

AgDirect POWERED BY FARM CREDIT Residual Matrix

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 500 demo hours. 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.



7:30 a.m. to 5:30 p.m. CT
 Call 888-525-9805 or visit
AGDIRECT.com.

* All rates and terms are subject to credit approval. Free 45-day rate commitment on all terms.
 * AgDirect® reserves the right to cancel or change rates and terms at any time and without notice. Rates outlined herein are for informational purposes only. The final rate for each transaction will be set forth in the financing documents signed by the customer.
 * AgDirect® is an equipment financing program offered by participating Farm Credit System Institutions.

Eligible Brands:

Tractors

- John Deere, Case IH, New Holland, AGCO (Massey, Fendt, Challenger), McCormick, Kubota

Combines & Forage Harvesters

- John Deere, Case IH, New Holland, AGCO (Massey, Fendt, Challenger), Gleaner, Claas, Krone, Caterpillar (Lexion)

Self-Propelled Sprayers & Self-Propelled Applicators/Floaters

- John Deere, Case IH, New Holland, Hagie, Apache, Spra-Coupe, Ag-Chem, Miller

Self-Propelled Windrowers/Swathers & Self-Propelled Mergers

- John Deere, Case IH, New Holland, Massey Ferguson/Hesston, Oxbo, MacDon, Versatile (Buhler)

Self-Propelled Cotton Harvesters

- John Deere, Case IH

Planters, Drills, Airseeders

- John Deere, Case IH, AGCO brands, New Holland, Kinze, Great Plains, White

Excess Hour Charges:

- Tractors:
 - Row Crop: \$75/engine hour
 - Tracked: \$90/engine hour
 - 4WD: \$90/engine hour
 - Utility, Orchard & Vineyard: \$40/engine hour
- Combines: \$200/engine hour
- Forage Harvesters: \$300/engine hour
- Self-Propelled Sprayers/Floaters: \$130/engine hour
- Self-Propelled Windrowers/Swathers: \$50/engine hour
- Self-Propelled Hay Equipment: \$100/engine hour
- Self-Propelled Cotton Harvesters: \$300/engine hour
- Balers:
 - Round: \$10/bale
 - Small Square: \$1/bale
 - Large Square: \$20/bale
- Skid Steer Loaders: \$40/hour
- Telehandlers: \$50/hour
- Rough Terrain Lift Trucks: \$60/hour
- Wheel Loaders: \$75/hour
- Excavators: \$80/hour
- Loader Backhoes: \$60/hour
- Specialized Harvesters: \$150/hour

Eligible Tractor Brand Quick Reference:				
Brand/Type	Row Crop Tractors	Tracked Tractors (ALL tractors sold <u>with</u> tracks on them even if row crop or 4wd)	4WD Tractors	Utility/Orchard/ Vineyard Tractors
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	TK4000 & SmartTrax series	All T9 series, TV series, & TJ series	All TT-A, Workmaster, Boomer, TK4, TD4040F, TD5, T4V, T4F, T4, Powerstar, T5, TS6 & TS6 series
AGCO (Massey, Fendt, Challenger)	All Massey Ferguson 5700, 5700SL, 6400, 6600, 6700, 7400, 7600, 7700, 8600, & 8700 series	None	None	All MF 1500, 1700, 2600, 2600HD, 2700E, 4600, 4700, 5400 & 5600 series
	Fendt (All)	None	None	None
	All Challenger 1000, MT500, & MT600 series	All Challenger MT700 & MT800 series	All Challenger MT900 series	All Challenger MT400 series
McCormick	All X-60, 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 M7 series without a dash after M7 (for example: M7060)



New Tractors	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
<i>New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Row Crop Tractors Eligible Brands Only (See Cover Sheet)	300/yr	52%	62%	62%	52%	62%	62%	48%	58%	58%	46%	56%	56%	42%	52%	52%
	450/yr	46%	56%	56%	46%	56%	56%	44%	54%	54%	41%	51%	51%	36%	46%	46%
	600/yr	42%	52%	52%	42%	52%	52%	38%	48%	48%	35%	45%	45%	32%	42%	42%
	900/yr	40%	50%	50%	40%	50%	50%	36%	46%	46%	33%	43%	43%	30%	40%	40%
	1200/yr	37%	47%	47%	37%	47%	47%	32%	42%	42%	28%	38%	38%	-	-	-
	1500/yr	33%	-	-	33%	-	-	27%	-	-	-	-	-	-	-	-
No Limits	-	43%	43%	-	43%	43%	-	37%	37%	-	32%	32%	-	-	-	

New Tracked Tractors	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
<i>Eligible Brands Only (See Cover Sheet)</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Tracked Tractors Eligible Brands Only (See Cover Sheet)	300/yr	52%	62%	62%	50%	60%	60%	47%	57%	57%	45%	55%	55%	40%	50%	50%
	450/yr	47%	57%	57%	45%	55%	55%	43%	53%	53%	40%	50%	50%	35%	45%	45%
	600/yr	42%	52%	52%	40%	50%	50%	38%	48%	48%	35%	45%	45%	30%	40%	40%
	900/yr	37%	47%	47%	35%	45%	45%	33%	43%	43%	30%	40%	40%	25%	35%	35%
	1200/yr	32%	42%	42%	30%	40%	40%	28%	38%	38%	25%	35%	35%	-	-	-
	1500/yr	27%	-	-	25%	-	-	23%	-	-	-	-	-	-	-	-
No Limits	-	37%	37%	-	35%	35%	-	33%	33%	-	30%	30%	-	-	-	

