

**Types of Leases:**

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

**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.



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

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<b><u>Self-Propelled Sprayers &amp; Self-Propelled Applicators/Floaters</u></b>	<b>14</b>
• <b>Eligible Brands:</b> John Deere, Case IH, New Holland, Hagie, Apache, RoGator (AGCO and Fendt), TerraGator, Miller	
<b><u>Combines &amp; Forage Harvesters</u></b>	<b>15</b>
• <b>Eligible Brands:</b> John Deere, Case IH, New Holland, Massey Ferguson, Fendt, Gleaner, Claas/Lexion, Krone	
<b><u>Self-Propelled Windrowers/Swathers &amp; Self-Propelled Mergers</u></b>	<b>15</b>
• <b>Eligible Brands:</b> John Deere, Case IH, New Holland, Massey Ferguson/Hesston, Oxbo, MacDon	
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• <b>Eligible Brands:</b> John Deere, Case IH	
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• Irrigation	
• Wheel Loaders	
• Skid Steers/Telehandlers/Excavators	
• Balers	
• Application & Tillage - Pull-Type	
• Mixers/Grain Handling/Manure Handling	
• Other Field Equipment & Implements	
• Forestry Machinery & Equipment	
<b><u>Excess Hour Charges:</u></b>	
• Tractors:	
○ Row Crop: \$163/engine hour	
○ Tracked: \$196/engine hour	
○ 4WD: \$196/engine hour	
○ Utility, Orchard & Vineyard: \$87/engine hour	
• Combines: \$435/engine hour	
• Forage Harvesters: \$653/engine hour	

**Excess Hour Charges (cont'd)**

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

<b>Eligible Tractor Brand Quick Reference:</b>				
<b>Brand/Type</b>	<b>Row Crop Tractors (140 hp+)</b>	<b>Tracked Tractors (ALL tractors sold with tracks on them even if row crop or 4wd)</b>	<b>4WD Tractors</b>	<b>Utility/Orchard/ Vineyard Tractors (35-139 hp)</b>
<b>John Deere</b>	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
<b>Case IH</b>	All Maxxum*, Puma, Magnum & Optum series (except Magnum Rowtrac)	All Rowtrac & Quadtrac series (including Magnum Rowtrac)	All Steiger series	Farmall & Vestrum series
<b>New Holland</b>	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
<b>Massey Ferguson</b>	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
<b>Fendt</b>	All (not ending in an MT)	1100 Vario MT series & 900 Vario MT series	None	300 Vario series*, 500 Vario series*
<b>McCormick</b>	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
<b>Kubota</b>	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 with tracks including row crop or 4wd.	Utility/Orchard/ Vineyard Tractors (35-139 hp)
All Models ending with a T or RX	All 3, 4, 5, 6D, & 6E 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 JD Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5 year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>New Row Crop</b> - 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%
<b>New Row Crop</b> - 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%
<b>New Row Crop</b> - JOHN DEERE ONLY	600/yr	60%	70%	58%	69%	57%	68%	54%	65%	52%	63%	48%	61%	45%	59%	43%	57%	42%	53%	40%	51%	39%	50%	37%	48%
<b>New Row Crop</b> - 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%	-	-	-	-
<b>New Row Crop</b> - JOHN DEERE ONLY	1200/yr	54%	64%	52%	62%	51%	61%	49%	59%	47%	57%	43%	56%	40%	55%	36%	50%	-	-	-	-	-	-	-	-
<b>New Row Crop</b> - JOHN DEERE ONLY	1500/yr	50%	60%	47%	57%	44%	54%	41%	51%	38%	48%	-	46%	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Row Crop</b> - JOHN DEERE ONLY	No Limits	-	53%	-	52%	-	51%	-	48%	-	46%	-	45%	-	41%	-	41%	-	-	-	-	-	-	-	-
<b>New 4WD &amp; Tracked</b> - 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%
<b>New 4WD &amp; Tracked</b> - 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%
<b>New 4WD &amp; Tracked</b> - JOHN DEERE ONLY	600/yr	51%	61%	48%	58%	45%	55%	44%	54%	43%	53%	41%	51%	39%	49%	36%	46%	34%	44%	31%	41%	29%	39%	26%	36%
<b>New 4WD &amp; Tracked</b> - 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%	-	-	-	-
<b>New 4WD &amp; Tracked</b> - JOHN DEERE ONLY	1200/yr	48%	58%	45%	55%	42%	52%	38%	48%	35%	45%	31%	41%	28%	38%	-	-	-	-	-	-	-	-	-	-
<b>New 4WD &amp; Tracked</b> - JOHN DEERE ONLY	No Limits	-	44%	-	43%	-	42%	-	41%	-	40%	-	37%	-	35%	-	35%	-	-	-	-	-	-	-	-
<b>New Utility</b> - 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%
<b>New Utility</b> - 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%
<b>New Utility</b> - JOHN DEERE ONLY	600/yr	51%	61%	49%	59%	47%	57%	45%	55%	43%	53%	40%	50%	38%	48%	35%	45%	33%	43%	31%	41%	29%	39%	27%	37%
<b>New Utility</b> - JOHN DEERE ONLY	900/yr	37%	47%	35%	45%	33%	43%	31%	41%	29%	39%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Utility</b> - JOHN DEERE ONLY	1200/yr	23%	33%	21%	31%	19%	29%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Utility</b> - JOHN DEERE ONLY	No Limits	-	40%	-	37%	-	35%	-	32%	-	30%	-	27%	-	25%	-	25%	-	-	-	-	-	-	-	-

## 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.



7:30 a.m. to 5:30 p.m. CT  
Call 888-525-9805 or visit  
[AGDIRECT.com](http://AGDIRECT.com).

