

Retail Sales

For December 2017



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December 2017 Retail Sales

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	↑ 6%	↑ Double digits
2WD Tractors (40 < 100 PTO hp)	↔ Flat	↓ Double digits
2WD Tractors (100+ PTO hp)	↓ 4%	↓ More than the industry
4WD Tractors	↑ 27%	↑ More than the industry
Combines	↑ 2%	↑ More than the industry

* As reported by the Association of Equipment Manufacturers

** As reported to the Association of Equipment Manufacturers

November 2017 Dealer Inventories***

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	54%	Lower than the industry
2WD Tractors (40 < 100 PTO hp)	55%	Lower than the industry
2WD Tractors (100+ PTO hp)	49%	Lower than the industry
4WD Tractors	29%	Lower than the industry
Combines	15%	Lower than the industry

* As reported by the Association of Equipment Manufacturers

** As reported to the Association of Equipment Manufacturers

*** In units as a % of trailing 12 months retail sales, as reported to the Association of Equipment Manufacturers

December 2017 Retail Sales

EU 28 Ag

Deere*

Tractors

↔ Flat

Combines

↔ Flat

U.S. and Canada

Deere*

Selected Turf & Utility Equipment

↑ Single digit

Construction & Forestry

First-in-the-Dirt

↑ Double digits

Settlements

↑ Double digits

* Based on internal sales reports



JOHN DEERE