

**CONSTELLATION**
DEALER INSIGHTS

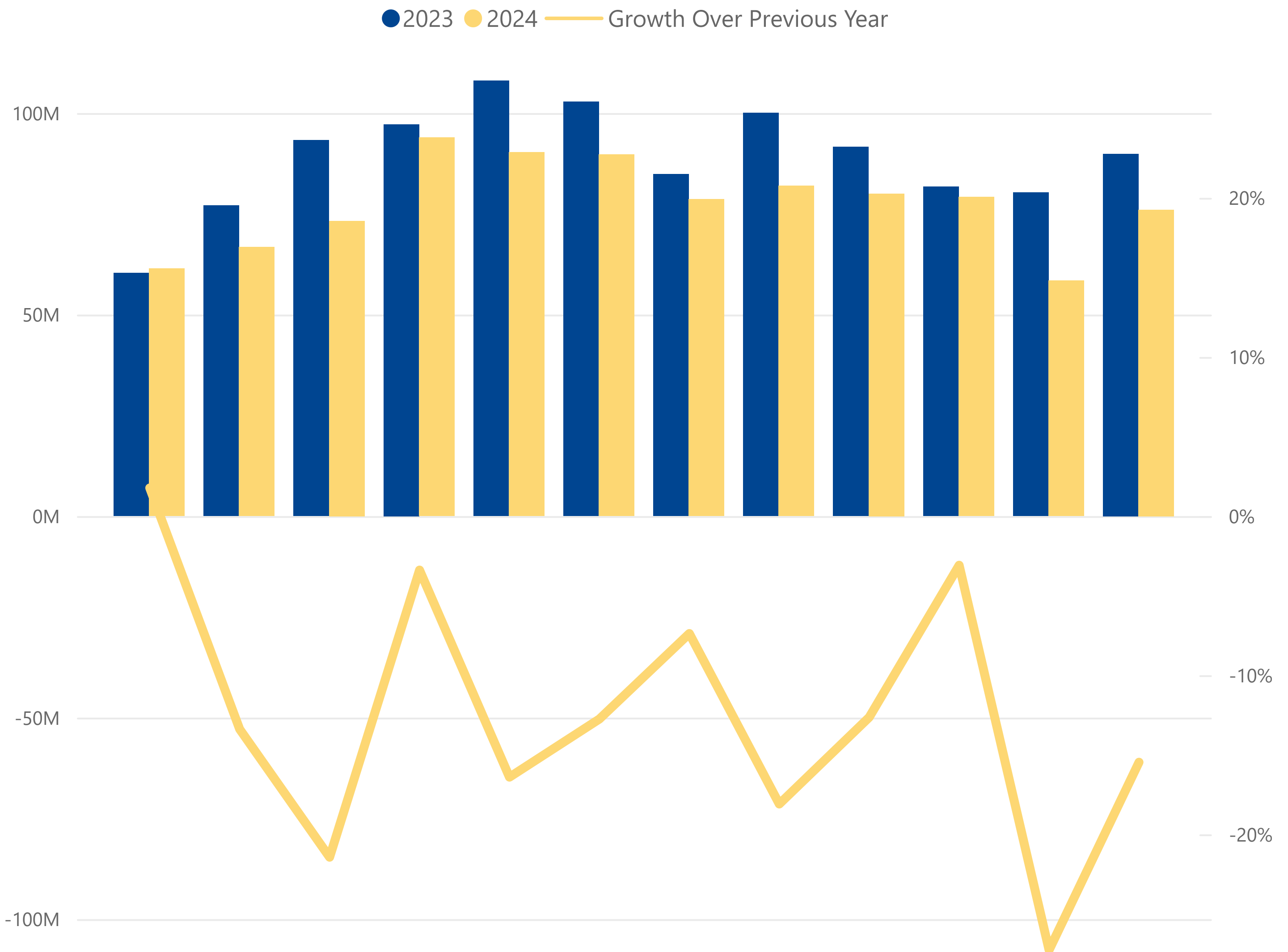
Constellation Tractor Market Update

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