

Retail Sales

For September 2019



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September 2019 Retail Sales (Rolling 3 Months)

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	↑ 6%	↑ More than the industry
2WD Tractors (40 < 100 PTO hp)	↑ 7%	↑ More than the industry
2WD Tractors (100+ PTO hp)	↑ 5%	↑ In line with the industry
4WD Tractors	↓ 2%	↓ In line with the industry
Combines	↓ 13%	↓ More than the industry

* As reported by the Association of Equipment Manufacturers

** As reported to the Association of Equipment Manufacturers

August 2019 Dealer Inventories***

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	56%	Higher than the industry
2WD Tractors (40 < 100 PTO hp)	60%	Slightly lower than the industry
2WD Tractors (100+ PTO hp)	52%	Lower than the industry
4WD Tractors	39%	Slightly lower than the industry
Combines	36%	In line with 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

September 2019 Retail Sales (Rolling 3 Months)

EU 28+ Ag

Deere*

Tractors



Low single digit

Combines



Single digit

U.S. and Canada

Deere*

Selected Turf & Utility Equipment



Low double digits

Construction & Forestry

First-in-the-Dirt



Double digits

Settlements



Single digit

** Based on internal sales reports*



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