

JOHN DEERE INVESTOR RELATIONS
FACT BOOK
FY22 DATA



JOHN DEERE



CONTENTS:

Global Statistics	3
Sales Data	4
Cost Data.....	6
Production and Precision Agriculture Overview	7
Small Agriculture and Turf Overview.....	8
Construction and Forestry Overview	9
Technology Stack Highlights.....	10
Financial Services.....	11
Stock Data	12
Talent.....	14
Investor Relations Team.....	15



GLOBAL STATISTICS

\$52.58 BILLION

Net Sales
& Revenues

\$7.13 BILLION

Net Income
attributable to Deere & Company

39%

Consolidated net sales
and revenues outside of the
United States and Canada

EMPLOYEES

82,200

employees worldwide

32,000: U.S. and Canada

50,200: Outside U.S. and Canada

DEALERS

2,000

~1,550 Agriculture
~450 Construction & Forestry
U.S. and Canada dealer locations

Outside of the U.S. and Canada,
John Deere agriculture and
turf equipment is sold to
distributors and dealers for
resale in **over 100 countries**



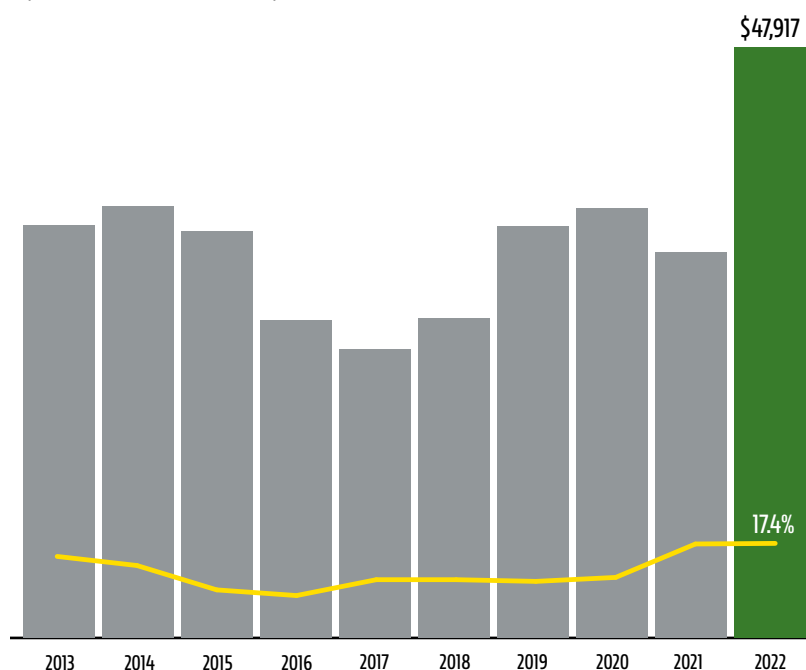
FISCAL YEAR TIMELINE

Fiscal calendar follows growing season in U.S.

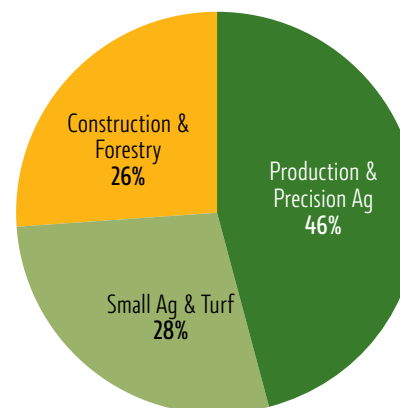


SALES DATA

EQUIPMENT OPERATIONS NET SALES AND OPERATING MARGIN (MILLIONS OF DOLLARS)