New 4WD Tractors	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
<i>Eligible Brands Only (See Cover Sheet)</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New 4WD Tractors Eligible Brands Only (See Cover Sheet)	300/yr	56%	66%	66%	54%	64%	64%	52%	62%	62%	50%	60%	60%	45%	55%	55%
	450/yr	52%	62%	62%	50%	60%	60%	48%	58%	58%	45%	55%	55%	40%	50%	50%
	600/yr	47%	57%	57%	45%	55%	55%	43%	53%	53%	40%	50%	50%	35%	45%	45%
	900/yr	42%	52%	52%	40%	50%	50%	38%	48%	48%	35%	45%	45%	30%	40%	40%
	1200/yr	37%	47%	47%	35%	45%	45%	33%	43%	43%	30%	40%	40%	-	-	-
	1500/yr	34%	-	-	32%	-	-	30%	-	-	-	-	-	-	-	-
No Limits	-	44%	44%	-	42%	42%	-	40%	40%	-	35%	35%	-	-	-	

New Utility, Orchard, & Vineyard Tractors	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
<i>Eligible Brands Only (See Cover Sheet)</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Utility, Orchard, & Vineyard Tractors Eligible Brands Only (See Cover Sheet)	300/yr	55%	65%	65%	50%	60%	60%	45%	55%	55%	40%	50%	50%	-	-	-
	600/yr	50%	60%	60%	45%	55%	55%	40%	50%	50%	35%	45%	45%	-	-	-
	900/yr	45%	55%	55%	40%	50%	50%	35%	45%	45%	30%	40%	40%	-	-	-
	1200/yr	40%	50%	50%	35%	45%	45%	30%	40%	40%	25%	35%	35%	-	-	-

New Tractors - All Types & All Brands	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
<i>Eligible Brands Only (See Cover Sheet)</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Tractors - All Types & All Brands	300/yr	40%	50%	50%	40%	50%	50%	35%	45%	45%	30%	40%	40%	-	-	-
	600/yr	35%	45%	45%	35%	45%	45%	30%	40%	40%	25%	35%	35%	-	-	-
	900/yr	27%	-	-	25%	-	-	23%	-	-	20%	-	-	-	-	-
	No Limits	-	37%	37%	-	35%	35%	-	33%	33%	-	30%	30%	-	-	-

Used Tractors	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
<i>Eligible Brands Only</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
Row Crop, 4WD, or Tracked - Eligible Brands Only																
Used Tractors - Up to 3 yrs old & < 1500 hrs	300/yr	55%	65%	65%	55%	65%	65%	52%	62%	62%	50%	60%	60%	40%	50%	50%
Used Tractors - Up to 3 yrs old & < 1500 hrs	600/yr	45%	55%	55%	45%	55%	55%	42%	52%	52%	40%	50%	50%	30%	40%	40%
Used Tractors - Up to 3 yrs old & < 1500 hrs	900/yr	40%	50%	50%	35%	45%	45%	32%	42%	42%	30%	40%	40%	-	-	-
Used Tractors - 4 & 5 yrs old & < 2000 hrs	300/yr	45%	55%	55%	45%	55%	55%	42%	52%	52%	35%	45%	45%	25%	35%	35%
Used Tractors - 4 & 5 yrs old & < 2000 hrs	600/yr	40%	50%	50%	40%	50%	50%	35%	45%	45%	30%	40%	40%	20%	30%	30%
Used Tractors - Up to 5 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	900/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
Used Tractors - Up to 5 yrs old	No Limits	-	45%	45%	-	40%	40%	-	35%	35%	-	30%	30%	-	-	-
Used Tractors - Up to 10 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	1200/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	-	-	-
Used Tractors - Up to 10 yrs old	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
Utility, Orchard, and Vineyard - Eligible Brands Only																
Used Tractors - Up to 5 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	1200/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
Used Tractors - Up to 5 yrs old	No Limits	-	45%	45%	-	40%	40%	-	35%	35%	-	30%	30%	-	-	-
Used Tractors - Up to 10 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	1200/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	-	-	-
Used Tractors - Up to 10 yrs old	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
All Types & All Brands																
Used Tractors - Up to 10 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	900/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	-	-	-
Used Tractors - Up to 10 yrs old	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
<i>See Residual Matrix cover sheet for additional terms and conditions.</i>		Questions? Contact us at 1-888-525-9805 or www.agdirect.com														

