

**JOHN DEERE
INVESTOR RELATIONS**

FACT BOOK

FY24 DATA



CONTENTS:

GLOBAL STATISTICS

GLOBAL STATISTICS.....	3
SALES DATA.....	4
COST DATA.....	6
PRODUCTION AND PRECISION AGRICULTURE.....	7
SMALL AG & TURF.....	8
CONSTRUCTION & FORESTRY.....	9
TECHNOLOGY STACK HIGHLIGHTS.....	10
FINANCIAL SERVICES.....	11
STOCK DATA.....	13
INVESTOR RELATIONS TEAM.....	14



GLOBAL STATISTICS

\$51.7 BILLION

Net Sales
& Revenues

\$7.1 BILLION

Net Income
attributable to Deere & Company

34%

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

EMPLOYEES

75,800

employees worldwide

30,100: U.S. and Canada
45,700: Outside U.S and Canada

DEALERS

2,050

-1,600 Agriculture
- 450 Construction & Forestry
U.S. and Canada dealer locations

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



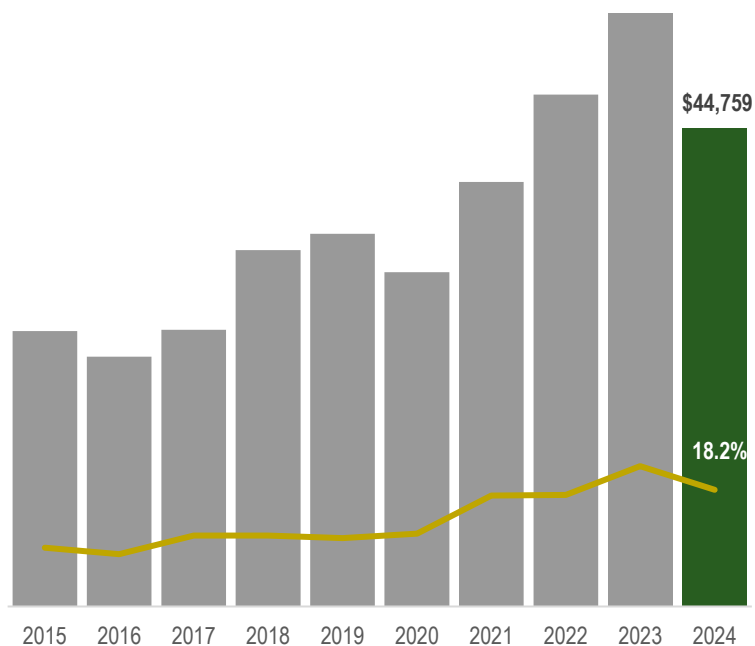
FISCAL YEAR TIMELINE

- fiscal calendar follows U.S. growing season

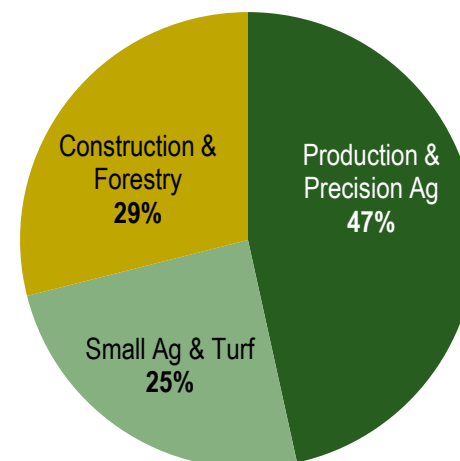


SALES DATA

EQUIPMENT OPERATIONS NET SALES & OPERATING PROFIT MARGIN (*\$ in millions*)



EQUIPMENT OPERATIONS NET SALES BY OPERATING SEGMENT

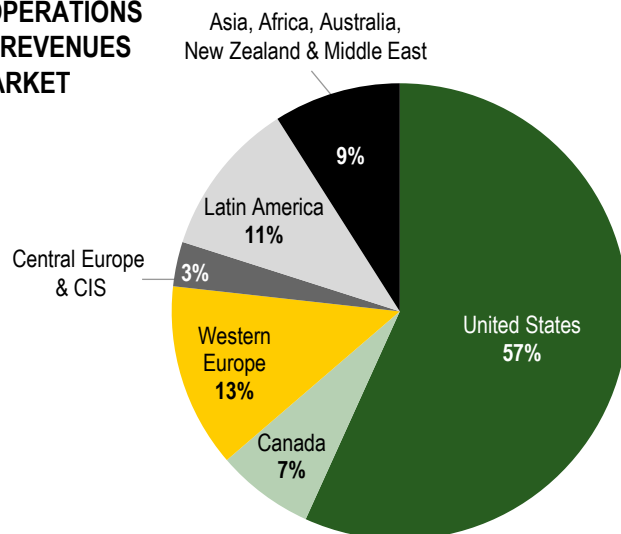


Equipment Operations Net Sales by Operating Segment (*\$ in millions*)

