

**CONSTELLATION**
DEALER INSIGHTS

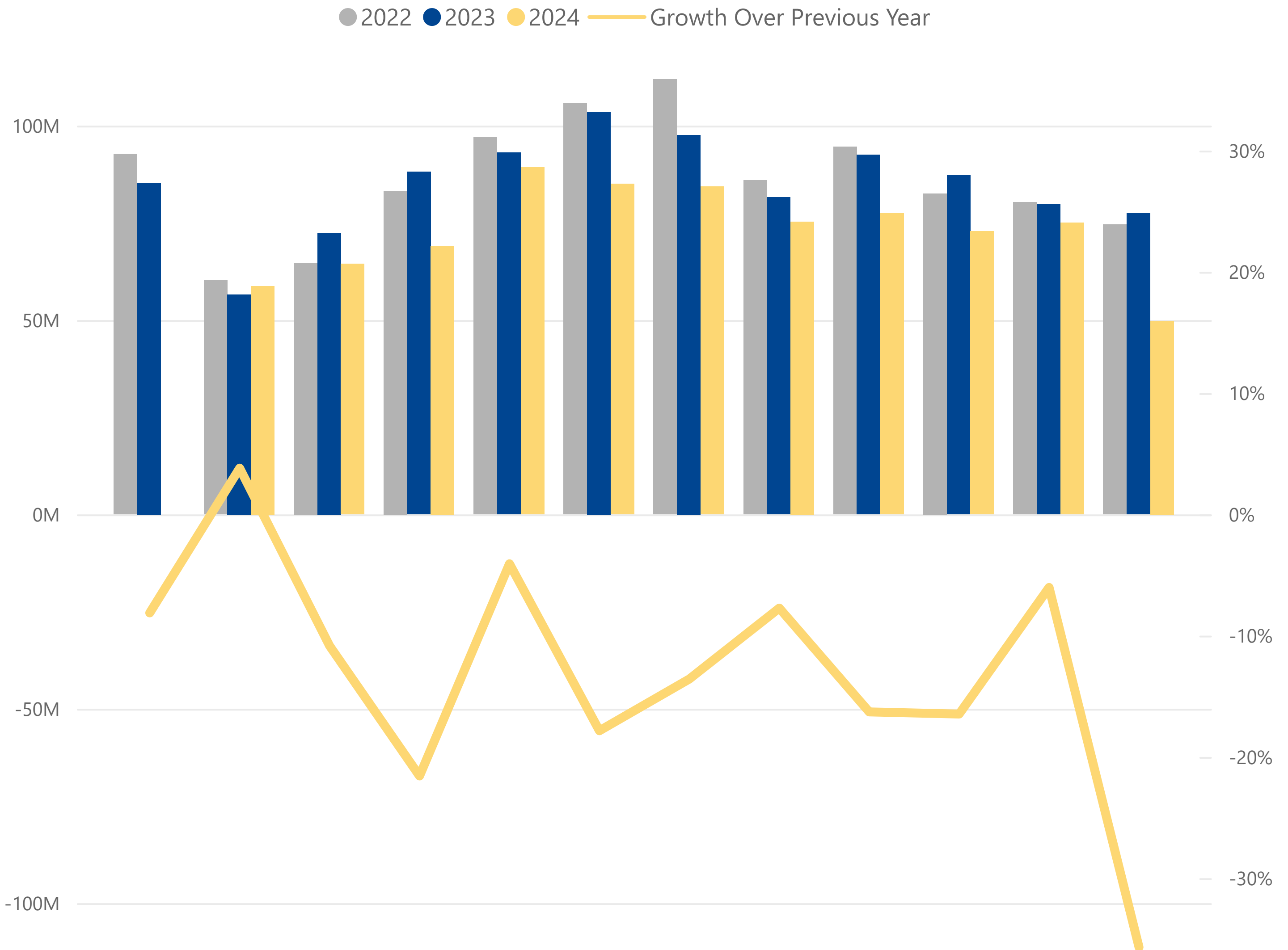
Constellation Tractor Market Update

