

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.

Additional Terms & Conditions:

- 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.
- Sales Price Verification:
 - FPO leases for tractors with a sale price equal to or greater than \$150k and residual of 40% or greater are subject to price verification. This sale price verification may impact the stated residuals.
 - New Equipment price verification: Residual values calculated on actual sales price not to exceed the replacement cost new value (aka average selling price). This is a value that is less than original manufacturer's invoice (Manufacturer List price minus industry discounts).
 - Used Equipment price verification: Residual values calculated on the lower of either the actual/advertised sales price or 100% of Resale Cash value in the current edition of Iron Guide.
 - Exception requests: Sale Price verification is part of any review for residual requests outside of matrix guidelines, final residuals are subject to change based on review.
- FPO options on Multiple Assets (same model and term):
 - Residual values outlined in the AgDirect Residual Matrix are based on leases for up to (3), like assets.
 - Leases on > (3) like assets require additional review and may result in residuals below published matrix.
- 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.
- 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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Eligible Brands: John Deere, Case IH, New Holland, Massey Ferguson, Fendt, Gleaner, Claas/Lexion, Krone	
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Balers	
Application & Tillage - Pull-Type	
Mixers/Grain Handling/Manure Handling	
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Forestry Machinery & Equipment	

Excess Hour Charges:

- Tractors:
 - o Row Crop: \$163/engine hour
 - o Tracked: \$196/engine hour
 - o 4WD: \$196/engine hour
 - o 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 Tract	or Brand Quick Referen	ce:		
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 & Vestrum 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	M8 series, M7 series with a dash after M7 and a 3 digit #:, M7-151, M7-152, M7-171, M7-172.	Power Krawler	None	All other models including M5 Series, M6 Series and M7 series without a dash after M7 (for example: M7060) Also: M7-131, M7-132, M126X, M135X, M126X, M100GX, M110GX, M126GX, M135GX, M108SH.

^{*}Based on rated engine horsepower, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 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 ALL tractors sold <u>with tracks</u> including row crop or 4wd.	Utility/Orchard/ Vineyard Tractors (35-139 hp)

*Based on rated engine hp, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 hp).

New JD Tractor Lease Options:	ease Ontions: Hour 2-year		2.5	year	3.,	/ear	3.5	year	4.1	/ear	4.5	year	5	year	5.5	year	6-V	ear	6.5	year	7-1	ear	7.5	year	
New 3D Tractor Lease Options.	Limits	,				•		0.0	-				•							0.0					
		FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO.
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	600yr	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	600yr	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	65%	75%	63%	73%	61%	71%	59%	69%	57%	67%	54%	64%	52%	62%	49%	59%	47%	57%	45%	55%	43%	53%	40%	50%
New Utility - JOHN DEERE ONLY	450/yr	52%	62%	50%	60%	48%	58%	46%	56%	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	32%	42%	30%	40%	28%	38%
New Utility - JOHN DEERE ONLY	600yr	51%	61%	49%	59%	47%	57%	45%	55%	43%	53%	40%	50%	38%	48%	35%	45%	33%	43%	31%	41%	29%	39%	27%	37%
New Utility - JOHN DEERE ONLY	900/yr	37%	47%	35%	45%	33%	43%	31%	41%	29%	39%	-	-	-	-		-	-	-	-	-	-	-	-	-
New Utility - JOHN DEERE ONLY	1200/yr	23%	33%	21%	31%	19%	29%	-	_	-	_	-	-	-	-	-	-	-	-	_	-	-	_	-	_
New Utility - JOHN DEERE ONLY	No Limits	-	40%	-	37%	_	35%	_	32%	_	30%	-	27%	_	25%	_	_	-	-	-	-	-	_	_	_

4

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- Customer has option to purchase, trade, or surrender (walk away) asset.
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- 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 Farm Credit Services of America and other lenders, including participating Farm Credit System Institutions.

The final residual percentage will be based on the lower of either the actual/davertised 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.





Lease Options for Used John Deere Tractors

Qualifying Used John Deere Tractors by Age:

* Up to $\underline{\mathbf{10}}$ years of age by serial number

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
ALL tractors sold with tracks including row crop or 4wd.	(35-139 hp)
All Models ending with a T or RX	All 3, 4, 5, 6D, & 6E series

Looking for lease options for a tractor with over 3130 starting hours?

See Used Tractors - on Page 13

*Based on rated engine hp, this model may be classified as a Row Crop Tractor (1	140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 hp).
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		2-у	ear	2.5	year	3-	year	3.5	year	4-)	/ear	4.5	year	5-)	/ear	5.5	year	6-у	ear	6.5	year	7-у	ear	7.5-	-year
Used JD Row Crop Tractor Lease Options:	Hour Limits	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT																		
	300/yr	65%	75%	64%	74%	63%	73%	60%	70%	58%	68%	56%	66%	54%	64%	51%	61%	49%	59%	47%	57%	45%	55%	43%	53%
	450/yr	61%	71%	60%	70%	59%	69%	56%	66%	54%	64%	52%	62%	50%	60%	47%	57%	45%	55%	43%	53%	41%	51%	39%	49%
Used Row Crop - JOHN DEERE ONLY	600/yr	60%	70%	59%	69%	58%	68%	55%	65%	53%	63%	51%	61%	49%	59%	46%	56%	44%	54%	42%	52%	40%	50%	38%	48%
w/< 450 hours on Meter	900yr	57%	67%	55%	65%	54%	64%	51%	61%	49%	59%	48%	58%	47%	57%	45%	55%	43%	53%	-	-	-	-	-	-
WAS HOURS ON MICE.	1200/yr	54%	64%	52%	62%	51%	61%	49%	59%	47%	57%	44%	54%	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	53%	63%	49%	59%	46%	56%	42%	52%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	_	-	_	-	-	-	-
	300/yr	63%	73%	62%	72%	61%	71%	58%	68%	56%	66%	54%	64%	52%	62%	49%	59%	47%	57%	45%	55%	43%	53%	40%	50%
	450/yr	59%	69%	58%	68%	57%	67%	54%	64%	52%	62%	50%	60%	48%	58%	45%	55%	43%	53%	41%	51%	39%	49%	36%	46%
Head Boy Cran	600/yr	58%	68%	57%	67%	56%	66%	53%	63%	51%	61%	49%	59%	47%	57%	44%	54%	42%	52%	40%	50%	38%	48%	35%	45%
Used Row Crop - JOHN DEERE ONLY W/< 880 hours on Meter	900yr	55%	65%	53%	63%	52%	62%	49%	59%	47%	57%	46%	56%	45%	55%	44%	54%	-	-	-	-	-	-	-	-
W/ COO Hours on Meter	1200/yr	52%	62%	50%	60%	49%	59%	47%	57%	45%	55%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/уг	51%	61%	47%	57%	44%	54%	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
	300/yr	59%	69%	58%	68%	57%	67%	54%	64%	52%	62%	50%	60%	48%	58%	45%	55%	43%	53%	41%	51%	39%	49%	36%	46%
	450/yr	55%	65%	54%	64%	53%	63%	50%	60%	48%	58%	46%	56%	44%	54%	41%	51%	39%	49%	37%	47%	35%	45%	33%	43%
Used Row Crop - JOHN DEERE ONLY	600/yr	54%	64%	53%	63%	52%	62%	49%	59%	47%	57%	45%	55%	43%	53%	40%	50%	38%	48%	36%	46%	34%	44%	32%	42%
w/< 1690 hours on Meter	900yr	51%	61%	49%	59%	48%	58%	45%	55%	43%	53%	40%	50%	-	-	-	-	-	-	-	-	1	-	-	-
W/ 1000 Hours on meter	1200/уг	48%	58%	46%	56%	45%	55%	42%	52%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	_
	1500/уг	47%	57%	43%	53%	-	-	-	-	-	-		-	-	-	-		-	-	-	-	-	1	-	-
	No Limits	-	40%	-	39%	1	35%	-	35%	-	30%	-	30%	-	25%	-	22%	- 1	-	-	-	1	-	_	-
	300/yr	55%	65%	54%	64%	53%	63%	50%	60%	48%	58%	46%	56%	44%	54%	41%	51%	39%	49%	37%	47%	35%	45%	32%	42%
	450/yr	51%	61%	50%	60%	49%	59%	45%	55%	44%	54%	42%	52%	40%	50%	38%	48%	-	-	-	-	-	1	-	-
Head Bow Cree	600/yr	50%	60%	49%	59%	48%	58%	45%	55%	43%	53%	41%	51%	39%	49%	37%	47%	-	-	-	-	-		-	-
Used Row Crop - JOHN DEERE ONLY W/< 2440 hours on Meter	900yr	47%	57%	45%	55%	44%	54%	42%	52%	-	-	-	-	-	-	-		-	-	-	-	-		_	-
W/ 2440 Hours on Meter	1200/yr	44%	54%	39%	49%	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-
	1500/yr	43%	53%	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
	300/yr	51%	61%	50%	60%	49%	59%	46%	56%	44%	54%	42%	52%	40%	50%	37%	47%	35%	45%	33%	43%	31%	41%	29%	39%
Used Row Crop - JOHN DEERE ONLY	450/yr	47%	57%	46%	56%	45%	55%	42%	52%	40%	50%	36%	46%	-	-	-	-	-	-	-	-	-	-	-	_
w/< 3130 hours on Meter	600/yr	46%	56%	45%	55%	44%	54%	41%	51%	39%	49%	35%	45%	-	-	-	-		-	-	-	1	-		-
v/< 3130 hours on Meter		43%	53%	41%	51%	40%	50%	-	-	-	-	_		_	-	_	-	-	-	-	-	1	-		_
		_	40%	_	39%		35%	_	35%	_	30%	_	30%	_	25%	_	22%	_	_	_	_		-		-

Used JD 4WD & Tracked Tractor Lease	Hour	2-у	ear	2.5	year	3-	year	3.5	year	4-y	ear .	4.5	year	5-y	ear .	5.5	year	6-у	ear	6.5	year	7-у	ear	7.5-	year
Options:	Limits	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT												
	300/yr	64%	74%	61%	71%	59%	69%	55%	65%	52%	62%	51%	61%	50%	60%	47%	57%	45%	55%	42%	52%	39%	49%	37%	47%
	450/yr	61%	71%	58%	68%	56%	66%	53%	63%	50%	60%	48%	58%	47%	57%	44%	54%	42%	52%	40%	50%	38%	48%	33%	43%
Used 4WD & Tracked - JOHN DEERE ONLY	600/yr	60%	70%	57%	67%	55%	65%	52%	62%	49%	59%	47%	57%	46%	56%	43%	53%	41%	51%	39%	49%	35%	45%	32%	42%
w/< 450 hours on Meter	900yr	57%	67%	54%	64%	52%	62%	49%	59%	46%	56%	44%	54%	43%	53%	41%	51%	40%	50%	-	-	-	-	-	-
w/< 430 nours on Meter	1200/yr	54%	64%	51%	61%	49%	59%	46%	56%	44%	54%	41%	51%	-	-	-	_	-	-	-	-	1	-	-	-
	1500/yr	48%	58%	44%	54%	41%	51%	37%	47%	-	-	-	-	-	-	-	-	-	-		-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	1	-	-	-	-	-
	300/yr	62%	72%	59%	69%	57%	67%	53%	63%	50%	60%	49%	59%	48%	58%	45%	55%	42%	52%	39%	49%	37%	47%	35%	45%
	450/yr	59%	69%	56%	66%	54%	64%	51%	61%	48%	58%	46%	56%	45%	55%	42%	52%	39%	49%	36%	46%	34%	44%	31%	41%
Used AWD 0 Toolsed	600/yr	58%	68%	55%	65%	53%	63%	50%	60%	47%	57%	45%	55%	44%	54%	41%	51%	38%	48%	35%	45%	33%	43%	30%	40%
Used 4WD & Tracked - JOHN DEERE ONLY W/< 880 hours on Meter	900yr	55%	65%	52%	62%	50%	60%	47%	57%	44%	54%	42%	52%	40%	50%	38%	48%	-	-		_		-	-	-
W/C 000 Hours off Meter	1200/уг	52%	62%	49%	59%	47%	57%	44%	54%	42%	52%	-	-	-	-		-	_	-	-	-	-	-	-	-
	1500/yr	46%	56%	42%	52%	39%	49%	-	-	-	-	-	-	-	-	-	-	-	-	-	_	-	-	-	-
		-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	_	-	-	_	-	-	-	-

