

JOHN DEERE
INVESTOR RELATIONS

FACT BOOK

FY25 DATA





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GLOBAL STATISTICS

\$45.7 BILLION

Net Sales
& Revenues

\$5.0 BILLION

Net Income
attributable to Deere & Company

39%

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

EMPLOYEES

73,100

employees worldwide

27,600: U.S. and Canada
45,500: 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**



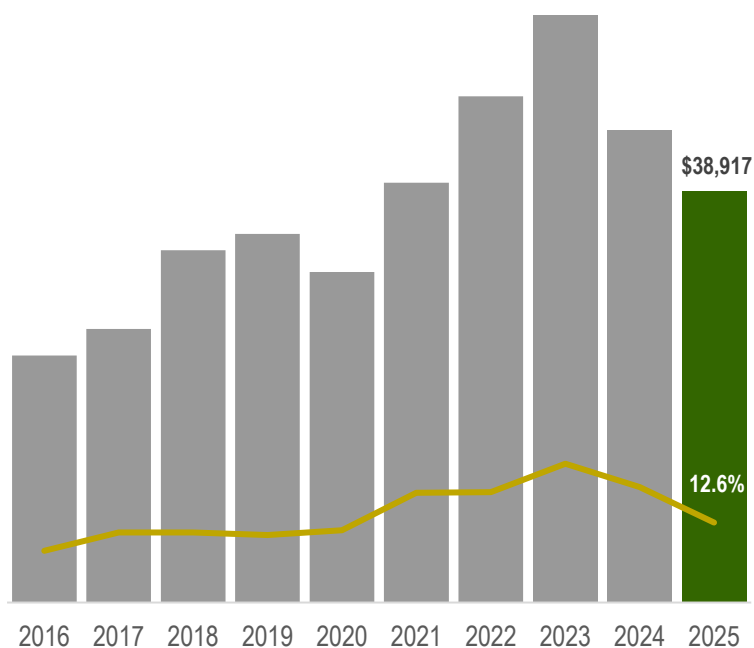
FISCAL YEAR TIMELINE

- fiscal calendar follows U.S. growing season

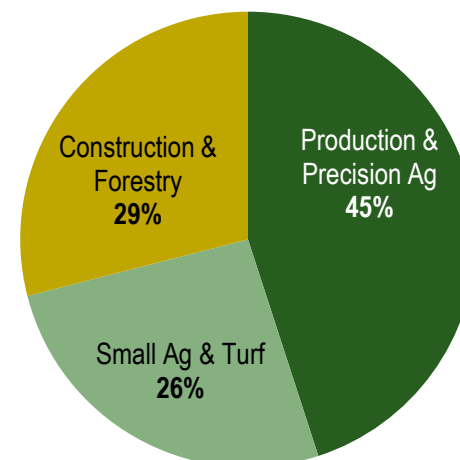


SALES DATA

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



**EQUIPMENT OPERATIONS
NET SALES BY OPERATING SEGMENT**

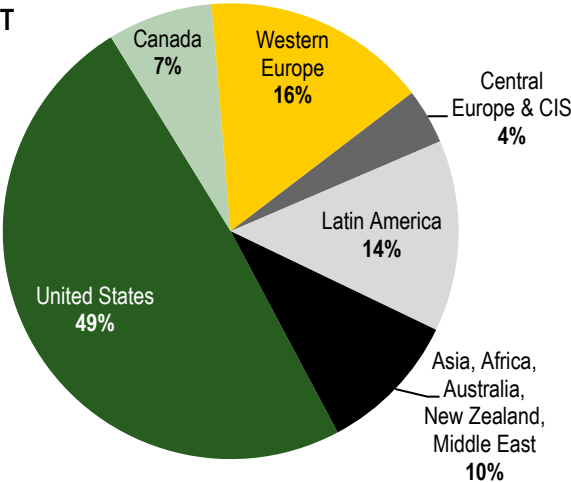


**Equipment Operations
Net Sales by Operating Segment**
(\$ in millions)

	2023		2024		2025	
Production & Precision Ag	\$	26,790	\$	20,834	\$	17,311
Small Ag & Turf	\$	13,980	\$	10,969	\$	10,224
Construction & Forestry	\$	14,795	\$	12,956	\$	11,382
Total	\$	55,565	\$	44,759	\$	38,917

