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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
U.S. and Canada dealer locations

1,550 Agriculture
450 Construction & Forestry

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.

Q1
NOVEMBER
Q2
JANUARY
FEBRUARY
MARCH
APRIL
MAY
JUNE
JULY
AUGUST
SEPTEMBER
OCTOBER
Q3
Q4
DECEMBER
SALES DATA

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


$47,917

174%

NET SALES

Production & Precision Ag 46%
Small Ag & Turf 28%
Construction & Forestry 26%

Net Sales by Operating Segment

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

(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.
EQUIPMENT OPERATION
NET SALES & REVENUES
BY MAJOR MARKETS

United States 53%
Canada 7%
Western Europe 13%
Central Europe & CIS 4%
Latin America 14%
Asia, Africa, Australia, New Zealand, and Middle East 9%

SALES DATA

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

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

(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)

$8,513
### COST BREAKDOWN

- **Cost of Sales**: 85%
- **Research and development expenses**: 5%
- **Selling, administrative and general expenses**: 8%
- **Other (1)**: 2%

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

### COST DATA

#### Costs and Expenses

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

Percent of Net Sales: 4.0%
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

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
CONSTRUCTION & FORESTRY

**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
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.
FINANCIAL SERVICES

JOHN DEERE CAPITAL CORP.
RECEIVABLES

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

(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.
STOCK DATA

- **DILUTED EPS**
- **DIVIDEND DECLARED PER SHARE**

**STOCK PRICE**
(4TH QUARTERS)

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

**SHARE REPURCHASES**
(IN MILLIONS)

- **# OF SHARES** 10.2
- **$3,583**
- **$396.85**
## STOCK SPLIT HISTORY

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

(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

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 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 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