42%	-	41%	-	40%	-	37%	-	35%	-	-	-	-	-	-	-	-	-	-
New Utility - JOHN DEERE ONLY	300/yr	57%	67%	55%	65%	53%	63%	51%	61%	49%	59%	46%	56%	44%	54%	41%	51%	39%	49%	37%	47%	35%	45%	33%	43%
New Utility - JOHN DEERE ONLY	450/yr	55%	65%	52%	62%	50%	60%	47%	57%	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	32%	42%	30%	40%	28%	38%
New Utility - JOHN DEERE ONLY	600/yr	54%	64%	51%	61%	49%	59%	46%	56%	43%	53%	40%	50%	38%	48%	35%	45%	33%	43%	31%	41%	29%	39%	27%	37%
New Utility - JOHN DEERE ONLY	900/yr	51%	61%	48%	58%	45%	55%	41%	51%	38%	48%	35%	45%	32%	42%	29%	39%	26%	36%	22%	32%	-	-	-	-
New Utility - JOHN DEERE ONLY	1200/yr	48%	58%	44%	54%	41%	51%	37%	47%	34%	44%	30%	40%	27%	37%	-	-	-	-	-	-	-	-	-	-
New Utility - JOHN DEERE ONLY	No Limits	-	40%	-	37%	-	35%	-	32%	-	30%	-	27%	-	25%	-	-	-	-	-	-	-	-	-	-

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FPO - Fixed Purchase Option (also known as Walk Away Lease)

- * Typically considered a true tax lease where customer writes off lease payment as operating expense, rather than depreciating asset.
- * Customer has option to purchase, trade, or surrender (walk away) asset.
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PRO - Purchase or Renew (payment write-offs with "balloon-like" residual)

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PUT - Purchase Upon Termination (depreciation benefits with "balloon-like" residual)

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Lease Options for New Case IH Tractors

Qualifying New Case IH Tractors by Age and Hours:

- * Current or Prior Model Year Only
- * Never Retailed
- * Under 150 Demo Hours

Row Crop Tractors (140 hp+)	4WD Tractors
All Maxxum*, Puma, Magnum & Optum series (except Magnum Rowtrac)	All Steiger series
Tracked Tractors ALL tractors sold with tracks including row crop or 4wd.	Utility/Orchard/ Vineyard Tractors (35-135 hp)
All Rowtrac & Quadtrac series (including Magnum Rowtrac)	Farmall series

*Based on engine horsepower, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-135 hp).