SALES DATA

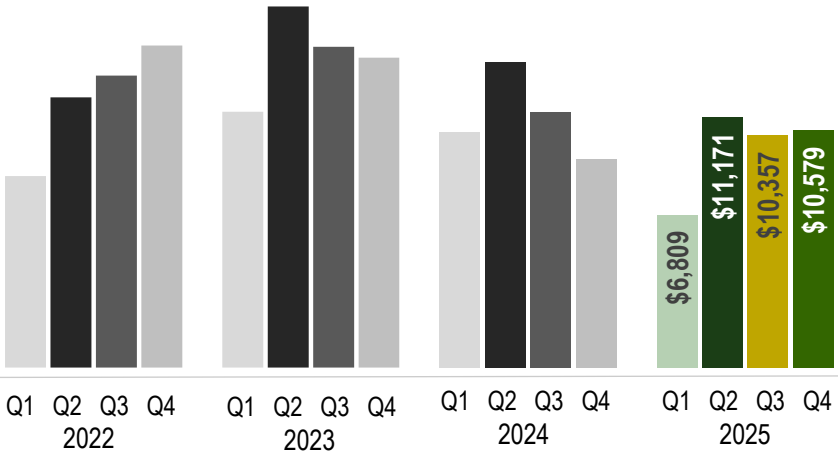
EQUIPMENT OPERATIONS NET SALES & REVENUES BY MAJOR MARKET



Equipment Operations Net Sales & Revenues by Major Markets (\$ in millions)				
	2022	2023	2024	2025
United States	\$ 25,819	\$ 30,822	\$ 26,076	\$ 19,524
Canada	\$ 3,301	\$ 3,646	\$ 3,183	\$ 2,974
Western Europe	\$ 6,242	\$ 7,189	\$ 6,000	\$ 6,365
Central Europe & CIS	\$ 2,240	\$ 2,101	\$ 1,452	\$ 1,564
Latin America	\$ 7,036	\$ 7,744	\$ 5,085	\$ 5,410
Asia, Africa, Australia, New Zealand, Middle East	\$ 4,314	\$ 5,028	\$ 4,138	\$ 4,026
Total	\$ 48,952	\$ 56,530	\$ 45,934	\$ 39,863

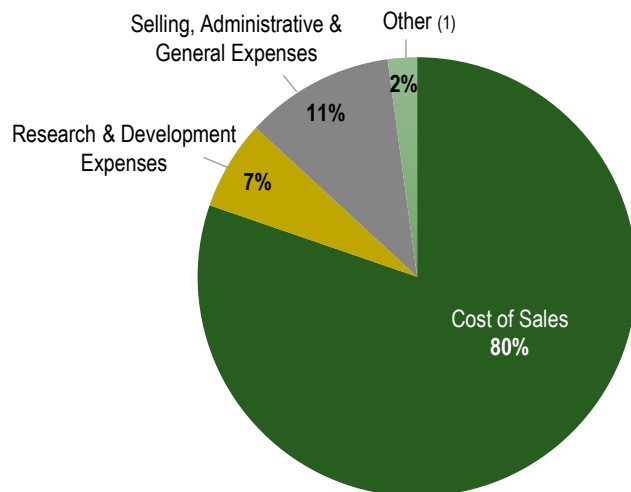
EQUIPMENT OPERATIONS QUARTERLY NET SALES (\$ in millions)

