CONSTELLATION
DEALER INSIGHTS

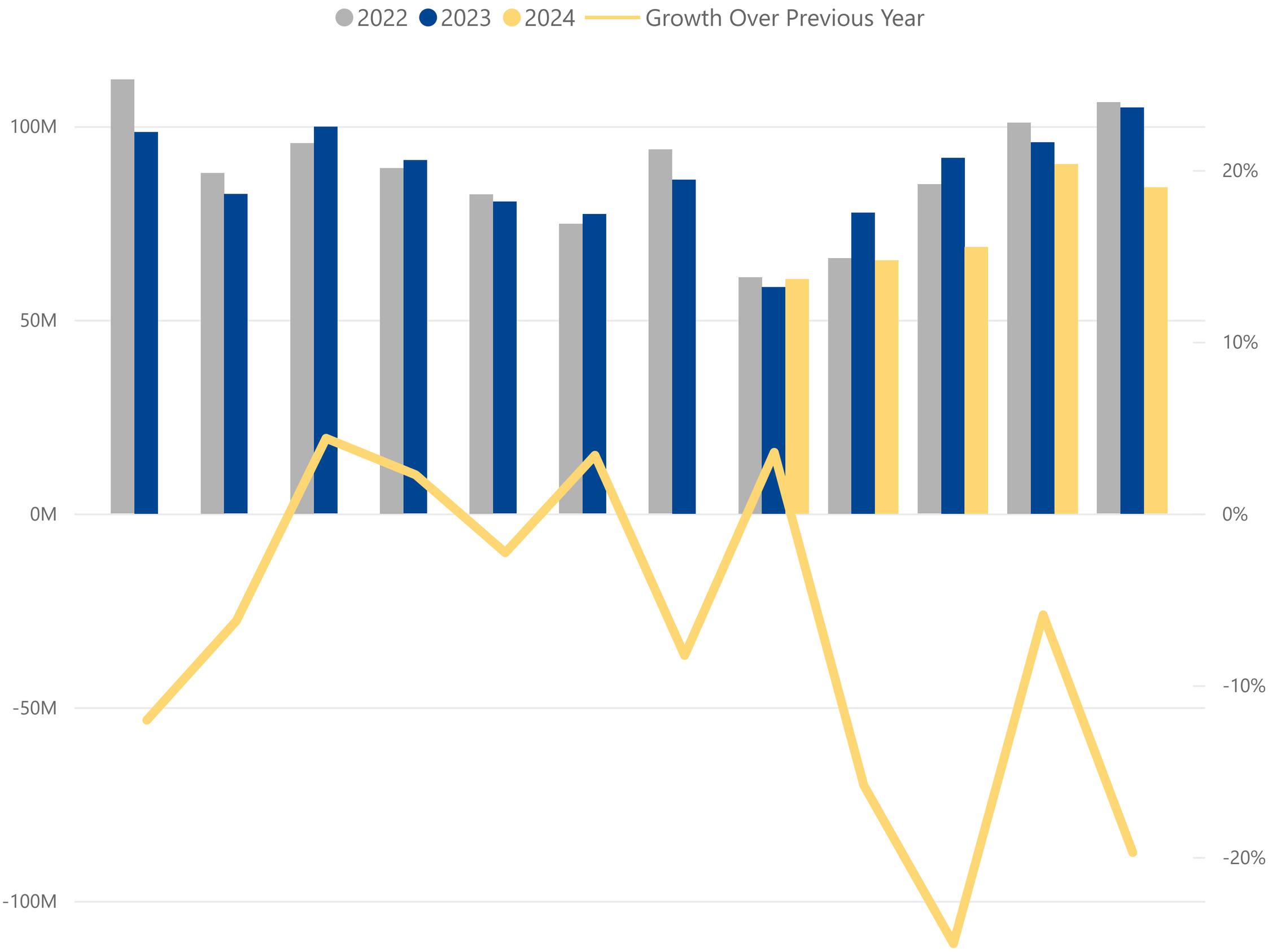
Constellation Tractor Market Update

Constellation Dealership Software companies, Ideal, Charter, and c-Systems, have developed the largest database of dealership transactional sales, inventory position and task completion information. Drawing from over 1,700 dealers on a nightly basis, this data warehouse is the largest, most accurate source for dealership and market year-over-year trending information in the industry.