Farm Machinery & Equipment	Lease Purchase Options															
	Hour Limits	2-year			3-year			4-year			5-year			7-year		
<i>New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours</i>		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
Combines & Forage Harvesters		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Combines/Forage Harvesters - Eligible Brands	200/yr	52%	60%	60%	47%	55%	55%	42%	50%	50%	37%	45%	45%	27%	35%	35%
New Combines/Forage Harvesters - Eligible Brands	400/yr	45%	50%	50%	40%	45%	45%	35%	40%	40%	30%	35%	35%	20%	25%	25%
New Combines/Forage Harvesters - Eligible Brands	450/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
New Combines/Forage Harvesters - Eligible Brands	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
Used - Up to 2 yrs old & < 500 hrs - Eligible Brands	200/yr	52%	60%	60%	47%	55%	55%	42%	50%	50%	37%	45%	45%	27%	35%	35%
Used - Up to 2 yrs old & < 500 hrs - Eligible Brands	400/yr	45%	50%	50%	40%	45%	45%	35%	40%	40%	30%	35%	35%	20%	25%	25%
Used - Up to 5 yrs old & < 1200 hrs - Eligible Brands	400/yr	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
Used Combines/Forage Harvesters - Up to 10 yrs old - All Brands	450/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Used Combines/Forage Harvesters - Up to 10 yrs old - All Brands	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
New Headers/Platforms (stand-alone)	-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
Used Headers/Platforms (stand-alone) - Up to 5 years old	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
Used Headers/Platforms (stand-alone) - Up to 10 years old	-	15%	20%	20%	10%	15%	15%	5%	10%	10%	\$1	-	-	-	-	-
Self-Propelled Sprayers (No Floaters)		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Self-Propelled Sprayers - All Brands	No Limits	-	60%	60%	-	60%	60%	-	50%	50%	-	40%	40%	-	20%	20%
New Self-Propelled Sprayers - Eligible Brands	300/yr	50%	-	-	50%	-	-	40%	-	-	30%	-	-	20%	-	-
Used - Up to 3 yrs old - All Brands	No Limits	-	50%	50%	-	50%	50%	-	45%	45%	-	40%	40%	-	20%	20%
Used - Up to 3 yrs old & < 1200 hrs - Eligible Brands	300/yr	40%	-	-	40%	-	-	35%	-	-	30%	-	-	15%	-	-
Used - Up to 5 yrs old - All Brands	No Limits	-	40%	40%	-	40%	40%	-	30%	30%	-	25%	25%	-	-	-
Used - Up to 5 yrs old & < 2000 hrs - Eligible Brands	300/yr	30%	-	-	30%	-	-	20%	-	-	15%	-	-	-	-	-
Used - Up to 10 yrs old - All Brands	No Limits	-	35%	35%	-	30%	30%	-	25%	25%	-	15%	15%	-	-	-
Used - Up to 10 yrs old & < 2500 hrs - Eligible Brands	300/yr	25%	-	-	25%	-	-	20%	-	-	15%	-	-	-	-	-
Self-Propelled Applicators/Floaters		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Self-Propelled Applicators/Floaters - Eligible Brands	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
New Self-Propelled Applicators/Floaters - Eligible Brands	500/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
Used - Up to 10 yrs old - Eligible Brands	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
Self-Prop Windrowers/Swathers/Mergers		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Self-Propelled Windrowers/Swathers/Mergers - Eligible Brands	300/yr	40%	45%	45%	35%	40%	40%	30%	35%	35%	25%	30%	30%	15%	20%	20%
New Self-Propelled Windrowers/Swathers/Mergers - All Brands	400/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
New Self-Propelled Windrowers/Swathers/Mergers - All Brands	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
Used - Up to 10 yrs old - All Brands	400/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Used - Up to 10 yrs old - All Brands	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
Self-Prop Cotton Harvesters (pickers/strippers/balers)		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Cotton Harvesters - Eligible Brands	400/yr	40%	45%	45%	35%	40%	40%	30%	35%	35%	25%	30%	30%	15%	20%	20%
New Cotton Harvesters - Eligible Brands	No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	15%	15%
Used - Up to 5 yrs old - Eligible Brands	400/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	-	-	-
Used - Up to 5 yrs old - Eligible Brands	No Limits	-	35%	35%	-	30%	30%	-	25%	25%	-	20%	20%	-	-	-
Used - Up to 10 yrs old - Eligible Brands	400/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Used - Up to 10 yrs old - Eligible Brands	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-



Farm Machinery & Equipment		Lease Purchase Options															
		Hour Limits	2-year			3-year			4-year			5-year			7-year		
New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours			FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
Planting Equipment																	
New Planters, Drills and Airseeders - Eligible Brands		-	40%	45%	45%	35%	40%	40%	30%	35%	35%	25%	30%	30%	-	-	-
New Planting Equipment - Planters, Seeders, Air Carts, Drills, Toolbars - All Brands		-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
Used Planting Equipment - Up to 5 yrs old - All Brands		-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
Used Planting Equipment - Up to 10 yrs old - All Brands		-	15%	20%	20%	10%	15%	15%	5%	10%	10%	\$1	\$1	\$1	-	-	-
Irrigation																	
New Irrigation - Center Pivots, Lateral Pivots, Hard Hose Travelers, Wheelines, & Handline Pipe		-	25%	30%	30%	25%	30%	30%	20%	25%	25%	20%	25%	25%	15%	20%	20%
New Irrigation Pumps, Motors, Panels, Engines & Power Units		-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	15%	20%	20%
New Irrigation Control Products Sprinkler packages, panel upgrades, base stations, & conversions (sold separately)		-	\$1	-	-	\$1	-	-	\$1	-	-	\$1	-	-	-	-	-
Used Irrigation - Up to 10 yrs old		-	10%	15%	15%	10%	15%	15%	10%	15%	15%	\$1	\$1	\$1	-	-	-
Skid Steers/Telehandlers/Wheel Loaders																	
New Skid Steer Loaders		500/yr	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
New Skid Steer Loaders		1000/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	-	-	-
New Skid Steer Loaders		1500/yr	30%	-	-	21%	-	-	6%	-	-	-	-	-	-	-	-
New Skid Steer Loaders		No Limits	-	35%	35%	-	30%	30%	-	25%	25%	-	20%	20%	-	-	-
New Telehandlers/Rough Terrain Lift Trucks/Shooting Boom		1000/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
New Telehandlers/Rough Terrain Lift Trucks/Shooting Boom		No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
New Wheel Loaders, Excavators, & Loader/Backhoes		2000/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
New Wheel Loaders, Excavators, & Loader/Backhoes		No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
Used Skid Steers/Telehandlers/Loaders/Excavators-Up to 5 yrs old		1250/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Used Skid Steers/Telehandlers/Loaders/Excavators-Up to 5 yrs old		No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
Used Skid Steers/Telehandlers/Loaders/Excavators-Up to 10 yrs old		1000/yr	15%	-	-	10%	-	-	5%	-	-	\$1	-	-	-	-	-
Used Skid Steers/Telehandlers/Loaders/Excavators-Up to 10 yrs old		No Limits	-	20%	20%	-	15%	15%	-	10%	10%	-	\$1	\$1	-	-	-
Balers		<i>Bale Limits</i>															
All Balers - New		No Limits	-	40%	40%	-	35%	35%	-	30%	30%	-	25%	25%	-	-	-
All Balers - Used up to 5 yrs old		No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
All Balers - Used up to 10 yrs old		No Limits	-	20%	20%	-	15%	15%	-	10%	10%	-	\$1	\$1	-	-	-
Round Balers - New		1200/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
Round Balers - Used up to 5 yrs old		2400/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Round Balers - Used up to 10 yrs old		3200/yr	15%	-	-	10%	-	-	5%	-	-	\$1	-	-	-	-	-
Large Square Balers - New		6000/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
Large Square Balers - Used up to 5 yrs old		9000/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Large Square Balers - Used up to 10 yrs old		6000/yr	15%	-	-	10%	-	-	5%	-	-	\$1	-	-	-	-	-
Small Square Balers - New		12000/yr	35%	-	-	30%	-	-	25%	-	-	20%	-	-	-	-	-
Small Square Balers - Used up to 5 yrs old		12000/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Small Square Balers - Used up to 10 yrs old		16000/yr	15%	-	-	10%	-	-	5%	-	-	\$1	-	-	-	-	-
Misc Harvesting Equipment																	
New Carts & Wagons - Grain Carts, Dump Carts, Seed Tenders, Cotton Carts, Grape Gondolas, Tender Trailers/Boxes, Forage Wagon, Dump Wagon, Non-titled Silage		-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
New Hay Equipment - Bale Handlers, Bale Wagons, Mower Conditioners, Rakes, Mowers, Discbines, Haybines, Mergers, Tedders, Fluffers, Hay Squeezes, Mocos		-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
New Potato Equipment - Harvesters, Windrowers, Pilers, Eliminators, Conveyors, Collectors, Scoops, Evenflow Bins, Clod Hoppers		-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
New Berry Harvesters		500/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	10%	-	-
New Berry Harvesters		No Limits	-	35%	35%	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%