New Case IH Tractor Lease Options:	Hour Limits	2-year		2.5 year term		3-year		3.5 year term		4-year		4.5 year term		5-year		5.5 year term		6-year		6.5 year		7-year		7.5 year term	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
New Row Crop - CASE IH ONLY	300/yr	59%	69%	56%	68%	54%	67%	52%	65%	50%	63%	48%	61%	46%	60%	44%	58%	42%	57%	39%	56%	36%	56%	33%	52%
New Row Crop - CASE IH ONLY	450/yr	54%	64%	51%	61%	48%	60%	46%	59%	44%	58%	42%	57%	41%	56%	40%	53%	39%	52%	36%	51%	35%	51%	36%	47%
New Row Crop - CASE IH ONLY	600/yr	53%	63%	50%	60%	47%	57%	45%	55%	43%	53%	41%	51%	40%	50%	39%	49%	38%	48%	37%	47%	34%	47%	32%	44%
New Row Crop - CASE IH ONLY	900/yr	52%	62%	48%	58%	45%	55%	43%	53%	41%	51%	39%	49%	38%	48%	36%	46%	34%	44%	32%	42%	-	-	-	-
New Row Crop - CASE IH ONLY	1200/yr	50%	60%	46%	56%	43%	53%	40%	50%	37%	47%	35%	45%	33%	43%	33%	43%	-	-	-	-	-	-	-	-
New Row Crop - CASE IH ONLY	1500/yr	46%	56%	42%	52%	38%	48%	35%	45%	32%	42%	-	42%	-	-	-	-	-	-	-	-	-	-	-	-
New Row Crop - CASE IH ONLY	No Limits	-	47%	-	46%	-	46%	-	44%	-	42%	-	39%	-	37%	-	35%	-	-	-	-	-	-	-	-
New 4WD & Tracked - CASE IH ONLY	300/yr	52%	62%	51%	61%	50%	60%	48%	58%	47%	57%	44%	54%	42%	52%	39%	49%	37%	47%	35%	45%	33%	43%	31%	41%
New 4WD & Tracked - CASE IH ONLY	450/yr	48%	58%	46%	56%	43%	53%	41%	51%	39%	49%	37%	47%	36%	46%	34%	44%	33%	43%	32%	42%	31%	41%	30%	40%
New 4WD & Tracked - CASE IH ONLY	600/yr	47%	57%	45%	55%	42%	52%	40%	50%	38%	48%	36%	46%	35%	45%	33%	43%	32%	42%	31%	41%	30%	40%	29%	39%
New 4WD & Tracked - CASE IH ONLY	900/yr	43%	53%	41%	51%	39%	49%	36%	46%	33%	43%	31%	41%	29%	39%	27%	37%	25%	35%	23%	33%	-	-	-	-
New 4WD & Tracked - CASE IH ONLY	1200/yr	42%	52%	38%	48%	35%	45%	34%	44%	31%	41%	28%	38%	25%	35%	-	-	-	-	-	-	-	-	-	-
New 4WD & Tracked - CASE IH ONLY	No Limits	-	32%	-	31%	-	30%	-	29%	-	28%	-	26%	-	25%	-	23%	-	-	-	-	-	-	-	-
New Utility - CASE IH ONLY	300/yr	55%	65%	52%	62%	50%	60%	47%	57%	45%	55%	42%	52%	40%	50%	37%	47%	34%	44%	31%	41%	28%	38%	26%	36%
New Utility - CASE IH ONLY	450/yr	52%	62%	49%	59%	46%	56%	43%	53%	41%	51%	38%	48%	36%	46%	33%	43%	30%	40%	27%	37%	24%	34%	21%	31%
New Utility - CASE IH ONLY	600/yr	51%	61%	48%	58%	45%	55%	42%	52%	40%	50%	37%	47%	35%	45%	32%	42%	29%	39%	26%	36%	23%	33%	20%	30%
New Utility - CASE IH ONLY	900/yr	47%	57%	43%	53%	40%	50%	37%	47%	34%	44%	31%	41%	29%	39%	27%	37%	25%	35%	23%	33%	-	-	-	-
New Utility - CASE IH ONLY	1200/yr	43%	53%	39%	49%	35%	45%	31%	41%	28%	38%	25%	35%	22%	32%	-	-	-	-	-	-	-	-	-	-
New Utility - CASE IH ONLY	No Limits	-	40%	-	37%	-	35%	-	32%	-	30%	-	27%	-	25%	-	23%	-	-	-	-	-	-	-	-

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	Utility/Orchard/ Vineyard Tractors (35-139 hp)
	300 Vario series** and 500 Vario series**

**Based on engine horsepower, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-135 hp).

New Fendt Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5 year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
New Row Crop - FENDT ONLY	300/yr	52%	72%	52%	71%	51%	70%	49%	67%	47%	65%	44%	63%	41%	61%	38%	58%	35%	57%	32%	56%	29%	55%	29%	52%
New Row Crop - FENDT ONLY	450/yr	51%	68%	47%	67%	44%	65%	42%	62%	40%	60%	38%	59%	36%	58%	34%	55%	32%	53%	31%	51%	28%	50%	28%	48%
New Row Crop - FENDT ONLY	600/yr	50%	65%	46%	64%	43%	63%	41%	60%	39%	58%	37%	56%	35%	54%	33%	52%	31%	48%	30%	46%	28%	45%	27%	43%
New Row Crop - FENDT ONLY	900/yr	49%	62%	45%	60%	42%	59%	39%	56%	37%	54%	35%	53%	33%	52%	31%	47%	29%	40%	27%	36%	-	-	-	-
New Row Crop - FENDT ONLY	1200/yr	48%	59%	44%	57%	40%	56%	37%	54%	34%	52%	31%	51%	28%	50%	28%	45%	-	-	-	-	-	-	-	-
New Row Crop - FENDT ONLY	1500/yr	44%	55%	40%	52%	36%	49%	33%	46%	30%	43%	-	41%	-	-	-	-	-	-	-	-	-	-	-	-
New Row Crop - FENDT ONLY	No Limits	-	48%	-	47%	-	46%	-	43%	-	41%	-	40%	-	36%	-	36%	-	-	-	-	-	-	-	-