Tractor	**236**	**136K**	**2bn**
Market	Dealer Count	New Wholegood Units	Total Sales $

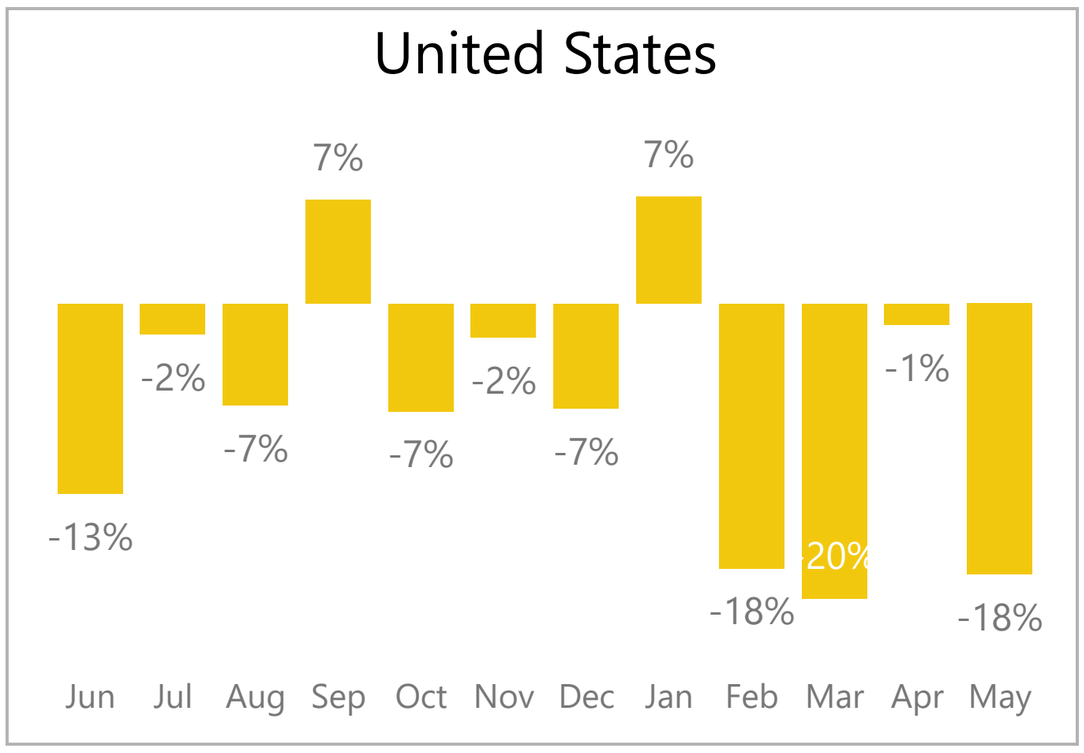
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based on a smaller “same store” group of dealers who have submitted data each month for three years in a row.
- The report is showing data from combined sales of parts in all departments, wholegood sales and service repairs.
- The report is showing a year over year average with a yellow line indicating the current year performance over the previous year.