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	221 Dealer Count	157K New Wholegood Units	3bn Total Sales \$
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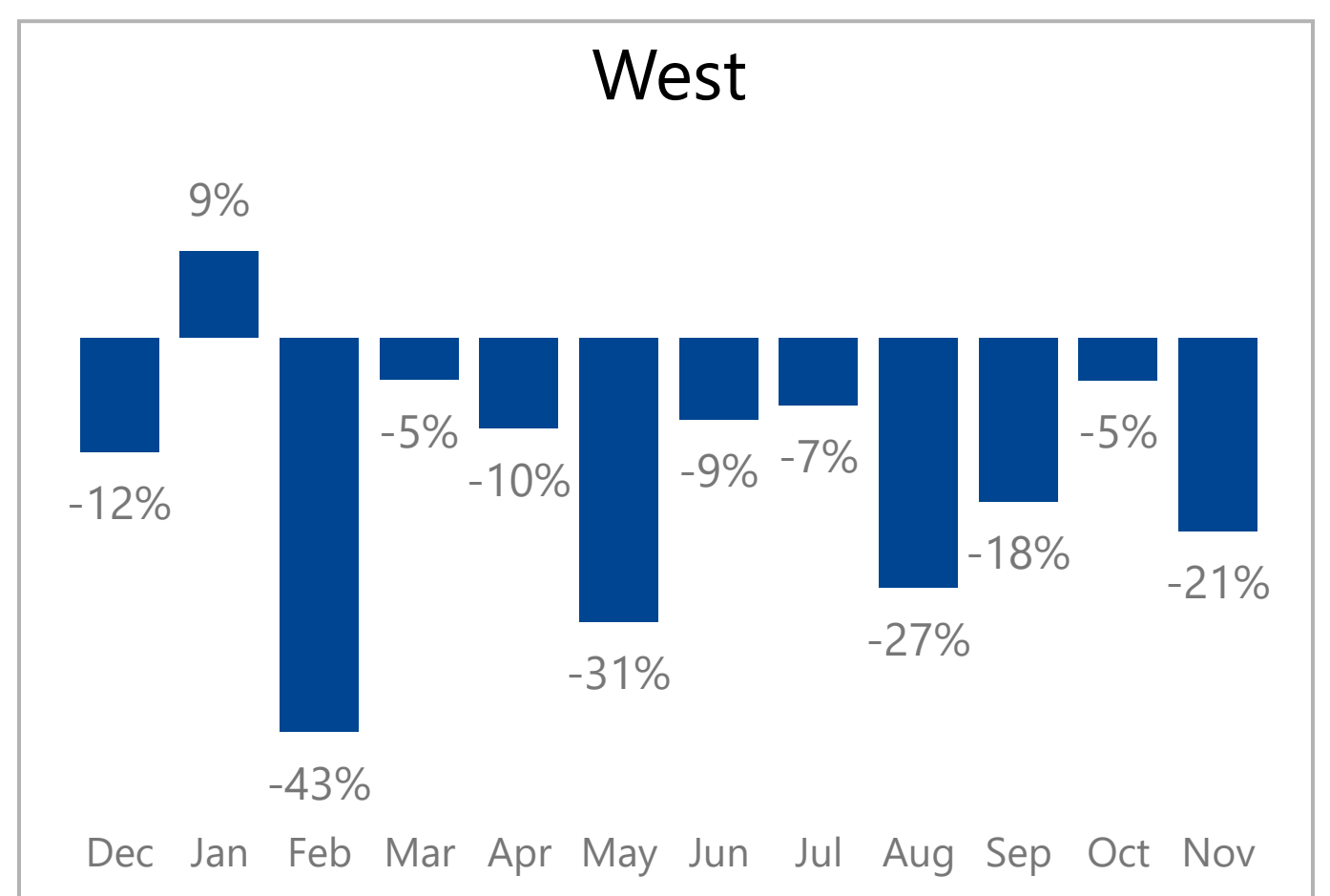
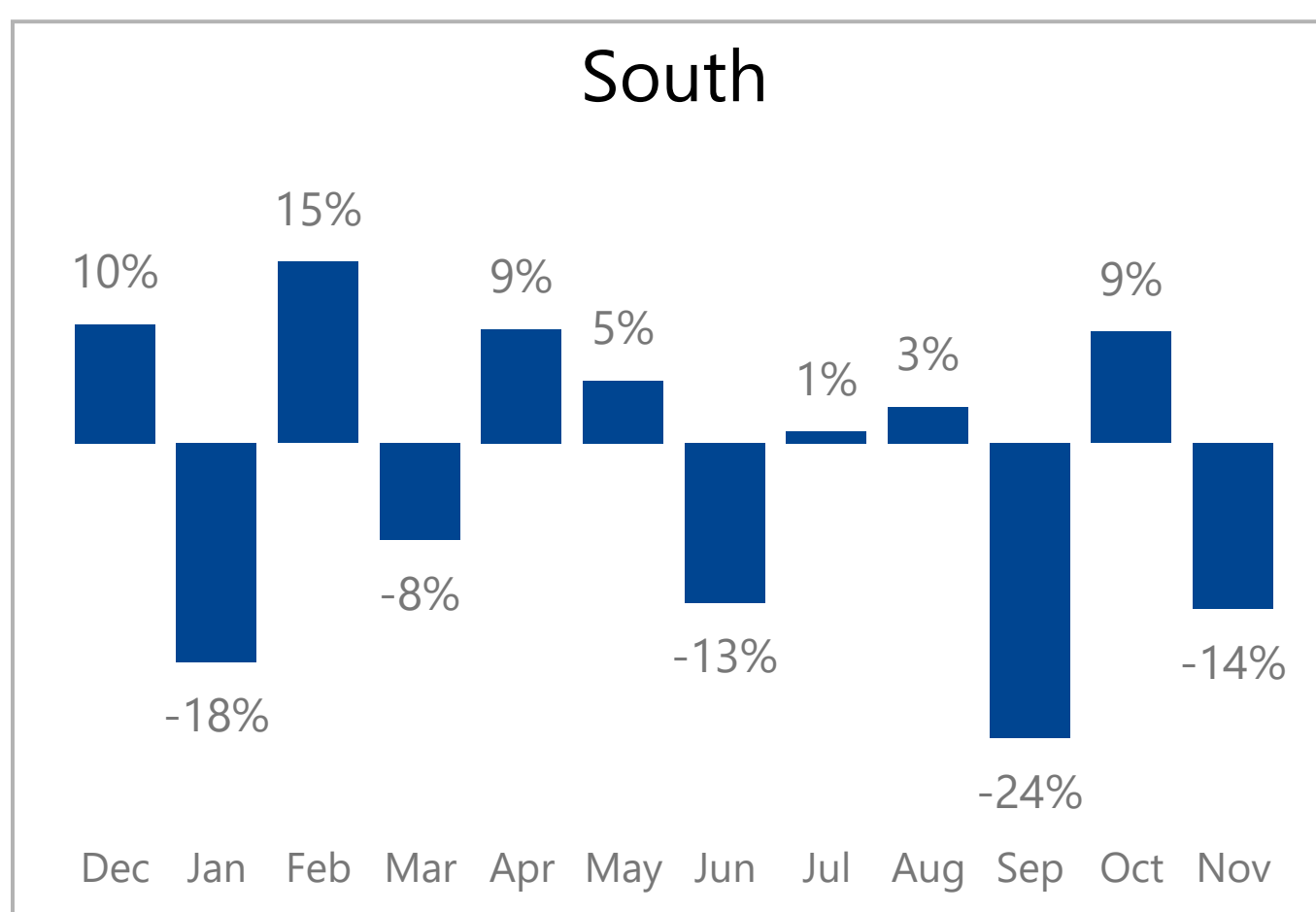