NET SALES

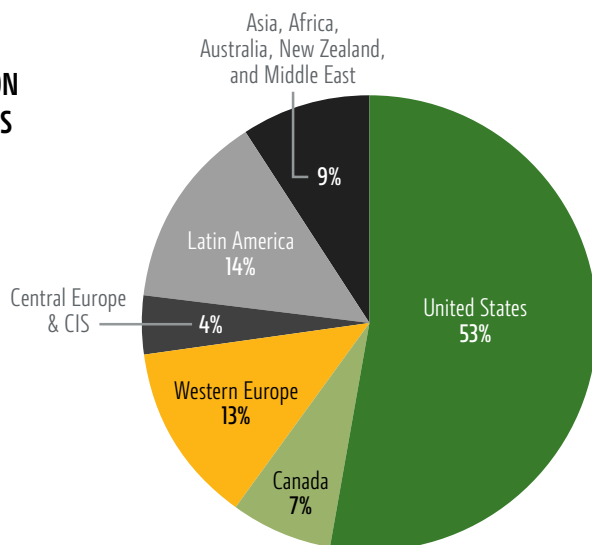


Net Sales by Operating Segment	2018	2019	2020	2021	2022
Agriculture and turf	\$23,191	\$23,666	\$22,325		
Production & precision ag ⁽¹⁾	\$13,086	\$13,364	\$12,962	\$16,509	\$22,002
Small ag & turf ⁽¹⁾	\$10,105	\$10,302	\$9,363	\$11,860	\$13,381
Construction & forestry	\$10,160	\$11,220	\$8,947	\$11,368	\$12,534
Total	\$33,351	\$34,886	\$31,272	\$39,737	\$47,917

(1) Beginning in fiscal year 2021, the company implemented a new operating model and reporting structure. With this change, the company's agriculture and turf operations were divided into two new segments, production & precision ag and small ag & turf. For informational purposes only, segment financial data for fiscal years 2020, 2019, and 2018 have been provided.

SALES DATA

EQUIPMENT OPERATION NET SALES & REVENUES BY MAJOR MARKETS



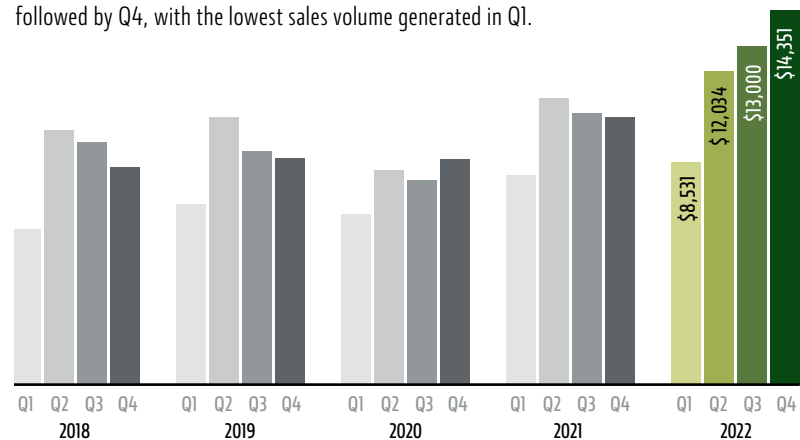
Equipment Operations Net Sales and Revenues by Major Markets (millions of dollars) ⁽¹⁾

	2018	2019	2020	2021	2022
United States	\$16,603	\$18,444	\$16,496	\$20,425	\$25,819
Canada	\$2,244	\$2,203	\$1,792	\$2,398	\$3,301
Western Europe	\$5,110	\$5,452	\$5,243	\$6,326	\$6,242
Central Europe & CIS	\$2,219	\$2,172	\$2,037	\$2,625	\$2,240
Latin America	\$3,370	\$3,613	\$2,789	\$4,275	\$7,036
Asia, Africa, Australia, New Zealand & Middle East	\$3,805	\$3,753	\$3,594	\$4,427	\$4,314
Total	\$33,351	\$35,637	\$31,951	\$40,476	\$48,952