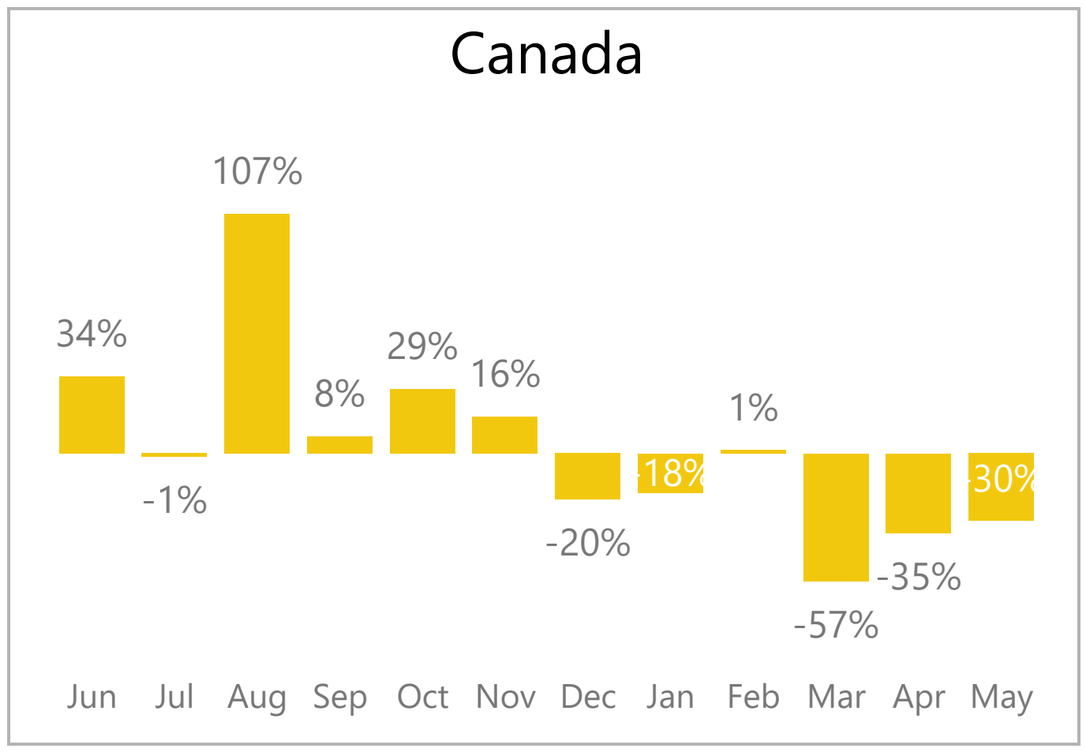
Monthly Revenue and Growth Over Previous Year
236 Same Store Tractor Dealers