# Lease Options for Used John Deere Tractors

**Qualifying Used John Deere Tractors by Age:**

\* Up to **10** years of age by serial number

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

Used JD Row Crop Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT
		<b>Used Row Crop - JOHN DEERE ONLY</b> w/< <b>450</b> hours on Meter	300/yr	65%	75%	64%	74%	63%	73%	60%	70%	58%	68%	56%	66%	54%	64%	51%	61%	49%	59%	47%	57%	45%	55%
	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%
	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%
	900/yr	57%	67%	55%	65%	54%	64%	51%	61%	49%	59%	47%	57%	45%	55%	-	-	-	-	-	-	-	-	-	-
	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%	-	-	-	-	-	-	-	-
<b>Used Row Crop - JOHN DEERE ONLY</b> w/< <b>880</b> hours on Meter	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%
	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%
	900/yr	55%	65%	53%	63%	52%	62%	49%	59%	47%	57%	46%	56%	45%	55%	44%	54%	-	-	-	-	-	-	-	-
	1200/yr	52%	62%	50%	60%	49%	59%	47%	57%	45%	55%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	51%	61%	47%	57%	44%	54%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
<b>Used Row Crop - JOHN DEERE ONLY</b> w/< <b>1690</b> hours on Meter	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%
	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%
	900/yr	51%	61%	49%	59%	48%	58%	45%	55%	43%	53%	40%	50%	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	48%	58%	46%	56%	45%	55%	42%	52%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	47%	57%	43%	53%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
<b>Used Row Crop - JOHN DEERE ONLY</b> w/< <b>2440</b> hours on Meter	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%	-	-	-	-	-	-	-	-
	600/yr	50%	60%	49%	59%	48%	58%	45%	55%	43%	53%	41%	51%	39%	49%	37%	47%	-	-	-	-	-	-	-	-
	900/yr	47%	57%	45%	55%	44%	54%	42%	52%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	44%	54%	39%	49%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	43%	53%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
<b>Used Row Crop - JOHN DEERE ONLY</b> w/< <b>3130</b> hours on Meter	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%
	450/yr	47%	57%	46%	56%	45%	55%	42%	52%	40%	50%	36%	46%	-	-	-	-	-	-	-	-	-	-	-	-
	600/yr	46%	56%	45%	55%	44%	54%	41%	51%	39%	49%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-
	900/yr	43%	53%	41%	51%	40%	50%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-

Used JD 4WD & Tracked Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
		FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT	FPO	PRO/ PUT
		<b>Used 4WD &amp; Tracked - JOHN DEERE ONLY</b> w/< <b>450</b> hours on Meter	300/yr	64%	74%	61%	71%	59%	69%	55%	65%	52%	62%	51%	61%	50%	60%	47%	57%	45%	55%	42%	52%	39%	49%
	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%
	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%
	900/yr	57%	67%	54%	64%	52%	62%	49%	59%	46%	56%	44%	54%	43%	53%	41%	51%	40%	50%	-	-	-	-	-	-
	1200/yr	54%	64%	51%	61%	49%	59%	46%	56%	44%	54%	41%	51%	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	48%	58%	44%	54%	41%	51%	37%	47%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-
<b>Used 4WD &amp; Tracked - JOHN DEERE ONLY</b> w/< <b>880</b> hours on Meter	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%
	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%
	900/yr	55%	65%	52%	62%	50%	60%	47%	57%	44%	54%	42%	52%	40%	50%	38%	48%	-	-	-	-	-	-	-	-
	1200/yr	52%	62%	49%	59%	47%	57%	44%	54%	42%	52%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	46%	56%	42%	52%	39%	49%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-

# Lease Options for Used John Deere Tractors

Used JD 4WD & Tracked Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>Used 4WD &amp; Tracked - JOHN DEERE ONLY</b> w/< 1690 hours on Meter	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%	-	-
	600/yr	54%	64%	51%	61%	49%	59%	46%	56%	43%	53%	41%	51%	40%	50%	37%	47%	34%	44%	31%	41%	29%	39%	-	-
	900/yr	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%	-	-	-	-	-	-	-	-
<b>Used 4WD &amp; Tracked - JOHN DEERE ONLY</b> w/< 2440 hours on Meter	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%	-	-	-	-	-	-	-	-
	600/yr	50%	60%	47%	57%	45%	55%	42%	52%	39%	49%	37%	47%	36%	46%	34%	44%	-	-	-	-	-	-	-	-
	900/yr	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%	-	-	-	-	-	-	-	-
<b>Used 4WD &amp; Tracked - JOHN DEERE ONLY</b> w/< 3130 hours on Meter	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%
	450/yr	47%	57%	44%	54%	42%	52%	39%	49%	36%	46%	33%	43%	-	-	-	-	-	-	-	-	-	-	-	-
	600/yr	46%	56%	43%	53%	41%	51%	38%	48%	35%	45%	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-
	900/yr	43%	53%	40%	50%	38%	48%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-

  

Used JD Utility Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year		
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
<b>Used Utility - JOHN DEERE ONLY</b> w/< 450 hours on Meter	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%	
	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%	
	900/yr	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	1200/yr	40%	50%	37%	47%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-	
	<b>Used Utility - JOHN DEERE ONLY</b> w/< 880 hours on Meter	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%	
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%	
900/yr		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%	-	-	-	-	-	-	-	-	
<b>Used Utility - JOHN DEERE ONLY</b> w/< 1690 hours on Meter		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%	-	-	
	600/yr	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	38%	48%	36%	46%	32%	42%	29%	39%	25%	35%	22%	32%	-	-	
	900/yr	40%	50%	37%	47%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	1200/yr	29%	39%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-	
	<b>Used Utility - JOHN DEERE ONLY</b> w/< 2440 hours on Meter	300/yr	55%	65%	52%	62%	50%	60%	47%	57%	45%	55%	42%	52%	40%	50%	36%	46%	33%	43%	29%	39%	26%	36%	22%	32%
450/yr		45%	55%	42%	52%	40%	50%	37%	47%	35%	45%	32%	42%	30%	40%	26%	36%	-	-	-	-	-	-	-	-	
600/yr		44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	31%	41%	29%	39%	25%	35%	-	-	-	-	-	-	-	-	
900/yr		33%	43%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits		-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-	
<b>Used Utility - JOHN DEERE ONLY</b> w/< 3130 hours on Meter		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%
		450/yr	38%	48%	35%	45%	33%	43%	30%	40%	28%	38%	25%	35%	-	-	-	-	-	-	-	-	-	-	-	-
	600/yr	37%	47%	34%	44%	32%	42%	29%	39%	27%	37%	24%	34%	-	-	-	-	-	-	-	-	-	-	-	-	
	No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-	