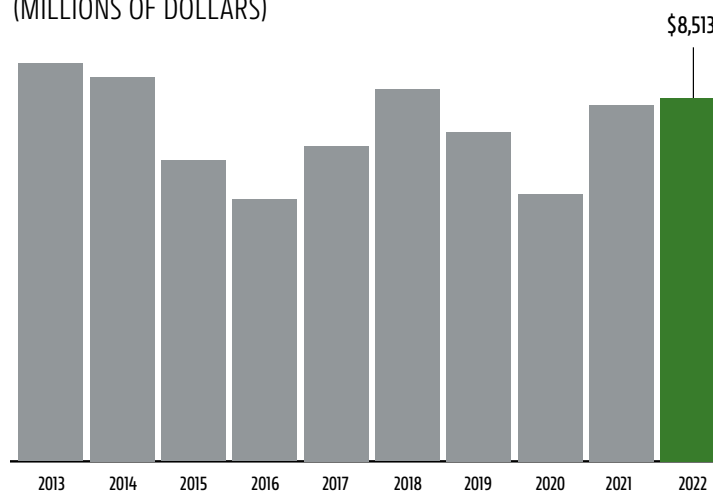
(1) 2018 is Net Sales only. With the adoption of the new Revenue Recognition Accounting Standard, 2019-2022 include Net Sales & Revenues.

QUARTERLY NET SALES – 2018-2022 (MILLIONS OF DOLLARS)

Our quarterly net sales move with the seasons. Q2 and Q3 typically yield the highest sales, followed by Q4, with the lowest sales volume generated in Q1.

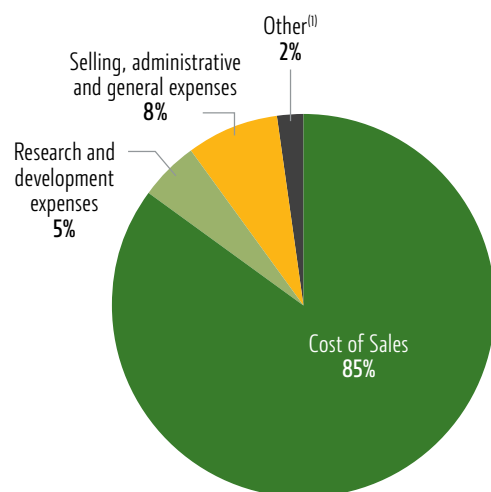


EXPORTS FROM U.S. (MILLIONS OF DOLLARS)



COST DATA

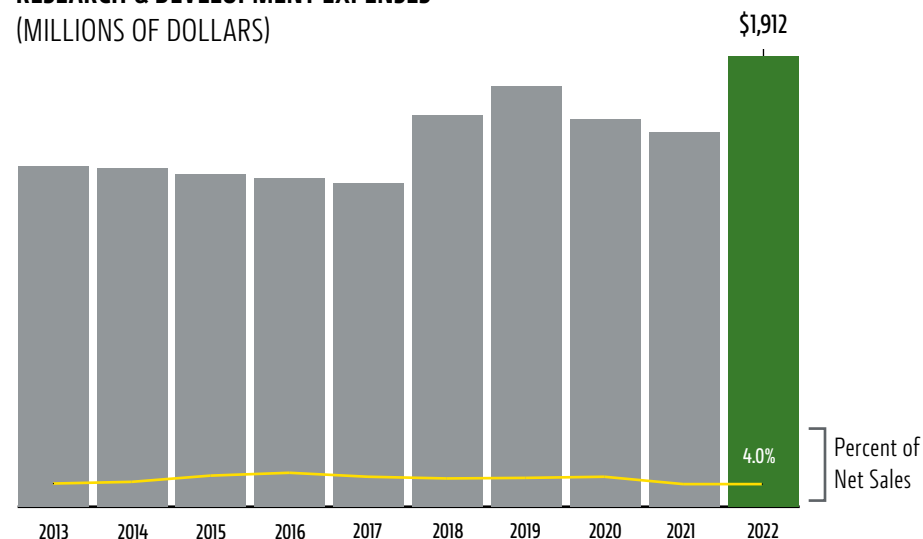
COST BREAKDOWN



Costs and Expenses	2018	2019	2020	2021	2022
Cost of sales	\$25,573	\$26,793	\$23,679	\$29,119	\$35,341
Research and development expenses	\$1,658	\$1,783	\$1,644	\$1,587	\$1,912
Selling, administrative and general expenses	\$2,935	\$3,031	\$2,878	\$2,887	\$3,137
Interest expense	\$298	\$256	\$329	\$368	\$390
Interest compensation to financial services	\$300	\$336	\$248	\$217	\$299
Other operating expenses	\$315	\$299	\$278	\$181	\$350
Total	\$31,079	\$32,498	\$29,056	\$34,359	\$41,429

(1) Other includes Interest expense, Interest compensation to Financial Services, and Other operating expenses.