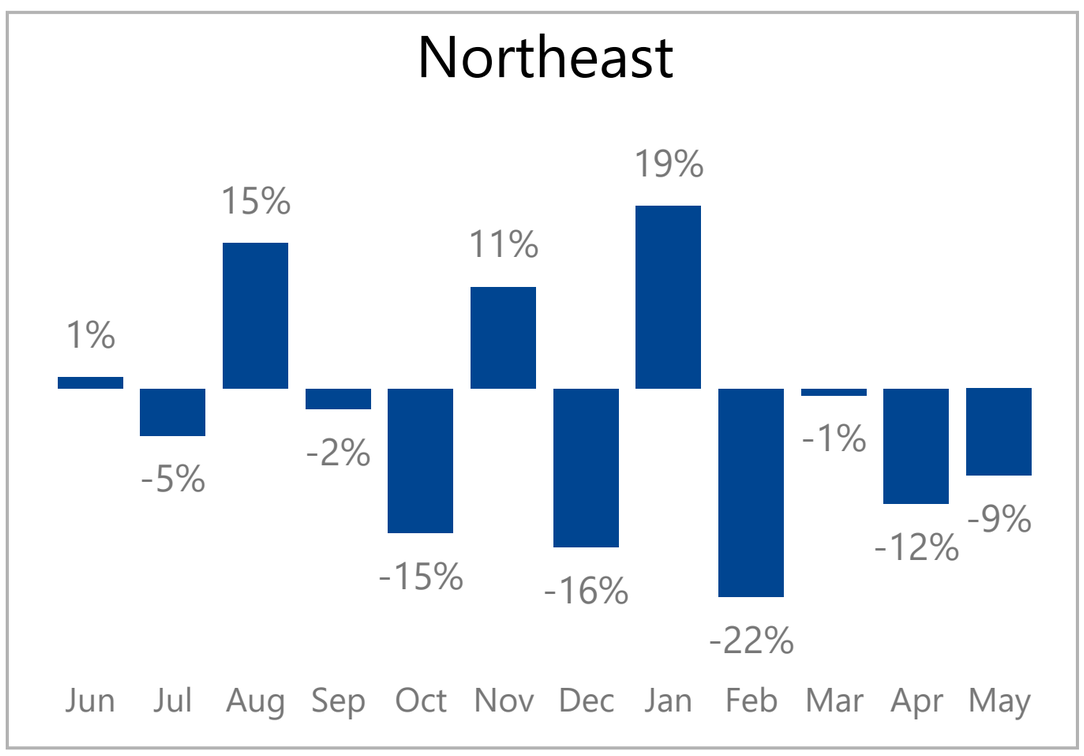


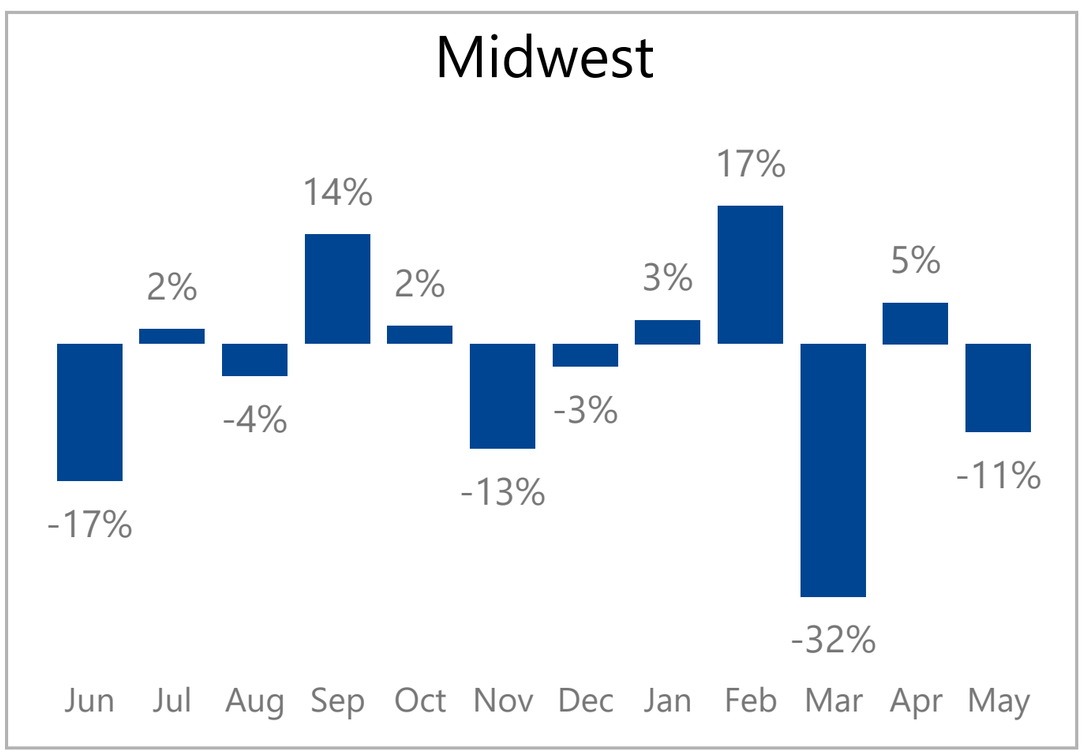
Year	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
2022	112M	88M	96M	89M	82M	75M	94M	61M	66M	85M	101M	106M
2023	98M	82M	100M	91M	81M	77M	86M	58M	78M	92M	96M	105M
2024								61M	65M	69M	90M	84M
	-12%	-6%	4%	2%	-2%	3%	-8%	4%	-16%	-25%	-6%	-20%