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Lease Options for Used John Deere Tractors

Head ID AMD 9 Treated Treater Lagge		2-y	/ear	2.5	year	3-	year	3.5	year	4-y	year	4.5	year	5-y	year	5.5	year	6-y	ear	6.5	year	7-у	/ear	7.5-	-year
Used JD 4WD & Tracked Tractor Lease Options:	Hour Limits		PRO/		PRO/		PRO/		PRO/	Ť	PRO/		PRO/		PRO/		PRO/		PRO/		PRO/		PRO/		PRO/
Орцона.		FPO	PUT	FPO	PUT	FPO		FPO	PUT	FPO		FPO		FPO		FPO	PUT	FPO		FPO		FPO	PUT	FPO	PUT
	300/yr	58%	68%	55%	65%	53%	63%	49%	59%	46%	56%	45%	55%	44%	54%	41%	51%	38%	48%	35%	45%	33%	43%	30%	40%
	450/yr	55%	65%	52%	62%	50%	60%	47%	57%	44%	54%	42%	52%	41%	51%	38%	48%	35%	45%	32%	42%	30%	40%	-	-
Used 4WD & Tracked - JOHN DEERE ONLY	600/yr	54%	64%	51%	61%	49%	59%	46%	56%	43%	53%	41%	51%	40%	50%	37%	47%	34%	44%	31%	41%	29%	39%		-
w/< 1690 hours on Meter	900yr	51%	61%	48%	58%	46%	56%	43%	53%	40%	50%	37%	47%	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	48%	58%	45%	55%	43%	53%	40%	50%	-	-	-	-	-	-	-	_	-	-	-	-	-	-		-
	1500/yr	42%	52%	40%	50%	-	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits		40%	-	39%		35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-			-		-
	300/yr	54%	64%	51%	61%	49%	59%	45%	55%	42%	52%	41%	51%	40%	50%	37%	47%	34%	44%	31%	41%	29%	39%	26%	36%
	450/yr	51%	61%	48%	58%	46%	56%	43%	53%	40%	50%	38%	48%	37%	47%	35%	45%	-	-	-	-	-	-	-	-
Used 4WD & Tracked - JOHN DEERE ONLY	600/yr	50%	60%	47%	57%	45%	55%	42%	52%	39%	49%	37%	47%	36%	46%	34%	44%	-	-	-	-	-	-	-	-
w/< 2440 hours on Meter	900yr	47%	57%	44%	54%	42%	52%	39%	49%	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-
	1200/yr	44%	54%	39%	49%		-		-		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	38%	48%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-
	No Limits	-	40%	-	39%		35%		35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	<u> </u>	-
	300/yr	50%	60%	47%	57%	45%	55%	41%	51%	38%	48%	37%	47%	36%	46%	33%	43%	30%	40%	27%	37%	25%	35%	22%	32%
Used 4WD & Tracked - JOHN DEERE ONLY	450/yr	47%	57%	44%	54%	42%	52%	39%	49%	36%	46%	33%	43%	-	-		-	-	-	-	-	<u> </u>	-	-	-
w/< 3130 hours on Meter	600/yr	46%	56%	43%	53%	41%	51%	38%	48%	35%	45%	32%	42%	-	-		-		-	-	-	-	-	-	-
	900yr	43%	53%	40%	50%	38%	48%	-	-	-	-	-	-	-	-	-	_	-	-	-	-	-	-		-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-		-
		2-v	/ear	2.5	year	3-	year	3.5	year	4-1	year	4.5	year	5-\	year	5.5	year	6-v	ear	6.5	year	7-v	/ear	7.5-	-year
Used JD Utility Tractor Lease Options:	Hour Limits	-,	PRO/		PRO/		PRO/	-	PRO/	1	PRO/		PRO/		PRO/		PRO/	٠,	PRO/		PRO/	- ,	PRO/		PRO/
		FPO	PUT	FPO		FPO		FPO	PUT	FPO		FPO	PUT	FPO	PUT	FPO	PUT	FPO		FPO		FPO	PUT	FPO	PUT
	300/yr	73%	83%	70%	80%	68%	78%	65%	75%	63%	73%	60%	70%	58%	68%	54%	64%	51%	61%	47%	57%	44%	54%	40%	50%
	450/yr	63%	73%	60%	70%	58%	68%	55%	65%	53%	63%	50%	60%	48%	58%	44%	54%	41%	51%	37%	47%	34%	44%	30%	40%
Used Utility - JOHN DEERE ONLY	600/yr	62%	72%	59%	69%	57%	67%	54%	64%	52%	62%	49%	59%	47%	57%	43%	53%	40%	50%	36%	46%	33%	43%	29%	39%
w/< 450 hours on Meter	900yr	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	-	-	-	-	1	-	-	-						
	1200/yr	40%	50%	37%	47%	35%	45%	- '	-	-	-	-	-												
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-		-
	300/yr	69%	79%	66%	76%	64%	74%	61%	71%	59%	69%	56%	66%	54%	64%	50%	60%	47%	57%	43%	53%	40%	50%	36%	46%
	450/yr	59%	69%	56%	66%	54%	64%	51%	61%	49%	59%	46%	56%	44%	54%	40%	50%	37%	47%	33%	43%	30%	40%	26%	36%
Used Utility - JOHN DEERE ONLY	600/yr	58%	68%	55%	65%	53%	63%	50%	60%	48%	58%	45%	55%	43%	53%	39%	49%	36%	46%	32%	42%	29%	39%	25%	35%
w/< 880 hours on Meter	900yr	47%	57%	44%	54%	42%	52%	39%	49%	37%	47%	-	-	-	-	-	-								
	1200/yr	36%	46%	33%	43%	31%	41%	-	-	-	-	-	-	-	-	-	_	-	-	-	-	-	-		-
	No Limits	-	40%	-	39%		35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	<u> </u>	-
	300/yr	62%	72%	59%	69%	57%	67%	54%	64%	52%	62%	49%	59%	47%	57%	43%	53%	40%	50%	36%	46%	33%	43%	29%	39%
	450/yr	52%	62%	49%	59%	47%	57%	44%	54%	42%	52%	39%	49%	37%	47%	33%	43%	30%	40%	26%	36%	23%	33%	<u> </u>	-
Used Utility - JOHN DEERE ONLY	600/yr	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	38%	48%	36%	46%	32%	42%	29%	39%	25%	35%	22%	32%	-	-
w/< 1690 hours on Meter	900yr	40%	50%	37%	47%	35%	45%	<u> -</u>	-	-	-	-	-	-	-	-	-	-	-	-	<u> </u>	<u> </u>	-	<u> </u>	-
	1200/yr	29%	39%		-	-	-		-	_	-	_	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	_	22%	-	-	-	-	<u> </u>		<u> </u>	_
	300/yr	55%	65%	52%	62%	50%	60%	47%	57%	45%	55%			40%	50%	36%	46%	33%	43%	29%	39%	26%	36%	22%	32%
Used Utility - JOHN DEERE ONLY	450/yr	45%	55%	42%	52%	40%	50%	37%	47%				42%	30%	40%	26%	36%	-	-	-	-	<u> </u>	-		-
w/< 2440 hours on Meter	600/yr	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	31%	41%	29%	39%	25%	35%	-	-	-	-	<u> </u>	-		-
	900yr	33%	43%	<u> </u>	-	<u> </u>	-	Ŀ	-	-		-	-	-	-	-	-	-	-	-	<u> </u>		-		-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	<u> </u>	25%		22%	-	-		Ŀ	<u> </u>	-	<u> </u>	-
	300/yr	48%	58%	45%	55%	43%	53%	40%	50%	38%	48%	35%	45%	33%	43%	29%	39%	26%	36%	22%	32%	20%	30%	18%	28%
Used Utility - JOHN DEERE ONLY	450/yr	38%	48%	35%	45%	33%	43%	30%	40%	28%	38%	25%	35%	-	-	-	-	-	-	-	-	-	-	-	-
<u> </u>																									1
w/< 3130 hours on Meter	600/yr	37%	47%	34%	44%	32%	42%	29%	39%	27%	37%	24%	34%	-	-		-	-	-	-	-		-	L	-

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

AgDirect® is an equipment financing program offered by Farm Credit Services of America and other lenders, including 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.





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 <u>with tracks</u> including row crop or 4wd.	Utility/Orchard/ Vineyard Tractors (35-139 hp)
All Rowtrac & Quadtrac series (including Magnum Rowtrac)	Farmall & Vestrum series

*Based on rated engine hp, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 hp).

New Case IH Tractor Lease Options:	Hour Limits	2-voar		2.5 te	year rm	3-	year		year rm	4-)	/ear		year erm	5-y	/ear	5.5 te	year rm	6-у	ear	6.5	year	7-y	ear		year
		FPO	PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT		PRO/ PUT		PRO/ PUT		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	600yr	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	600yr	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	63%	73%	60%	70%	58%	68%	55%	65%	53%	63%	50%	60%	48%	58%	45%	55%	42%	52%	39%	49%	36%	46%	34%	44%
New Utility - CASE IH ONLY	450/yr	50%	60%	47%	57%	45%	55%	42%	52%	40%	50%	37%	47%	35%	45%	32%	42%	29%	39%	26%	36%	23%	33%	21%	31%
New Utility - CASE IH ONLY	600yr	49%	59%	46%	56%	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	31%	41%	28%	38%	25%	35%	22%	32%	20%	30%
New Utility - CASE IH ONLY	900/yr	35%	45%	32%	42%	30%	40%	27%	37%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Utility - case IH ONLY	1200/yr	21%	31%	18%	28%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Utility - CASE IH ONLY	No Limits	-	40%	-	37%	-	35%	-	32%	-	30%	-	27%	-	25%	-	23%	-	-	-	-	-	-	-	-

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 Farm Credit Services of America and other lenders, including 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 state precentage based on actual mode, specifications, and estimated future value.