RESEARCH & DEVELOPMENT EXPENSES (MILLIONS OF DOLLARS)



PRODUCTION AND PRECISION AGRICULTURE



CORN/SOY



SMALL GRAINS



SUGARCANE



COTTON

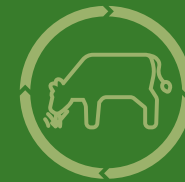
Production Agriculture - Large and certain mid-size tractors and associated attachments, combines, cotton pickers, cotton strippers, sugarcane harvesters, sugarcane loaders and pull behind scrapers, tillage, seeding, and application equipment, including sprayers and nutrient management and soil preparation machinery, and related attachments and service parts



SMALL AG & TURF



HIGH VALUE CROPS



DAIRY & LIVESTOCK



COMPACT UTILITY
TRACTORS

Small Agriculture - Mid-size and utility tractors, self-propelled forage harvesters, hay and forage equipment, balers, mowers, and related attachments and service parts

Turf - Turf and utility equipment, including riding lawn equipment, golf course equipment, utility vehicles, and commercial mowing equipment, associated implements, other outdoor power products, and related attachments and service parts



[BACK TO TABLE OF CONTENTS](#)



CONSTRUCTION & FORESTRY



EARTHMOVING



FORESTRY



ROADBUILDING

Construction - Machines used in construction, earthmoving, and material handling, including backhoe loaders, crawler dozers and loaders, four-wheel-drive loaders, excavators, motor graders, articulated dump trucks, and related attachments and service parts

Compact Construction - Smaller construction equipment, including compact excavators, compact track loaders, compact wheel loaders, skid steers, landscape loaders, and related attachments and service parts

Roadbuilding - Equipment used in roadbuilding and renovation, including milling machines, recyclers, slipform pavers, surface miners, asphalt pavers, compactors, tandem and static rollers, mobile crushers and screens, mobile and stationary asphalt plants, and related attachments and service parts

Forestry - Equipment used in timber harvesting, including log skidders, feller bunchers, log loaders, log forwarders, log harvesters, and related attachments and service parts



[BACK TO TABLE OF CONTENTS](#)



500K

Total
Connected Machines

329M

Engaged
Acres

68M

Highly Engaged
Acres

151M

Sustainably
Engaged Acres

Technology stack accelerates precision and automation while driving efficiency.

We have a full set of technology to help customers increase their productivity, profitability, and sustainability.