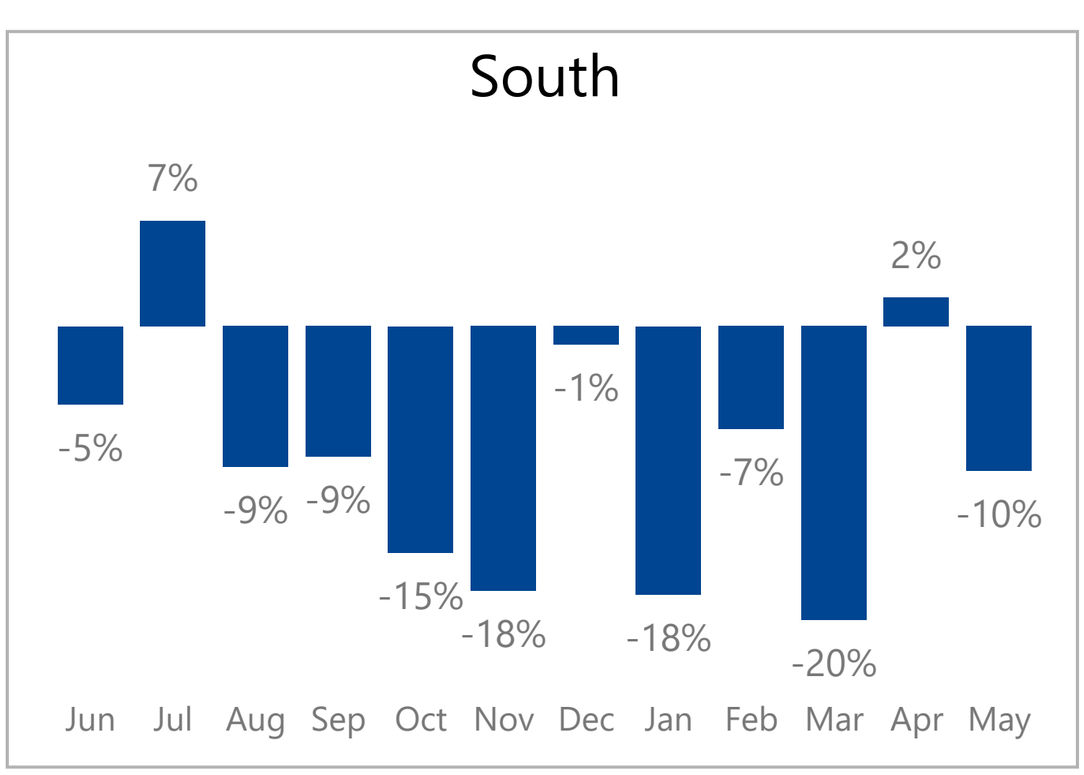
Monthly Revenue Growth By Region

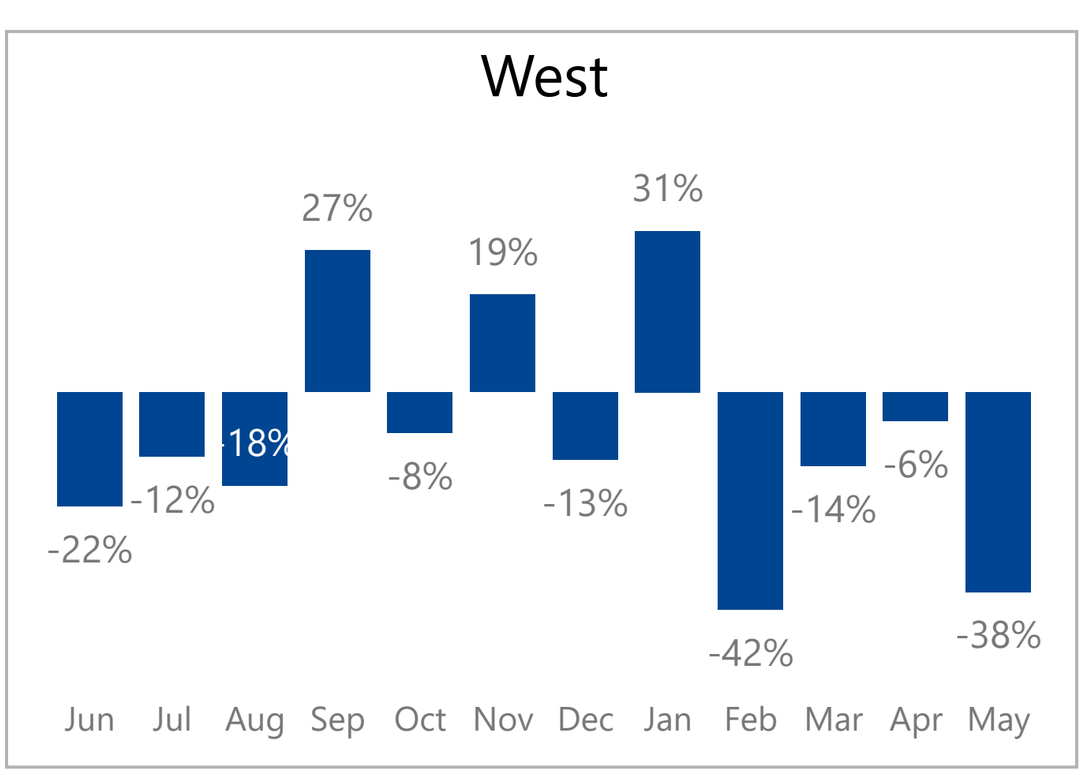




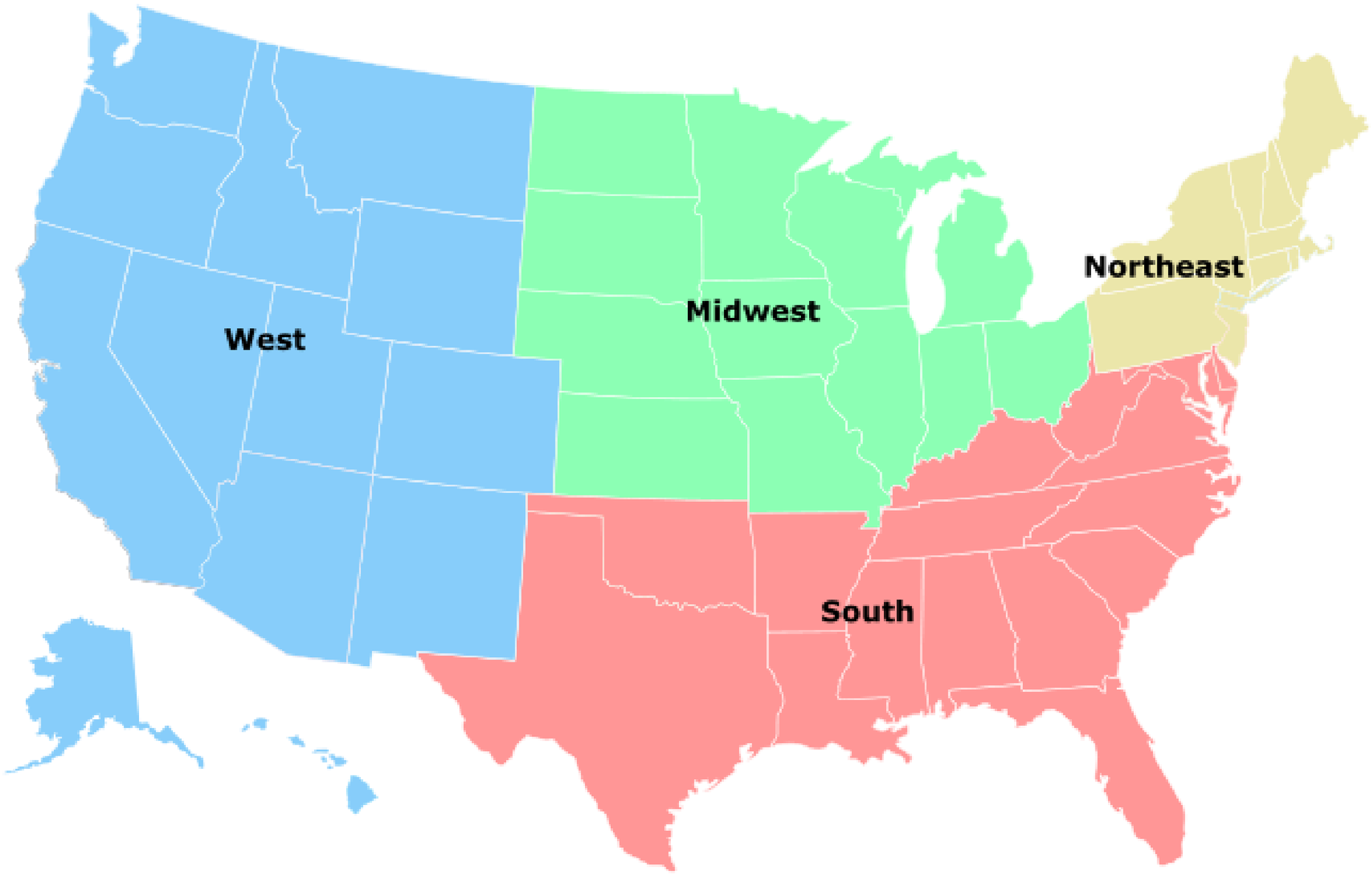








Regions



Information is also available on: www.constellationdealer.com/ope-market-update/

Have questions? Contact: datasolutions@constellationdealer.com