

**CONSTELLATION**
DEALER INSIGHTS

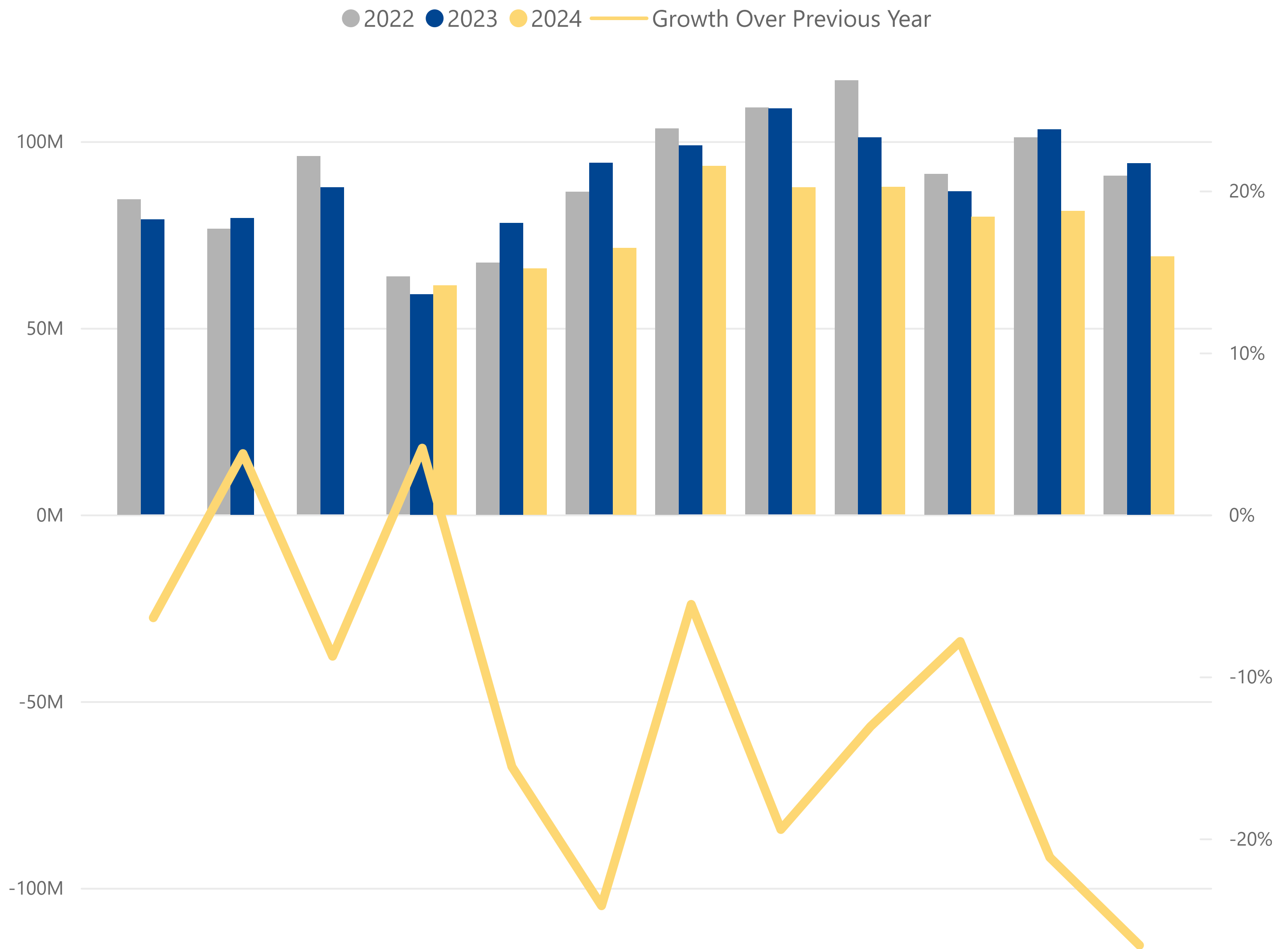
Constellation Tractor Market Update