See Residual Matrix cover sheet for additional terms and conditions.

Questions? Contact us at 1-888-525-9805 or www.agdirect.com



Farm Machinery & Equipment	Hour Limits	Lease Purchase Options														
		2-year			3-year			4-year			5-year			7-year		
New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
Misc Harvesting Equipment (continued)																
New Beet Harvesters/Managers/Defoliators	500/yr	30%	-	-	25%	-	-	20%	-	-	15%	-	-	10%	-	-
New Beet Harvesters/Managers/Defoliators	No Limits	-	35%	35%	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%
New Grape Multi-function Harvesters	600/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
New Grape Multi-function Harvesters	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
New Other Specialized Harvesters <small>Tomato Harvesters, Tobacco Harvesters</small>	500/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
New Other Specialized Harvesters <small>Tomato Harvesters, Tobacco Harvesters</small>	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
New Nut, Vineyard & Orchard Equipment <small>Harvesters, Shuttle Carts, Bankouts, Pruners, Dusters, Loader Bins</small>	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
New Tree Shakers & Nut Sweepers	-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
Used - Up to 5 yrs old (all assets listed in this category) <small>NOTE: 500/yr limit applies only to harvesters in this category.</small>	500/yr	25%	-	-	20%	-	-	15%	-	-	10%	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)	No Limits	-	30%	30%	-	25%	25%	-	20%	20%	-	15%	15%	-	-	-
Used - Up to 10 yrs old (all assets listed in this category) <small>NOTE: 500/yr limit applies only to harvesters in this category.</small>	500/yr	15%	-	-	10%	-	-	5%	-	-	\$1	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)	No Limits	-	20%	20%	-	15%	15%	-	10%	10%	-	\$1	\$1	-	-	-
Application & Tillage - Pull-Type																
New Application Equipment-Pull-Type - Spreader Boxes, Nurse/Anhydrous Tanks, Pull-Type Sprayers, Toolbars, Toolbar Applicators, Orchard/Vineyard Sprayers	-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
New Tillage Equipment - Discs, Plows, Cultivators, Harrows, Rippers, Finishers, Blades, Scrapers, Ditchers, Levelers, Rollers, Bedders, Rotary Hoes, Chisel Plows	-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)	-	15%	20%	20%	10%	15%	15%	5%	10%	10%	\$1	\$1	\$1	-	-	-
Forestry Machinery & Equipment (\$40/hr excess)																
New Forestry Machinery & Equipment <small>Harvesters, Forwarders, Chippers, Grinders, Feller Bunchers, Log Loaders, Slashers</small>	1200/yr	35%	40%	40%	25%	30%	30%	20%	25%	25%	10%	15%	15%	-	-	-
Used Forestry Equipment - Up to 5 yrs old	1200/yr	20%	25%	25%	15%	20%	20%	10%	15%	15%	5%	10%	10%	-	-	-
Mixers/Grain Handling/Manure Handling																
New TMR Mixers, Tub Grinders, & Bale Processors- pull-type, non-titled Mixer Wagon, Vertical Mixers, Bale Processors, Hay Busters (excludes 1150 model)	-	35%	40%	40%	30%	35%	35%	25%	30%	30%	20%	25%	25%	-	-	-
New Portable Grain Handling Equipment <small>Augers, Vacs, Baggers, Conveyors, Portable Elevators</small>	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
New Portable Manure Handling Equipment <small>Spreaders, Pumps, Vacuum Tanks, Honeywagons</small>	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)	-	15%	20%	20%	10%	15%	15%	5%	10%	10%	\$1	-	-	-	-	-
Other Field Equipment & Implements																
New or Used up to 5 yrs old - Rotary/Brush/Flail Mower, Stalk Chopper, Module Builder, Pasture Aerator, Rock Picker, Loader/Tractor Attachments	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	10%	15%	15%	-	-	-
Used - Up to 10 yrs old	-	15%	20%	20%	10%	15%	15%	5%	10%	10%	\$1	\$1	\$1	-	-	-
Miscellaneous																
New Portable, Trailer-Mounted Orchard Wind Machines	-	25%	30%	30%	20%	25%	25%	15%	20%	20%	15%	20%	20%	5%	10%	10%
New GPS Stand-Alone Units	-	\$1	-	-	\$1	-	-	\$1	-	-	\$1	-	-	-	-	-
New Processing and Packaging - Contact AgDirect for eligible brands	-	-	15%	15%	-	15%	15%	-	15%	15%	-	15%	15%	-	-	-
See Residual Matrix cover sheet for additional terms and conditions.		Questions? Contact us at 1-888-525-9805 or www.agdirect.com														