	2022		2023		2024	
Production & Precision Ag	\$	22,002	\$	26,790	\$	20,834
Small Ag & Turf	\$	13,381	\$	13,980	\$	10,969
Construction & Forestry	\$	12,534	\$	14,795	\$	12,956
Total	\$	47,917	\$	55,565	\$	44,759

SALES DATA

EQUIPMENT OPERATIONS NET SALES & REVENUES BY MAJOR MARKET



Equipment Operations

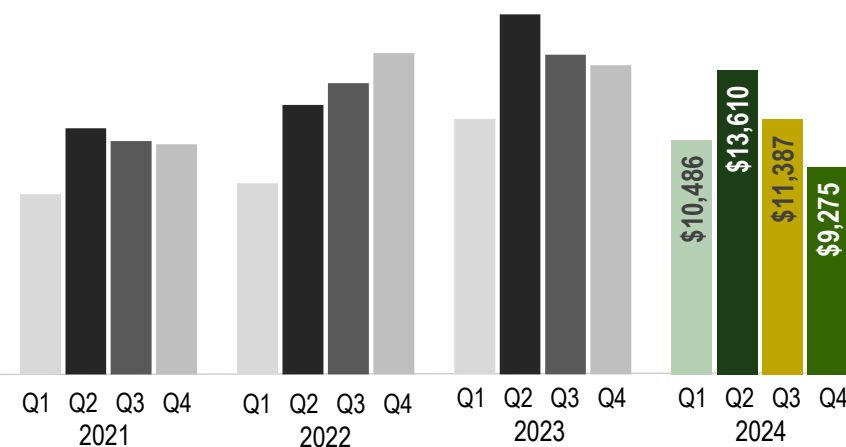
Net Sales & Revenues by Major Markets

(\$ in millions)	2021	2022	2023	2024
United States	\$ 20,425	\$ 25,819	\$ 30,822	\$ 26,076
Canada	\$ 2,398	\$ 3,301	\$ 3,646	\$ 3,183
Western Europe	\$ 6,326	\$ 6,242	\$ 7,189	\$ 6,000
Central Europe & CIS	\$ 2,625	\$ 2,240	\$ 2,101	\$ 1,452
Latin America	\$ 4,275	\$ 7,036	\$ 7,744	\$ 5,085
Asia, Africa, Australia, New Zealand, Middle East	\$ 4,427	\$ 4,314	\$ 5,028	\$ 4,138
Total	\$ 40,476	\$ 48,952	\$ 56,530	\$ 45,934

EQUIPMENT OPERATIONS QUARTERLY NET SALES

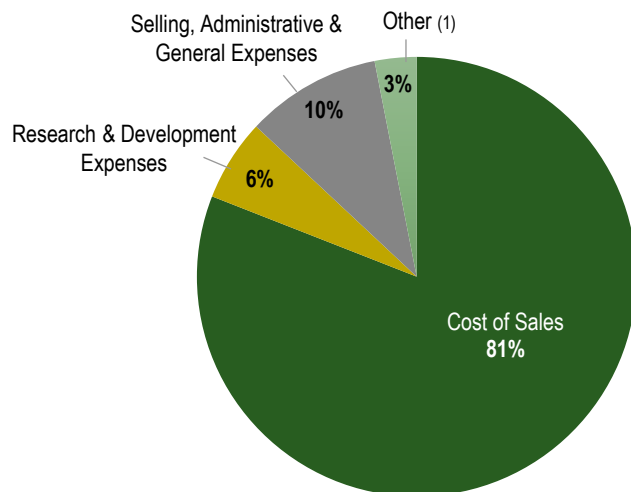
(\$ in millions)

2Q and 3Q typically yield the highest sales, followed by Q4, with the lowest sales volume generated in Q1