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 Market	229 Dealer Count	154K New Wholegood Units	3bn Total Sales \$
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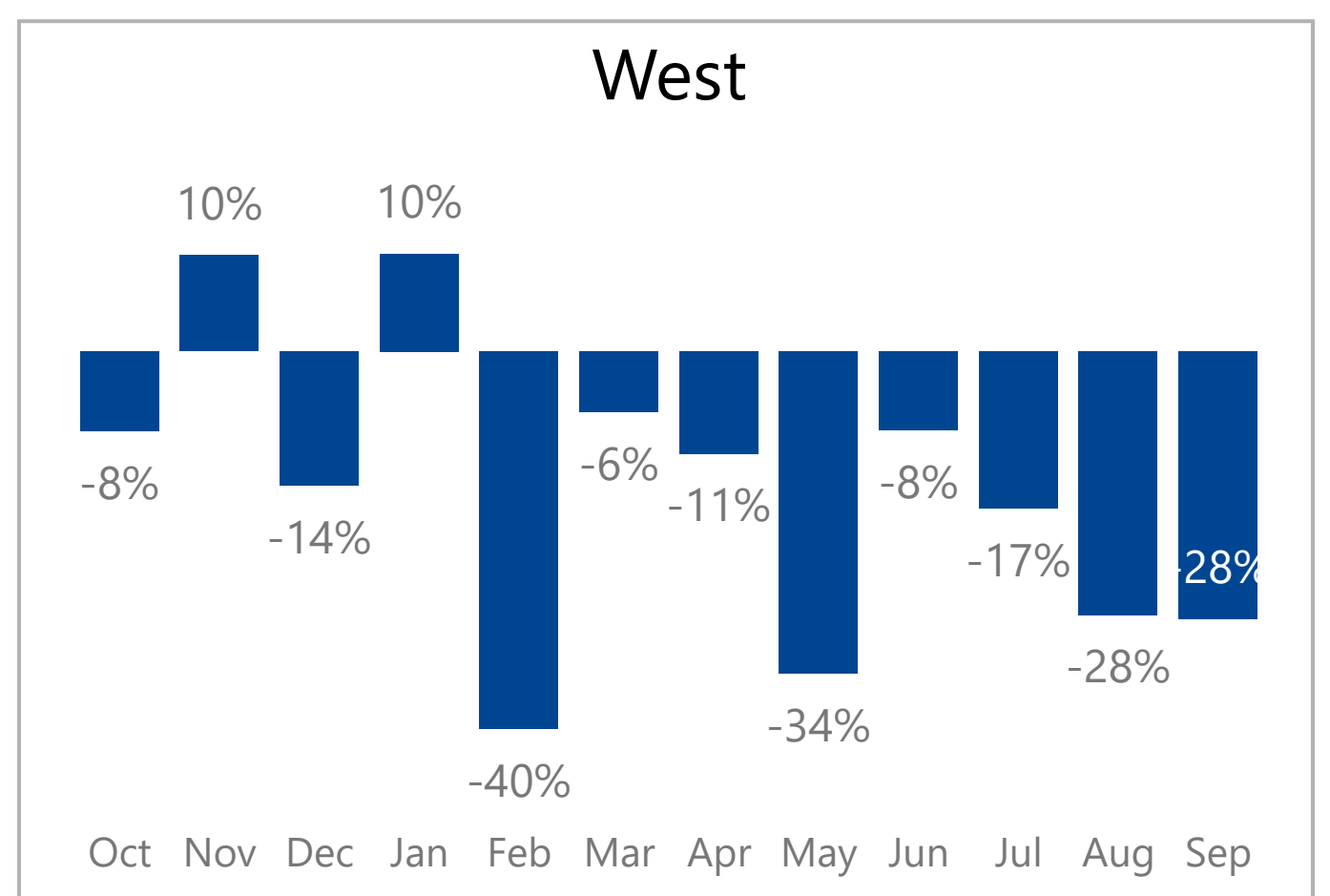
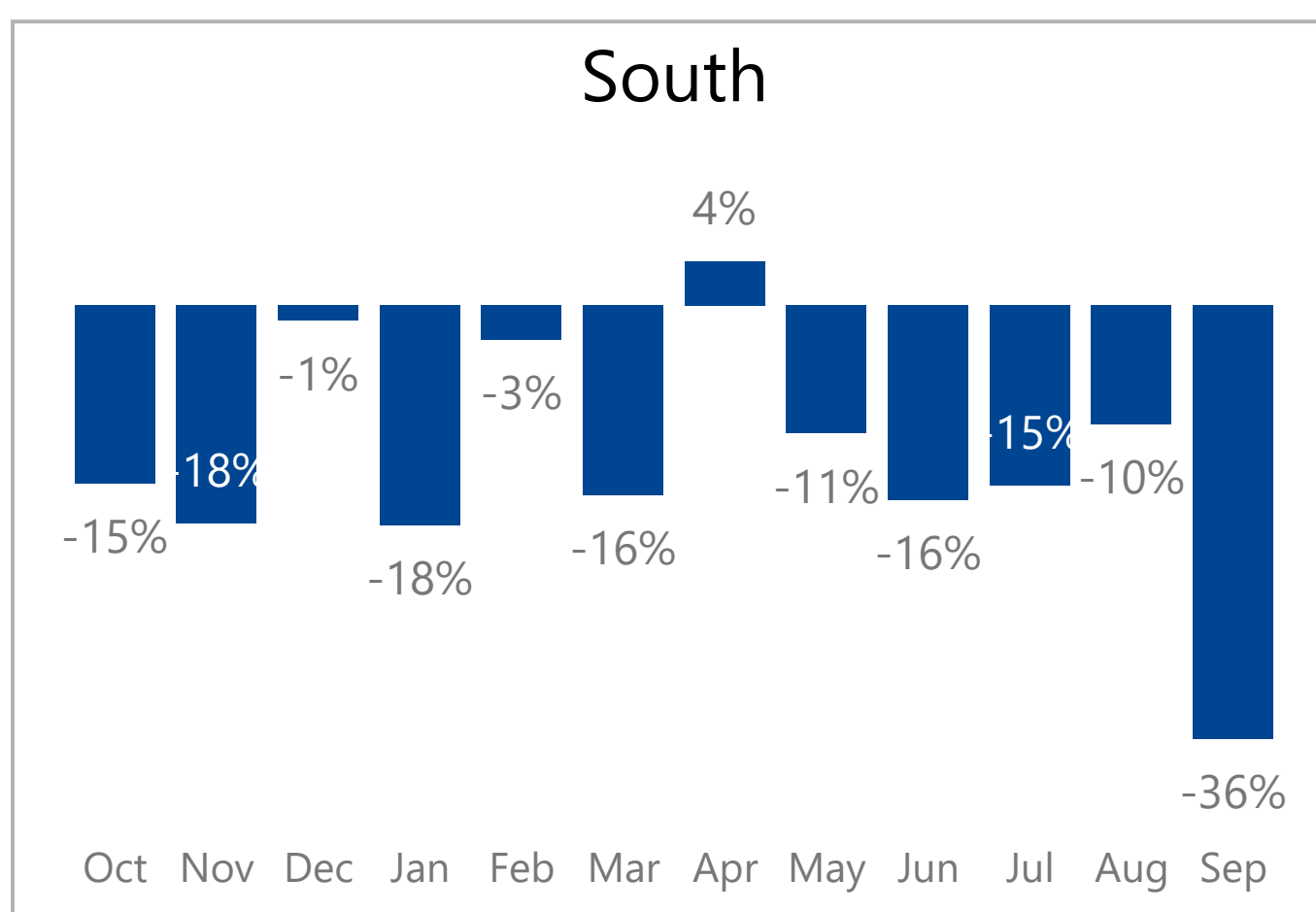