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.**

# Lease Options for New Case IH Tractors

## Qualifying New Case IH Tractors by Age and Hours:

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

Row Crop Tractors (140 hp+)	4WD Tractors
All Maxxum*, Puma, Magnum & Optum series (except Magnum Rowtrac)	All Steiger series
Tracked Tractors ALL tractors sold with tracks including row crop or 4wd.	Utility/Orchard/ Vineyard Tractors (35-139 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-year		2.5 year term		3-year		3.5 year term		4-year		4.5 year term		5-year		5.5 year term		6-year		6.5 year		7-year		7.5 year term	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>New Row Crop - CASE IH ONLY</b>	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%
<b>New Row Crop - CASE IH ONLY</b>	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%
<b>New Row Crop - CASE IH ONLY</b>	600/yr	53%	63%	50%	60%	47%	57%	45%	55%	43%	53%	41%	51%	40%	50%	39%	49%	38%	48%	37%	47%	34%	47%	32%	44%
<b>New Row Crop - CASE IH ONLY</b>	900/yr	52%	62%	48%	58%	45%	55%	43%	53%	41%	51%	39%	49%	38%	48%	36%	46%	34%	44%	32%	42%	-	-	-	-
<b>New Row Crop - CASE IH ONLY</b>	1200/yr	50%	60%	46%	56%	43%	53%	40%	50%	37%	47%	35%	45%	33%	43%	33%	43%	-	-	-	-	-	-	-	-
<b>New Row Crop - CASE IH ONLY</b>	1500/yr	46%	56%	42%	52%	38%	48%	35%	45%	32%	42%	-	42%	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Row Crop - CASE IH ONLY</b>	No Limits	-	47%	-	46%	-	46%	-	44%	-	42%	-	39%	-	37%	-	35%	-	-	-	-	-	-	-	-
<b>New 4WD &amp; Tracked - CASE IH ONLY</b>	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%
<b>New 4WD &amp; Tracked - CASE IH ONLY</b>	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%
<b>New 4WD &amp; Tracked - CASE IH ONLY</b>	600/yr	47%	57%	45%	55%	42%	52%	40%	50%	38%	48%	36%	46%	35%	45%	33%	43%	32%	42%	31%	41%	30%	40%	29%	39%
<b>New 4WD &amp; Tracked - CASE IH ONLY</b>	900/yr	43%	53%	41%	51%	39%	49%	36%	46%	33%	43%	31%	41%	29%	39%	27%	37%	25%	35%	23%	33%	-	-	-	-
<b>New 4WD &amp; Tracked - CASE IH ONLY</b>	1200/yr	42%	52%	38%	48%	35%	45%	34%	44%	31%	41%	28%	38%	25%	35%	-	-	-	-	-	-	-	-	-	-
<b>New 4WD &amp; Tracked - CASE IH ONLY</b>	No Limits	-	32%	-	31%	-	30%	-	29%	-	28%	-	26%	-	25%	-	23%	-	-	-	-	-	-	-	-
<b>New Utility - CASE IH ONLY</b>	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%
<b>New Utility - CASE IH ONLY</b>	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%
<b>New Utility - CASE IH ONLY</b>	600/yr	49%	59%	46%	56%	44%	54%	41%	51%	39%	49%	36%	46%	34%	44%	31%	41%	28%	38%	25%	35%	22%	32%	20%	30%
<b>New Utility - CASE IH ONLY</b>	900/yr	35%	45%	32%	42%	30%	40%	27%	37%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Utility - CASE IH ONLY</b>	1200/yr	21%	31%	18%	28%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Utility - CASE IH ONLY</b>	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.

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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  
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[AGDIRECT.COM](http://AGDIRECT.COM)





# Lease Options for Used Case IH Tractors

Used Case IH 4WD & Tracked Tractor Lease Options:		Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
			FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>Used 4WD &amp; Tracked - CASE IH ONLY</b> w/< 1690 hours on Meter		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%	-	-
		600/yr	43%	53%	42%	52%	41%	51%	39%	49%	37%	47%	35%	45%	34%	44%	32%	42%	31%	41%	30%	40%	28%	38%	-	-
		900/yr	42%	52%	41%	51%	40%	50%	37%	47%	35%	45%	33%	43%	-	-	-	-	-	-	-	-	-	-	-	-
		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%	-	-	-	-	-	-	-	-
<b>Used 4WD &amp; Tracked - CASE IH ONLY</b> w/< 2440 hours on Meter		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%	-	-	-	-	-	-	-	-
		600/yr	39%	49%	38%	48%	37%	47%	35%	45%	33%	43%	31%	41%	30%	40%	29%	39%	-	-	-	-	-	-	-	-
		900/yr	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%	-	-	-	-	-	-	-	-
<b>Used 4WD &amp; Tracked - CASE IH ONLY</b> w/< 3130 hours on Meter		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%
		450/yr	36%	46%	35%	45%	34%	44%	32%	42%	30%	40%	28%	38%	-	-	-	-	-	-	-	-	-	-	-	
		600/yr	35%	45%	34%	44%	33%	43%	31%	41%	29%	39%	27%	37%	-	-	-	-	-	-	-	-	-	-	-	-
		900/yr	34%	44%	33%	43%	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	-	-	-	-	-	-	-

  

Used Case IH Utility Tractor Lease Options:		Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
			FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>Used Utility - CASE IH ONLY</b> w/< 450 hours on Meter		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%
		600/yr	54%	64%	51%	61%	48%	58%	47%	57%	46%	56%	45%	55%	43%	53%	38%	48%	34%	44%	30%	40%	26%	36%	22%	32%
		900/yr	43%	53%	40%	50%	37%	47%	36%	46%	35%	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		1200/yr	32%	42%	29%	39%	26%	36%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
<b>Used Utility - CASE IH ONLY</b> w/< 880 hours on Meter		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%
		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%
		900/yr	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%	-	-	-	-	-	-	-	-
<b>Used Utility - CASE IH ONLY</b> w/< 1690 hours on Meter		300/yr	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/yr	44%	54%	41%	51%	38%	48%	37%	47%	36%	46%	35%	45%	33%	43%	28%	38%	24%	34%	20%	30%	16%	26%	-	-
		600/yr	43%	53%	40%	50%	37%	47%	36%	46%	35%	45%	34%	44%	32%	42%	27%	37%	23%	33%	19%	29%	15%	25%	-	-
		900/yr	32%	42%	29%	39%	26%	36%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		1200/yr	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
<b>Used Utility - CASE IH ONLY</b> w/< 2440 hours on Meter		300/yr	47%	57%	44%	54%	41%	51%	40%	50%	39%	49%	38%	48%	36%	46%	31%	41%	27%	37%	23%	33%	19%	29%	16%	26%
		450/yr	37%	47%	34%	44%	31%	41%	30%	40%	29%	39%	28%	38%	26%	36%	21%	31%	-	-	-	-	-	-	-	-
		600/yr	36%	46%	33%	43%	30%	40%	29%	39%	28%	38%	27%	37%	25%	35%	20%	30%	-	-	-	-	-	-	-	-
		900/yr	25%	35%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-
<b>Used Utility - CASE IH ONLY</b> w/< 3130 hours on Meter		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%
		450/yr	30%	40%	27%	37%	24%	34%	23%	33%	22%	32%	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-
		600/yr	29%	39%	26%	36%	23%	33%	22%	32%	21%	31%	20%	30%	-	-	-	-	-	-	-	-	-	-	-	-
		No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-