Lease Options for Used Case IH Tractors

Qualifying Used Case IH Tractors by Age:

 * Up to $\underline{^{10}}$ years of age by serial number

Row Crop Tractors (140 hp+)	4WD Tractors
All Maxxum*, Puma, Magnum & Optum series (except Magnum Rowtrac)	All Steiger series
Tracked Tractors ALL tractors sold <u>with tracks</u> including row crop or 4wd.	Utility/Orchard/ Vineyard Tractors (35-139 hp)
All Rowtrac & Quadtrac series (including Magnum Rowtrac)	Farmall & Vestrum series

Looking for lease options for a tractor with over 3130 starting hours? See Used Tractors - on Page 13 $\,$

*Based on rated engine hp, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 hp).

Used Case IH Row Crop Tractor Lease		2-у	ear	2.5	year	3-	year	3.5	year	4-	year	4.5	year	5-y	rear	5.5	year	6-у	ear	6.5	year	7-у	rear	7.5-	-year
Options:	Hour Limits	FPO	PRO/ PUT	FPO	PRO																				
	300/yr	59%	69%	58%	68%	57%	67%	55%	65%	53%	63%	52%	62%	51%	61%	48%	58%	46%	56%	44%	54%	42%	52%	40%	50%
	450/yr	53%	63%	51%	61%	49%	59%	47%	57%	46%	56%	44%	54%	43%	53%	41%	51%	39%	49%	37%	47%	36%	46%	35%	45%
Used Row Crop - case in only	600/yr	52%	62%	50%	60%	48%	58%	46%	56%	45%	55%	43%	53%	42%	52%	40%	50%	38%	48%	36%	46%	35%	45%	34%	44%
w/< 450 hours on Meter	900yr	48%	58%	46%	56%	45%	55%	43%	53%	42%	52%	40%	50%	39%	49%	38%	48%	37%	47%	-	-	-	-	-	
With the Hours on Motor	1200/yr	44%	54%	43%	53%	42%	52%	41%	51%	40%	50%	39%	49%	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	42%	52%	41%	51%	40%	50%	39%	49%	-	-	-	-	-	1	-	1	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	_	-	_
	300/уг	57%	67%	56%	66%	55%	65%	53%	63%	51%	61%	50%	60%	49%	59%	46%	56%	44%	54%	42%	52%	40%	50%	38%	48%
	450/yr	51%	61%	49%	59%	47%	57%	45%	55%	44%	54%	42%	52%	41%	51%	39%	49%	37%	47%	35%	45%	34%	44%	33%	43%
Head Barry Cree	600/yr	50%	60%	48%	58%	46%	56%	44%	54%	43%	53%	41%	51%	40%	50%	38%	48%	36%	46%	34%	44%	33%	43%	32%	42%
Used Row Crop - CASE IH ONLY w/< 880 hours on Meter	900yr	46%	56%	44%	54%	43%	53%	41%	51%	40%	50%	38%	48%	37%	47%	36%	46%	-	-	-	-	-	-	-	-
W/ COO Hours on Meter	1200/yr	42%	52%	41%	51%	40%	50%	39%	49%	38%	48%	-	-	-	-	,	-	-	-	-	-	-	-	-	-
	1500/yr	40%	50%	39%	49%	38%	48%	-	-	-	-	-	-		-		-	·	_	-	_	-	-	-	-
	No Limits	-	40%	ū	39%	-	35%	-	35%	-	30%	-	30%		25%		22%			-	-		-	-	-
	300/yr	53%	63%	52%	62%	51%	61%	49%	59%	47%	57%	46%	56%	45%	55%	42%	52%	40%	50%	38%	48%	36%	46%	34%	44%
	450/yr	47%	57%	45%	55%	43%	53%	41%	51%	40%	50%	38%	48%	37%	47%	35%	45%	33%	43%	31%	41%	30%	40%	-	-
Hand Barr Oran	600/yr	46%	56%	44%	54%	42%	52%	40%	50%	39%	49%	37%	47%	36%	46%	34%	44%	32%	42%	30%	40%	29%	39%	-	-
Used Row Crop - CASE IH ONLY w/< 1690 hours on Meter	900yr	42%	52%	40%	50%	39%	49%	37%	47%	36%	46%	35%	45%	-	-	,	-	-	-	-	-	-	-	-	-
W/ 1000 Hours on Meter	1200/yr	38%	48%	37%	47%	37%	47%	36%	46%	-	-	-	-	-	-	,	-	-	-	-	-	-	-	-	-
	1500/yr	36%	46%	35%	45%	-	-	-	-	-	-	-	-		-		-		_	-	_	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	_	-	-
	300/yr	49%	59%	48%	58%	47%	57%	45%	55%	43%	53%	42%	52%	41%	51%	38%	48%	36%	46%	34%	44%	32%	42%	30%	40%
	450/yr	43%	53%	41%	51%	39%	49%	37%	47%	36%	46%	34%	44%	33%	43%	32%	42%	-	-	-	-	-	-	-	-
Hand Barr Oran	600/yr	42%	52%	40%	50%	38%	48%	36%	46%	35%	45%	33%	43%	32%	42%	31%	41%	-	-	-	-	-	-	-	-
Used Row Crop - CASE IH ONLY w/< 2440 hours on Meter	900yr	38%	48%	36%	46%	35%	45%	34%	44%	-	-	-	-		-		-		_	-	_	-	-	-	-
W/\ 2440 Hours on Meter	1200/уг	34%	44%	33%	43%	-	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-	-	-	-
	1500/yr	32%	42%	-	-	-	-	-	-	-	-	-	-	-	_	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	_	-	-
	300/yr	45%	55%	44%	54%	43%	53%	41%	51%	39%	49%	38%	48%	37%	47%	34%	44%	32%	42%	30%	40%	28%	38%	26%	36%
Hand Barroon	450/yr	39%	49%	37%	47%	35%	45%	34%	44%	34%	44%	33%	43%	- 1	-	-	-	- 1	-	-	-		-	-	-
Used Row Crop - CASE IH ONLY w/< 3130 hours on Meter	600/yr	38%	48%	36%	46%	34%	44%	33%	43%	33%	43%	32%	42%	-	-	-	-	_	-	-	-	-	-	-	-
W/~ 3 130 Hours on Meter	900yr	34%	44%	32%	42%	31%	41%	-	-	-	-	-	_	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	_	40%	_	39%		35%	_	35%		30%		30%		25%	_	22%	_			_	_	_	_	

Used Case IH 4WD & Tracked Tractor Lease	Hour	2-у	ear	2.5	year	3-	year	3.5	year	4-9	/ear	4.5	year	5-)	rear	5.5	year	6-у	ear	6.5	year	7-у	ear	7.5-	year
Options:	Limits	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT												
	300/уг	59%	69%	57%	67%	56%	66%	53%	63%	51%	61%	49%	59%	48%	58%	46%	56%	44%	54%	42%	52%	39%	49%	37%	47%
	450/yr	50%	60%	49%	59%	48%	58%	46%	56%	44%	54%	42%	52%	41%	51%	39%	49%	38%	48%	37%	47%	36%	46%	34%	44%
Used 4WD & Tracked - CASE IH ONLY	600/yr	49%	59%	48%	58%	47%	57%	45%	55%	43%	53%	41%	51%	40%	50%	38%	48%	37%	47%	36%	46%	34%	44%	33%	43%
w/< 450 hours on Meter	900yr	48%	58%	47%	57%	46%	56%	43%	53%	41%	51%	39%	49%	38%	48%	37%	47%	36%	46%	-	-	-	_	L	_
W/ \ 400 Hours on meter	1200/уг	45%	55%	44%	54%	43%	53%	40%	50%	37%	47%	34%	44%	-	-	-	-	-	-	-	-	-	-	-	
	1500/yr	42%	52%	41%	51%	40%	50%	39%	49%	-	-	-	-	-	-	-	,	-	-	-		-	-	-	_
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	,	- 1	-	-	-	-		-
	300/уг	57%	67%	55%	65%	54%	64%	51%	61%	49%	59%	47%	57%	46%	56%	44%	54%	42%	52%	40%	50%	37%	47%	35%	45%
	450/yr	48%	58%	47%	57%	46%	56%	44%	54%	42%	52%	40%	50%	39%	49%	37%	47%	36%	46%	35%	45%	34%	44%	32%	42%
Head AND C Treebod	600/yr	47%	57%	46%	56%	45%	55%	43%	53%	41%	51%	39%	49%	38%	48%	36%	46%	35%	45%	34%	44%	32%	42%	31%	41%
Used 4WD & Tracked - CASE IH ONLY W/< 880 hours on Meter	900yr	46%	56%	45%	55%	44%	54%	41%	51%	39%	49%	37%	47%	36%	46%	35%	45%	-	-	-	1	-	-	-	_
W/~ OOO HOURS ON METER	1200/yr	43%	53%	42%	52%	41%	51%	38%	48%	35%	45%	-	-	-	-	-		-	-	-	-	-	-	-	_
	1500/yr	40%	50%	39%	49%	38%	48%	-	-	-	-	-	-	-	-	·			-		-		-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	_

Lease Options for Used Case IH Tractors

Used Case IH 4WD & Tracked Tractor Lease	Hour	2-у	/ear	2.5	year	3-	year	3.5	year	4-y	/ear	4.5	year	5-y	/ear	5.5	year	6-у	rear	6.5	year	7-у	ear	7.5-y	/ear
Options:	Limits	FPO	PRO/ PUT	FPO	PRO/ PUT																				
	300/yr	53%	63%	51%	61%	49%	59%	47%	57%	45%	55%	43%	53%	42%	52%	40%	50%	38%	48%	36%	46%	33%	43%	31%	41%
	450/yr	44%	54%	43%	53%	42%	52%	40%	50%	38%	48%	36%	46%	35%	45%	33%	43%	32%	42%	31%	41%	29%	39%	-	
Used 4WD & Tracked - CASE IH ONLY	600/yr	43%	53%	42%	52%	41%	51%	39%	49%	37%	47%	35%	45%	34%	44%	32%	42%	31%	41%	30%	40%	28%	38%	-	-
w/< 1690 hours on Meter	900yr	42%	52%	41%	51%	40%	50%	37%	47%	35%	45%	33%	43%	-	-	-	-	-	-	-	-	-	-	-	-
W/ - 1000 Hours on Motor	1200/yr	39%	49%	38%	48%	37%	47%	36%	46%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	36%	46%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	_	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	_	-	_	-	-	-	-
	300/yr	49%	59%	47%	57%	45%	55%	43%	53%	41%	51%	39%	49%	38%	48%	36%	46%	34%	44%	32%	42%	29%	39%	27%	37%
	450/yr	40%	50%	39%	49%	38%	48%	36%	46%	34%	44%	32%	42%	31%	41%	30%	40%	-	-	-	-	-	-	-	-
Used 4WD & Tracked - CASE IH ONLY	600/yr	39%	49%	38%	48%	37%	47%	35%	45%	33%	43%	31%	41%	30%	40%	29%	39%	-	-	-	_	-	-	_	-
w/< 2440 hours on Meter	900yr	38%	48%	37%	47%	36%	46%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	35%	45%	33%	43%	-	-	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
	300/yr	45%	55%	43%	53%	41%	51%	39%	49%	37%	47%	35%	45%	34%	44%	32%	42%	30%	40%	28%	38%	25%	35%	23%	33%
Used 4WD & Tracked - CASE IH ONLY	450/yr	36%	46%	35%	45%	34%	44%	32%	42%	30%	40%	28%	38%	-	-		-	-	-	-	-	-	-	-	-
w/< 3130 hours on Meter	600/yr	35%	45%	34%	44%	33%	43%	31%	41%	29%	39%	27%	37%	-	-		-	-	-	-	-	-	-	-	-
	900yr	34%	44%	33%	43%	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	_
	Hour	2-у	/ear	2.5	year	3-	year	3.5	year	4-y	/ear	4.5	year	5-y	year	5.5	year	6-у	ear	6.5	year	7-у	ear	7.5-y	/ear
Used Case IH Utility Tractor Lease Options:	Limits	FPO	PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO												
	300/yr	65%	75%	62%	72%	59%	69%	58%	68%	57%	67%	56%	66%	54%	64%	49%	59%	45%	55%	41%	51%	37%	47%	33%	43%
	450/yr	55%	65%	52%	62%	49%	59%	48%	58%	47%	57%	46%	56%	44%	54%	39%	49%	35%	45%	31%	41%	27%	37%	23%	33%
Used Utility - CASE IH ONLY	600/уг	54%	64%	51%	61%	48%	58%	47%	57%	46%	56%	45%	55%	43%	53%	38%	48%	34%	44%	30%	40%	26%	36%	22%	32%
w/< 450 hours on Meter	900yr	43%	53%	40%	50%	37%		36%	46%	35%	45%	_	_	_	_	-	_		_	-	_	_	-	-	-
	1200/yr	32%	42%	29%	39%	26%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	_	-	-
	No Limits	-	35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
	300/yr	61%	71%	58%	68%	55%	65%	54%	64%	53%	63%	52%	62%	50%	60%	45%	55%	41%	51%	37%	47%	33%	43%	29%	39%
	450/yr	51%	61%	48%	58%	45%	55%	44%	54%	43%	53%	42%	52%	40%	50%	35%	45%	31%	41%	27%	37%	23%	33%	19%	29%
Used Utility - CASE IH ONLY	600/yr	50%	60%	47%	57%	44%	54%	43%	53%	42%	52%	41%	51%	39%	49%	34%	44%	30%	40%	26%	36%	22%	32%	18%	28%
w/< 880 hours on Meter	900vr	39%	49%	36%	46%	33%	43%	32%	42%	31%	41%	١.	_		_		_	_	_	_	_	_			_