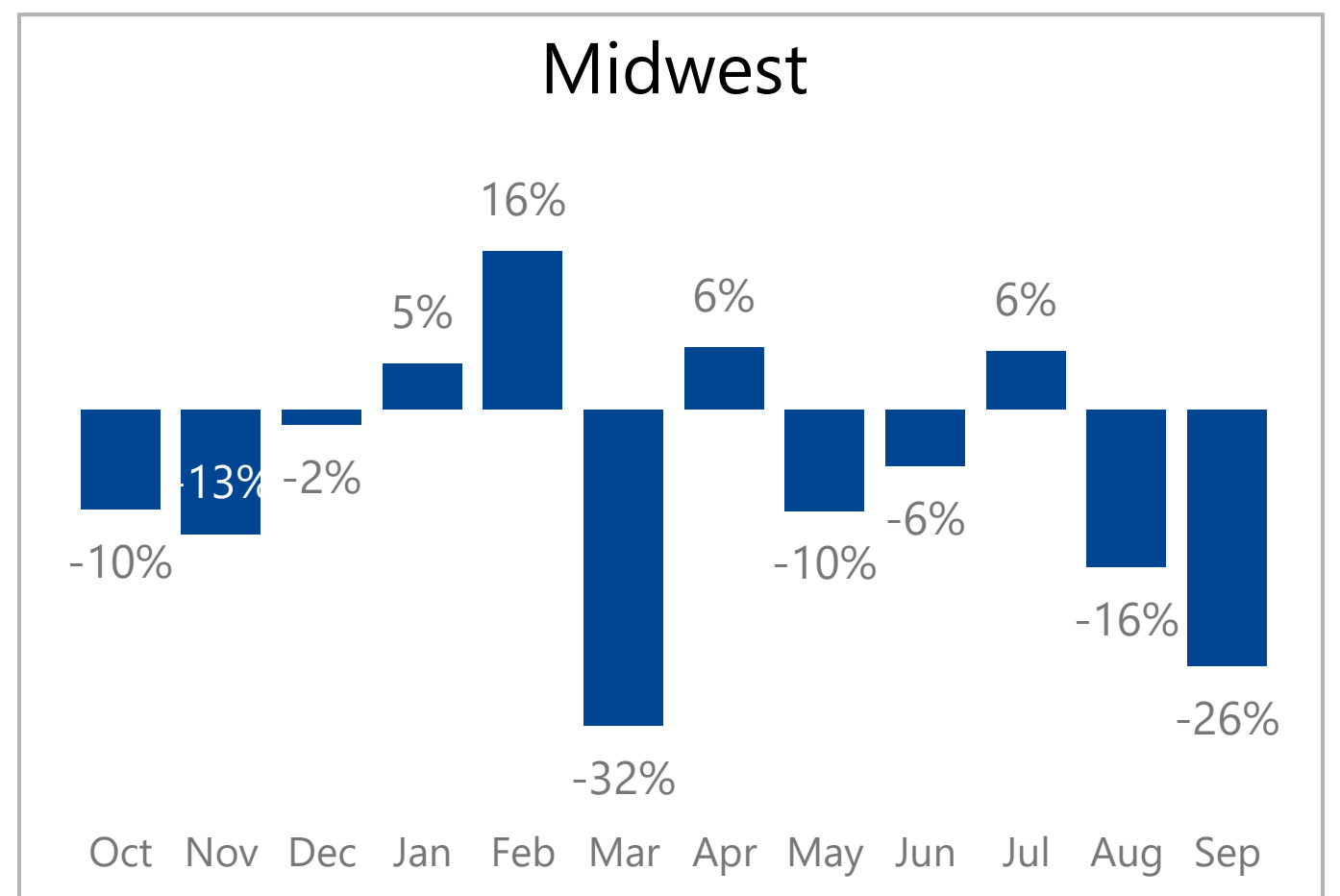
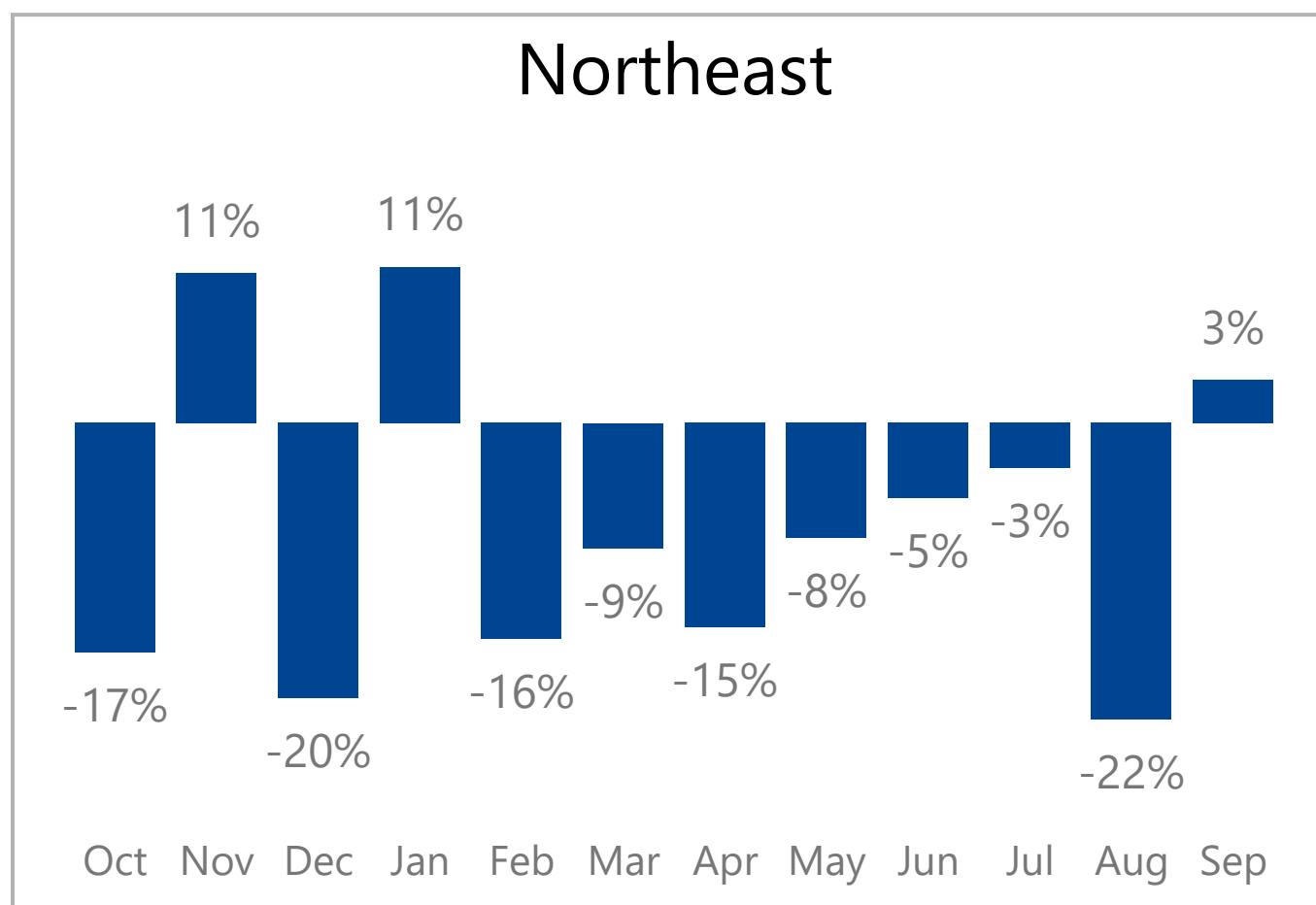
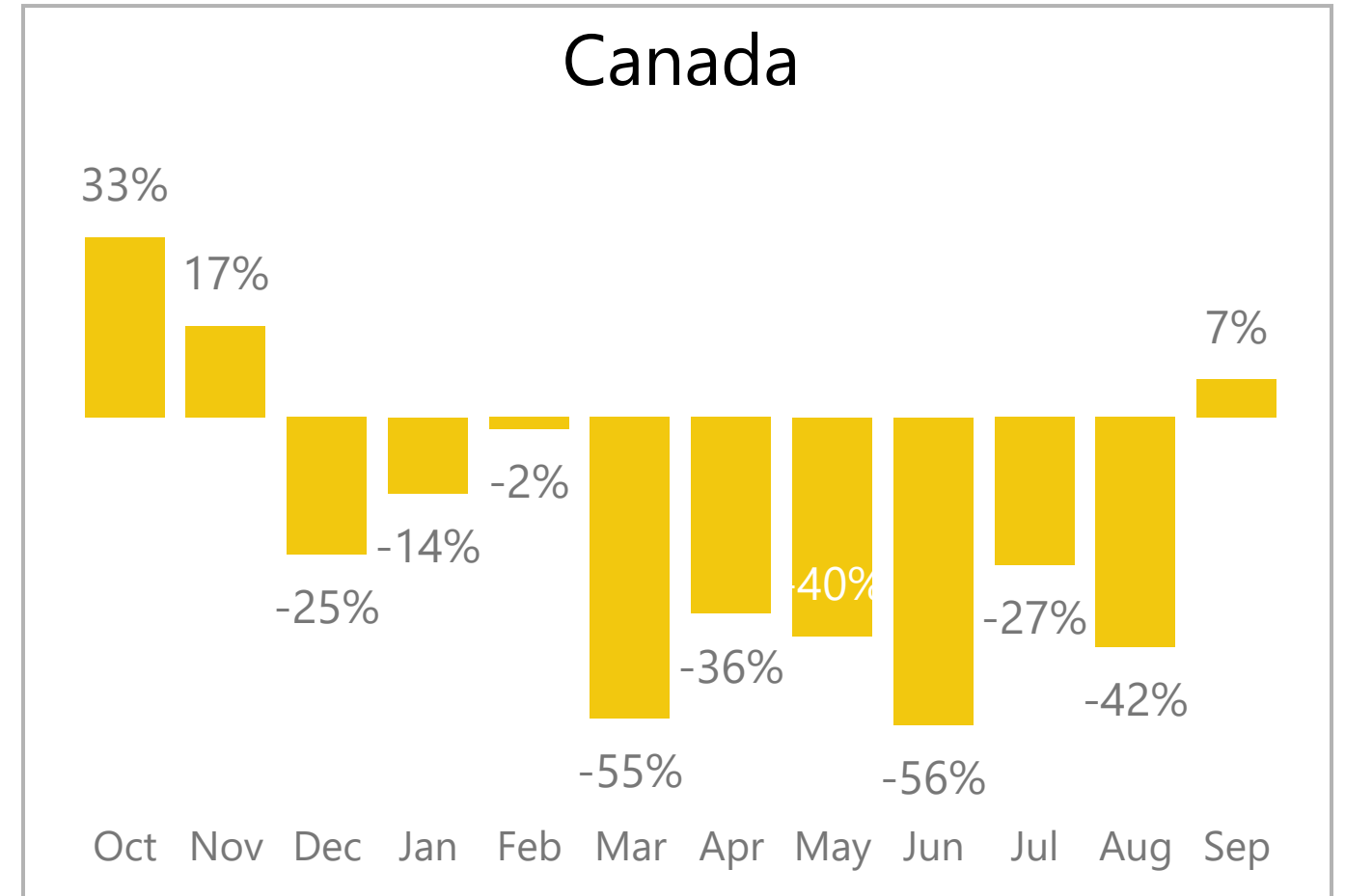