COST DATA

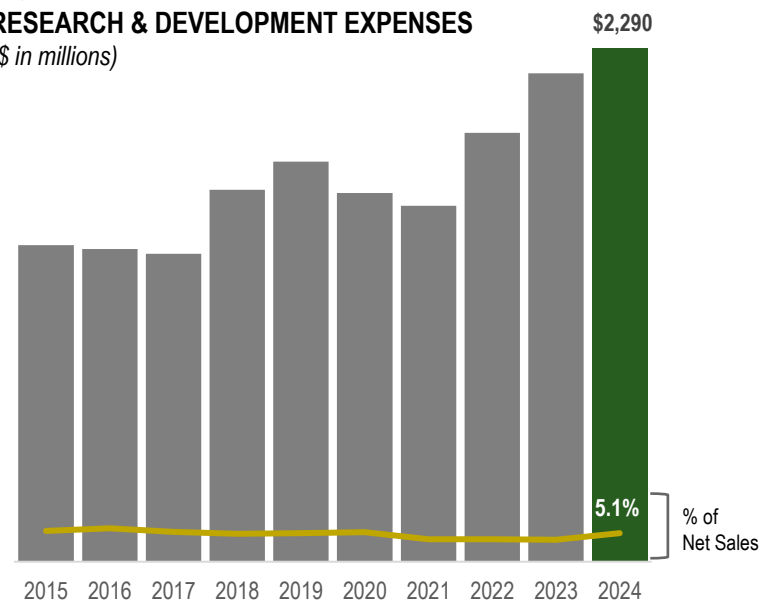
EQUIPMENT OPERATIONS COST BREAKDOWN



Equipment Operations Costs & Expenses (\$ in millions)				
	2021	2022	2023	2024
Cost of Sales	\$ 29,119	\$ 35,341	\$ 37,739	\$ 30,803
Research and development expenses	\$ 1,587	\$ 1,912	\$ 2,177	\$ 2,290
Selling, administrative and general expenses	\$ 2,887	\$ 3,137	\$ 3,611	\$ 3,791
Interest expense	\$ 368	\$ 390	\$ 411	\$ 396
Interest compensation to Financial Services	\$ 217	\$ 299	\$ 687	\$ 640
Other operating expenses	\$ 181	\$ 350	\$ 217	\$ 133
Total	\$ 34,359	\$ 41,429	\$ 44,842	\$ 38,053

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

EQUIPMENT OPERATIONS RESEARCH & DEVELOPMENT EXPENSES (\$ in millions)



PRODUCTION AND PRECISION AGRICULTURE



CORN / SOY



SMALL GRAINS



SUGARCANE



COTTON

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



[BACK TO TABLE OF CONTENTS](#)

SMALL AG & TURF



HIGH VALUE CROPS



DAIRY & LIVESTOCK



COMPACT & UTILITY
TRACTORS

Small Agriculture – Mid-size and compact 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 mowers, and related attachments and service parts



CONSTRUCTION & FORESTRY



EARTHMOVING



ROADBUILDING



FORESTRY

Construction – Construction, earthmoving & material handling machines, 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 – 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