7:30 a.m. to 5:30 p.m. CT
 Call 888-525-9805 or visit
AGDIRECT.com.

AgDirect Lease Residuals for New John Deere Row Crop Tractors

Qualifying New JD Tractors by Age and Hours:

- * Current or Prior Model Year Only
- * Never Retailed
- * Under 500 Demo Hours
- * Row Crop Tractor models listed at right only, not 4WD, tracked, or utility.



Row Crop Tractors <small>(majority are 100 PTO HP or greater)</small>	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 <small>ALL tractors sold with tracks including row crop or 4wd.</small>	Utility/Orchard/ Vineyard Tractors <small>(majority are 35-99 PTO HP)</small>
All Models ending with a T or RX	All 3, 4, 5, 6D, & 6E series

New JD Tractor Lease Options:	Hour Limits	2-year or 2.5 year term			3-year or 3.5 year term			4-year or 4.5 year term			5-year or 5.5 year term			7-year or 7.5 year term		
		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
New Row Crop - JOHN DEERE ONLY	300/yr	67%	77%	77%	65%	75%	75%	60%	70%	70%	56%	66%	66%	50%	60%	60%
New Row Crop - JOHN DEERE ONLY	450/yr	63%	73%	73%	60%	70%	70%	55%	65%	65%	53%	63%	63%	45%	55%	55%
New Row Crop - JOHN DEERE ONLY	600/yr	60%	70%	70%	58%	68%	68%	53%	63%	63%	49%	59%	59%	40%	50%	50%
New Row Crop - JOHN DEERE ONLY	900/yr	57%	67%	67%	54%	64%	64%	49%	59%	59%	47%	57%	57%	38%	48%	48%
New Row Crop - JOHN DEERE ONLY	1200/yr	54%	64%	64%	51%	61%	61%	47%	57%	57%	45%	55%	55%	-	-	-
New Row Crop - JOHN DEERE ONLY	1500/yr	43%	-	-	41%	-	-	36%	-	-	-	-	-	-	-	-
New Row Crop - JOHN DEERE ONLY	No Limits	-	53%	53%	-	51%	51%	-	46%	46%	-	41%	41%	-	-	-

New 4WD & Tracked - JOHN DEERE ONLY	300/yr	*** See published matrix for New 4WD & Tracked residuals. ***
New 4WD & Tracked - JOHN DEERE ONLY	450/yr	
New 4WD & Tracked - JOHN DEERE ONLY	600/yr	
New 4WD & Tracked - JOHN DEERE ONLY	900/yr	
New 4WD & Tracked - JOHN DEERE ONLY	1200/yr	
New 4WD & Tracked - JOHN DEERE ONLY	No Limits	

New Utility - JOHN DEERE ONLY	300/yr	*** See published matrix for New Utility residuals. ***
New Utility - JOHN DEERE ONLY	450/yr	
New Utility - JOHN DEERE ONLY	600/yr	
New Utility - JOHN DEERE ONLY	900/yr	
New Utility - JOHN DEERE ONLY	1200/yr	
New Utility - JOHN DEERE ONLY	No Limits	

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. AgDirect is an equipment financing program offered by participating Farm Credit System Institutions. The final residual percentage will be based on the lower of either the actual/advised sales price or 100% of Resale Cash value of the current edition of Iron Guide. 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.

Effective March 2020



7:30 a.m. to 5:30 p.m. CT
Call 888-525-9805 or visit
AGDIRECT.com.