	246 Dealer Count	105K New Wholegood Units	2bn Total Sales \$
--------------------------	----------------------------	------------------------------------	------------------------------

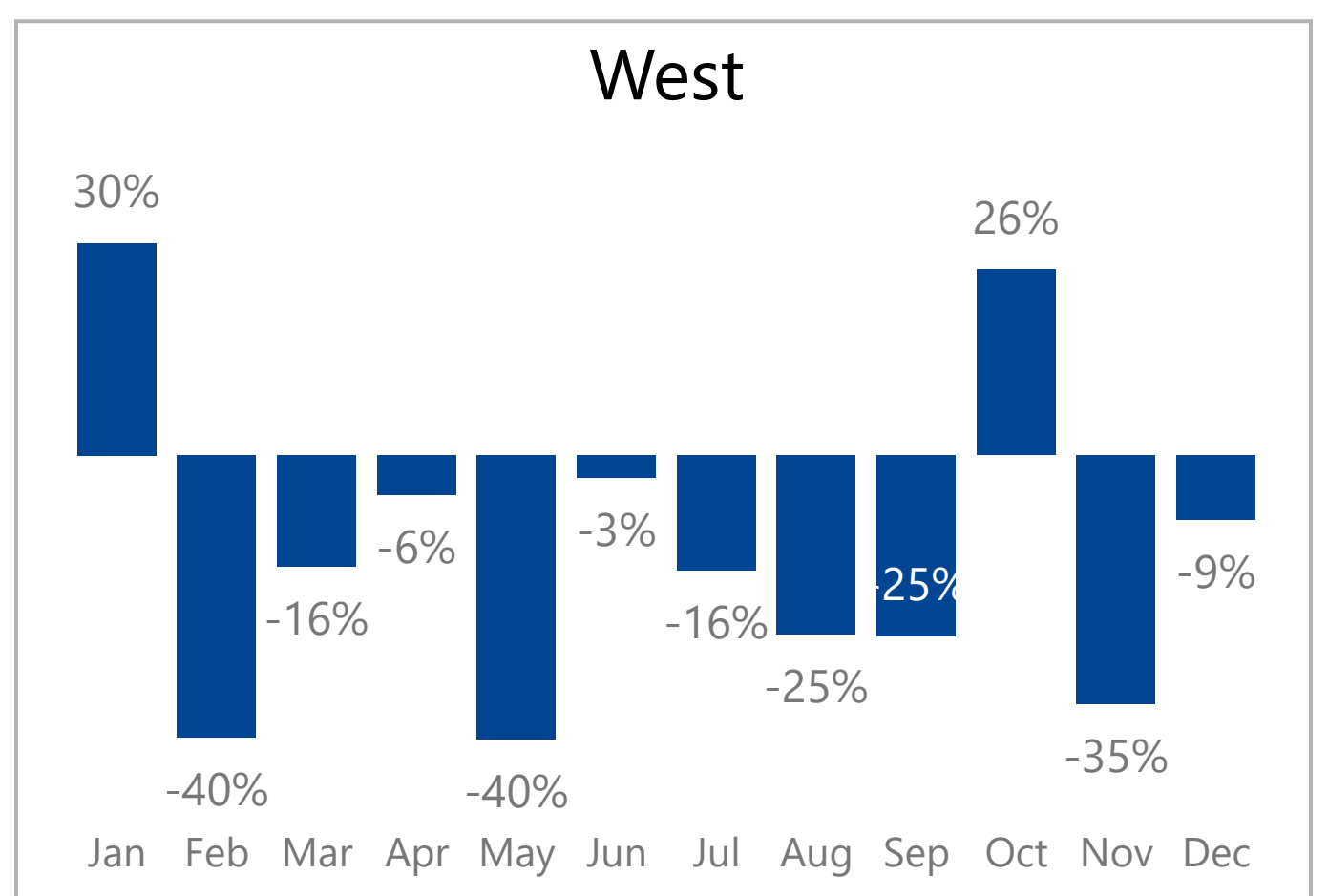
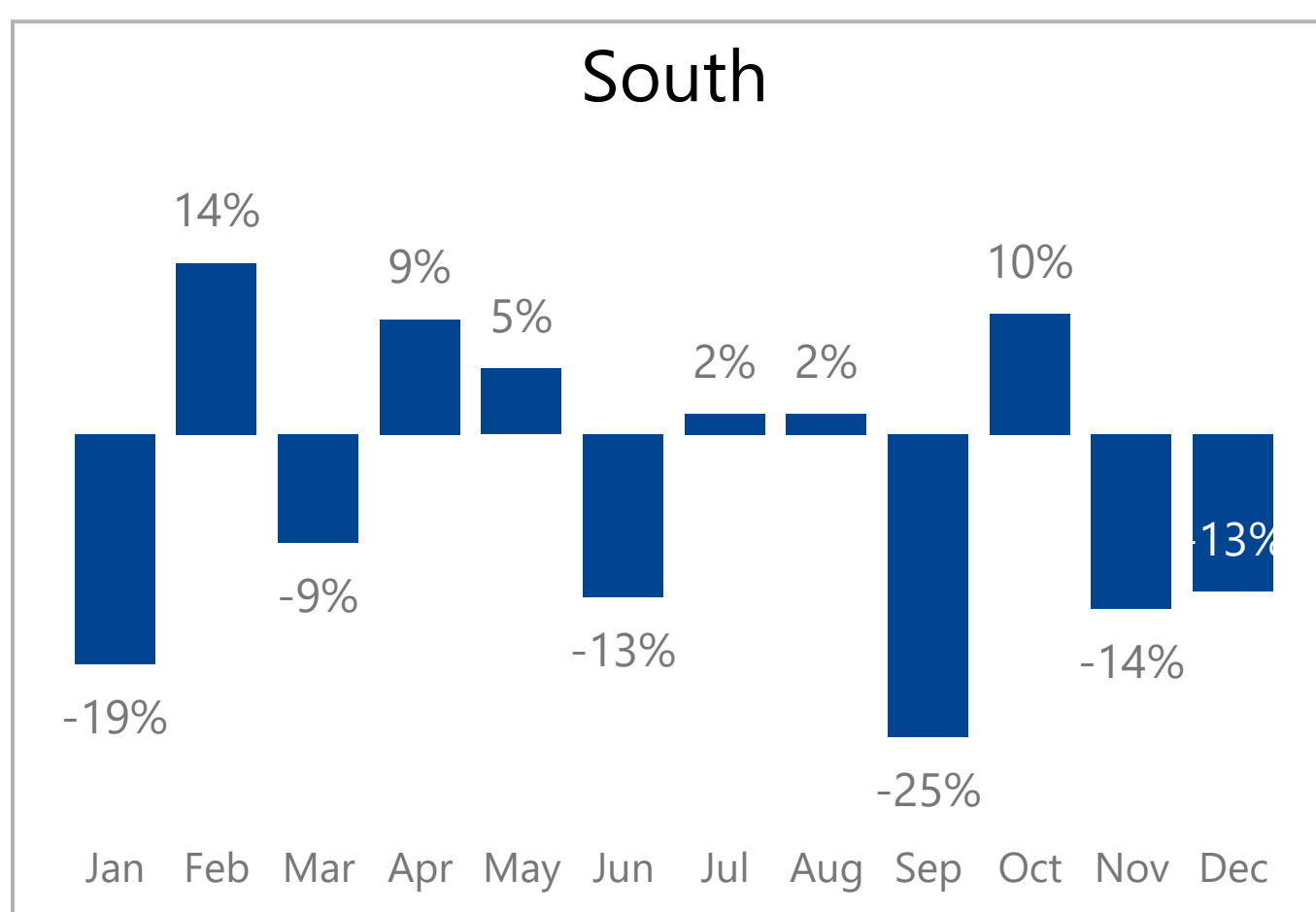