AUTONOMY

AUTOMATION / MACHINE IQ

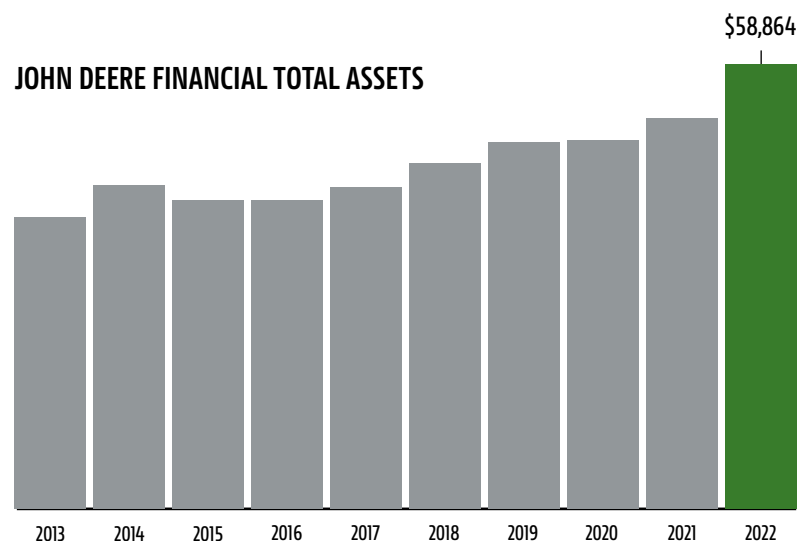
CONNECTIVITY AND
DIGITAL SOLUTIONS

GUIDANCE

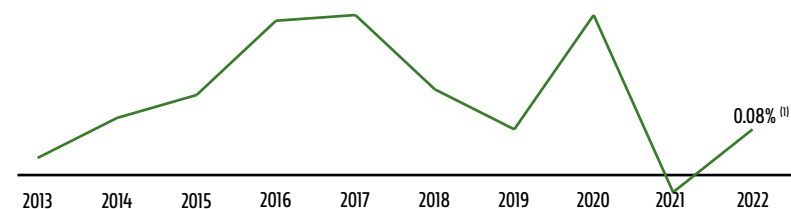
HARDWARE AND SOFTWARE

FINANCIAL SERVICES

JOHN DEERE FINANCIAL TOTAL ASSETS

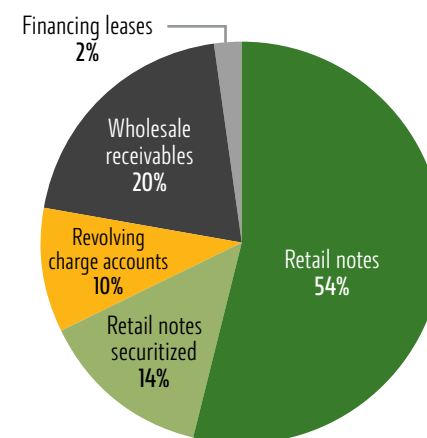


JOHN DEERE FINANCIAL PROVISION FOR CREDIT LOSSES (% OF AVERAGE OWNED PORTFOLIO)



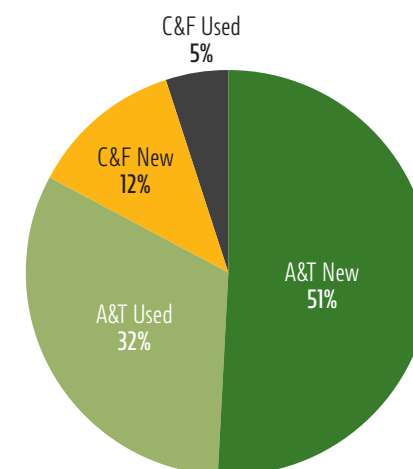
(1) The 2022 provision for credit losses excludes the financial services' portfolio in Russia. Financial services received an intercompany benefit from the equipment operations in 2022 related to its provision for credit losses on its Russia portfolio, as the equipment operations guarantees the financial services' investments in certain international markets, including Russia.