w/< 450 hours on Meter	900yr	43%	53%	40%	50%	37%	47%	36%	46%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	32%	42%	29%	39%	26%	36%	-	-	-	-	1	1	,	-	-	-		-	-	-	-	-	-	-
	No Limits	-	35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-	1	-	-	1	-	-	-
	300/yr	61%	71%	58%	68%	55%	65%	54%	64%	53%	63%	52%	62%	50%	60%	45%	55%	41%	51%	37%	47%	33%	43%	29%	39%
	450/yr	51%	61%	48%	58%	45%	55%	44%	54%	43%	53%	42%	52%	40%	50%	35%	45%	31%	41%	27%	37%	23%	33%	19%	29%
Used Utility - CASE IH ONLY	600/yr	50%	60%	47%	57%	44%	54%	43%	53%	42%	52%	41%	51%	39%	49%	34%	44%	30%	40%	26%	36%	22%	32%	18%	28%
w/< 880 hours on Meter	900yr	39%	49%	36%	46%	33%	43%	32%	42%	31%	41%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	28%	38%	25%	35%	22%	32%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
	300/уг	54%	64%	51%	61%	48%	58%	47%	57%	46%	56%	45%	55%	43%	53%	38%	48%	34%	44%	30%	40%	26%	36%	22%	32%
	450/уг	44%	54%	41%	51%	38%	48%	37%	47%	36%	46%	35%	45%	33%	43%	28%	38%	24%	34%	20%	30%	16%	26%	-	-
Used Utility - CASE IH ONLY	600/yr	43%	53%	40%	50%	37%	47%	36%	46%	35%	45%	34%	44%	32%	42%	27%	37%	23%	33%	19%	29%	15%	25%	-	-
w/< 1690 hours on Meter	900yr	32%	42%	29%	39%	26%	36%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
	300/уг	47%	57%	44%	54%	41%	51%	40%	50%	39%	49%	38%	48%	36%	46%	31%	41%	27%	37%	23%	33%	19%	29%	16%	26%
Used Utility - CASE IH ONLY	450/уг	37%	47%	34%	44%	31%	41%	30%	40%	29%	39%	28%	38%	26%	36%	21%	31%	-	-	-	-	-	-	-	-
w/< 2440 hours on Meter	600/уг	36%	46%	33%	43%	30%	40%	29%	39%	28%	38%	27%	37%	25%	35%	20%	30%	-	-	-	-	-	-	-	-
	900/уг	25%	35%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
	300/yr	40%	50%	37%	47%	34%	44%	33%	43%	32%	42%	31%	41%	30%	40%	29%	39%	28%	38%	27%	37%	26%	36%	25%	35%
Used Utility - CASE IH ONLY	450/yr	30%	40%	27%	37%	24%	34%	23%	33%	22%	32%	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-
w/< 3130 hours on Meter	600/yr	29%	39%	26%	36%	23%	33%	22%	32%	21%	31%	20%	30%	-	-			-	-	-	-	-	-	-	-
	No Limits	-	35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
bject to credit approval. Consult with an accountant for advice on leasing option	IS.																								

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

Applicate(b) is an equipment financing program offered by Farm Credit Services of America and other lenders, including 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.



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

Lease Options for New Fendt Tractors

Qualifying New Fendt Tractors by Age and Hours:

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

Row Crop Tractors (140 hp+)	Tracked Tractors ALL tractors sold <u>with tracks</u> including row crop or 4wd.
All (not ending in an MT)	1100 Vario MT series & 900 Vario MT series
	Utility/Orchard/ Vineyard Tractors (35-139 hp)
	300 Vario series** and 500 Vario series**

^{**}Based on rated engine hp, this model may be classified as a Row Crop Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 hp).

New Fendt Tractor Lease Options:	Hour Limits	2-у	ear	2.5	year	3-у	ear	3.5	year	4-y	ear	4.5	year	5-у	ear	5.5	year	6-у	ear	6.5	year	7-y	ear	7.5	year
			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	600yr	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	600yr	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%	-	-	-	-	-	-	-	-	-
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	63%	73%	60%	70%	58%	68%	55%	65%	53%	63%	50%	60%	48%	58%	43%	53%	39%	49%	35%	45%	31%	41%	27%	37%
New Utility - FENDT ONLY	450/yr	50%	60%	47%	57%	45%	55%	42%	52%	40%	50%	37%	47%	35%	45%	30%	40%	26%	36%	22%	32%	18%	28%	14%	24%
New Utility - FENDT ONLY	600yr	49%	59%	46%	56%	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	29%	39%	25%	35%	21%	31%	17%	27%	13%	23%
New Utility - FENDT ONLY	900/yr	35%	45%	32%	42%	-	-	-	-	-	-	1	-	-	,	-	-	1	-	-	-	-	-	-	-
New Utility - FENDT ONLY	1200/yr	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-	-
New Utility - FENDT ONLY	No Limits	-	40%	-	37%	-	35%	-	32%	-	30%	1	27%	- 1	25%	- 1	23%	1	-	1	1	1	-	-	-

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 Farm Credit Services of America and other lenders, including 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.





Lease Options for Used Fendt Tractors

Qualifying Used Fendt Tractors by Age and Hours:

* Up to 10 years of age by serial number

Row Crop Tractors (140 hp+)	Tracked Tractors ALL tractors sold <u>with tracks</u> including row crop or 4wd.
All (not ending in an MT)	1100 Vario MT series & 900 Vario MT series
	Utility/Orchard/ Vineyard Tractors (35-139 hp)
	300 Vario series** and 500 Vario series**

Looking for used Fendt FPO lease options or PRO options for tractors over 3130 starting hours? See Used Tractors - on Page 13

**Based on rated engine hp, this model may	be classified as a Row Crop Trac	tor (140 hp+) or a Utility/Orchard	/Vinevard Tractor (35-139 hp).

-																									
Used Fendt Tractor Lease Options:	Hour Limits	2-	year	2.5	year	3-у	ear	3.5	year	4-y	ear	4.5	year	5-y	/ear	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
	300/yr	-	70%		69%	-	68%		65%		63%	- 1	61%	-	59%	-	56%	-	54%		52%		50%		48%
	450/yr	-	66%	-	65%	-	64%	-	61%	-	59%	-	57%	-	55%	-	52%	-	50%	-	48%	-	46%	-	44%
Used Row Crop - FENDT ONLY	600/yr	-	65%		64%	-	63%		60%		58%		56%	-	54%		51%	-	49%	-	47%		45%	-	43%
w/< 450 hours on Meter	900yr	-	62%	-	60%	-	59%	-	56%	-	54%	-	53%	-	52%	-	50%	-	48%	-	-	-	-	-	-
	1200/yr	-	59%	-	57%	-	56%	-	54%	-	52%	-	49%	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	-	58%	-	54%	-	51%	-	47%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	40%	-	35%		35%		30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-
	300/yr	-	68%	-	67%	-	66%	-	63%	-	61%	-	59%	-	57%	-	54%	-	52%	-	50%	-	48%	-	45%
	450/yr	-	64%	-	63%	-	62%		59%		57%		55%	-	53%	-	50%	-	48%	-	46%	-	44%	-	41%
Used Row Crop - FENDT ONLY	600/yr	-	63%	-	62%	-	61%	-	58%	-	56%	-	54%	-	52%	-	49%	-	47%	-	45%	-	43%	-	40%
w/< 880 hours on Meter	900yr	-	60%	-	58%	-	57%	-	54%	-	52%	-	51%	-	50%	-	49%	-	-	-	-	-	-	-	-
	1200/yr	-	57%	-	55%	-	54%	-	52%	-	50%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	-	56%	-	52%	-	49%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	40%	-	35%	-	35%		30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-
	300/yr	-	64%	-	63%	-	62%	-	59%	-	57%	-	55%	-	53%	-	50%	-	48%	-	46%	-	44%	-	41%
	450/yr	-	60%	-	59%	-	58%	-	55%	-	53%	-	51%	-	49%	-	46%	-	44%	-	42%	-	40%	-	38%
Used Row Crop - FENDT ONLY	600/yr	-	59%	-	58%	-	57%	-	54%	-	52%	-	50%	-	48%	-	45%	-	43%	-	41%	-	39%	-	37%
w/< 1690 hours on Meter	900yr	-	56%	-	54%	-	53%	-	50%	-	48%	-	45%	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	-	53%	-	51%	-	50%	-	47%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	-	52%	-	48%	-	-	-			-	-		-		-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	40%	-	35%	-	35%		30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-
	300/yr	-	60%		59%		58%		55%		53%		51%	-	49%		46%	-	44%	-	42%		40%	-	37%
	450/yr	-	56%	-	55%	-	54%	-	50%	-	49%	-	47%	-	45%	-	43%	-	-	-	-	-	-	-	-
Used Row Crop - FENDT ONLY	600/yr	-	55%	-	54%	-	53%		50%		48%		46%	-	44%	-	42%	-	-	-	-	-	-	-	-
w/< 2440 hours on Meter	900yr	-	52%	-	50%	-	49%	-	47%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	-	49%		44%		-		-		-			-			-	-	-	-			-	-	-
	1500/yr	<u> </u>	48%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-
	300/yr	-	56%	-	55%	-	54%	-	51%	-	49%	-	47%	-	45%	-	42%	-	40%		38%		36%	-	34%
Used Row Crop - FENDT ONLY	450/yr	-	52%	-	51%	-	50%	-	47%	-	45%	-	41%	-	-	-	-	-	-	-	-	-	-	-	-
w/< 3130 hours on Meter	600/yr	-	51%	-	50%	-	49%	-	46%	-	44%	-	40%	-	-	-	-	-	-	-	-	-		-	-
	900yr	-	48%	-	46%	-	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	40%	-	35%		35%		30%	-	30%		25%	_	25%	_		-		-		_	-