775K

Connected Machines

455M

Engaged Acres

125M

Highly Engaged Acres

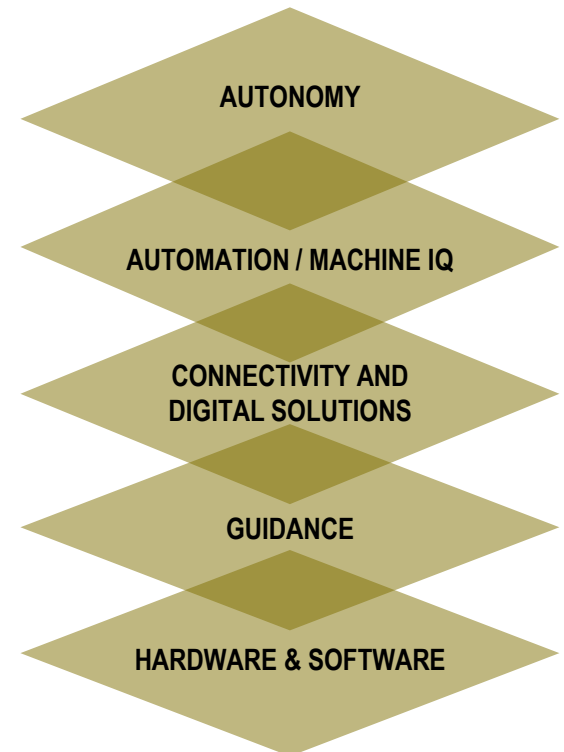
197M

Sustainably Engaged Acres

**Technology accelerates
precision and automation
while driving efficiency.**

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

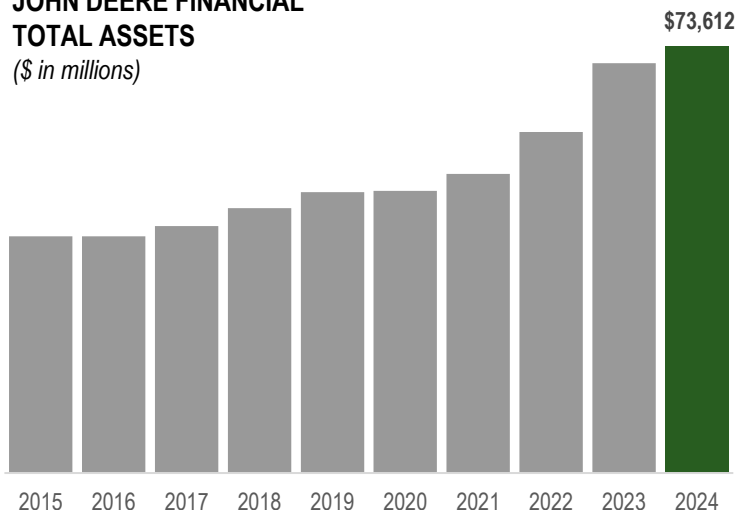
[BACK TO TABLE OF CONTENTS](#)



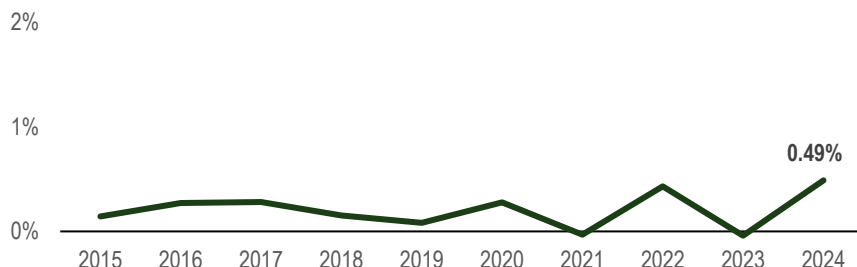
FINANCIAL SERVICES

JOHN DEERE FINANCIAL TOTAL ASSETS

(\$ in millions)



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



JOHN DEERE CAPITAL CORPORATION NOTES RECEIVABLE DETAIL

John Deere Capital Corporation

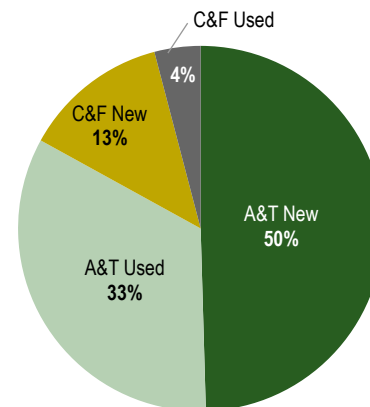
Receivables

(\$ in millions)