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

New Tracked - FENDT ONLY	300/yr	52%	61%	51%	60%	50%	59%	48%	56%	46%	53%	43%	50%	41%	47%	40%	44%	39%	42%	39%	40%	38%	38%	26%	34%
New Tracked - FENDT ONLY	450/yr	50%	57%	46%	54%	43%	51%	41%	50%	39%	49%	37%	47%	36%	45%	34%	42%	32%	40%	30%	37%	29%	35%	28%	32%
New Tracked - FENDT ONLY	600/yr	49%	56%	45%	53%	42%	50%	40%	49%	38%	48%	36%	46%	35%	44%	33%	41%	31%	39%	29%	36%	28%	34%	27%	31%
New Tracked - FENDT ONLY	900/yr	45%	54%	41%	51%	37%	48%	34%	45%	32%	43%	30%	41%	28%	40%	26%	38%	24%	36%	22%	34%	-	-	-	-
New Tracked - FENDT ONLY	1200/yr	44%	53%	39%	50%	37%	47%	32%	43%	31%	40%	28%	36%	26%	33%	26%	-	-	-	-	-	-	-	-	-
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	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%
New Utility - FENDT ONLY	900/yr	35%	45%	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Utility - FENDT ONLY	1200/yr	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Utility - FENDT 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.

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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.



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# 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 <small>(140 hp+)</small>	Tracked Tractors <small>All tractors sold with tracks including row crop or 4wd.</small>
All (not ending in an MT)	1100 Vario MT series & 900 Vario MT series
	<b>Utility/Orchard/ Vineyard Tractors</b> <small>(35-139 hp)</small>
	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 Tractor (140 hp+) or a Utility/Orchard/Vineyard Tractor (35-139 hp).

Used Fendt Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5 year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>Used Row Crop - FENDT ONLY</b> w/< 450 hours on Meter	300/yr	-	70%	-	69%	-	68%	-	65%	-	63%	-	61%	-	59%	-	56%	-	54%	-	52%	-	50%	-	48%
	450/yr	-	66%	-	65%	-	64%	-	61%	-	59%	-	57%	-	55%	-	52%	-	50%	-	48%	-	46%	-	44%
	600/yr	-	65%	-	64%	-	63%	-	60%	-	58%	-	56%	-	54%	-	51%	-	49%	-	47%	-	45%	-	43%
	900/yr	-	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%	-	-	-	-	-	-	-	-
<b>Used Row Crop - FENDT ONLY</b> w/< 880 hours on Meter	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%
	600/yr	-	63%	-	62%	-	61%	-	58%	-	56%	-	54%	-	52%	-	49%	-	47%	-	45%	-	43%	-	40%
	900/yr	-	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%	-	-	-	-	-	-	-	-
<b>Used Row Crop - FENDT ONLY</b> w/< 1690 hours on Meter	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%
	600/yr	-	59%	-	58%	-	57%	-	54%	-	52%	-	50%	-	48%	-	45%	-	43%	-	41%	-	39%	-	37%
	900/yr	-	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%	-	-	-	-	-	-	-	-
<b>Used Row Crop - FENDT ONLY</b> w/< 2440 hours on Meter	300/yr	-	60%	-	59%	-	58%	-	55%	-	53%	-	51%	-	49%	-	46%	-	44%	-	42%	-	40%	-	37%
	450/yr	-	56%	-	55%	-	54%	-	50%	-	49%	-	47%	-	45%	-	43%	-	-	-	-	-	-	-	-
	600/yr	-	55%	-	54%	-	53%	-	50%	-	48%	-	46%	-	44%	-	42%	-	-	-	-	-	-	-	-
	900/yr	-	52%	-	50%	-	49%	-	47%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1200/yr	-	49%	-	44%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	1500/yr	-	48%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-
<b>Used Row Crop - FENDT ONLY</b> w/< 3130 hours on Meter	300/yr	-	56%	-	55%	-	54%	-	51%	-	49%	-	47%	-	45%	-	42%	-	40%	-	38%	-	36%	-	34%
	450/yr	-	52%	-	51%	-	50%	-	47%	-	45%	-	41%	-	-	-	-	-	-	-	-	-	-	-	
	600/yr	-	51%	-	50%	-	49%	-	46%	-	44%	-	40%	-	-	-	-	-	-	-	-	-	-	-	
	900/yr	-	48%	-	46%	-	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-

Used Fendt Tracked Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>Used Tracked - FENDT ONLY</b> w/< 450 hours on Meter	300/yr	-	69%	-	66%	-	64%	-	60%	-	57%	-	56%	-	55%	-	52%	-	50%	-	47%	-	44%	-	42%
	450/yr	-	66%	-	63%	-	61%	-	58%	-	55%	-	53%	-	52%	-	49%	-	47%	-	45%	-	43%	-	38%
	600/yr	-	65%	-	62%	-	60%	-	57%	-	54%	-	52%	-	51%	-	48%	-	46%	-	44%	-	40%	-	37%
	900/yr	-	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%	-	-	-	-	-	-	-	-
<b>Used Tracked - FENDT ONLY</b> w/< 880 hours on Meter	300/yr	-	67%	-	64%	-	62%	-	58%	-	55%	-	54%	-	53%	-	50%	-	47%	-	44%	-	42%	-	40%
	450/yr	-	64%	-	61%	-	59%	-	56%	-	53%	-	51%	-	50%	-	47%	-	44%	-	41%	-	39%	-	36%
	600/yr	-	63%	-	60%	-	58%	-	55%	-	52%	-	50%	-	49%	-	46%	-	43%	-	40%	-	38%	-	35%
	900/yr	-	60%	-	57%	-	55%	-	52%	-	49%	-	47%	-	45%	-	43%	-	-	-	-	-	-	-	-
	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