Used Food & Torolod Torological Configuration	Hour	2-y	/ear	2.5	year	3-у	ear	3.5	year	4-y	ear	4.5	year	5-y	ear	5.5	year	6-	year	6.5	year	7-y	ear	7.5	-year
Used Fendt Tracked Tractor Lease Options:	Limits	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT	FPO	PRO/ PUT		PRO/ PUT		PRO/ PUT		PRO/ PUT		PRO/ PUT
	300/yr	-	69%	-	66%		64%	-	60%	-	57%		56%		55%	-	52%		50%	٠,	47%		44%	-	42%
	450/yr	-	66%	-	63%	-	61%	-	58%	-	55%	-	53%	-	52%	-	49%	-	47%	-	45%	-	43%	-	38%
Use d Torologd	600/yr	-	65%	-	62%	-	60%	-	57%	-	54%	-	52%	-	51%	-	48%	-	46%	-	44%		40%	-	37%
Used Tracked - FENDT ONLY w/< 450 hours on Meter	900yr	-	62%	-	59%	-	57%	-	54%	-	51%	-	49%	-	48%	-	46%	-	45%	-	-	-	-	-	-
	1200/yr	-	59%	-	56%	-	54%	-	51%	-	49%	-	46%	-	-	-	-	-	-	-	-		-	-	-
	1500/yr	-	53%	-	49%	-	46%	-	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	_
	No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-		-	-
	300/yr	-	67%	- 1	64%	- 1	62%	- 1	58%	- 1	55%	-	54%	- 1	53%	1	50%	-	47%	- 1	44%	- 1	42%	-	40%
	450/yr		64%		61%		59%		56%	-	53%	-	51%	-	50%		47%	-	44%		41%		39%	-	36%
l	600/yr	_	63%	-	60%		58%	-	55%	-	52%	-	50%	-	49%	-	46%	-	43%	-	40%	-	38%	-	35%
Used Tracked - FENDT ONLY w/< 880 hours on Meter	900yr	-	60%	-	57%	- 1	55%	- 1	52%	-	49%	-	47%	- 1	45%	-	43%	-		- 1	-	-	- 1	-	-
	1200/yr	-	57%	-	54%		52%	-	49%	-	47%	-	-	-		-	-	-		-	-	-		-	
	1500/yr	-	51%		47%		44%		-	-	-	-	-	-	-		-	-	-	-	-		-	-	-
	No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%		25%	-	25%	-	-		-	-		-	

Lease Options for Used Fendt Tractors

		2-y	ear	2.5	year	3-y	ear	3.5	year	4-y	ear	4.5	year	5-y	ear	5.5	year	6-	/ear	6.5	year	7-y	ear	7.5	year
Used Fendt Tracked Tractor Lease Options:	Hour Limits	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	EDO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	EBO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	EDO	PRO/ PUT
	300/yr	1170	63%	TFU	60%	110	58%	110	54%	170	51%	110	50%	110	49%	FFO	46%	170	43%	170	40%	110	38%	170	35%
	450/yr	Ė	60%		57%		55%		52%	Ė	49%	Ė	47%		46%	-	43%	-	40%	-	37%	Ė	35%	Ė	3376
	600/yr	Ė	59%		56%		54%		51%		48%		46%		45%		42%	-	39%	-	36%		34%		
Used Tracked - FENDT ONLY		Ė	56%		53%		51%	Ė	48%	Ė	45%	Ė	42%		4370	-	42 /0	-	3370	-	30 /6	Ė	34 /6	Ė	
w/< 1690 hours on Meter	900yr 1200/yr	-	53%		50%	-	48%	-	45%	-	43%	-	4270	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	Ė	47%	Ė	45%		40 /0	Ė	4370	Ė	-	Ė				-		-	-	-	-	Ė		Ė	
	No Limits		40%	-	40%	-	35%	-	35%		30%	Ė	30%	-	25%	-	25%	-	-	-	-	-		Ė	-
	300/yr	-	59%	-	56%	-	54%	_	50%	-	47%	Ė	46%	-	45%	-	42%	-	39%	-	36%	_	34%	Ė	31%
	450/yr	Ė	56%		53%		51%	-	48%		45%	Ė	43%		42%	-	40%	-	3370	-	30 /6	Ė	34 /6	Ė	3170
	600/yr		55%		52%		50%		47%		44%		42%		41%		39%								
Used Tracked - FENDT ONLY	900yr	Ė	52%		49%		47%		44%		44 /0		42 /0		4170		3576	-		-					
w/< 2440 hours on Meter	1200/yr	Ė	49%	Ė	44%		41 /0	Ė	44 /0	Ė	-	Ė				-		-	-	-		Ė		Ė	
	1500/yr	Ė	43%	Ė	44 /0			Ė		Ė	-	Ė				-		-	-	-	-	Ė		Ė	
		Ė	40%	Ė	40%		35%	Ė	35%	Ė	30%	Ė	30%		25%	-	25%	-	-	-	-	Ė		Ė	
	No Limits 300/yr	<u> </u>	55%		52%	-	50%	Ė	46%		43%	Ī	42%		41%	-	38%	Ė	35%	Ė	32%	Ė	30%	Ė	27%
	450/yr	<u> </u>	52%		49%	-	47%	Ė	44%		41%	Ī	38%	-	7170	_	5576	<u> </u>	0070	<u> </u>	02.70	Ĺ	5076	Ė	2170
Used Tracked - FENDT ONLY	600/yr	Ė	51%		48%	-	46%		43%	Ė	40%	Ė	37%			_		Ė		Ė	-	Ĺ		Ė	
w/< 3130 hours on Meter	900yr		38%		45%		43%		4570		4070		31 70												
	No Limits		40%		40%		35%		35%		30%		30%		25%		25%								
				0.5		0		0.5		4		4.5													
Used Fendt Utility Tractor Lease Options:	Hour Limits		ear PRO/		year PRO/		ear PRO/		year PRO/		ear PRO/		year PRO/		ear PRO/	5.5	PRO/		ear PRO/		year PRO/		ear PRO/		year PRO/
		FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT
	300/yr	61%	71%	58%	68%	56%	66%	53%	63%	51%	61%	48%	58%	46%	56%	43%	53%	41%		38%	48%	36%	46%	34%	44%
	450/yr	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	38%	48%	36%	46%	33%	43%	31%	41%	28%	38%	26%		24%	34%
Used Utility - FENDT ONLY w/< 450 hours on Meter	600/yr	50%	60%	47%	57%	45%	55%	42%	52%	40%	50%	37%	47%	35%	45%	32%	42%	30%	40%	27%	37%	25%	35%	23%	33%
	900yr	39%	49%	36%	46%	34%	44%	31%	41%	29%	39%	-	-	-	-	-	-	-	-	-		-		-	
	1200/yr	28%	38%	25%	35%	23%	33%	-	-	-	-	-	-	-		-		-		-		-		-	
	No Limits		35%	-	35%	-	30%		30%	-	25%	-	25%	-	20%	-	20%	-		-		-		<u> </u>	
	300/yr	56%	66%	53%	63%	51%	61%	48%	58%	46%	56%		53%	41%	51%	38%	48%	36%	46%	33%	43%	31%		29%	39%
	450/yr	46%	56%	43%	53%	41%	51%	38%	48%	36%	46%	33%	43%	31%	41%	28%	38%	26%	36%	23%	33%	21%	31%	19%	29%
Used Utility - FENDT ONLY w/< 880 hours on Meter	600/yr	45%	55%	42%	52%	40%	50%	37%	47%	35%	45%	32%	42%	30%	40%	27%	37%	25%	35%	22%	32%	20%	30%	18%	28%
in 1000 nouts on motor	900yr	34%	44%	31%	41%	29%	39%	26%	36%	24%	34%	-	-	-	-	-	-	-		-		-		-	
	1200/yr	23%	33%	20%	30%	18%	28%	-	-	-	-	-		-		-		-		-		-		-	
	No Limits		35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-		-		-		-	
	300/yr	47%	57%	44%	54%	42%	52%	39%	49%	37%	47%	34%	44%	32%	42%	29%	39%	27%		24%	34%	22%	32%	20%	30%
Used Utility - FENDT ONLY	450/yr	37%	47%	34%	44%	32%	42%	29%	39%	27%	37%	24%	34%	22%	32%	19%	29%	17%	27%	-	-	-	-	-	
w/< 1690 hours on Meter	600/yr	36%	46%	33%	43%	31%	41%	28%	38%	26%	36%	23%	33%	21%	31%	18%	28%	16%	26%	-	-	-	-	-	
	900yr			22%	32%	20%	30%	-	-	-	-	-	-	-		-		-		-		-		-	
	1200/yr	14%		-	-	-	-	-	-	-		-		-		-		-		-		-		-	
	No Limits	200/	35%	250/	35%	2201	30%	200/	30%	200/	25%	- 250/	25%	- 220/	20%	- 2007	20%	100/	200/	-		-		Ė	
	300/yr	38%	48%	35%	45%	33%	43%	30%	40%	28%	38%	25%	35%	23%	33%	20%	30%	18%	28%					 	
Used Utility - FENDT ONLY	450/yr	28%	38%	25%	35%	23%	33%	20%	30%	18%	28%	-	-	-	-	-	-	Ė		Ė		Ė		Ė	-
w/< 2440 hours on Meter	600/yr	27%	37%	24%	34%	22%	32%	19%	29%	17%	27%	-	-	-	-	-		-		-		Ė		Ė	-
	900yr	16%	26%	-	-	-	-	-	-	-	0501	-	0501	-	0001	-	0001	-		-		-		-	-
	No Limits	- 0001	35%	- 0001	35%	-	30%	0401	30%	4001	25%	4000	25%	-	20%	-	20%	Ė		Ė		Ė		Ė	-
Used Utility - FENDT ONLY	300/yr	29%	39%	26%	36%	23%	33%	21%	31%	19%	29%	16%	26%	-	-	-	-	-	-	-	-	-	-	<u> </u>	
w/< 3130 hours on Meter	450/yr	19%	29%	16%	26%	-	-	-	-	-	-	-	-	-		-		Ė		Ė		Ė		Ė	-
	600/yr	18%		15%		-	- 200/	-	2004	Ė	-	-	-	-	2007	-	2007	-		-		-		Ė	-
Subject to credit approval. Consult with an accountant for advice on leasing options	No Limits	_	35%	-	35%	-	30%		30%		25%		25%	-	20%	-	20%	-				_		ᆣ	-