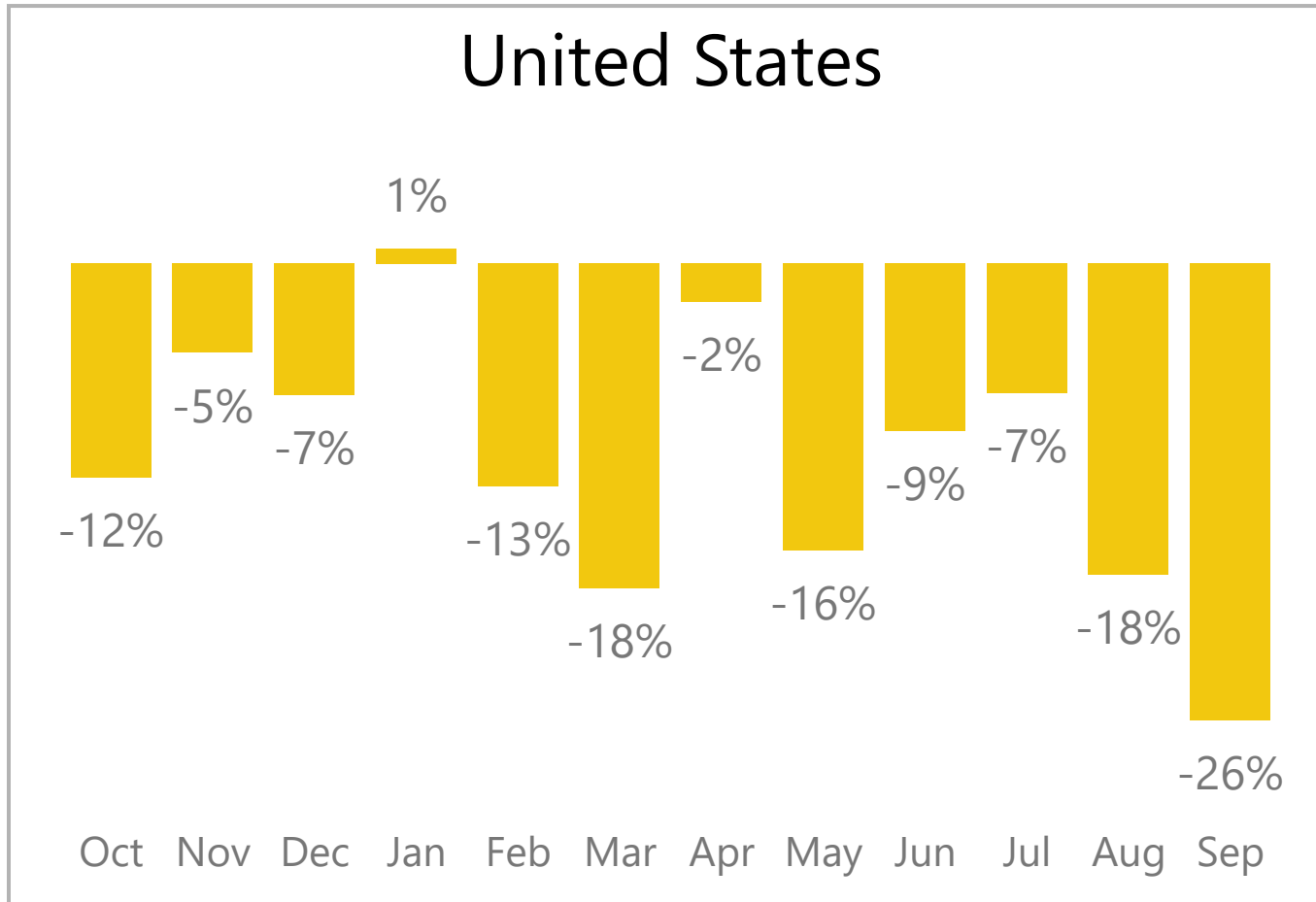
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 229 Same Store Tractor Dealers