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



COST DATA

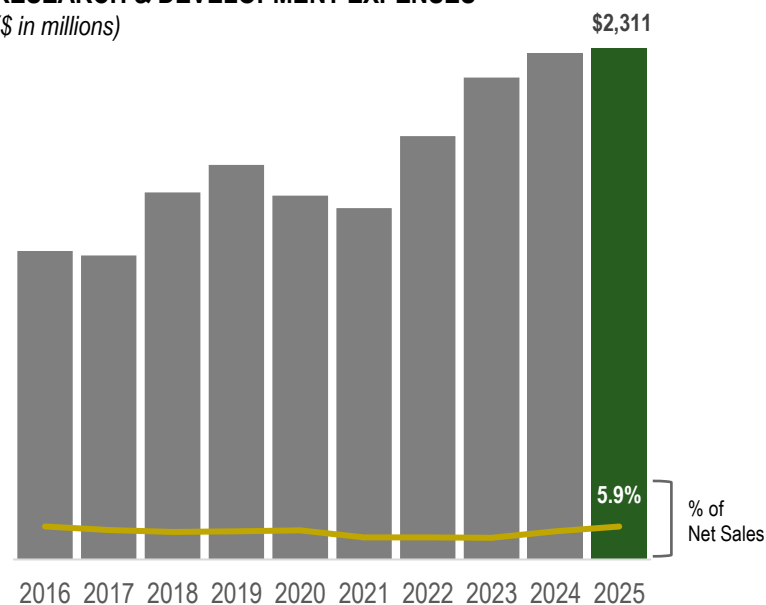
EQUIPMENT OPERATIONS COST BREAKDOWN



Equipment Operations Costs & Expenses (\$ in millions)				
	2022	2023	2024	2025
Cost of Sales	\$ 35,341	\$ 37,739	\$ 30,803	\$ 28,190
Research and development expenses	\$ 1,912	\$ 2,177	\$ 2,290	\$ 2,311
Selling, administrative and general expenses	\$ 3,137	\$ 3,611	\$ 3,791	\$ 3,856
Interest expense	\$ 390	\$ 411	\$ 396	\$ 372
Interest compensation to Financial Services	\$ 299	\$ 687	\$ 640	\$ 414
Other operating expenses	\$ 350	\$ 217	\$ 133	\$ (29)
Total	\$ 41,429	\$ 44,842	\$ 38,053	\$ 35,114

(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 & Precision Agriculture – segment includes four-wheel-drive (4WD)/track and row crop tractors, harvesters, cotton pickers, cotton strippers, sugarcane harvesters, sugarcane loaders, and related harvesting front-end equipment. In addition, the segment includes tillage, seeding, and application equipment, including sprayers and nutrient management, and soil preparation machinery, and related attachments and service parts



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SMALL AG & TURF



HIGH VALUE CROPS



DAIRY & LIVESTOCK



COMPACT & UTILITY
TRACTORS

Small Agriculture & Turf – segment includes specialty, utility, and compact tractors, hay and forage equipment, including self-propelled forage harvesters and attachments, balers, and mowers; turf and utility equipment, including riding lawn equipment, commercial mowing equipment, golf course equipment, utility vehicles, implements for mowing, tilling, snow and debris handling, aerating, and other residential, commercial, golf, and sports turf care applications; and related attachments and service parts



CONSTRUCTION & FORESTRY



EARTHMOVING



ROADBUILDING



FORESTRY

Construction – excavators, motor graders, crawler dozers and loaders, wheel loaders, backhoes, articulated dump trucks and related attachments and service parts

Compact construction – skid steers, compact excavators, compact wheel loaders, compact track loaders, and related attachments and service parts

Roadbuilding – 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 – skidders, wheeled and tracked feller bunchers, forwarders, knuckleboom loaders, wheeled and tracked harvesters, swing machines, and related attachments and service parts



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1M+

Connected Machines

~500M

Engaged Acres

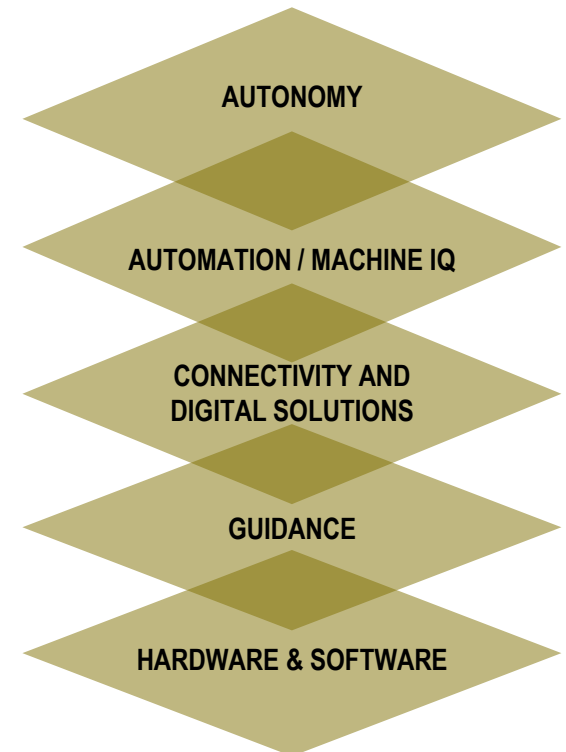
147M

Highly 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.