JOHN DEERE CAPITAL CORP. RECEIVABLES

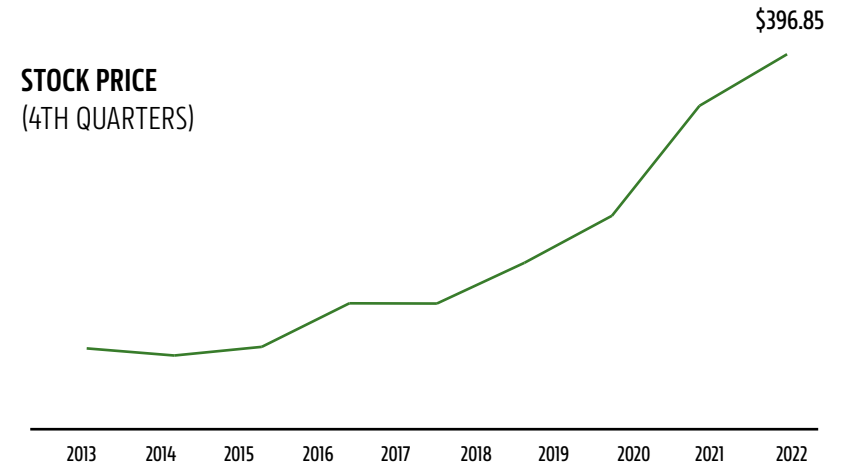
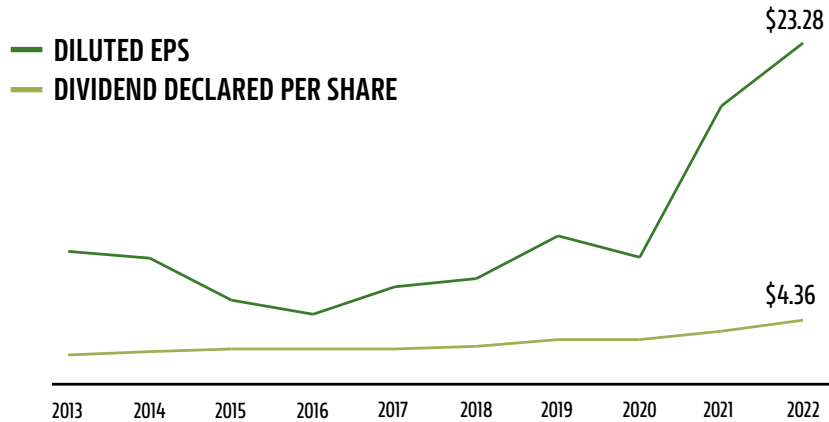


Receivables	2018	2019	2020	2021	2022
Retail notes	\$14,156.0	\$15,150.5	\$17,158.0	\$21,343.5	\$22,860.3
Retail notes securitized	\$3,954.9	\$4,349.6	\$4,689.2	\$4,662.4	\$5,951.6
Revolving charge accounts	\$3,797.6	\$3,863.0	\$3,827.4	\$3,740.1	\$4,165.8
Wholesale receivables	\$7,967.6	\$8,706.8	\$7,093.3	\$5,951.3	\$8,404.5
Financing leases	\$770.6	\$751.6	\$789.4	\$972.3	\$1,120.7
Total	\$30,646.7	\$32,821.5	\$33,557.3	\$36,669.6	\$42,502.9