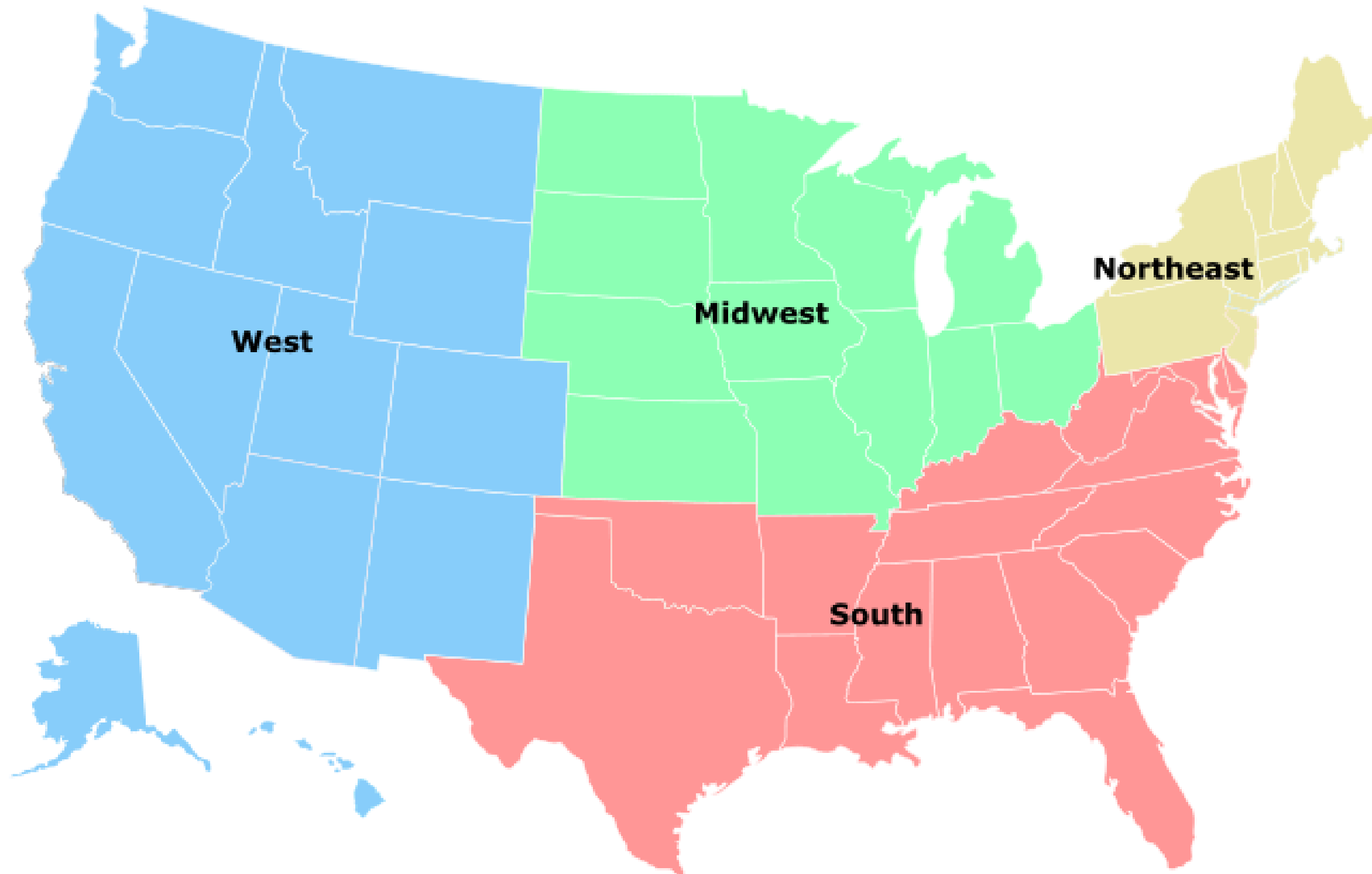


Year	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
2022	84M	77M	96M	64M	67M	86M	103M	109M	116M	91M	101M	91M
2023	79M	79M	88M	59M	78M	94M	99M	109M	101M	87M	103M	94M
2024				61M	66M	71M	93M	88M	88M	80M	81M	69M
	-6%	4%	-9%	4%	-16%	-24%	-6%	-19%	-13%	-8%	-21%	-27%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com