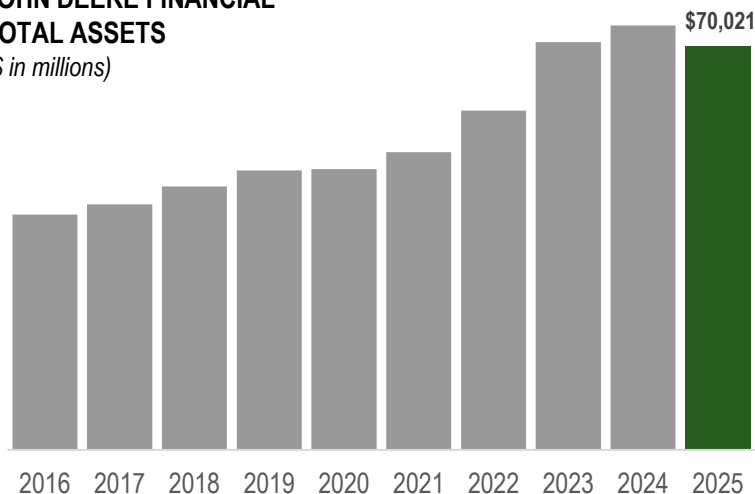
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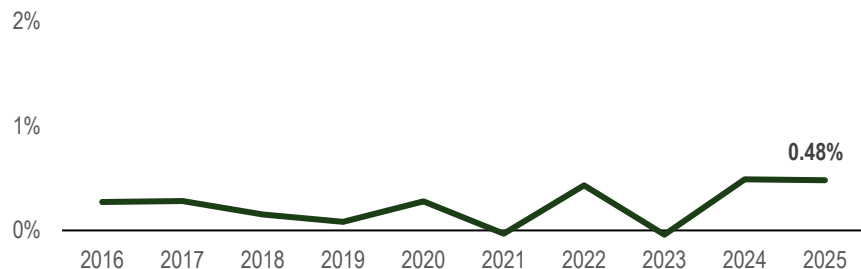
FINANCIAL SERVICES

JOHN DEERE FINANCIAL TOTAL ASSETS

(\$ in millions)



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



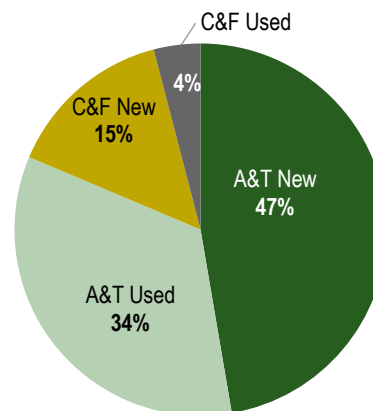
JOHN DEERE CAPITAL CORPORATION NOTES RECEIVABLE DETAIL

John Deere Capital Corporation Receivables (\$ in millions)