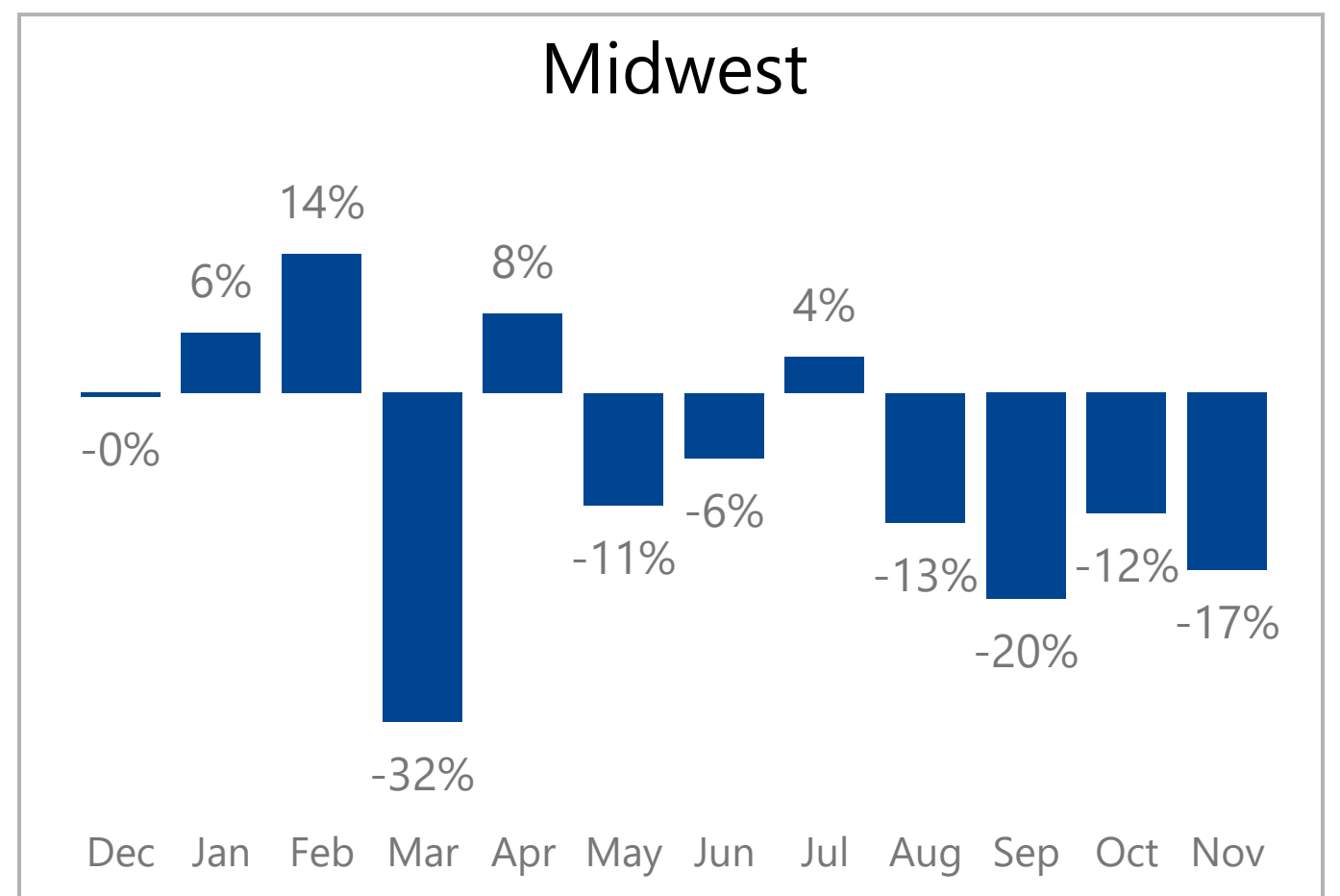
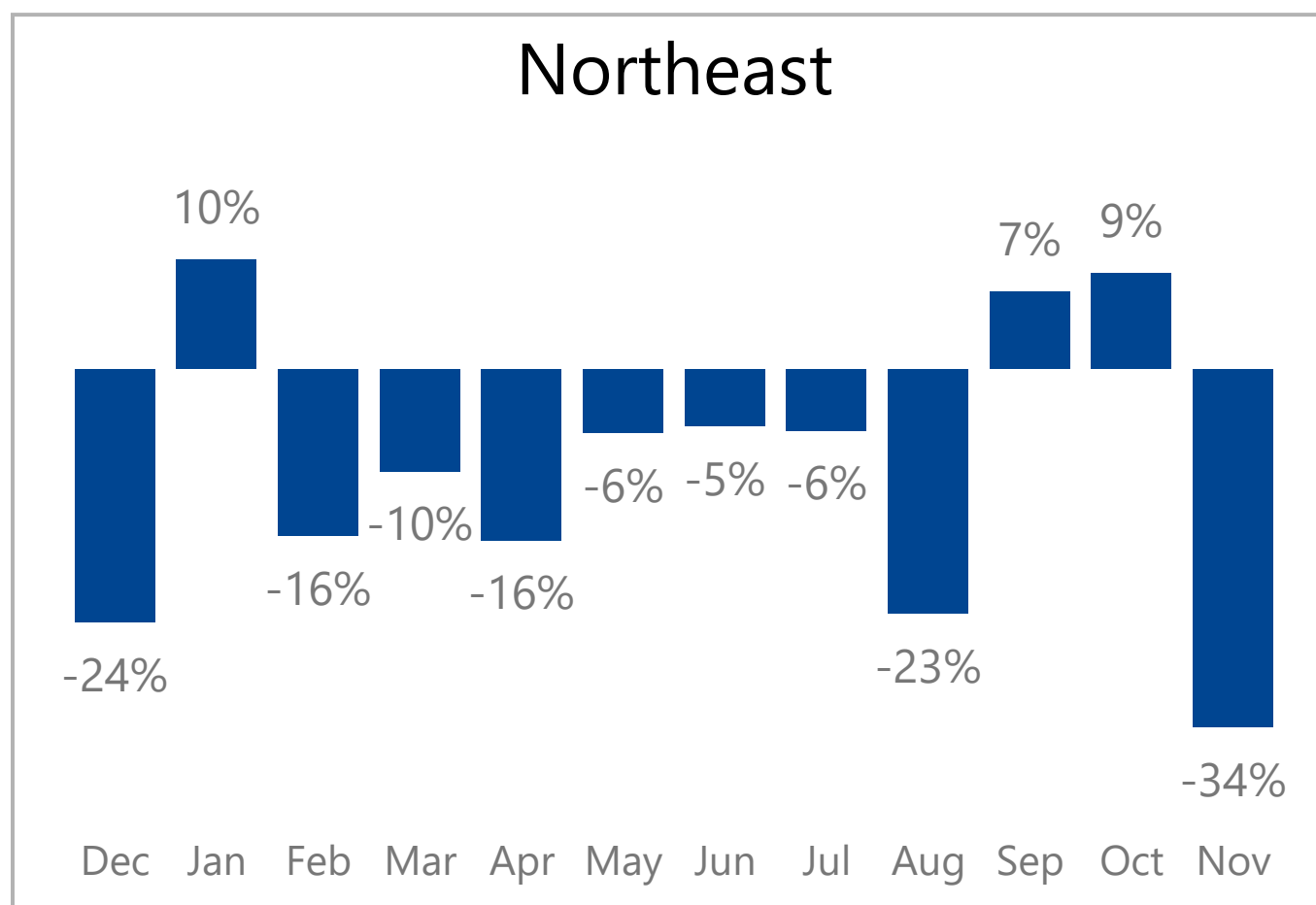
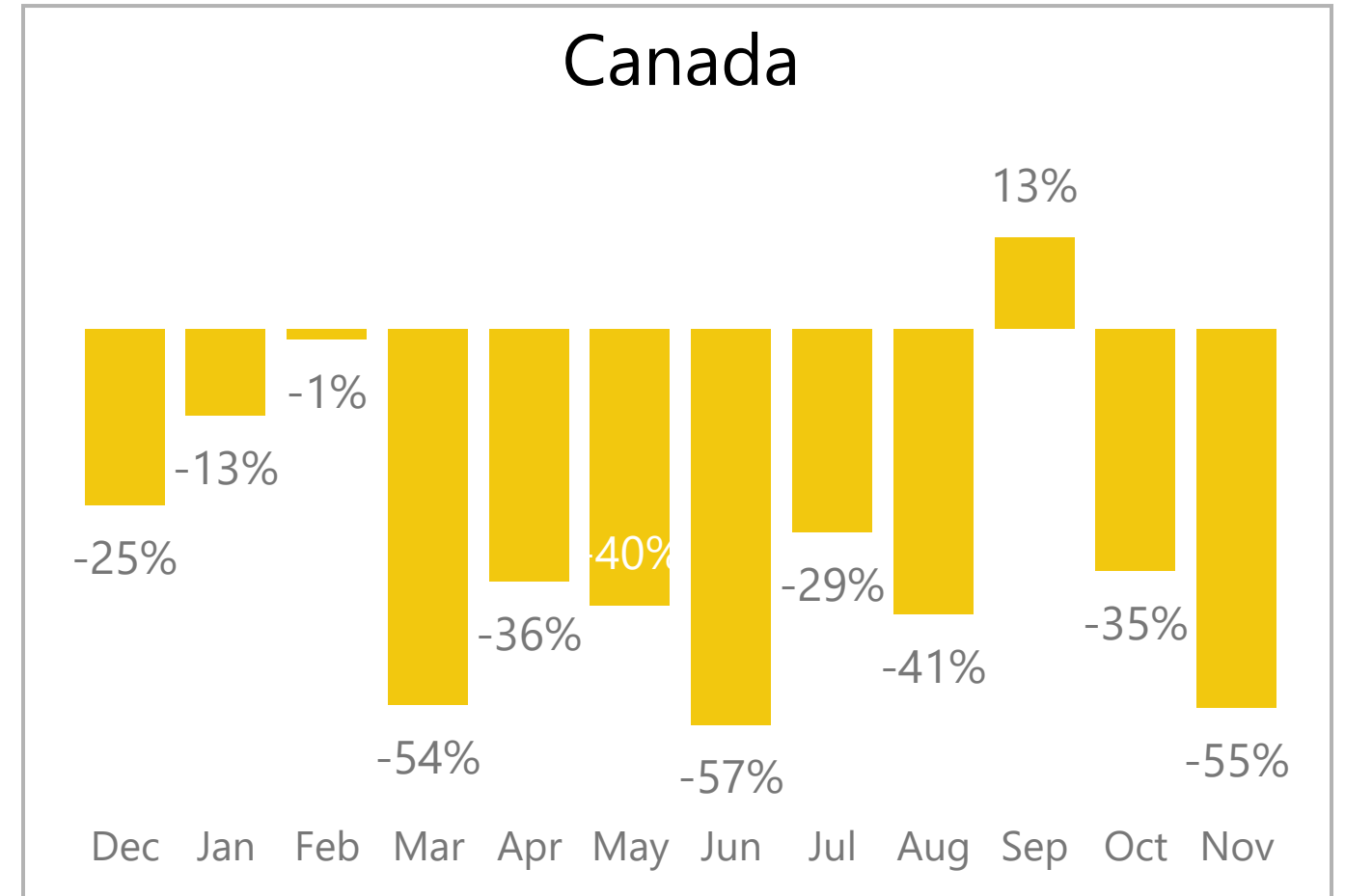