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

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AgDirect.								1	200	· · ·		, o b	00		\m4	io									
New Tractors								L	eas	e i	<u> ur</u>	<u>ch</u>	ase	e U	pτ	ion	S								
Looking for New John Deere Tractor Residuals? See Page 4 Looking for New Case IH Tractor Residuals? See Page 7 Looking for New Fendt Tractor Residuals? See Page 10	Hour Limits	2-y	ear/	2.5-	year	3-у	ear	3.5-	year	4 -y	/ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-у	ear	7.5-	year
New: Current or Prior Model Year Only; Never Retailed; Under 150 Demo Hours		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT										
	300/yr	52%	62%	52%	1	51%		49%	60%	47%		_						35%	45%	32%		29%			39%
New Row Crop Tractors:	450/yr	51%	61%	47%		44%	56%	42%	55%	40%			52%	36%		34%		32%	43%	31%				28%	38%
New Holland, Massey Ferguson,	600yr 900/yr	50% 49%	60% 59%	46% 45%		43% 42%	53% 52%	41% 39%	51% 49%	39% 37%			47% 45%	35% 33%		33% 31%		31% 29%	42% 39%	30% 27%		28%	40%	27%	37%
McCormick, Kubota	1200/yr	48%	58%		54%	40%	50%	37%	49%	34%	44%		41%	28%		28%		2970	3970	-	3170	-	-		-
	1500/yr	44%	54%	40%		36%	46%	33%	43%	30%	40%	-	40%	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	43%	-	43%	-	43%	-	40%	-	37%	-	34%		32%	-	26%	-	-	-	-	-	-	-	-
		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT										
	300/yr	52%	62%		61%	50%	60%	48%	58%	46%		1	56%	41%				39%	51%	39%	50%		50%		47%
Nov. Tracked Tractors	450/yr	50%	60%	46%		43%		41%	54%	39%			51%	36%		34%		32%	46%	1	45%		45%		42%
New Tracked Tractors: New Holland, Massey Ferguson,	600yr 900/yr	49% 45%	59% 55%	45% 41%	55% 51%	42% 37%	52% 47%	40% 34%	50% 44%	38% 32%	48% 43%	36% 30%	46% 41%		45% 40%	33% 26%	43% 36%	31% 24%	42% 34%	29%	41% 32%	28%	40%	27%	37%
McCormick, Kubota	1200/yr	44%	54%	39%		37%	47%	32%	42%	31%			38%	26%			36%	-	-	-	-	-	-	-	-
	1500/yr	43%	53%	38%	48%	35%	_	31%	41%	28%			38%	-				-	-	-				•	-
	No Limits		37%	<u> -</u>	36%	-	35%	-	34%	<u> -</u>	33%	-	31%		30%	-	23%	<u> -</u>	-	<u> </u>	-	-	-	<u> </u>	-
		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT										
	300/yr	56%	66%			50%		48%	63%	46%			61%			37%		35%	53%	32%		30%		_	36%
New 4WD Tractors:	450/yr 600yr	48% 47%	62% 57%	47% 46%	61% 56%	46% 45%	60% 55%	44% 43%	59% 53%	43% 42%	58% 53%	40% 39%	56% 51%		55% 50%	34% 33%		32% 31%	50% 46%	29% 28%	49% 45%	27% 26%	47% 45%	25% 24%	35%
New 4VVD Tractors: New Holland, Massey Ferguson,	900/yr	42%	52%	41%		40%	50%	39%	49%	38%	48%	-	45%		45%		41%	29%	39%	17%	27%	-	43%	-	34 70
McCormick, Kubota	1200/yr	41%	51%	38%	48%	35%	45%	34%	44%	33%	43%		41%	26%		26%	36%	-	-	-	-		-		-
	1500/yr	40%	50%	36%	46%	31%	45%	27%	42%	24%	40%	-	34%	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	44%	-	43%	-	42%	-	41%	-	40%	-	37% PRO/		35%	-	28%	-	- PRO/	-	-	-	- PRO/	-	- PRO/
		FPO	PRO/ PUT	FPO	PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PUT	FPO	PRO/ PUT	FPO	PUT	FPO	PUT								
Novellatility Onebond 8 Vincered Treatener	300/yr	63%	73%	60%	70%	58%	68%	55%	65%	53%	63%	50%	60%	48%	58%	43%	53%	39%	49%	35%	45%	31%	41%	27%	37%
New Holland, Massey Ferguson,	600/yr	49%	59%	46%	56%	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	29%	39%	25%	35%	21%	31%	17%	27%	13%	23%
McCormick, Kubota	900/yr	35%	45%	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
·	1200/yr	21%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT										
	300/yr	-	52%	-	51%	-	50%	-	47%	-	45%	-	42%	-	40%	-	35%	-	31%	-	27%	-	-	-	-
New Tractors - All Types & All Brands	600/yr	-	47%	-	45%	-	43%	-	42%	-	38%	-	36%		35%	-	30%	-	26%	-	22%	-	-	-	-
	900/yr No Limits	-	42% 37%	-	41% 36%	-	37% 35%	-	34%	-	33%	-	31%		30%	-	24% 19%	-	22%	-	21%	-	-	-	-
	140 Lillius		31 /0		30 /0	_	33 /0		3470		3370	_	3170		30 70	_	1370		_		-	_	_	-	
Used Tractors Looking for Used John Deere Tractor Residuals? See Pages 5-6 Looking for Used Case IH Tractor Residuals? See Pages 8-9 See pages 11-12 for additional PRO residuals on Used Fendt Tractors	Hour Limits	2-3	/ear	2.5-	year	3-у	ear	3.5-	year	4 -y	/ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-у	ear	7.5-	/ear
Used Row Crop, 4WD, or Tracked: New Holland, Massey Ferguson,Fendt (FPO option), McCormick, Kubota, >3130 hours: John Deere, Case IH and Fendt		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FDO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO										
Used Tractors - Up to 3 yrs old & < 1500 hrs	300/yr	46%	66%			44%		43%	63%		62%					36%		33%		_	49%				34%
Used Tractors - Up to 3 yrs old & < 1500 hrs	600yr	36%		35%	55%	34%	54%	33%	53%		52%	30%	50%	29%	49%	28%	44%		42%	_	41%				32%
Used Tractors - Up to 3 yrs old & < 1500 hrs	900/yr	34%	51%			32%	_	31%	45%	30%			42%			25%		-	-	-	-	-	-	-	-
Used Tractors - 4 & 5 yrs old & < 2000 hrs Used Tractors - 4 & 5 yrs old & < 2000 hrs	300/yr 600/yr	44% 34%	56% 51%		55% 50%			41% 31%	53% 48%	40% 30%	52% 47%	-	50% 44%	_	48%	34% 26%		31%	41%	28%	39%	25%	38%	22%	32%
Used Tractors - 4 & 5 yrs old & 2000 firs Used Tractors - Up to 5 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	900/yr	32%	-	31%		30%	-	29%	-	28%		27%	-	25%	-	20%	-	-	-	-	-	-			-
Used Tractors - Up to 5 yrs old	No Limits	-	45%	-	42%	-	40%	-	37%	-	35%	-	32%	-	30%	-	30%	-	-	-	-	-	-	-	-
Used Tractors - Up to 10 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	1200/yr	30%	-	30%		25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-	-	-	-	-	-
Used Tractors - Up to 10 yrs old	No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-
Used Utility, Orchard, or Vineyard: New Holland, Massey Ferguson, Fendt (FPO option),																									
McCormick, Kubota			PRO/		PRO/		PRO/		PRO/		PRO/		PRO/		PRO/										
>3130 hours: John Deere, Case IH and Fendt Used Tractors - Up to 5 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	300/yr	FPO 30%	PUT	FPO 30%		FPO 25%	PUT	FPO 25%	PUT	FPO 20%	PUT	FPO 20%	PUT -	FPO -	PUT -	FPO -	PUT -	FPO -	PUT -	FPO	PUT	FPO	PUT	FPO	PUT
Used Tractors - Up to 5 yrs old	No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	
Used Tractors - Up to 10 yrs old (Begin Hrs + Lease Hrs < 6,000 at lease end)	300/yr	25%		25%		20%		20%		15%		15%	-	-	-	-	-	-							
Used Tractors - Up to 10 yrs old	No Limits	_	35%	_	35%	-	30%	-	30%	_	25%	-	25%	<u> </u>	20%	-	20%	_	-	-	-	-	-	-	-
Used Tractors - All Types & All Brands		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT										
Used Tractors - Up to 10 yrs old	No Limits	-	40%	-	39%	_	35%	-	35%	-	30%		30%		25%	-	22%	-	-	-	-	_	-	-	-
See Residual Matrix cover sheet for additional terms and conditions.		I					Que	Stio	ns? C	onta	ict us	s at 1	-888-	-525-	9805	or w	ww.a	aadii	rect.c	com					