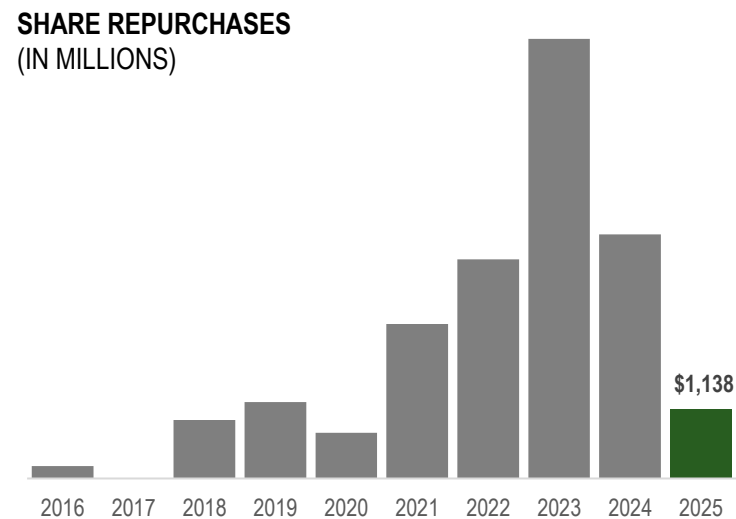
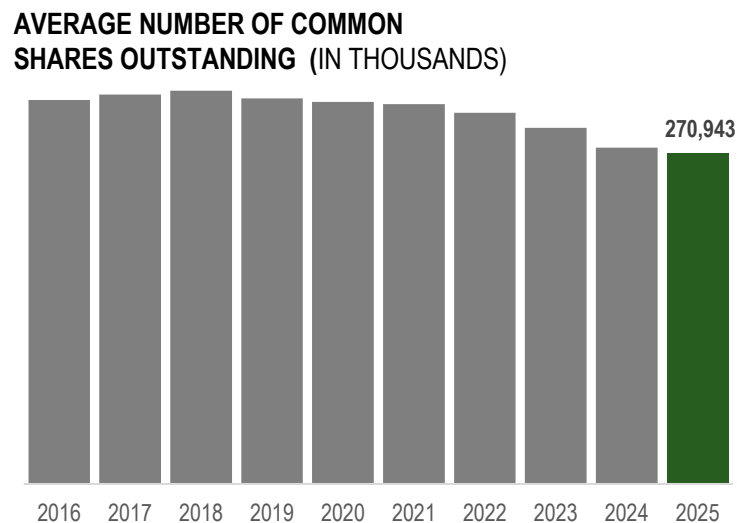
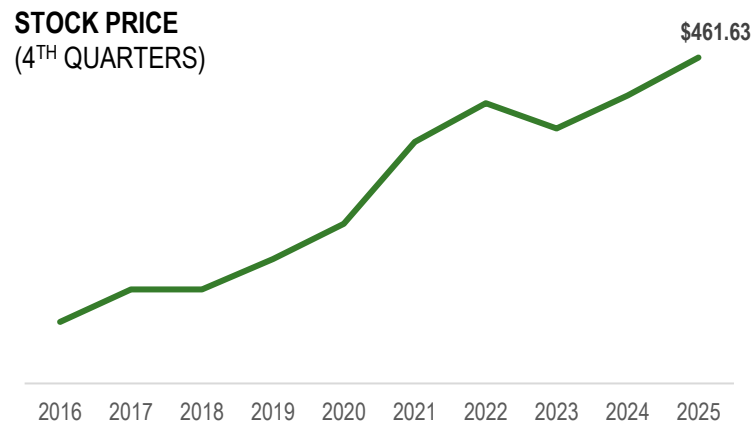
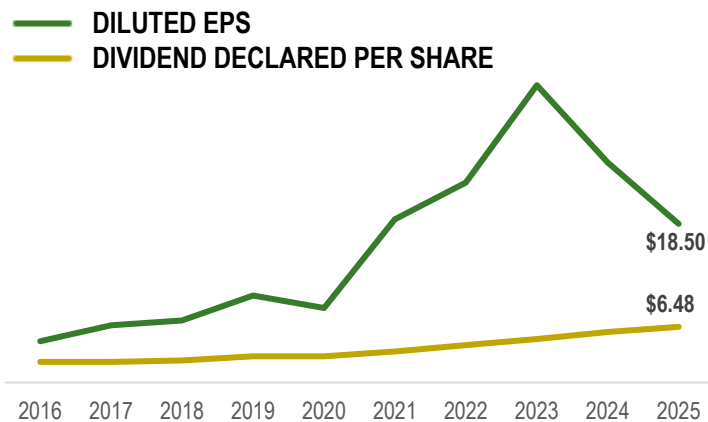
	2021 ⁽¹⁾	2022 ⁽¹⁾	2023	2024	2025
Retail notes	\$ 21,299	\$ 22,799	\$ 24,641	\$ 25,169	\$ 25,787
Retail notes securitized	\$ 4,662	\$ 5,952	\$ 7,357	\$ 8,768	\$ 6,871
Revolving charge accounts	\$ 3,740	\$ 4,166	\$ 4,594	\$ 4,539	\$ 4,677
Wholesale receivables	\$ 5,951	\$ 8,405	\$ 13,330	\$ 14,114	\$ 12,656
Financing leases	\$ 972	\$ 1,121	\$ 1,422	\$ 1,637	\$ 1,659
Total	\$ 36,625	\$ 42,442	\$ 51,344	\$ 54,228	\$ 51,649