New Tracked - FENDT ONLY	300/yr	52%	61%	51%	60%	50%	59%	48%	56%	46%	53%	43%	50%	41%	47%	40%	44%	39%	42%	39%	40%	38%	38%	26%	34%
New Tracked - FENDT ONLY	450/yr	50%	57%	46%	54%	43%	51%	41%	50%	39%	49%	37%	47%	36%	45%	34%	42%	32%	40%	30%	37%	29%	35%	28%	32%
New Tracked - FENDT ONLY	600/yr	49%	56%	45%	53%	42%	50%	40%	49%	38%	48%	36%	46%	35%	44%	33%	41%	31%	39%	29%	36%	28%	34%	27%	31%
New Tracked - FENDT ONLY	900/yr	45%	54%	41%	51%	37%	48%	34%	45%	32%	43%	30%	41%	28%	40%	26%	38%	24%	36%	22%	34%	-	-	-	-
New Tracked - FENDT ONLY	1200/yr	44%	53%	39%	50%	37%	47%	32%	43%	31%	40%	28%	36%	26%	33%	26%	33%	26%	-	-	-	-	-	-	-
New Tracked - FENDT ONLY	1500/yr	43%	53%	38%	48%	35%	45%	31%	41%	28%	38%	-	38%	-	30%	-	23%	-	-	-	-	-	-	-	-
New Tracked - FENDT ONLY	No Limits	-	39%	-	38%	-	37%	-	36%	-	35%	-	32%	-	30%	-	-	-	-	-	-	-	-	-	-

New Utility - FENDT ONLY	300/yr	55%	62%	52%	60%	50%	58%	47%	56%	45%	54%	42%	51%	40%	49%	35%	46%	31%	44%	27%	42%	23%	40%	19%	38%
New Utility - FENDT ONLY	450/yr	51%	60%	48%	57%	46%	55%	43%	52%	41%	49%	38%	46%	36%	44%	31%	41%	27%	39%	23%	37%	19%	35%	17%	33%
New Utility - FENDT ONLY	600/yr	50%	59%	47%	56%	45%	54%	42%	51%	40%	48%	37%	45%	35%	43%	30%	40%	26%	38%	22%	36%	18%	34%	16%	32%
New Utility - FENDT ONLY	900/yr	45%	56%	42%	53%	40%	50%	37%	46%	34%	43%	30%	40%	27%	37%	24%	34%	21%	31%	18%	27%	-	-	-	-
New Utility - FENDT ONLY	1200/yr	40%	53%	37%	49%	35%	46%	31%	42%	27%	39%	23%	35%	20%	32%	20%	30%	-	-	-	-	-	-	-	-
New Utility - FENDT ONLY	No Limits	-	37%	-	36%	-	35%	-	34%	-	33%	-	31%	-	30%	-	19%	-	-	-	-	-	-	-	-

Types of Leases:

FPO - Fixed Purchase Option (also known as Walk Away Lease)

- * Typically considered a true tax lease where customer writes off lease payment as operating expense, rather than depreciating asset.
- * Customer has option to purchase, trade, or surrender (walk away) asset.
- * Customer only gives up equity if they surrender. Otherwise, equity is retained by purchasing or trading to pay off the residual amount due.

PRO - Purchase or Renew (payment write-offs with "balloon-like" residual)

- * Typically considered a true tax lease where customer writes off lease payment as operating expense, rather than depreciating asset.
- * Customer has option to purchase, trade, or renew lease (no walk away option).
- * Customer retains their equity by purchasing or trading to pay off the residual amount due at end, just like they would with a balloon loan.

PUT - Purchase Upon Termination (depreciation benefits with "balloon-like" residual)

- * Conditional sale lease with same tax treatment as a loan. Customer takes depreciation just like a loan, rather than writing off lease payment.
- * Customer must purchase or trade (no walk away option). At lease end, residual may also be refinanced as a loan, subject to credit approval.
- * Customer retains their equity by purchasing or trading to pay off the residual amount due at end, just like they would with a balloon loan.

Subject to credit approval. Consult with an accountant for advice on leasing options.

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Lease applications are subject to selling price verification, and residual may be conditioned down from stated percentage based on actual model, specifications, and estimated future value.



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AgDirect Residual Matrix - Effective September 2023