AgDirect. Residual Matrix								L	.ea	se	Pu	rch	as	e C	pti	ion	s							
John Deere Sprayer Lease Options:	Hour Limits	2-	/ear	2.5-	year	3-у	ear	3.5-	year	4-y	/ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-ye	ear	7.5-yea
Self-Propelled Sprayers (No Floaters) New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		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	PRO PUT
New Self-Propelled Sprayers - JOHN DEERE ONLY	No Limits	-	60%	-	60%	-	60%	-	55%	-	50%	-	45%	-	40%	-	35%	-	30%	-	25%	-	20%	
New Self-Propelled Sprayers - JOHN DEERE ONLY	300/yr	54%	69%	53%	68%	52%	67%	49%	64%	47%	62%	45%	60%	42%	58%	40%	56%	38%	54%	36%	51%	33%	48%	
New Self-Propelled Sprayers - JOHN DEERE ONLY	450/yr	50%	65%	49%	64%	48%	63%	45%	60%	43%	58%	40%	55%	36%	51%	33%	48%	28%	43%	24%	38%	19%	34%	
Used - Up to 3 yrs old - JOHN DEERE ONLY	No Limits	-	50%	-	50%	-	50%	-	45%	-	45%	-	40%	-	40%	-	30%	-	30%	-	20%		20%	
Used - Up to 3 yrs old & < 1200 hrs - JOHN DEERE ONLY	300/yr	44%		43%	58%	42%	57%	41%	56%	39%	54%	37%	52%	35%	50%	33%	48%	31%	46%	29%	44%	27%	42%	
Used - Up to 5 yrs old - JOHN DEERE ONLY	No Limits	- 0.40/	40%	-	40%	-	40%	- 040/	30%	-	30%	070/	25%	-	25%	-	22%	-	-	-	- 0.40/	- 470/	-	
Used - Up to 5 yrs old & < 3000 hrs - JOHN DEERE ONLY Used - Up to 5 yrs old & < 3000 hrs - JOHN DEERE ONLY	300/yr 450/yr	34%	49% 45%	33% 29%	48% 44%	32% 28%	47% 43%	31% 27%	46% 42%	29%	44%	27%	42% 38%	25%	40% 36%	23%	38% 34%	21%	36% 32%	19%	34% 30%	17%	32% 28%	
Used- Up to 10 yrs old - JOHN DEERE ONLY	No Limits	30%	35%	2970	30%	20%	30%	2170	25%	-	25%	-	20%	-	20%	-	15%	÷	3270	-	30%		2070	
Used - Up to 10 vrs old & < 2500 hrs - JOHN DEERE ONLY	300/vr	27%	42%	26%	41%	25%	40%	23%	38%	20%	35%	18%	33%	15%	30%	12%	28%	10%	25%		22%		20%	
	Hour																							
John Deere Self-Propelled Applicators/Floaters	Limits	2-)	/ear	2.5-	year PRO/	3-у	ear PRO/	3.5-	year PRO/	4-y	ear PRO/	4.5-	year PRO/	5-у		5.5-	year	6-у	ear PRO/	6.5-	year PRO/	7-ye	PRO/	7.5-yea
New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PUT	FPO	PUT		PUT	FPO PUT
New Self-Propelled Applicators/Floaters - JOHN DEERE ONLY	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	22%	-	-	-	-	-	-	
New Self-Propelled Applicators/Floaters - JOHN DEERE ONLY	300/yr	43%	58%	42%	57%	41%	56%	39%	54%	37%	52%	35%	50%	28%	43%	25%	40%	23%	38%	-	-	-	-	
New Self-Propelled Applicators/Floaters - JOHN DEERE ONLY	500/yr	39%	54%	38%	53%	37%	52%	35%	50%	32%	48%	-	46%	-	36%	-	34%	-	30%	-	-	-	-	
Used - Up to 5 yrs old & < 3000 hrs - JOHN DEERE ONLY	450/yr	30%	_	23%	38%	16%	31%	13%	27%	10%	20%	-	18%	-	15%	-	15%	-	-	-	-	-	-	
Used - Up to 10 yrs old - JOHN DEERE ONLY	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	
Case IH Sprayer Lease Options:	Hour Limits	2-5	/ear	2.5-	year	3-у	ear	3.5-	year	4-y	/ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-у	ear	7.5-yea
Self-Propelled Sprayers (No Floaters) New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		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	PRO PUT
New Self-Propelled Sprayers - CASE IH ONLY	No Limits	-	60%	-	60%	-	60%	-	55%	-	50%	-	45%	-	40%	-	35%	-	30%	-	25%	-	20%	
New Self-Propelled Sprayers - CASE IH ONLY	300/yr	52%	67%	51%	66%	50%	64%	47%	62%	45%	60%	43%	57%	40%	55%	37%	52%	26%	36%	24%	34%	22%	32%	
New Self-Propelled Sprayers - CASE IH ONLY	450/yr	48%	63%	47%	62%	45%	60%	40%	55%	37%	52%	33%	48%	29%	44%	24%	41%	20%	30%	18%	28%	15%	25%	
Used - Up to 3 yrs old - CASE IH ONLY	No Limits	-	50%	-	50%		50%	•	45%	-	45%	-	40%	1	40%	-	30%	-	30%	1	20%	-	20%	
Used - Up to 3 yrs old & < 1200 hrs - CASE IH ONLY	300/yr	42%	57%	41%	56%	40%	54%	39%	53%	37%	51%	35%	48%	33%	46%	30%	44%	25%	43%	20%	35%	15%	25%	
Used - Up to 5 yrs old - CASE IH ONLY	No Limits	-	40%	-	40%	-	40%	-	30%	-	30%	-	25%	-	25%	-	22%	-	-	-	-	-	-	
Used - Up to 5 yrs old & < 3000 hrs - CASE IH ONLY	300/yr	32%	_	31%	46%	30%	45%	29%	44%	27%	42%	25%	41%	23%	39%	20%	36%	18%	34%	15%	30%		25%	
Used - Up to 5 yrs old & < 3000 hrs - CASE IH ONLY	450/yr	28%	43%	29%	42%	28%	41%	27%	40%	23%	37%	-	34%	-	32%	-	30%	-	27%	-	25%	-	20%	
Used- Up to 10 yrs old - CASE IH ONLY	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	-	-	-	-	-	
Used - Up to 10 yrs old & < 2500 hrs - CASE IH ONLY	300/yr	25%	40%	25%	40%	25%	40%	20%	35%	20%	35%	20%	35%	15%	30%	12%	25%	10%	25%	-	-	-	-	
Case IH Self-Propelled Applicators/Floaters	Hour Limits	2-)	ear PRO/	2.5-	year PRO/	3-у	ear PRO/	3.5-	year PRO/	4-y	/ear	4.5-	year PRO/	5-у	ear PRO/	5.5-	year PRO/	6-у	ear PRO/	6.5-	year PRO/	7-ye	ear PRO/	7.5-yea
New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO	PUT	FPO PUT
New Self-Propelled Applicators/Floaters - CASE IH ONLY	No Limits	-	40%	-	35%	1	35%	-	30%	-	30%	-	25%	•	25%	-	22%	-	-	•	-	-	-	
New Self-Propelled Applicators/Floaters - CASE IH ONLY	500/yr	37%	52%	36%	51%	34%	49%	32%	47%	30%	45%	-	43%	-	42%	-	40%	-	-	-	-	-	-	
Used - Up to 5 yrs old & < 3000 hrs - CASE IH ONLY	450/yr	28%	43%	23%	36%	16%	29%	13%	27%	10%	20%	-	18%	-	15%	-	15%	-	-	-	-	-	-	
Used - Up to 10 yrs old - CASE IH ONLY	No Limits	-	30%	-	25%	_	25%	_	20%	-	20%	-	15%	_	15%	-	15%	-	-	_	-	-	-	
Other Brands Sprayer Lease Options:	Hour Limits	2-9	/ear	2.5-	/ear	3-у	ear	3.5-	year	4-y	/ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-уе	ear	7.5-yea
Self-Propelled Sprayers (No Floaters) New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		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		PRO/ PUT	PRO PUT
New Self-Propelled Sprayers - Eligible Brands	No Limits	-	60%	-	60%	_	60%	-	55%	-	50%	-	45%	_	40%	-	35%	-	30%		25%	- 1	20%	
New Self-Propelled Sprayers - All Brands	No Limits	-	60%	-	60%	-	60%	-	50%		50%	-	40%	-	40%	-	30%	-	30%	-	20%	-]	20%	-
New Self-Propelled Sprayers - Eligible Brands	300/yr	50%	-	50%	-	50%	-	40%	-	40%	-	30%	-	30%	-	20%	-	20%	-	20%	-	20%	-	
Used - Up to 3 yrs old - All Brands	No Limits	-	50%	-	50%	-	50%	-	45%	-	45%	-	40%	-	40%	-	30%	-	30%	-	20%	-	20%	
Used - Up to 3 yrs old & < 1200 hrs - Eligible Brands	300/yr	40%	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	15%	-	15%	-	15%	-	15%	-	
Used - Up to 5 yrs old - All Brands	No Limits		40%	- 2007	40%		40%	-	30%		30%		25%		25%	- 400/	22%	-	-	-	-	-	-	
Used - Up to 5 yrs old & < 2000 hrs - Eligible Brands	300/yr No Limits	30%		30%	200/	30%		20%	- 250/	20%	- 250/	15%	20%	15%	200/	12%	150/	-	-	l-	-		-	
Used - Up to 10 yrs old - All Brands Used - Up to 10 yrs old & < 2500 hrs - Eligible Brands	No Limits 300/yr	25%	35%	- 25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	12%	15%	-	-	-	-	-	-	
	Hour				-		-						-		-		-	_	-	-	-		-	
Other Brands Self-Propelled Applicators/Floaters	Limits	2-)	/ear	2.5-	/ear PRO/	3-у	PRO/	3.5-	year PRO/	4-y	PRO/	4.5-	year PRO/	5-y	ear PRO/	5.5-	year PRO/	6-у	ear PRO/	6.5-	year PRO/	7-ye	PRO/	7.5-yea
New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		FPO	PUT	FPO	PUT	FPO	PUT	FPO		FPO	PUT	FPO	PUT	FPO	PUT	FPO		FPO	PUT	FPO	PUT		PUT	FPO PUT
New Self-Propelled Applicators/Floaters - Eligible Brands	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	22%	-	-	-	-	-	-]	
New Self-Propelled Applicators/Floaters - Eligible Brands	500/yr	35%	_	30%	-	30%	-	25%	-	25%		20%	-	20%	-	17%	-	-	-	-	-	-	-	
Used - Up to 10 yrs old - Eligible Brands	No Limits	l -	30%		25%	1 _	25%	Ì	20%	ı	20%	I	15%	1 _	15%	l _	15%	_	-	1 _		1 _ 1	_	

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

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.

ApDirect® is an equipment financing program offered by Farm Credit Services of America and other lenders, including participating Farm Credit System Institutions.

The final residual percentage will be based on the lower of either the actual/dowtesides dales 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.