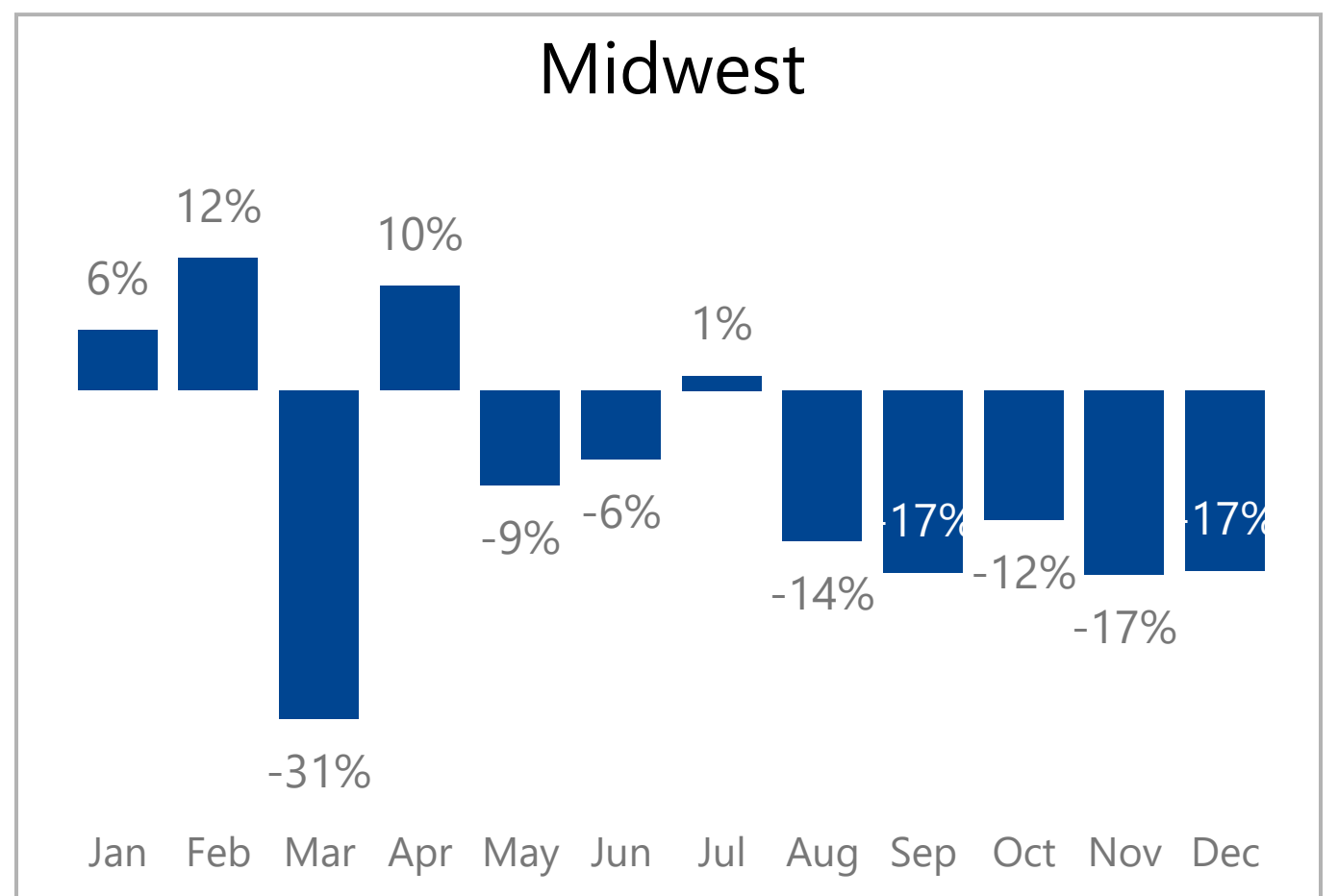
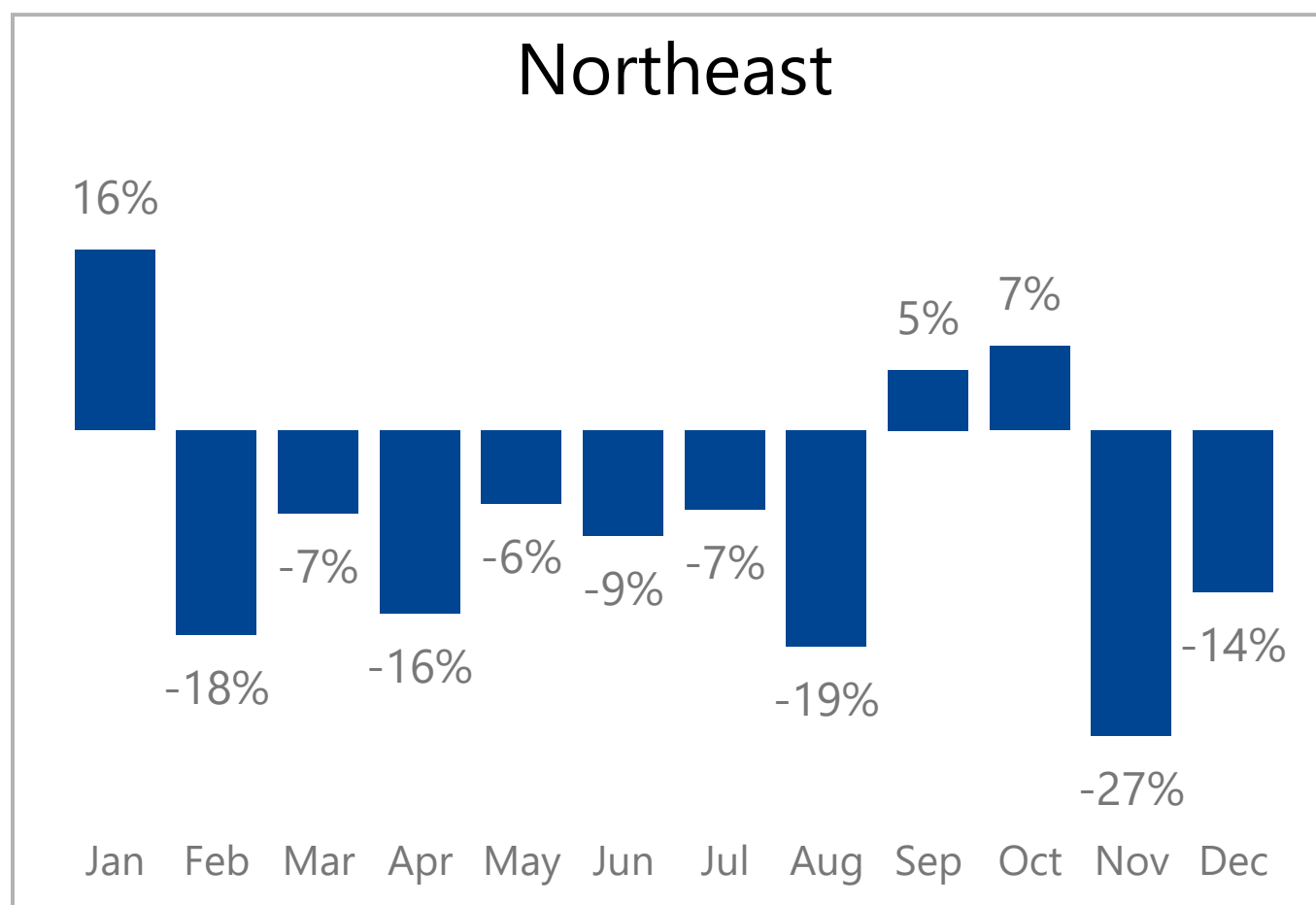
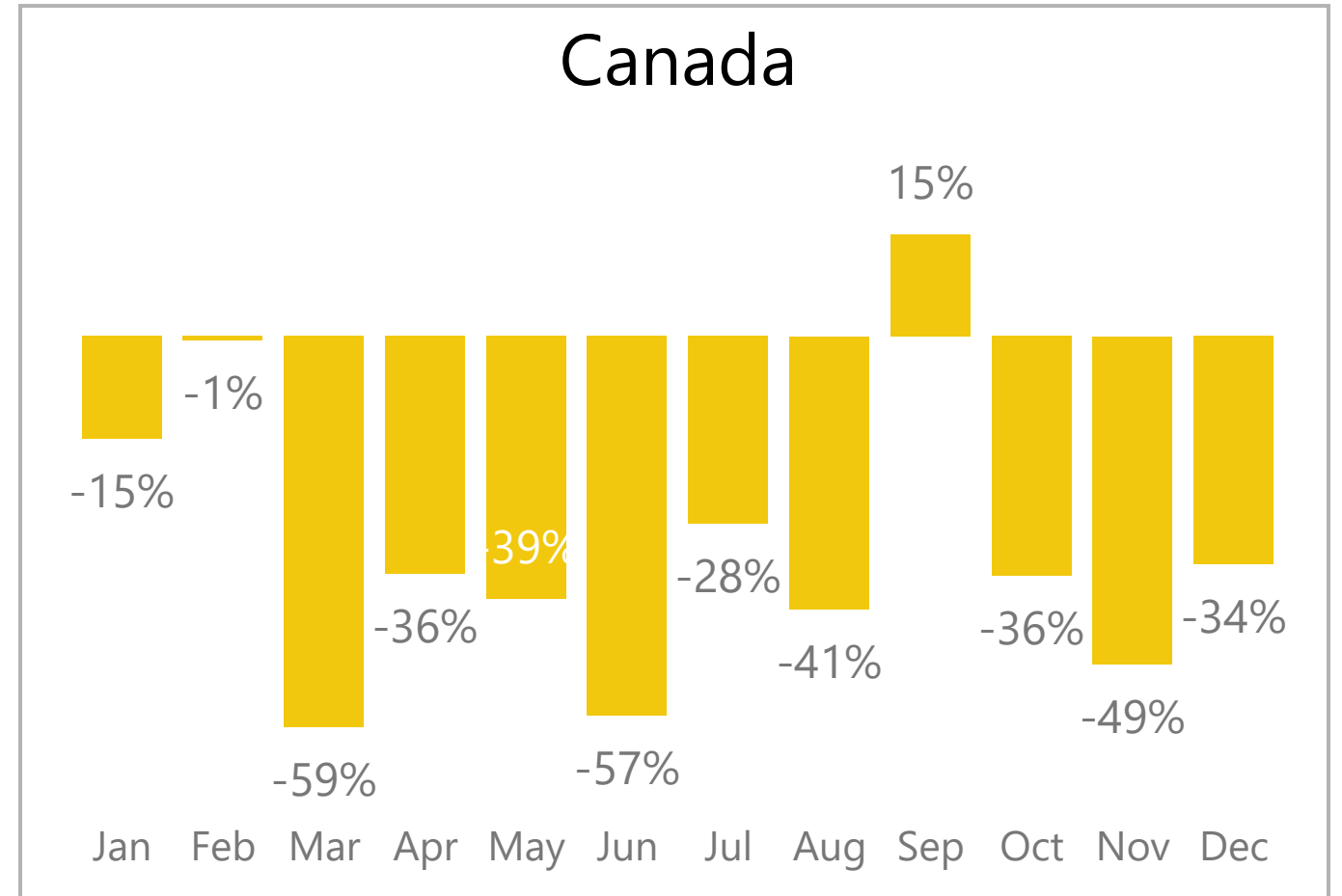
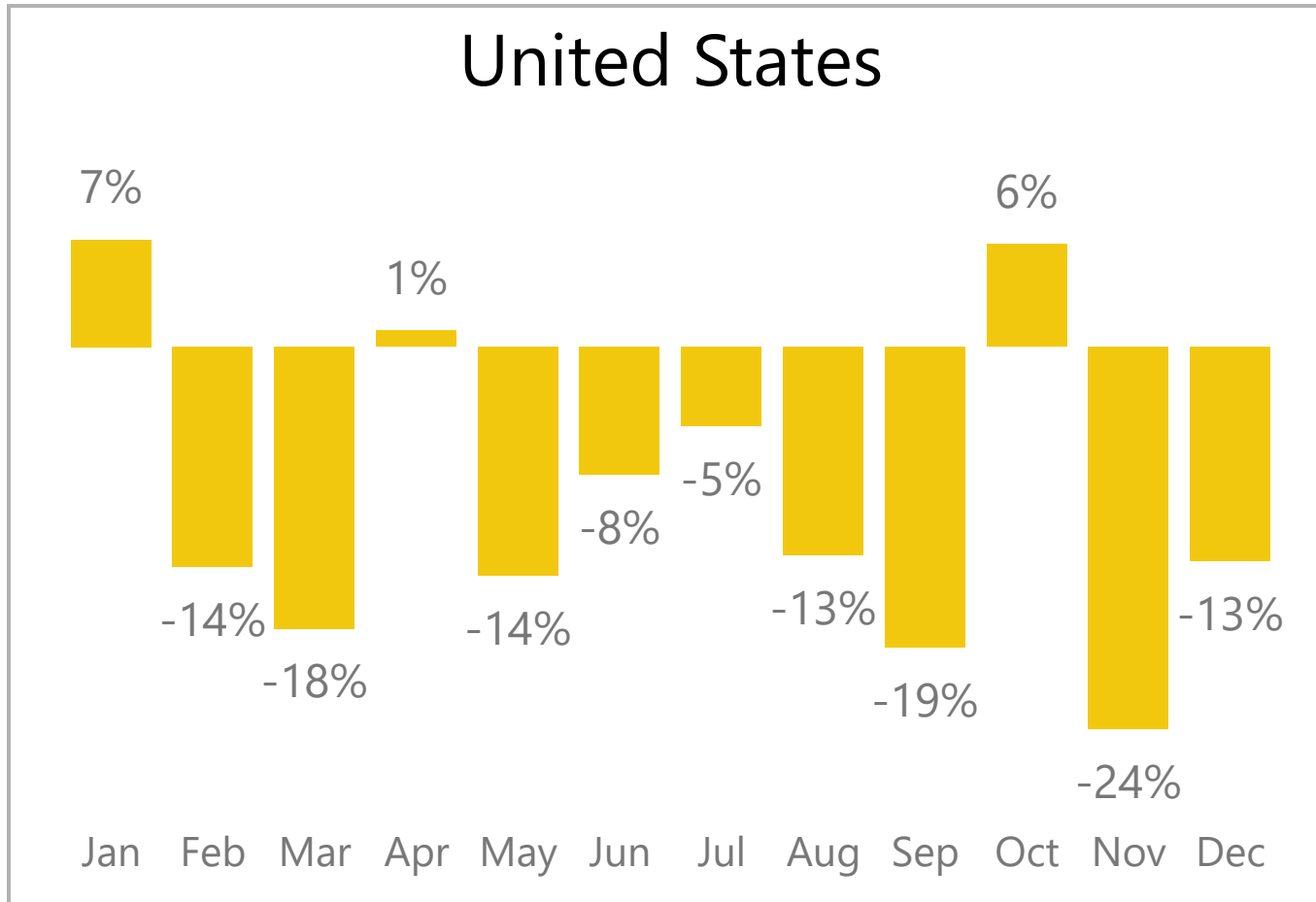
- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based 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 246 Same Store Tractor Dealers

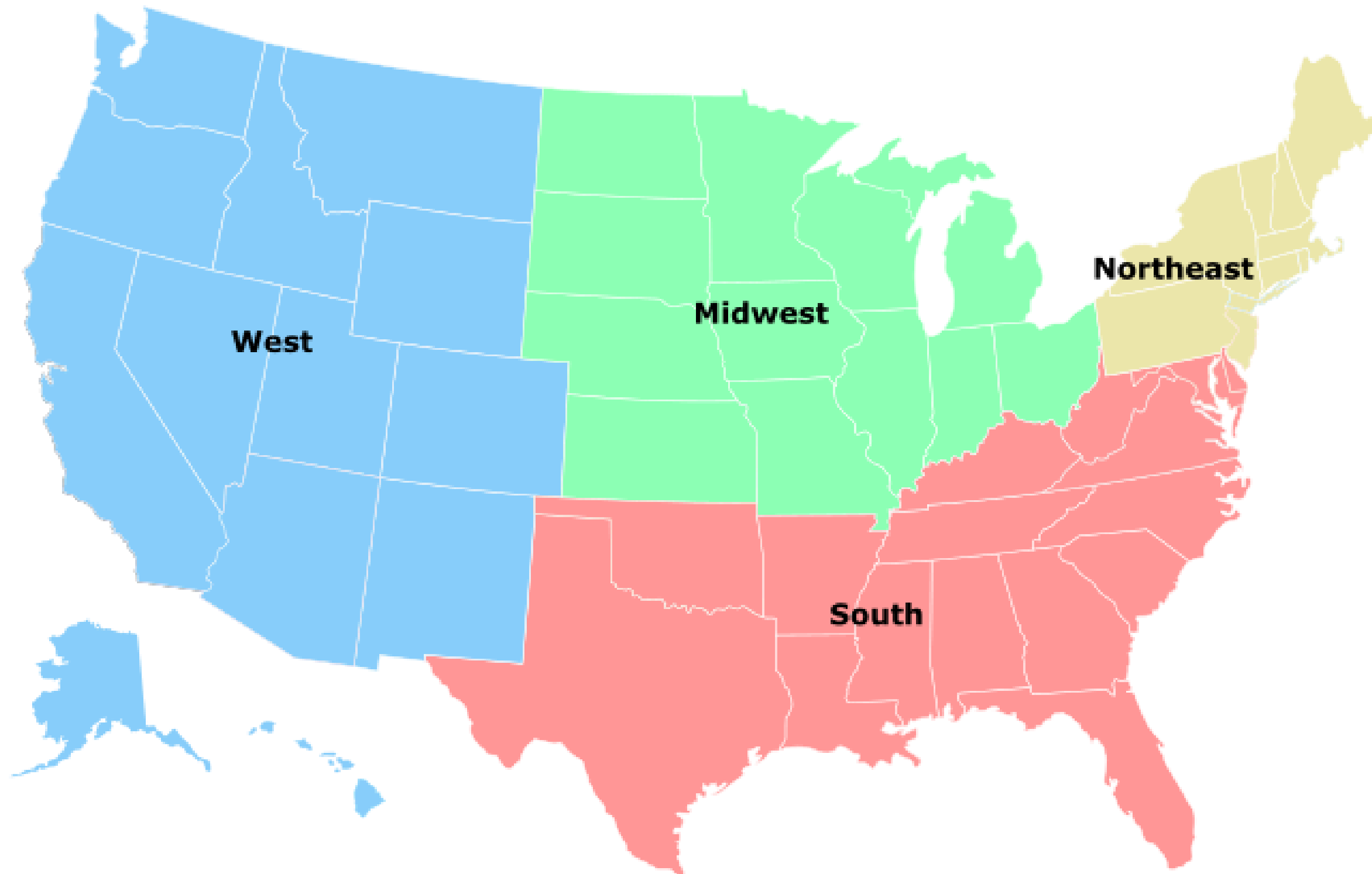


Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2023	60M	77M	93M	97M	108M	103M	85M	100M	92M	82M	80M	90M
2024	61M	67M	73M	94M	90M	90M	79M	82M	80M	79M	58M	76M
	2%	-13%	-21%	-3%	-16%	-13%	-7%	-18%	-13%	-3%	-27%	-15%

Monthly Revenue Growth By Region



Regions



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

Have questions? Contact: datasolutions@constellationdealer.com