(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



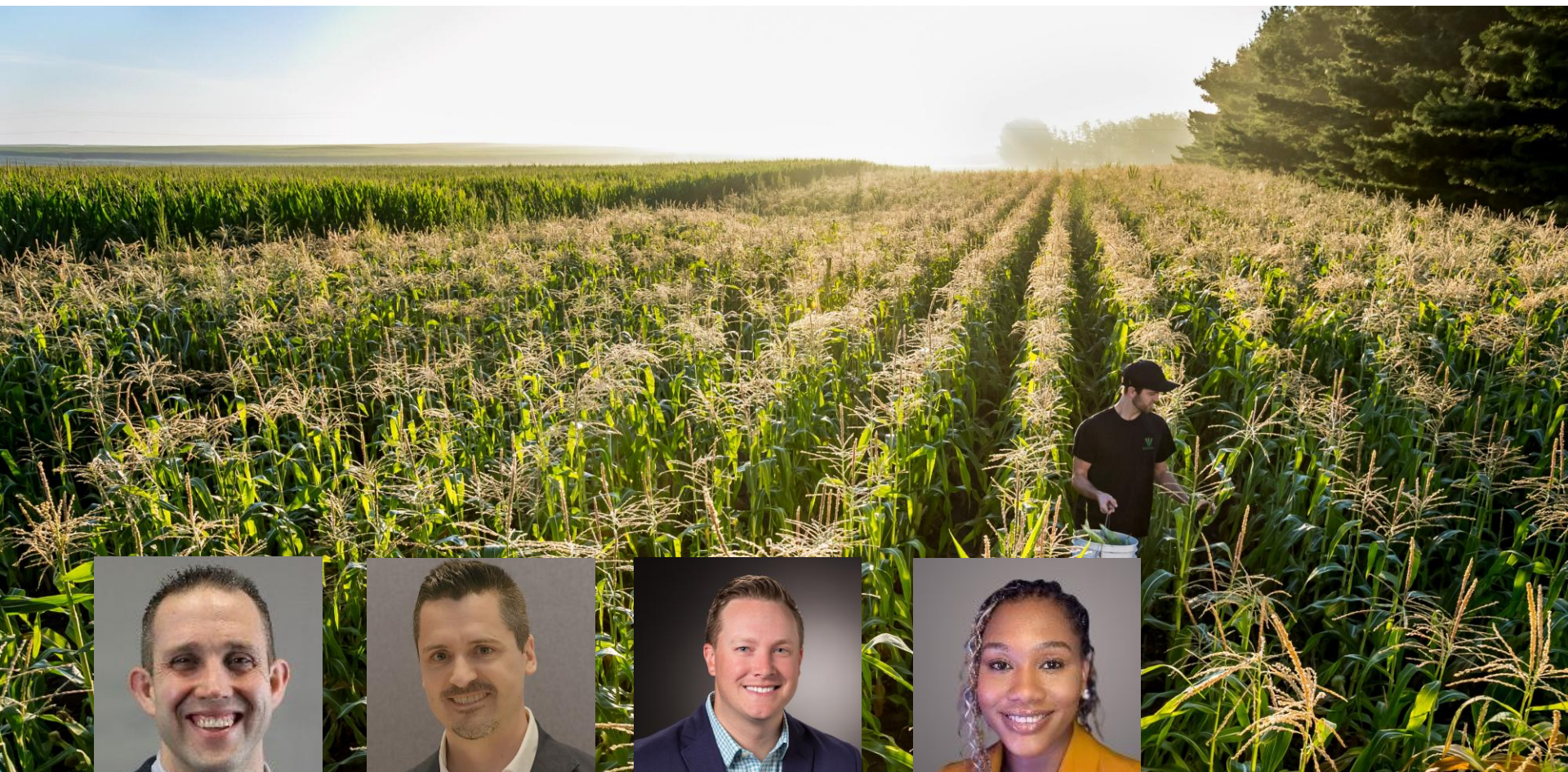
STOCK DATA

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



CHRIS SEIBERT
Manager Investor
Communications



ERIC NORBERG
Manager Investor Relations



TEMERA DUNCAN
Analyst Investor Relations