Aggirect. Residual Matrix								-14	229	e l	Pur	ch	256	<u>۵</u> (۵	nti	ion	2								
Farm Machinery & Equipment	Hour Limits	2-у	ear	2.5-	year	3-у	ear		year		ear		year		ear	5.5-		6-у	ear	6.5-	year	7-y	ear	7.5-	year
Combines & Forage Harvesters		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/
New: Current or Prior Model Year Only; Never Retailed; Under 85 Demo Hours New Combines/Forage Harvesters - Eligible Brands	200/yr	50%	58%	47%		45%		42%	50%		47%		44%			30%		27%	35%			21%			
New Combines/Forage Harvesters - Eligible Brands	400/yr	45%	50%	42%		39%		34%	42%	30%			37%	20%		17%		15%			JZ 70	-	2370	-	-
New Combines/Forage Harvesters - Eligible Brands	450/yr	30%	30 /0	24%	47 70	18%	4370	14%	72 /0	10%	4070	2370	31 /0	2070	3370	17 70	33 /0	1370	2070		-			_	
New Combines/Forage Harvesters - Eligible Brands	No Limits	0070	40%	_	37%	-	35%	-	32%	-	30%		27%		25%		20%		15%		15%		15%		15%
Jsed - Up to 2 yrs old & < 500 hrs - Eligible Brands	200/yr	38%	56%	35%		33%		30%	48%	28%		25%	43%	23%	41%	21%	36%	19%		17%	33%	14%		11%	29%
Jsed - Up to 2 yrs old & < 500 hrs - Eligible Brands	400/yr	32%	47%		43%	24%		19%	34%	15%			25%		20%	-	-	-	-	-	-	-	-	-	-
Jsed - Up to 5 yrs old & < 1200 hrs - Eligible Brands	400/yr	14%	29%		28%	10%	27%	10%	25%	_	23%	-	21%	-	19%	-	_	_	_	-	_	-	_	-	_
Jsed Combines/Forage Harvesters - Up to 10 yrs old - All Brands	450/yr	15%	_	14%	_	-	_	-	_	-		-	_	-		-	_	_	_	-	_	-	_	_	_
Jsed Combines/Forage Harvesters - Up to 10 yrs old - All Brands	No Limits	-	30%	-	27%	-	25%	-	22%	-	20%	-	17%	-	15%	-	15%	_		-	_	-	-	-	-
New Headers/Platforms (stand-alone)	_	35%	40%	35%	40%	30%		30%	35%	25%		25%		20%		20%		10%	15%	_	_		_	_	_
Jsed Headers/Platforms (stand-alone) - Up to 5 years old	_	25%	30%	25%		20%		20%	25%	15%			20%	10%		10%	15%	_	_	-	_		_	_	_
Jsed Headers/Platforms (stand-alone) - Up to 10 years old	_	15%	20%		20%		15%	10%		5%	10%	5%	10%	\$1	-	\$1	-	-	_	_	-	_	_	_	_
· · · · · ·										<u> </u>		· · ·												I	
Self-Prop Windrowers/Swathers/Mergers New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours		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 Self-Propelled Windrowers/Swathers/Mergers - Eligible Brands	300/yr	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	15%	20%	15%	20%	15%	20%	15%	20%	-	-
New Self-Propelled Windrowers/Swathers/Mergers - All Brands	400/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	10%	-	-	-	-	-	-	-	-	-
New Self-Propelled Windrowers/Swathers/Mergers - All Brands	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	15%	-	-	-	-	-	-	-	-
Jsed - Up to 10 yrs old - All Brands	400/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Jsed - Up to 10 yrs old - All Brands	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
Self-Prop Cotton Harvesters (Pickers/Strippers/Balers) New: Current or Prior Model Year Only; Never Retailed; Under 85 Demo Hours		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 Cotton Harvesters - Eligible Brands	400/yr	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	15%	20%	15%	20%	15%	20%	15%	20%	-	-
New Cotton Harvesters - Eligible Brands	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	15%	-	15%	-	15%	-	15%	-	-
Jsed - Up to 5 yrs old - Eligible Brands	400/yr	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	12%	-	-	-	-	-	-	-	-	-
Jsed - Up to 5 yrs old - Eligible Brands	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	-	-	-	-	-	-	-
Jsed - Up to 10 yrs old - Eligible Brands	400/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Jsed - Up to 10 yrs old - Eligible Brands	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
Misc. Harvesting Equipment New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours New Carts & Wagons - Grain Carts, Dump Carts, Seed Tenders, Cotton Carts, Grape		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
Sondolas, Tender Trailers/Boxes, Forage Wagon, Dump Wagon, Non-titled Silage Trailer, Header ransport Trailer	_	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	_	_	_	_	_	_	_	_
New Hay Equipment - Bale Handlers, Bale Wagons, Mower Conditioners, Rakes, Mowers, Discbines, Haybines, Mergers, Tedders, Fluffers, Hay Squeezes, Mocos	_	35%					35%									18%			_		_		_	_	
New Potato Equipment - Harvesters, Windrowers, Pilers, Eliminators, Conveyors, Follectors, Scoops, Evenflow Bins, Clod Hoppers		25%	30%			20%		15%			20%		15%	10%		8%	15%		_		_		_		
New Berry Harvesters	500/yr	30%	3070	25%	2570	25%	2570	20%	2070	20%		15%	1370	15%	1370	10%	1070	10%	_	10%	_	10%			
New Berry Harvesters	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%		20%	-	15%	-	15%	-	15%	-	15%	-	-
New Beet Harvesters/Managers/Defoliators	500/yr	30%	_	25%	_	25%	_	20%	_	20%		15%	_	15%		10%	_	10%	_	10%	-	10%	_	_	_
New Beet Harvesters/Managers/Defoliators	No Limits	_	35%	-	30%	-	30%	-	25%	-	25%	-	20%		20%	-	15%	_	15%	-	15%	-	15%	_	_
New Grape Multi-function Harvesters	600/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
New Grape Multi-function Harvesters	No Limits	-	30%	-	25%		25%	-	20%	-	20%		15%	-	15%	-	15%		-	-	-		-	-	-
New Other Specialized Harvesters omato Harvesters, Tobacco Harvesters	500/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	_	8%	-	-	-	-	-	-	-	-	-
New Other Specialized Harvesters fomato Harvesters, Tobacco Harvesters	No Limits	-	30%	_	25%	-	25%	_	20%	-	20%	_	15%	_	15%	_	15%	_	_	-	_	_	_	_	_
New Nut, Vineyard & Orchard Equipment larvesters, Shuttle Carts, Bankouts, Pruners, Dusters, Loader Bins	-	25%	30%	20%	25%	20%		15%	20%		20%	10%	15%	10%		8%	15%	_		_	_	_	_	_	
New Tree Shakers, Nut Sweepers & Orchard Platforms	-	35%	40%		35%	30%		25%	30%	25%			25%	20%			23%	_	_	_	_		_	l _	
JSed - Up to 5 yrs old (all assets listed in this category) IOTE: 800/yr limit applies only to harvesters in this category.			.070				3070		3070		50 70		2070		_570		2570								
IOTE: 500/yr limit applies only to harvesters in this category. Jsed - Up to 5 yrs old (all assets listed in this category)	500/yr No Limits	25%	30%	20%	- 25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
Jsed - Up to 5 yrs old (all assets listed in this category) Jsed - Up to 10 yrs old (all assets listed in this category) Jore: 800yr limit applies only to harvesters in this category.	500/yr	15%	-	10%		10%	-	5%	-	5%	-	\$1	-	\$1	-	- \$1	-	-	-	-	-	-	-	-	-
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Aguirect. Residual Matrix								Į	62	SP	Pur	'Ch	256	<u> </u>	nti	nne									
Farm Machinery & Equipment	Hour								_ 	JE	. ui	GH	use	,	Pul	0118	,								
New: Current or Prior Model Year Only; Never Retailed	Limits	2-у	/ear	2.5-	year	3-у	ear	3.5-	year	4-y	/ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-y	ear	7.5-y	ear
Planting 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		PRO/ PUT
New Planters, Drills and Airseeders - Eligible Brands	_	40%		35%		35%	40%			30%					30%	20%			20%		20%				20%
New Planting Equipment - Planters, Seeders, Air Carts, Drills, Toolbars - All Brands	_																		20%						15%
		35%				30% 25%	30%		27%		30%				20%							10%		1076	13%
Used Planting Equipment - Up to 5 yrs old - All Brands Used Planting Equipment - Up to 10 yrs old - All Brands	-	25%				20%				20%			22% 17%						20% \$1	5% \$1	10% \$1	\$1	\$1	-	
Osed Fighting Equipment - Op to 10 yrs old - All Brailles	l -	23%		2370		20%		17 70		13%		1270		1076		\$1	\$1	\$1		١٩١				$\stackrel{\cdot}{=}$	_
Irrigation		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 Irrigation - Center Pivots, Lateral Pivots, Hard Hose Travelers, Wheellines, & Handline Pipe	-	25%	30%	25%	30%	25%	30%	20%	25%	20%	25%	20%	25%	20%	25%	15%	20%	15%	20%	15%	20%	15%	20%	-	-
New Irrigation Pumps, Motors, Panels, Engines & Power Units	-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	15%	20%	15%	20%	-	-
New Irrigation Control Products Sprinkler packages, panel upgrades, base stations, & conversions (sold separately)	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
Used Irrigation - Up to 10 yrs old	-	10%	15%	10%	15%	10%	15%	10%	15%	10%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-
Wheel Loaders										1													I		
New: Current or Prior Model Year Only; Never Retailed; Under 130 Demo Hours		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 Wheel Loaders	500/yr	50%	55%	45%	50%	45%	50%	40%	45%	40%	45%	35%	40%	35%	40%	25%	30%	-	-	-	-	-	-	-	-
New Wheel Loaders	1000/yr	45%	50%	40%	45%	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	20%	25%	-	-	-	-		-	-	-
New Wheel Loaders	1500/yr	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	-	30%	-	30%	-	20%	-	-	_	-		-	-	-
New Wheel Loaders	2000/yr	35%	40%	30%	35%	30%	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	-	<u> </u>	-	-	-	-	
New Wheel Loaders	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	-	-	-	-	-	-	-
Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours < 6,000 at lease end)	500/yr	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	-	-	-	_	-	-	-	-
Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours < 6,000 at lease end)	1000/yr	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	_	15%	_	_	_	_	_			_
Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours																									
< 6,000 at lease end) Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours	1500/yr	25%	30%			20%	25%	15%	20%	15%	20%	-	15%	-	15%	-	15%	-	-	-	-		-	-	-
< 6,000 at lease end)	2000/yr	20%	25%	15%		-	20%	-	15%	-	15%	-	15%	-	15%	-	15%	-	-	<u> </u>	-	\vdash	-	-	-
Used Wheel Loaders	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	10%	-	10%	-	10%	-	-	<u> </u>	-		-		-
Skid Steers/Telehandlers/Excavators New: Current or Prior Model Year Only; Never Retailed; Under 130 Demo Hours		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 Skid Steer Loaders	500/yr	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
New Skid Steer Loaders	1000/yr	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	12%	-	-	-	-	-		-	-	-
New Skid Steer Loaders	1500/yr	30%	-	21%	-	21%	-	6%	-	6%	-	-	-	-	-	-	-	-	-	<u> </u>	-		-	-	-
New Skid Steer Loaders	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	<u> </u>	-		-	-	-
New Telehandlers/Rough Terrain Lift Trucks/Shooting Boom	1000/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-		-		-	-	-
New Telehandlers/Rough Terrain Lift Trucks/Shooting Boom	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	<u> </u>	-	-	-	-	-
New Excavators & Backhoes	2000/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	<u> </u>	-		-	-	-
New Excavators & Backhoes	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	_	-		-	-	-
Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 5 yrs old	1250/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	<u> </u>	-		-	-	-
Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 5 yrs old	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-		-		-
Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 10 yrs old	1000/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	<u> </u>	-	-	-	-	-
Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 10 yrs old	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	<u> </u>	\$1	-	-	<u> </u>	-		-		-
Miscellaneous		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		PRO/ PUT
New Portable, Trailer-Mounted Orchard Wind Machines	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	15%	20%	15%	20%	5%	15%	5%	15%	5%	15%	5%	15%	-	-
New GPS Stand-Alone Units	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
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AgDirect. Residual Matrix								L	_ea	se	Pur	rch	ase	• O	ptio	ons	<u> </u>								
Farm Machinery & Equipment	Hour																								
New: Current or Prior Model Year Only; Never Retailed	Limits	2-	year	2.5-	year	3-у	ear	3.5-	year	4-y	ear	4.5-	year	5-у	ear	5.5-	year	6-у	ear	6.5-	year	7-y	ear	7.5-	/ear
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	Bale Limits	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%	1	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%			35%	30%	35%		30%		30%		25%	20%			23%	-	-	-		- 1	-	_	_
Used - Up to 5 yrs old (all assets listed in this category)	1	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 Processers, 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	1	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%			25%	20%	25%		20%		20%		15%	10%		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	-	-	-	-	-	-	-	-	-
Other Field Equipment & Implements		FPO	PRO/ PUT	FPO	PRO/	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/	FPO	PRO/	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%		25%	20%	25%		20%		20%		15%	10%	15%	8%	15%		_	-	_	-	_		_
Used - Up to 10 yrs old	-	15%		10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-
Forestry Machinery & Equipment 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	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 See Residual Matrix cover sheet for additional terms and conditions.	1200/yr	20%	25%	15%	20%	15%	20%	10%	15% Ques	10% tions?	15% Contac		15%	5% 525-98	15% 05 or w	5% ww.ag	15% direct.	- com	-	_	-	-	-		-

See Residual Matrix cover sheet for additional terms and conditions.

Questions? Contact us at 1-888-525-9

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

AgDirect® is an equipment financing program offered by Farm Credit Services of America and other lenders, including 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.





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