AgDirect Lease Residuals for Used John Deere Tractors with Low Hours

Qualifying Used JD Tractors by Age and Hours:

TRACTOR AGE:	MAX START HRS	MAXIMUM TERM
***** 1 year old by serial number *****	700	7.5 years
***** 2 year old by serial number *****	1,100	7.5 years
***** 3 year old by serial number *****	1,500	7.5 years
***** 4 year old by serial number *****	1,900	6.5 years
***** 5 year old by serial number *****	2,300	5.5 years
***** 6 year old by serial number *****	2,600	4.5 years
***** 7 year old by serial number *****	3,000	3.5 years
***** 8 year old by serial number *****	3,300	2.5 years

Row Crop Tractors <small>(majority are 100 PTO HP or greater)</small>	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 <small>ALL tractors sold with tracks including row crop or 4wd.</small>	Utility/Orchard/ Vineyard Tractors <small>(majority are 35-99 PTO HP)</small>
All Models ending with a T or RX	All 3, 4, 5, 6D, & 6E series

Used JD Tractor Lease Options:	Hour Limits	2-year or 2.5 year term			3-year or 3.5 year term			4-year or 4.5 year term			5-year or 5.5 year term			7-year or 7.5 year term		
		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
Used Row Crop - JOHN DEERE ONLY	300/yr	65%	75%	75%	63%	73%	73%	58%	68%	68%	54%	64%	64%	45%	55%	55%
Used Row Crop - JOHN DEERE ONLY	450/yr	63%	73%	73%	60%	70%	70%	55%	65%	65%	53%	63%	63%	45%	55%	55%
Used Row Crop - JOHN DEERE ONLY	600/yr	60%	70%	70%	58%	68%	68%	53%	63%	63%	49%	59%	59%	40%	50%	50%
Used Row Crop - JOHN DEERE ONLY	900/yr	57%	67%	67%	54%	64%	64%	49%	59%	59%	47%	57%	57%	38%	48%	48%
Used Row Crop - JOHN DEERE ONLY	1200/yr	54%	64%	64%	51%	61%	61%	47%	57%	57%	45%	55%	55%	-	-	-
Used Row Crop - JOHN DEERE ONLY	No Limits	*** See published matrix for no limits residuals. ***														

Used 4WD & Tracked - JOHN DEERE ONLY	300/yr	64%	74%	74%	59%	69%	69%	52%	62%	62%	50%	60%	60%	40%	50%	50%
Used 4WD & Tracked - JOHN DEERE ONLY	450/yr	63%	73%	73%	56%	66%	66%	51%	61%	61%	49%	59%	59%	40%	50%	50%
Used 4WD & Tracked - JOHN DEERE ONLY	600/yr	60%	70%	70%	55%	65%	65%	49%	59%	59%	46%	56%	56%	37%	47%	47%
Used 4WD & Tracked - JOHN DEERE ONLY	900/yr	57%	67%	67%	52%	62%	62%	46%	56%	56%	43%	53%	53%	30%	38%	38%
Used 4WD & Tracked - JOHN DEERE ONLY	1200/yr	54%	64%	64%	49%	59%	59%	44%	54%	54%	42%	52%	52%	-	-	-
Used 4WD & Tracked - JOHN DEERE ONLY	No Limits	*** See published matrix for no limits residuals. ***														

Used Utility - JOHN DEERE ONLY	300/yr	67%	77%	77%	62%	72%	72%	57%	67%	67%	52%	62%	62%	38%	48%	48%
Used Utility - JOHN DEERE ONLY	450/yr	63%	73%	73%	60%	70%	70%	53%	63%	63%	50%	60%	60%	37%	47%	47%
Used Utility - JOHN DEERE ONLY	600/yr	60%	70%	70%	57%	67%	67%	52%	62%	62%	47%	57%	57%	36%	46%	46%
Used Utility - JOHN DEERE ONLY	900/yr	57%	67%	67%	53%	63%	63%	47%	57%	57%	42%	52%	52%	30%	40%	40%
Used Utility - JOHN DEERE ONLY	1200/yr	54%	59%	59%	51%	56%	56%	47%	52%	52%	42%	50%	50%	-	-	-
Used Utility - JOHN DEERE ONLY	No Limits	*** See published matrix for no limits residuals. ***														

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. AgDirect is an equipment financing program offered by participating Farm Credit System Institutions. The final residual percentage will be based on the lower of either the actual/advertised sales price or 100% of Resale Cash value of the current edition of Iron Guide. 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.

Effective March 2020



7:30 a.m. to 5:30 p.m. CT
Call 888-525-9805 or visit
AGDIRECT.COM.

AgDirect Lease Residuals for New Case IH Row Crop Tractors

Qualifying New Case IH Tractors by Age and Hours:

- * Current or Prior Model Year Only
- * Never Retailed
- * Under 500 Demo Hours
- * Row Crop Tractor models listed at right only, not 4WD, tracked, or utility.



Row Crop Tractors <small>(majority are 100 PTO HP or greater)</small>	4WD Tractors
All Maxxum, Puma, Magnum, & Optum series (except Magnum Rowtrac)	All Steiger series
Tracked Tractors <small>ALL tractors sold with tracks including row crop or 4wd.</small>	Utility/Orchard/ Vineyard Tractors <small>(majority are 35-99 PTO HP)</small>
All Rowtrac & Quadtrac series (including Magnum Rowtrac)	All Farmall series

New Case IH Tractor Lease Options:	Hour Limits	2-year or 2.5 year term			3-year or 3.5 year term			4-year or 4.5 year term			5-year or 5.5 year term			7-year or 7.5 year term		
		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%	69%	57%	67%	67%	53%	63%	63%	51%	61%	61%	47%	57%	57%
New Row Crop - CASE IH ONLY	450/yr	54%	64%	64%	51%	61%	61%	49%	59%	59%	46%	56%	56%	41%	51%	51%
New Row Crop - CASE IH ONLY	600/yr	49%	59%	59%	47%	57%	57%	43%	53%	53%	40%	50%	50%	37%	47%	47%
New Row Crop - CASE IH ONLY	900/yr	47%	57%	57%	45%	55%	55%	41%	51%	51%	38%	48%	48%	35%	45%	45%
New Row Crop - CASE IH ONLY	1200/yr	42%	52%	52%	42%	52%	52%	37%	47%	47%	33%	43%	43%	-	-	-
New Row Crop - CASE IH ONLY	1500/yr	37%	-	-	37%	-	-	32%	-	-	-	-	-	-	-	-
New Row Crop - CASE IH ONLY	No Limits	-	47%	47%	-	47%	47%	-	42%	42%	-	37%	37%	-	-	-