Used Fendt Tracked Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
		<b>Used Tracked - FENDT ONLY w/&lt; 1690 hours on Meter</b>																							
300/yr	-	63%	-	60%	-	58%	-	54%	-	51%	-	50%	-	49%	-	46%	-	43%	-	40%	-	38%	-	35%	
450/yr	-	60%	-	57%	-	55%	-	52%	-	49%	-	47%	-	46%	-	43%	-	40%	-	37%	-	35%	-	-	
600/yr	-	59%	-	56%	-	54%	-	51%	-	48%	-	46%	-	45%	-	42%	-	39%	-	36%	-	34%	-	-	
900/yr	-	56%	-	53%	-	51%	-	48%	-	45%	-	42%	-	-	-	-	-	-	-	-	-	-	-	-	
1200/yr	-	53%	-	50%	-	48%	-	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1500/yr	-	47%	-	45%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-	
<b>Used Tracked - FENDT ONLY w/&lt; 2440 hours on Meter</b>																									
300/yr	-	59%	-	56%	-	54%	-	50%	-	47%	-	46%	-	45%	-	42%	-	39%	-	36%	-	34%	-	31%	
450/yr	-	56%	-	53%	-	51%	-	48%	-	45%	-	43%	-	42%	-	40%	-	-	-	-	-	-	-	-	
600/yr	-	55%	-	52%	-	50%	-	47%	-	44%	-	42%	-	41%	-	39%	-	-	-	-	-	-	-	-	
900/yr	-	52%	-	49%	-	47%	-	44%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1200/yr	-	49%	-	44%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1500/yr	-	43%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-	
<b>Used Tracked - FENDT ONLY w/&lt; 3130 hours on Meter</b>																									
300/yr	-	55%	-	52%	-	50%	-	46%	-	43%	-	42%	-	41%	-	38%	-	35%	-	32%	-	30%	-	27%	
450/yr	-	52%	-	49%	-	47%	-	44%	-	41%	-	38%	-	-	-	-	-	-	-	-	-	-	-	-	
600/yr	-	51%	-	48%	-	46%	-	43%	-	40%	-	37%	-	-	-	-	-	-	-	-	-	-	-	-	
900/yr	-	38%	-	45%	-	43%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	-	

Used Fendt Utility Tractor Lease Options:	Hour Limits	2-year		2.5 year		3-year		3.5 year		4-year		4.5 year		5-year		5.5 year		6-year		6.5 year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
		<b>Used Utility - FENDT ONLY w/&lt; 450 hours on Meter</b>																							
300/yr	61%	71%	58%	68%	56%	66%	53%	63%	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	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%	36%	24%	34%	
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%	
900/yr	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%	-	-	-	-	-	-	-	-	
<b>Used Utility - FENDT ONLY w/&lt; 880 hours on Meter</b>																									
300/yr	56%	66%	53%	63%	51%	61%	48%	58%	46%	56%	43%	53%	41%	51%	38%	48%	36%	46%	33%	43%	31%	41%	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%	
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%	
900/yr	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%	-	-	-	-	-	-	-	-	
<b>Used Utility - FENDT ONLY w/&lt; 1690 hours on Meter</b>																									
300/yr	47%	57%	44%	54%	42%	52%	39%	49%	37%	47%	34%	44%	32%	42%	29%	39%	27%	37%	24%	34%	22%	32%	20%	30%	
450/yr	37%	47%	34%	44%	32%	42%	29%	39%	27%	37%	24%	34%	22%	32%	19%	29%	17%	27%	-	-	-	-	-	-	
600/yr	36%	46%	33%	43%	31%	41%	28%	38%	26%	36%	23%	33%	21%	31%	18%	28%	16%	26%	-	-	-	-	-	-	
900/yr	25%	35%	22%	32%	20%	30%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1200/yr	14%	24%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-	
<b>Used Utility - FENDT ONLY w/&lt; 2440 hours on Meter</b>																									
300/yr	38%	48%	35%	45%	33%	43%	30%	40%	28%	38%	25%	35%	23%	33%	20%	30%	18%	28%	-	-	-	-	-	-	
450/yr	28%	38%	25%	35%	23%	33%	20%	30%	18%	28%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
600/yr	27%	37%	24%	34%	22%	32%	19%	29%	17%	27%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
900/yr	16%	26%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-	
<b>Used Utility - FENDT ONLY w/&lt; 3130 hours on Meter</b>																									
300/yr	29%	39%	26%	36%	23%	33%	21%	31%	19%	29%	16%	26%	-	-	-	-	-	-	-	-	-	-	-	-	
450/yr	19%	29%	16%	26%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
600/yr	18%	28%	15%	25%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
No Limits	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-	

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/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 Residual Matrix - Effective October 2024