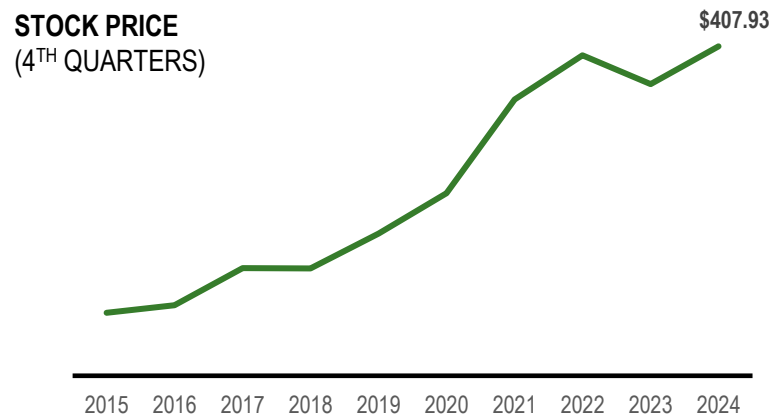
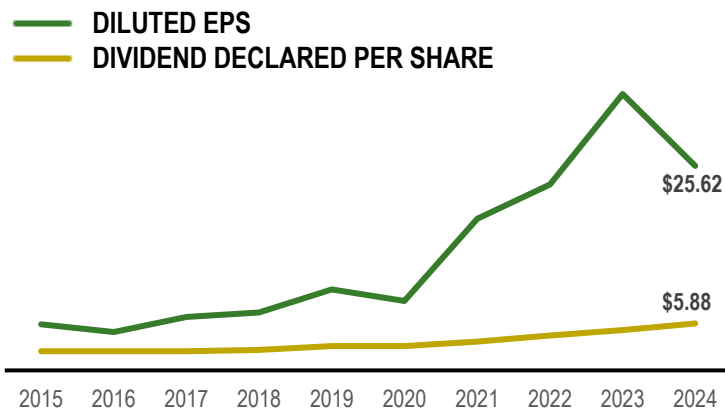
	2020	2021 ⁽¹⁾	2022 ⁽¹⁾	2023	2024
Retail notes	\$ 17,158	\$ 21,299	\$ 22,799	\$ 24,641	\$ 25,169
Retail notes securitized	\$ 4,689	\$ 4,662	\$ 5,952	\$ 7,357	\$ 8,768
Revolving charge accounts	\$ 3,827	\$ 3,740	\$ 4,166	\$ 4,594	\$ 4,539
Wholesale receivables	\$ 7,093	\$ 5,951	\$ 8,405	\$ 13,330	\$ 14,114
Financing leases	\$ 789	\$ 972	\$ 1,121	\$ 1,422	\$ 1,637
Total	\$ 33,557	\$ 36,625	\$ 42,442	\$ 51,344	\$ 54,228

(1) In 2Q 2023, the accounting treatment for financing incentives offered to John Deere Dealers was corrected; resulting in an immaterial restatement of prior periods 2021-2022.

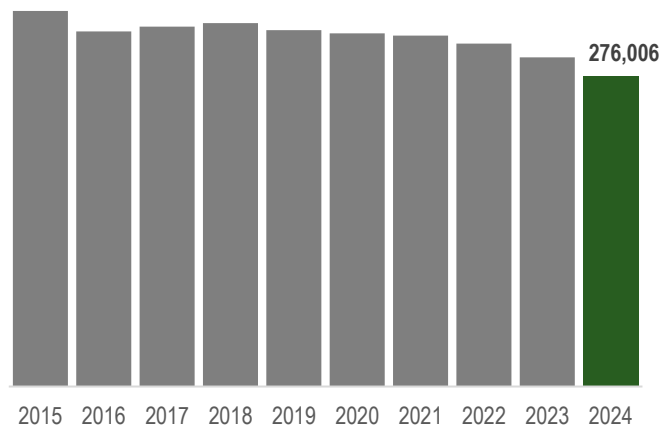
JOHN DEERE CAPITAL CORPORATION RETAIL NOTES BY PRODUCT CATEGORY



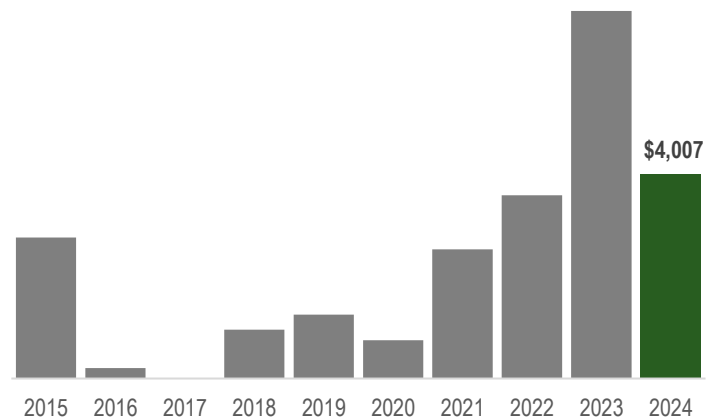
STOCK DATA



**AVERAGE NUMBER OF COMMON
SHARES OUTSTANDING (IN 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

INVESTOR RELATIONS TEAM



JOSH BEAL
Director Investor Relations



JOSH ROHLEDER
Manager Investor
Communications



HOLLY DUNHAM
Manager Investor Relations



BOBBY STRODE
Analyst Investor Relations