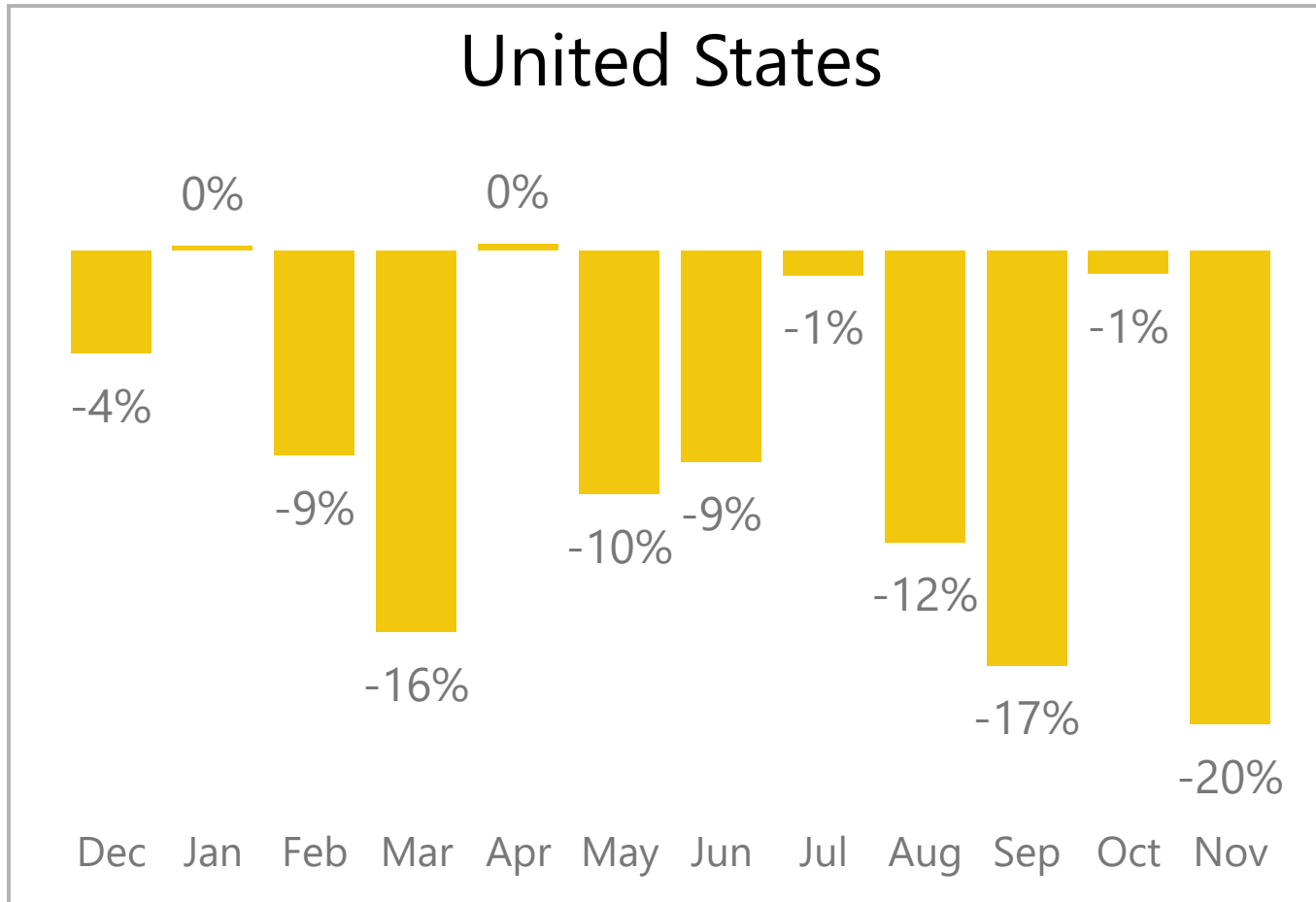
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 221 Same Store Tractor Dealers