**Residual Matrix**

## Lease Purchase Options

<b>New Tractors</b> 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  <i>New: Current or Prior Model Year Only; Never Retailed; Under 150 Demo Hours</i>		Hour Limits	2-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
<b>New Row Crop Tractors:</b> New Holland, Massey Ferguson, McCormick, Kubota		300/yr	52%	62%	52%	62%	51%	62%	49%	60%	47%	58%	44%	57%	41%	56%	38%	49%	35%	45%	32%	42%	29%	42%	29%	39%
		450/yr	51%	61%	47%	58%	44%	56%	42%	55%	40%	54%	38%	52%	36%	51%	34%	44%	32%	43%	31%	42%	28%	41%	28%	38%
		600/yr	50%	60%	46%	56%	43%	53%	41%	51%	39%	49%	37%	47%	35%	45%	33%	43%	31%	42%	30%	41%	28%	40%	27%	37%
		900/yr	49%	59%	45%	55%	42%	52%	39%	49%	37%	47%	35%	45%	33%	43%	31%	41%	29%	39%	27%	37%	-	-	-	-
		1200/yr	48%	58%	44%	54%	40%	50%	37%	47%	34%	44%	31%	41%	28%	38%	28%	38%	-	-	-	-	-	-	-	-
		1500/yr	44%	54%	40%	50%	36%	46%	33%	43%	30%	40%	-	40%	-	40%	-	-	-	-	-	-	-	-	-	-
No Limits	-	43%	-	43%	-	43%	-	40%	-	37%	-	34%	-	32%	-	26%	-	-	-	-	-	-	-	-		
<b>New Tracked Tractors:</b> New Holland, Massey Ferguson, McCormick, Kubota		300/yr	52%	62%	51%	61%	50%	60%	48%	58%	46%	57%	43%	56%	41%	55%	40%	52%	39%	51%	39%	50%	38%	50%	37%	47%
		450/yr	50%	60%	46%	56%	43%	55%	41%	54%	39%	53%	37%	51%	36%	50%	34%	47%	32%	46%	30%	45%	29%	45%	28%	42%
		600/yr	49%	59%	45%	55%	42%	52%	40%	50%	38%	48%	36%	46%	35%	45%	33%	43%	31%	42%	29%	41%	28%	40%	27%	37%
		900/yr	45%	55%	41%	51%	37%	47%	34%	44%	32%	43%	30%	41%	28%	40%	26%	36%	24%	34%	22%	32%	-	-	-	-
		1200/yr	44%	54%	39%	49%	37%	47%	32%	42%	31%	44%	28%	38%	26%	36%	26%	36%	-	-	-	-	-	-	-	-
		1500/yr	43%	53%	38%	48%	35%	45%	31%	41%	28%	38%	-	38%	-	38%	-	-	-	-	-	-	-	-	-	-
No Limits	-	37%	-	36%	-	35%	-	34%	-	33%	-	31%	-	30%	-	23%	-	-	-	-	-	-	-	-		
<b>New 4WD Tractors:</b> New Holland, Massey Ferguson, McCormick, Kubota		300/yr	56%	66%	53%	65%	50%	64%	48%	63%	46%	62%	43%	61%	40%	60%	37%	55%	35%	53%	32%	51%	30%	50%	26%	36%
		450/yr	48%	62%	47%	61%	46%	60%	44%	59%	43%	58%	40%	56%	37%	55%	34%	51%	32%	50%	29%	49%	27%	47%	25%	35%
		600/yr	47%	57%	46%	56%	45%	55%	43%	53%	42%	53%	39%	51%	36%	50%	33%	47%	31%	46%	28%	45%	26%	45%	24%	34%
		900/yr	42%	52%	41%	51%	40%	50%	39%	49%	38%	48%	35%	45%	33%	45%	31%	41%	29%	39%	17%	27%	-	-	-	-
		1200/yr	41%	51%	38%	48%	35%	45%	34%	44%	33%	43%	29%	41%	26%	40%	26%	36%	-	-	-	-	-	-	-	-
		1500/yr	40%	50%	36%	46%	31%	45%	27%	42%	24%	40%	-	34%	-	34%	-	-	-	-	-	-	-	-	-	-
No Limits	-	44%	-	43%	-	42%	-	41%	-	40%	-	37%	-	35%	-	28%	-	-	-	-	-	-	-	-		
<b>New Utility, Orchard, &amp; Vineyard Tractors:</b> New Holland, Massey Ferguson, McCormick, Kubota		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%
		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%
		900/yr	35%	45%	32%	42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		1200/yr	21%	31%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Tractors - All Types &amp; All Brands</b>		300/yr	-	52%	-	51%	-	50%	-	47%	-	45%	-	42%	-	40%	-	35%	-	31%	-	27%	-	-	-	
		600/yr	-	47%	-	45%	-	43%	-	42%	-	38%	-	36%	-	35%	-	30%	-	26%	-	22%	-	-	-	
		900/yr	-	42%	-	41%	-	37%	-	34%	-	33%	-	31%	-	30%	-	24%	-	22%	-	21%	-	-	-	
		No Limits	-	37%	-	36%	-	35%	-	34%	-	33%	-	31%	-	30%	-	19%	-	-	-	-	-	-	-	
<b>Used Tractors</b> 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-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	
<b>Used Row Crop, 4WD, or Tracked:</b> New Holland, Massey Ferguson, Fendt (FPO option), McCormick, Kubota, >3130 hours: John Deere, Case IH and Fendt		300/yr	46%	66%	45%	65%	44%	64%	43%	63%	42%	62%	41%	60%	39%	59%	36%	53%	33%	51%	32%	49%	27%	47%	24%	34%
		600/yr	36%	56%	35%	55%	34%	54%	33%	53%	32%	52%	30%	50%	29%	49%	28%	44%	27%	42%	24%	41%	22%	40%	22%	32%
		900/yr	34%	51%	33%	48%	32%	46%	31%	45%	30%	44%	28%	42%	25%	40%	25%	35%	-	-	-	-	-	-	-	
		300/yr	44%	56%	43%	55%	42%	54%	41%	53%	40%	52%	39%	50%	37%	48%	34%	43%	31%	41%	28%	39%	25%	38%	22%	32%
		600/yr	34%	51%	33%	50%	32%	49%	31%	48%	30%	47%	28%	44%	27%	41%	26%	36%	-	-	-	-	-	-	-	
		900/yr	32%	-	31%	-	30%	-	29%	-	28%	-	27%	-	25%	-	20%	-	-	-	-	-	-	-	-	
		No Limits	-	45%	-	42%	-	40%	-	37%	-	35%	-	32%	-	30%	-	-	-	-	-	-	-	-	-	
		1200/yr	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-	-	-	-	-	
		No Limits	-	40%	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	-	-	-	-	-	-	
		<b>Used Utility, Orchard, or Vineyard:</b> New Holland, Massey Ferguson, Fendt (FPO option), McCormick, Kubota >3130 hours: John Deere, Case IH and Fendt		300/yr	30%		30%		25%		25%		20%		20%		-		-		-		-		-	
No Limits	-			35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	20%	-	20%	-	20%	-	
300/yr	25%				25%		20%		20%		15%		15%		-		-		-		-		-		-	
No Limits	-			35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	20%	-	20%	-	20%	-	
<b>Used Tractors - All Types &amp; All Brands</b>		Hour 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		
		No Limits	-	40%	-	39%	-	35%	-	35%	-	30%	-	30%	-	25%	-	22%	-	22%	-	22%	-	22%		

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# AgDirect Residual Matrix - Effective October 2024



