

# Retail Sales

For June 2019



# Safe Harbor Statement & Disclosures

This presentation includes forward-looking comments subject to important risks and uncertainties. It may also contain financial measures that are not in conformance with accounting principles generally accepted in the United States of America (GAAP).

Refer to Deere's reports filed on Forms 8-K (current), 10-Q (quarterly), and 10-K (annual) for information on factors that could cause actual results to differ materially from information in this presentation and for information reconciling financial measures to GAAP. Past performance may not be representative of future results.

Nothing in this presentation should be construed as reaffirming or disaffirming the guidance set forth in Deere's most recent earnings release and earnings call. This presentation is not an offer to sell or a solicitation of offers to buy any of Deere's securities.

# June 2019 Retail Sales (Rolling 3 Months)

U.S. and Canada Ag	Industry*	Deere**
<b>2WD Tractors</b> (< 40 PTO hp)	↑ 5%	↔ Flat
<b>2WD Tractors</b> (40 < 100 PTO hp)	↓ 3%	↔ Flat
<b>2WD Tractors</b> (100+ PTO hp)	↓ 1%	↓ In line with the industry
<b>4WD Tractors</b>	↓ 6%	↓ Less than the industry
<b>Combines</b>	↓ 19%	↓ More than the industry

\* As reported by the Association of Equipment Manufacturers

\*\* As reported to the Association of Equipment Manufacturers

# May 2019 Dealer Inventories\*\*\*

U.S. and Canada Ag	Industry*	Deere**
<b>2WD Tractors</b> (< 40 PTO hp)	<b>55%</b>	<b>Higher than the industry</b>
<b>2WD Tractors</b> (40 < 100 PTO hp)	<b>62%</b>	<b>Slightly higher than the industry</b>
<b>2WD Tractors</b> (100+ PTO hp)	<b>55%</b>	<b>Lower than the industry</b>
<b>4WD Tractors</b>	<b>34%</b>	<b>In line with the industry</b>
<b>Combines</b>	<b>28%</b>	<b>In line with the industry</b>

\* 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

# June 2019 Retail Sales (Rolling 3 Months)

## EU 28+ Ag

## Deere\*

Tractors



Low single digit

Combines



Double digits

## U.S. and Canada

## Deere\*

Selected Turf & Utility Equipment



Low double digits

Construction & Forestry

First-in-the-Dirt



Double digits

Settlements



High single digit

\* Based on internal sales reports



**JOHN DEERE**