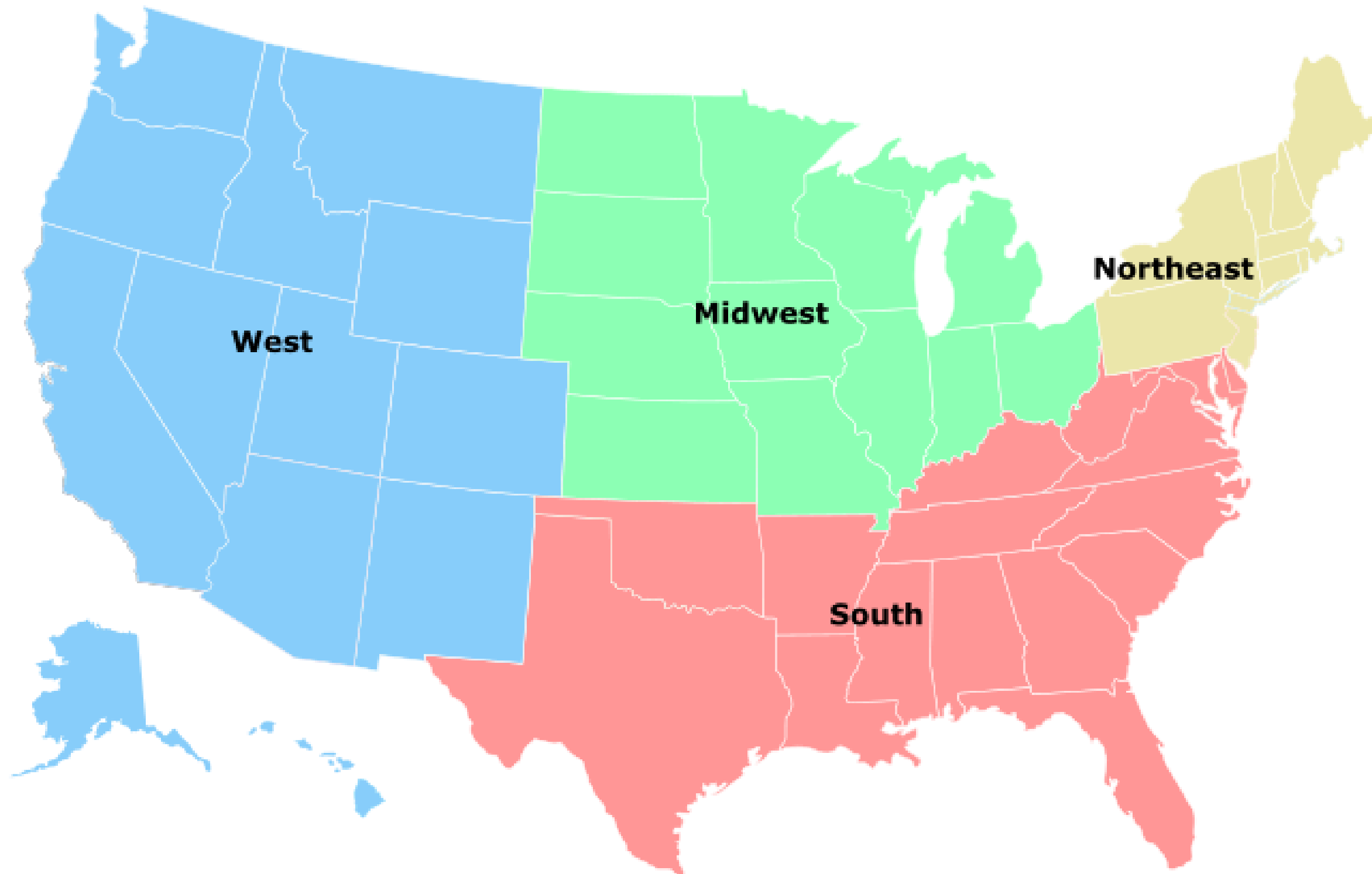


Year	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
2022	93M	60M	65M	83M	97M	106M	112M	86M	95M	83M	80M	75M
2023	85M	57M	72M	88M	93M	103M	98M	82M	92M	87M	80M	77M
2024		59M	64M	69M	89M	85M	84M	75M	77M	73M	75M	50M
	-8%	4%	-11%	-22%	-4%	-18%	-14%	-8%	-16%	-16%	-6%	-36%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com