			Lease Purchase Options																								
Farm Machinery & Equipment		Hour Limits	2-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year		
Combines & Forage Harvesters <small>New: Current or Prior Model Year Only; Never Retailed; Under 85 Demo Hours</small>			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 Combines/Forage Harvesters - Eligible Brands			200/yr	50%	58%	47%	55%	45%	53%	42%	50%	39%	47%	36%	44%	33%	41%	30%	38%	27%	35%	24%	32%	21%	29%	18%	26%
New Combines/Forage Harvesters - Eligible Brands			400/yr	45%	50%	42%	47%	39%	45%	34%	42%	30%	40%	25%	37%	20%	35%	17%	33%	15%	20%	-	-	-	-	-	-
New Combines/Forage Harvesters - Eligible Brands			450/yr	30%	-	24%	-	18%	-	14%	-	10%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Combines/Forage Harvesters - Eligible Brands			No Limits	-	40%	-	37%	-	35%	-	32%	-	30%	-	27%	-	25%	-	20%	-	15%	-	15%	-	15%	-	15%
Used - Up to 2 yrs old & < 500 hrs - Eligible Brands			200/yr	38%	56%	35%	53%	33%	51%	30%	48%	28%	46%	25%	43%	23%	41%	21%	36%	19%	34%	17%	33%	14%	32%	11%	29%
Used - Up to 2 yrs old & < 500 hrs - Eligible Brands			400/yr	32%	47%	28%	43%	24%	39%	19%	34%	15%	30%	12%	25%	-	20%	-	-	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old & < 1200 hrs - Eligible Brands			400/yr	14%	29%	10%	28%	10%	27%	10%	25%	-	23%	-	21%	-	19%	-	-	-	-	-	-	-	-	-	-
Used Combines/Forage Harvesters - Up to 10 yrs old - All Brands			450/yr	15%	-	14%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Used 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%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	10%	15%	-	-	-	-	-	-
Used Headers/Platforms (stand-alone) - Up to 5 years old			-	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	-	-	-	-	-	-	-	-
Used Headers/Platforms (stand-alone) - Up to 10 years old			-	15%	20%	15%	20%	10%	15%	10%	15%	5%	10%	5%	10%	\$1	-	\$1	-	-	-	-	-	-	-	-	-
Self-Prop Windrowers/Swathers/Mergers <small>New: Current or Prior Model Year Only; Never Retailed; Under 100 Demo Hours</small>			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%	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old - All Brands			400/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old - All Brands			No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
Self-Prop Cotton Harvesters (Pickers/Strippers/Balers) <small>New: Current or Prior Model Year Only; Never Retailed; Under 85 Demo Hours</small>			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%	-	-
Used - Up to 5 yrs old - Eligible Brands			400/yr	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	12%	-	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old - Eligible Brands			No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old - Eligible Brands			400/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old - Eligible Brands			No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
Misc. Harvesting Equipment <small>New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours</small>			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 Carts & Wagons - Grain Carts, Dump Carts, Seed Tenders, Cotton Carts, Grape Gondolas, Tender Trailers/Boxes, Forage Wagon, Dump Wagon, Non-titled Silage Trailer, Header Transport 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, Discines, Haybines, Mergers, Tedders, Fluffers, Hay Squeezes, Mocos			-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
New Potato Equipment - Harvesters, Windrowers, Pilers, Eliminators, Conveyors, Collectors, Scoops, Evenflow Bins, Clod Hoppers			-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
New Berry Harvesters			500/yr	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	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 Tomato Harvesters, Tobacco Harvesters			500/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
New Other Specialized Harvesters Tomato Harvesters, Tobacco Harvesters			No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
New Nut, Vineyard & Orchard Equipment Harvesters, Shuttle Carts, Bankouts, Pruners, Dusters, Loader Bins			-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-
New Tree Shakers, Nut Sweepers & Orchard Platforms			-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category) NOTE: 500/yr limit applies only to harvesters in this category.			500/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)			No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category) NOTE: 500/yr limit applies only to harvesters in this category.			500/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)			No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-

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# AgDirect Residual Matrix - Effective October 2024



**Residual Matrix**

<b>Farm Machinery &amp; Equipment</b> <small>New: Current or Prior Model Year Only; Never Retailed</small>	Lease Purchase Options																								
	Hour Limits	2-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year	
		FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT	FPO	PRO/PUT
<b>Planting Equipment</b>																									
<b>New Planters, Drills and Airseeders - Eligible Brands</b>	-	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	28%	15%	20%	15%	20%	15%	20%	15%	20%
<b>New Planting Equipment - Planters, Seeders, Air Carts, Drills, Toolbars - All Brands</b>	-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	23%	12%	20%	10%	15%	10%	15%	10%	15%
<b>Used Planting Equipment - Up to 5 yrs old - All Brands</b>	-	30%	35%	27%	32%	25%	30%	22%	27%	20%	25%	17%	22%	15%	20%	12%	20%	10%	20%	5%	10%	\$1	\$1	-	-
<b>Used Planting Equipment - Up to 10 yrs old - All Brands</b>	-	25%	30%	23%	27%	20%	25%	17%	22%	15%	20%	12%	17%	10%	15%	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	-	-
<b>Irrigation</b>																									
<b>New Irrigation - Center Pivots, Lateral Pivots, Hard Hose Travelers, Wheelines, &amp; Handline Pipe</b>	-	25%	30%	25%	30%	25%	30%	20%	25%	20%	25%	20%	25%	20%	25%	15%	20%	15%	20%	15%	20%	15%	20%	15%	20%
<b>New Irrigation Pumps, Motors, Panels, Engines &amp; Power Units</b>	-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	15%	20%	15%	20%	15%	20%
<b>New Irrigation Control Products</b> <small>Sprinkler packages, panel upgrades, base stations, &amp; conversions (sold separately)</small>	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
<b>Used Irrigation - Up to 10 yrs old</b>	-	10%	15%	10%	15%	10%	15%	10%	15%	10%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-
<b>Wheel Loaders</b>																									
<small>New: Current or Prior Model Year Only; Never Retailed; Under 130 Demo Hours</small>																									
<b>New Wheel Loaders</b>	500/yr	50%	55%	45%	50%	45%	50%	40%	45%	40%	45%	35%	40%	35%	40%	25%	30%	-	-	-	-	-	-	-	-
<b>New Wheel Loaders</b>	1000/yr	45%	50%	40%	45%	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	20%	25%	-	-	-	-	-	-	-	-
<b>New Wheel Loaders</b>	1500/yr	40%	45%	35%	40%	35%	40%	30%	35%	30%	35%	-	30%	-	30%	-	20%	-	-	-	-	-	-	-	-
<b>New Wheel Loaders</b>	2000/yr	35%	40%	30%	35%	30%	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	-	-	-	-	-	-	-
<b>New Wheel Loaders</b>	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	-	-	-	-	-	-	-
<b>Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours &lt; 6,000 at lease end)</b>	500/yr	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	-	-	-	-	-	-	-	-
<b>Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours &lt; 6,000 at lease end)</b>	1000/yr	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	-	15%	-	-	-	-	-	-	-	-
<b>Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours &lt; 6,000 at lease end)</b>	1500/yr	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
<b>Used Wheel Loaders - Up to 10 yrs old (FPO structure: begin Hrs + Lease Hours &lt; 6,000 at lease end)</b>	2000/yr	20%	25%	15%	20%	-	20%	-	15%	-	15%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
<b>Used Wheel Loaders</b>	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	10%	-	10%	-	10%	-	-	-	-	-	-	-	-
<b>Skid Steers/Telehandlers/Excavators</b>																									
<small>New: Current or Prior Model Year Only; Never Retailed; Under 130 Demo Hours</small>																									
<b>New Skid Steer Loaders</b>	500/yr	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-
<b>New Skid Steer Loaders</b>	1000/yr	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	12%	-	-	-	-	-	-	-	-	-
<b>New Skid Steer Loaders</b>	1500/yr	30%	-	21%	-	21%	-	6%	-	6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>New Skid Steer Loaders</b>	No Limits	-	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-	-	-	-	-	-
<b>New Telehandlers/Rough Terrain Lift Trucks/Shooting Boom</b>	1000/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-	-	-	-	-	-	-
<b>New Telehandlers/Rough Terrain Lift Trucks/Shooting Boom</b>	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	-	-	-	-	-	-
<b>New Excavators &amp; Backhoes</b>	2000/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	-	-	-	-	-	-	-	-	-	-
<b>New Excavators &amp; Backhoes</b>	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	-	-	-	-	-	-
<b>Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 5 yrs old</b>	1250/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-
<b>Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 5 yrs old</b>	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-
<b>Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 10 yrs old</b>	1000/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
<b>Used Skid Steers/Telehandlers/Excavators/Backhoes-Up to 10 yrs old</b>	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-
<b>Miscellaneous</b>																									
<b>New Portable, Trailer-Mounted Orchard Wind Machines</b>	-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	15%	20%	15%	20%	5%	15%	5%	15%	5%	15%	5%	15%	5%	15%
<b>New GPS Stand-Alone Units</b>	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-
<b>New Processing and Packaging - Contact AgDirect for eligible brands</b> <small>See Residual Matrix cover sheet for additional terms and conditions.</small>	-	-	15%	-	15%	-	15%	-	15%	-	15%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-