Residual Matrix

Lease Purchase Options

John Deere Sprayer Lease Options:	Hour Limits	2-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
Self-Propelled Sprayers (No Floaters) <i>New, Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours</i>																									
New Self-Propelled Sprayers - JOHN DEERE ONLY																									
New Self-Propelled Sprayers - JOHN DEERE ONLY																									
New Self-Propelled Sprayers - JOHN DEERE ONLY																									
Used - Up to 3 yrs old - JOHN DEERE ONLY																									
Used - Up to 3 yrs old & < 1200 hrs - JOHN DEERE ONLY																									
Used - Up to 5 yrs old - JOHN DEERE ONLY																									
Used - Up to 5 yrs old & < 3000 hrs - JOHN DEERE ONLY																									
Used - Up to 5 yrs old - JOHN DEERE ONLY																									
Used - Up to 10 yrs old - JOHN DEERE ONLY																									
Used - Up to 10 yrs old & < 2500 hrs - JOHN DEERE ONLY																									
John Deere Self-Propelled Applicators/Floaters <i>New, Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours</i>																									
New Self-Propelled Applicators/Floaters - JOHN DEERE ONLY																									
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Used - Up to 5 yrs old & < 3000 hrs - JOHN DEERE ONLY																									
Used - Up to 10 yrs old - JOHN DEERE ONLY																									
Case IH Sprayer Lease Options:																									
Self-Propelled Sprayers (No Floaters) <i>New, Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours</i>																									
New Self-Propelled Sprayers - CASE IH ONLY																									
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Other Brands Sprayer Lease Options:																									
Self-Propelled Sprayers (No Floaters) <i>New, Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours</i>																									
New Self-Propelled Sprayers - Eligible Brands																									
New Self-Propelled Sprayers - All Brands																									
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Used - Up to 3 yrs old - All Brands																									
Used - Up to 3 yrs old & < 1200 hrs - Eligible Brands																									
Used - Up to 5 yrs old - All Brands																									
Used - Up to 5 yrs old & < 2000 hrs - Eligible Brands																									
Used - Up to 10 yrs old - All Brands																									
Used - Up to 10 yrs old & < 2500 hrs - Eligible Brands																									
Other Brands Self-Propelled Applicators/Floaters <i>New, Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours</i>																									
New Self-Propelled Applicators/Floaters - Eligible Brands																									
New Self-Propelled Applicators/Floaters - Eligible Brands																									
Used - Up to 10 yrs old - Eligible Brands																									

Eligible Brands of Self-Propelled Sprayers & Self-Propelled Applicators/Floaters include: John Deere, Case IH, New Holland, Hagie, Apache, RoGator (AGCO and Fendt), TerraGator, Miller

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AgDirect Residual Matrix - Effective September 2023



Residual Matrix

Farm Machinery & Equipment

New: Current or Prior Model Year Only; Never Retailed

Balers

New: Current or Prior Model Year Only; Never Retailed; Demo - Under 1,500 Bales for Large and Small Square Balers, Under 450 Bales for Round Balers

	Hour Limits	2-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
All Balers - New	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	-	-	-	-	-	-
All Balers - Used up to 5 yrs old	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
All Balers - Used up to 10 yrs old	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-
Round Balers - New	1200/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-	-	-	-	-	-	-
Round Balers - Used up to 5 yrs old	2400/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Round Balers - Used up to 10 yrs old	3200/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
Large Square Balers - New	6000/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-	-	-	-	-	-	-
Large Square Balers - Used up to 5 yrs old	9000/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Large Square Balers - Used up to 10 yrs old	6000/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
Small Square Balers - New	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	-	-	-	-	-	-
Small Square Balers - Used up to 5 yrs old	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
Small Square Balers - Used up to 10 yrs old	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-

Application & Tillage - Pull-Type

	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
New Application Equipment-Pull-Type - Spreader Boxes, Nurse/Anhydrous Tanks, Pull-Type Sprayers, Toolbars, Toolbar Applicators, Orchard/Vineyard Sprayers	-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
New Tillage Equipment - Discs, Plows, Cultivators, Harrows, Rippers, Finishers, Blades, Scrapers, Ditchers, Levelers, Rollers, Bedders, Rotary Hoes, Chisel Plows	-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)	-	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-

Mixers/Grain Handling/Manure Handling

	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
New TMR Mixers, Tub Grinders, & Bale Processors- pull-type, non-titled Mixer Wagon, Vertical Mixers, Bale Processors, Hay Busters (excludes 1150 model)	-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
New Portable Grain Handling Equipment - Augers, Vacs, Baggers, Conveyors, Portable Elevators	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
New Portable Manure Handling Equipment - Spreaders, Pumps, Vacuum Tanks, Honeywagons, Lagoon Crawler, Compost Turner	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)	-	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-

Other Field Equipment & Implements

	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
New or Used up to 5 yrs old - Rotary/Brush/Flail Mower, Stalk Chopper, Module Builder, Pasture Aerator, Rock Picker, Loader/Tractor Attachments, Detasseler	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old	-	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-

Forestry Machinery & Equipment

	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
New Forestry Machinery & Equipment - Harvesters, Forwarders, Chippers, Grinders, Feller Bunchers, Log Loaders, Slashers	1200/yr	35%	40%	25%	30%	25%	30%	20%	25%	20%	25%	10%	15%	10%	15%	10%	15%	-	-	-	-	-	-	-	-
Used Forestry Equipment - Up to 5 yrs old	1200/yr	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	5%	15%	-	-	-	-	-	-	-	-

See Residual Matrix cover sheet for additional terms and conditions.

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