New 4WD & Tracked - CASE IH ONLY	300/yr	*** See published matrix for New 4WD & Tracked residuals. ***
New 4WD & Tracked - CASE IH ONLY	450/yr	
New 4WD & Tracked - CASE IH ONLY	600/yr	
New 4WD & Tracked - CASE IH ONLY	900/yr	
New 4WD & Tracked - CASE IH ONLY	1200/yr	
New 4WD & Tracked - CASE IH ONLY	No Limits	

New Utility - CASE IH ONLY	300/yr	*** See published matrix for New Utility residuals. ***
New Utility - CASE IH ONLY	450/yr	
New Utility - CASE IH ONLY	600/yr	
New Utility - CASE IH ONLY	900/yr	
New Utility - CASE IH ONLY	1200/yr	
New Utility - CASE IH ONLY	No Limits	

Types of Leases:
FPO - Fixed Purchase Option <small>(also known as Walk Away Lease)</small>
<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.
PRO - Purchase or Renew <small>(payment write-offs with "balloon-like" residual)</small>
<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.
PUT - Purchase Upon Termination <small>(depreciation benefits with "balloon-like" residual)</small>
<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.

Subject to credit approval. Consult with an accountant for advice on leasing options. AgDirect is an equipment financing program offered by participating Farm Credit System Institutions. Effective March 2020
 The final residual percentage will be based on the lower of either the actual/advised sales price or 100% of Resale Cash value of the current edition of Iron Guide.
 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.



7:30 a.m. to 5:30 p.m. CT
Call 888-525-9805 or visit
AGDIRECT.com.

AgDirect Lease Residuals for Used Case IH Tractors with Low Hours

Qualifying Used Case IH Tractors by Age and Hours:

TRACTOR AGE:	MAX START HRS	MAXIMUM TERM
***** 1 year old by serial number *****	700	7.5 years
***** 2 year old by serial number *****	1,100	7.5 years
***** 3 year old by serial number *****	1,500	7.5 years
***** 4 year old by serial number *****	1,900	6.5 years
***** 5 year old by serial number *****	2,300	5.5 years
***** 6 year old by serial number *****	2,600	4.5 years
***** 7 year old by serial number *****	3,000	3.5 years
***** 8 year old by serial number *****	3,300	2.5 years

Row Crop Tractors <small>(majority are 100 PTO HP or greater)</small>	4WD Tractors
All Maxxum, Puma, Magnum, & Optum series (except Magnum Rowtrac)	All Steiger series
Tracked Tractors <small>ALL tractors sold with tracks including row crop or 4wd.</small>	Utility/Orchard/ Vineyard Tractors <small>(majority are 35-99 PTO HP)</small>
All Rowtrac & Quadtrac series (including Magnum Rowtrac)	All Farmall series

Used Case IH Tractor Lease Options:	Hour Limits	2-year or 2.5 year term			3-year or 3.5 year term			4-year or 4.5 year term			5-year or 5.5 year term			7-year or 7.5 year term		
		FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT	FPO	PRO	PUT
Used Row Crop - CASE IH ONLY	300/yr	59%	69%	69%	57%	67%	67%	53%	63%	63%	51%	61%	61%	42%	52%	52%
Used Row Crop - CASE IH ONLY	450/yr	55%	65%	65%	52%	62%	62%	49%	59%	59%	46%	56%	56%	36%	46%	46%
Used Row Crop - CASE IH ONLY	600/yr	52%	62%	62%	48%	58%	58%	45%	55%	55%	42%	52%	52%	35%	45%	45%
Used Row Crop - CASE IH ONLY	900/yr	48%	58%	58%	45%	55%	55%	41%	51%	51%	39%	49%	49%	35%	45%	45%
Used Row Crop - CASE IH ONLY	1200/yr	43%	53%	53%	43%	53%	53%	40%	50%	50%	38%	48%	48%	-	-	-
Used Row Crop - CASE IH ONLY	No Limits	*** See published matrix for no limits residuals. ***														

Used 4WD & Tracked - CASE IH ONLY	300/yr	59%	69%	69%	56%	66%	66%	51%	61%	61%	48%	58%	58%	44%	54%	54%
Used 4WD & Tracked - CASE IH ONLY	450/yr	54%	64%	64%	51%	61%	61%	49%	59%	59%	45%	55%	55%	37%	47%	47%
Used 4WD & Tracked - CASE IH ONLY	600/yr	49%	59%	59%	47%	57%	57%	43%	53%	53%	40%	50%	50%	37%	47%	47%
Used 4WD & Tracked - CASE IH ONLY	900/yr	48%	58%	58%	46%	56%	56%	41%	51%	51%	38%	48%	48%	30%	40%	40%
Used 4WD & Tracked - CASE IH ONLY	1200/yr	44%	54%	54%	44%	54%	54%	37%	47%	47%	35%	45%	45%	-	-	-
Used 4WD & Tracked - CASE IH ONLY	No Limits	*** See published matrix for no limits residuals. ***														

Used Utility - CASE IH ONLY	300/yr	59%	69%	69%	53%	63%	63%	52%	62%	62%	48%	58%	58%	31%	41%	41%
Used Utility - CASE IH ONLY	450/yr	54%	64%	64%	51%	61%	61%	47%	57%	57%	44%	54%	54%	29%	39%	39%
Used Utility - CASE IH ONLY	600/yr	52%	62%	62%	47%	57%	57%	43%	53%	53%	40%	50%	50%	27%	37%	37%
Used Utility - CASE IH ONLY	900/yr	47%	57%	57%	42%	52%	52%	37%	47%	47%	33%	43%	43%	25%	35%	35%
Used Utility - CASE IH ONLY	1200/yr	42%	52%	52%	37%	47%	47%	31%	41%	41%	26%	36%	36%	-	-	-
Used Utility - CASE IH ONLY	No Limits	*** See published matrix for no limits residuals. ***														

Types of Leases:

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

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

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- * 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.