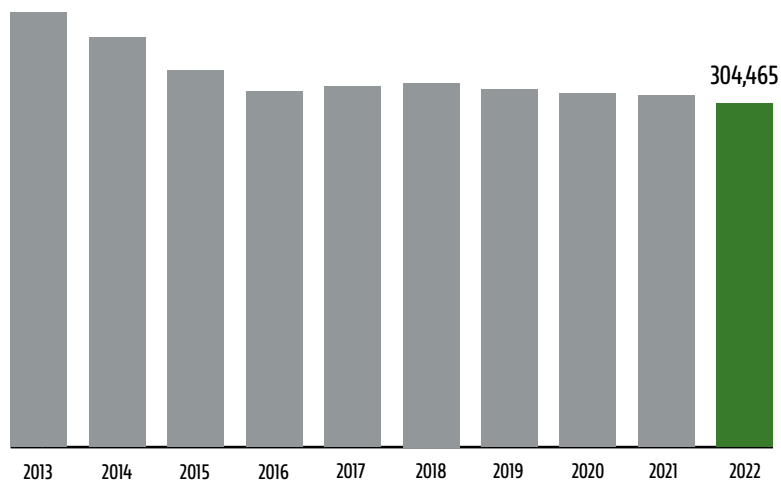
JOHN DEERE CAPITAL CORP. RETAIL NOTES RECEIVABLE BY PRODUCT CATEGORY



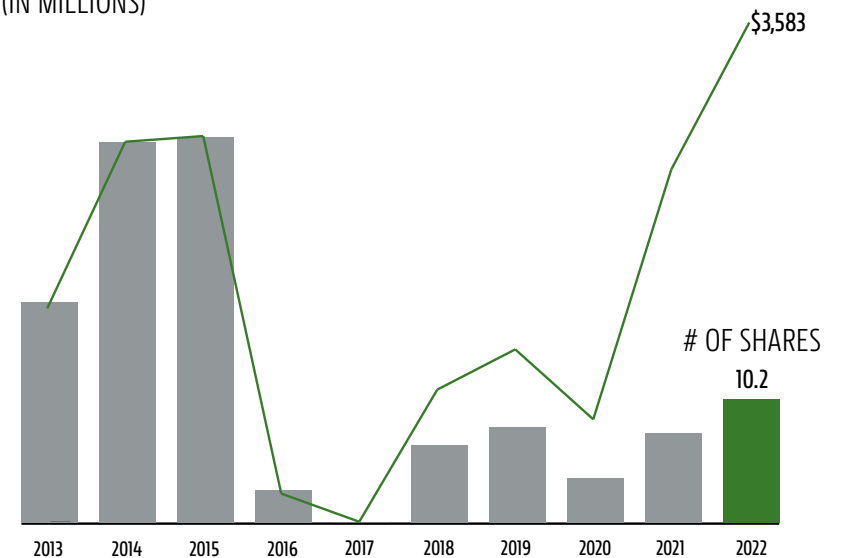
STOCK DATA



**AVERAGE NUMBER OF COMMON
SHARES OUTSTANDING (THOUSANDS)**



SHARE REPURCHASES
(IN MILLIONS)



STOCK DATA

STOCK SPLIT HISTORY

Date	Event
26 November 2007	Stock split 2 for 1
17 November 1995	Stock split 3 for 1
31 August 1976	Stock split 2 for 1
1 September 1972	Stock split 2 for 1
18 December 1963	Stock split 2 for 1
2 January 1960	3% stock dividend
8 July 1952	Stock split 2 for 1
31 October 1937	Stock split 2 for 1
15 December 1930	1.5% stock dividend
15 October 1930	1.5% stock dividend
15 July 1930	1.5% stock dividend
29 April 1930	Stock split 5 for 1
15 March 1930	1.5% stock dividend
2 December 1912	Original stock issued ⁽¹⁾

(1) Previously, privately held

TALENT

QUOTES FROM ANALYST DAY

"So, in the last 18 months or so, we have significantly shifted our talent recruiting strategy so that we're sourcing over 50% of our technical roles from the external market, focusing on differentiated software and technology skills. Several of our more recently hired colleagues have come to us from the tech companies who's devices we all have in our pockets, the search engines, and the streaming companies that many of us use every day."

– *Andrez Carberry, Head of Global Human Resources*

"...we're no longer relying on who is willing to come to one of our current locations around the world. We are going to the locations where the technical talent we must attract to Deere live and work every day."

– *Andrez Carberry, Head of Global Human Resources*

CHICAGO, IL



150 Information Technology jobs over the next two years, with the goal of hiring a total of 300 positions to support IT and additional roles within the company. Initially, the facility will target IT capabilities in eCommerce, cloud, data and analytics, and a variety of innovation related technical skills.

AUSTIN, TEXAS



Austin office will serve as a collaboration hub for new hires including data scientists, data engineers, embedded software engineers, systems engineers, and computer vision and machine learning operations engineers.

PUNE, INDIA



Pune office includes multiple functional organizations, with a focus on delivering the highest quality global shared services to John Deere business units worldwide. The facility offers opportunities for careers in technical areas, including information technology, product engineering, manufacturing engineering, embedded systems and technical authoring.

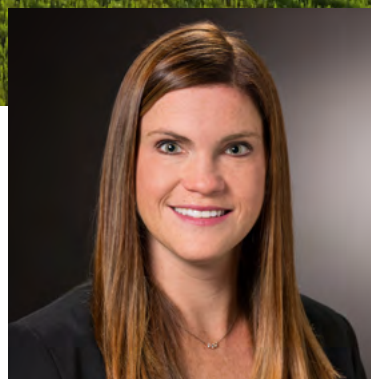
INVESTOR RELATIONS TEAM



BRENT NORWOOD
Director Investor Relations



RACHEL BACH
Manager Investor Communications



KATIE PISEL
Manager Investor Relations



JASMINE ALFORD
Analyst Investor Relations