Questions? Contact us at 1-888-525-9805 or [www.agdirect.com](http://www.agdirect.com)



# AgDirect Residual Matrix - Effective October 2024



## Residual Matrix

Farm Machinery & Equipment <small>New: Current or Prior Model Year Only; Never Retailed</small>	Lease Purchase Options																											
	Hour Limits	2-year		2.5-year		3-year		3.5-year		4-year		4.5-year		5-year		5.5-year		6-year		6.5-year		7-year		7.5-year				
Balers <small>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</small>	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	FPO	PRO/PUT	
All Balers - New	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	-	-	-	-	-	-	-	-	
All Balers - Used up to 5 yrs old	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-	-	-	
All Balers - Used up to 10 yrs old	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-	-	
Round Balers - New	1200/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-	-	-	-	-	-	-	-	-	
Round Balers - Used up to 5 yrs old	2400/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-	-	-	
Round Balers - Used up to 10 yrs old	3200/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-	-	-	
Large Square Balers - New	6000/yr	35%	-	30%	-	30%	-	25%	-	25%	-	20%	-	20%	-	18%	-	-	-	-	-	-	-	-	-	-	-	
Large Square Balers - Used up to 5 yrs old	9000/yr	25%	-	20%	-	20%	-	15%	-	15%	-	10%	-	10%	-	8%	-	-	-	-	-	-	-	-	-	-	-	
Large Square Balers - Used up to 10 yrs old	6000/yr	15%	-	10%	-	10%	-	5%	-	5%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-	-	-	
Small Square Balers - New	No Limits	-	40%	-	35%	-	35%	-	30%	-	30%	-	25%	-	25%	-	23%	-	-	-	-	-	-	-	-	-	-	
Small Square Balers - Used up to 5 yrs old	No Limits	-	30%	-	25%	-	25%	-	20%	-	20%	-	15%	-	15%	-	15%	-	-	-	-	-	-	-	-	-	-	
Small Square Balers - Used up to 10 yrs old	No Limits	-	20%	-	15%	-	15%	-	10%	-	10%	-	\$1	-	\$1	-	\$1	-	-	-	-	-	-	-	-	-	-	
<b>Application &amp; Tillage - Pull-Type</b>			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	FPO	PRO/PUT
New Application Equipment-Pull-Type - Spreader Boxes, Nurse/Anhydrous Tanks, Pull-Type Sprayers, Toolbars, Toolbar Applicators, Orchard/Vineyard Sprayers		-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-	-	-
New Tillage Equipment - Discs, Plows, Cultivators, Harrows, Rippers, Finishers, Blades, Scrapers, Ditchers, Levelers, Rollers, Bedders, Rotary Hoes, Chisel Plows		-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)		-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)		-	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-	-	-
<b>Mixers/Grain Handling/Manure Handling</b>			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	FPO	PRO/PUT
New TMR Mixers, Tub Grinders, & Bale Processors- pull-type, non-titled Mixer Wagon, Vertical Mixers, Bale Processors, Hay Busters (excludes 1150 model)		-	35%	40%	30%	35%	30%	35%	25%	30%	25%	30%	20%	25%	20%	25%	18%	23%	-	-	-	-	-	-	-	-	-	-
New Portable Grain Handling Equipment Augers, Vacs, Baggers, Conveyors, Portable Elevators		-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-	-	-
New Portable Manure Handling Equipment Spreaders, Pumps, Vacuum Tanks, Honeywagons, Lagoon Crawler, Compost Turner		-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-	-	-
Used - Up to 5 yrs old (all assets listed in this category)		-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old (all assets listed in this category)		-	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-	-	-
<b>Other Field Equipment &amp; Implements</b>			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	FPO	PRO/PUT
New or Used up to 5 yrs old - Rotary/Brush/Flail Mower, Stalk Chopper, Module Builder, Pasture Aerator, Rock Picker, Loader/Tractor Attachments, Detasseler		-	25%	30%	20%	25%	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	8%	15%	-	-	-	-	-	-	-	-	-	-
Used - Up to 10 yrs old		-	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	\$1	\$1	\$1	\$1	\$1	\$1	-	-	-	-	-	-	-	-	-	-
<b>Forestry Machinery &amp; Equipment</b> <small>New: Current or Prior Model Year Only; Never Retailed; Under 500 Demo Hours</small>			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	FPO	PRO/PUT
New Forestry Machinery & Equipment Harvesters, Forwarders, Chippers, Grinders, Feller Bunchers, Log Loaders, Slashers		1200/yr	35%	40%	25%	30%	25%	30%	20%	25%	20%	25%	10%	15%	10%	15%	10%	15%	-	-	-	-	-	-	-	-	-	-
Used Forestry Equipment - Up to 5 yrs old		1200/yr	20%	25%	15%	20%	15%	20%	10%	15%	10%	15%	5%	15%	5%	15%	5%	15%	-	-	-	-	-	-	-	-	-	-

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.

Questions? Contact us at 1-888-525-9805 or [www.agdirect.com](http://www.agdirect.com)



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