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Effective March 2020

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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FOR OTHER TERMS AND STRUCTURES,
PLEASE CALL THE AGDIRECT FINANCE TEAM
1-888-525-9805

\$25,000 - \$74,999						
	Rate	Residual	Annual	Semi-Annual	Monthly	6 Month Harvest Pay
24 Months	4.49%	15%	0.44110	0.22302	0.03752	0.40040
24 Months	4.49%	25%	0.39436	0.19939	0.03354	0.35366
24 Months	4.49%	30%	0.37099	0.18757	0.03155	0.33030
24 Months	4.49%	35%	0.34762	0.17576	0.02957	0.30693
24 Months	4.49%	40%	0.32425	0.16394	0.02758	0.28356
24 Months	4.49%	45%	0.30088	0.15213	0.02559	0.26019
24 Months	4.49%	50%	0.27751	0.14031	0.02360	0.23682
24 Months	4.49%	55%	0.25415	0.12850	0.02162	0.21345
24 Months	4.49%	60%	0.23078	0.11668	0.01963	0.19008
24 Months	4.49%	65%	0.20741	0.10487	0.01764	0.16671
24 Months	4.49%	70%	0.18404	0.09305	0.01565	0.14335
36 Months	4.49%	5%	0.33315	0.16844	0.02834	0.30542
36 Months	4.49%	10%	0.31792	0.16074	0.02704	0.29019
36 Months	4.49%	15%	0.30270	0.15304	0.02575	0.27496
36 Months	4.49%	20%	0.28747	0.14534	0.02445	0.25974
36 Months	4.49%	25%	0.27224	0.13765	0.02316	0.24451
36 Months	4.49%	30%	0.25701	0.12995	0.02186	0.22928
36 Months	4.49%	35%	0.24179	0.12225	0.02057	0.21405
36 Months	4.49%	40%	0.22656	0.11455	0.01927	0.19883
36 Months	4.49%	45%	0.21133	0.10685	0.01797	0.18360
36 Months	4.49%	50%	0.19610	0.09915	0.01668	0.16837
36 Months	4.49%	55%	0.18088	0.09145	0.01538	0.15314
36 Months	4.49%	60%	0.16565	0.08375	0.01409	0.13791
36 Months	4.49%	65%	0.15042	0.07605	0.01279	0.12269
48 Months	4.49%	5%	0.25589	0.12938	0.02176	0.23463
48 Months	4.49%	10%	0.24473	0.12373	0.02082	0.22347
48 Months	4.49%	15%	0.23357	0.11809	0.01987	0.21231
48 Months	4.49%	20%	0.22240	0.11245	0.01892	0.20115
48 Months	4.49%	25%	0.21124	0.10680	0.01797	0.18998
48 Months	4.49%	30%	0.20008	0.10116	0.01702	0.17882
48 Months	4.49%	35%	0.18892	0.09552	0.01607	0.16766
48 Months	4.49%	40%	0.17776	0.08988	0.01512	0.15650
48 Months	4.49%	45%	0.16660	0.08423	0.01417	0.14534
48 Months	4.49%	50%	0.15544	0.07859	0.01322	0.13418
48 Months	4.49%	55%	0.14428	0.07295	0.01227	0.12302
48 Months	4.49%	60%	0.13312	0.06730	0.01132	0.11186
60 Months	4.49%	5%	0.20959	0.10597	0.01783	0.19221
60 Months	4.49%	10%	0.20087	0.10156	0.01708	0.18349
60 Months	4.49%	15%	0.19214	0.09715	0.01634	0.17476
60 Months	4.49%	20%	0.18342	0.09274	0.01560	0.16604
60 Months	4.49%	25%	0.17469	0.08833	0.01486	0.15731
60 Months	4.49%	30%	0.16597	0.08391	0.01412	0.14859
60 Months	4.49%	35%	0.15724	0.07950	0.01337	0.13987
60 Months	4.49%	40%	0.14852	0.07509	0.01263	0.13114
60 Months	4.49%	45%	0.13980	0.07068	0.01189	0.12242
60 Months	4.49%	50%	0.13107	0.06627	0.01115	0.11369
60 Months	4.49%	55%	0.12235	0.06186	0.01041	0.10497
84 Months	4.99%	10%	0.15341	0.07766	0.01308	0.14065
84 Months	4.99%	15%	0.14758	0.07471	0.01258	0.13482
84 Months	4.99%	20%	0.14176	0.07176	0.01208	0.12900
84 Months	4.99%	25%	0.13594	0.06881	0.01159	0.12318
84 Months	4.99%	30%	0.13011	0.06587	0.01109	0.11735
84 Months	4.99%	35%	0.12429	0.06292	0.01060	0.11153
84 Months	4.99%	40%	0.11846	0.05997	0.01010	0.10570
84 Months	4.99%	45%	0.11264	0.05702	0.00960	0.09988

For lease quotes on new equipment > \$250,000, please call 1-888-525-9805.