

INVESTOR DAY BRAZIL

20
25

Sugarcane Production System



JOHN DEERE



**BRAZIL
SUGARCANE
BUSINESS**

**OUR
CUSTOMERS**

SOLUTIONS

**John Deere is a market leader in the sugarcane production system,
investing in hard iron and advanced technology
to drive innovative solutions for Brazilian growers**



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Sugarcane production is an important commodity for a wide variety of end markets in Brazil

SUGAR

>98% of Brazil's production
from sugarcane

ETHANOL

~80% of Brazil's feedstock
from sugarcane

BIOELECTRICITY

~5% of Brazil's electricity
from sugarcane biomass

Brazil is the world's largest cane and sugar producer



~35%

Global
Sugarcane
Production



~50%

Global
Sugar
Exports



~25%

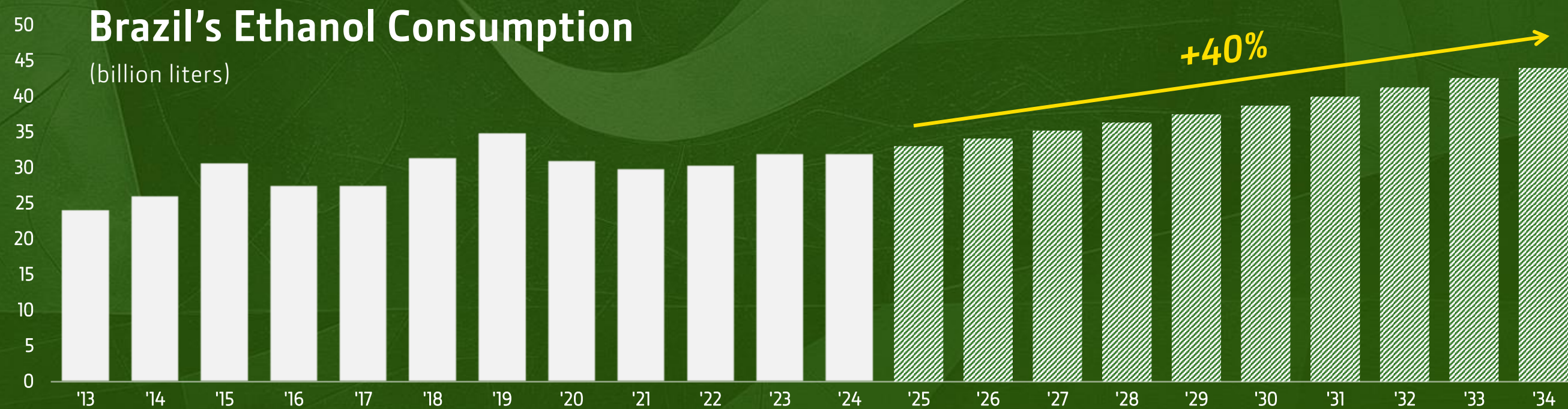
Global
Ethanol
Production



+20%

Growth
Next 10 yrs

Sugarcane and Corn will supply the growing demand for renewable fuel in Brazil



✓ BLEND MANDATE INCREASES (27% → 30%)



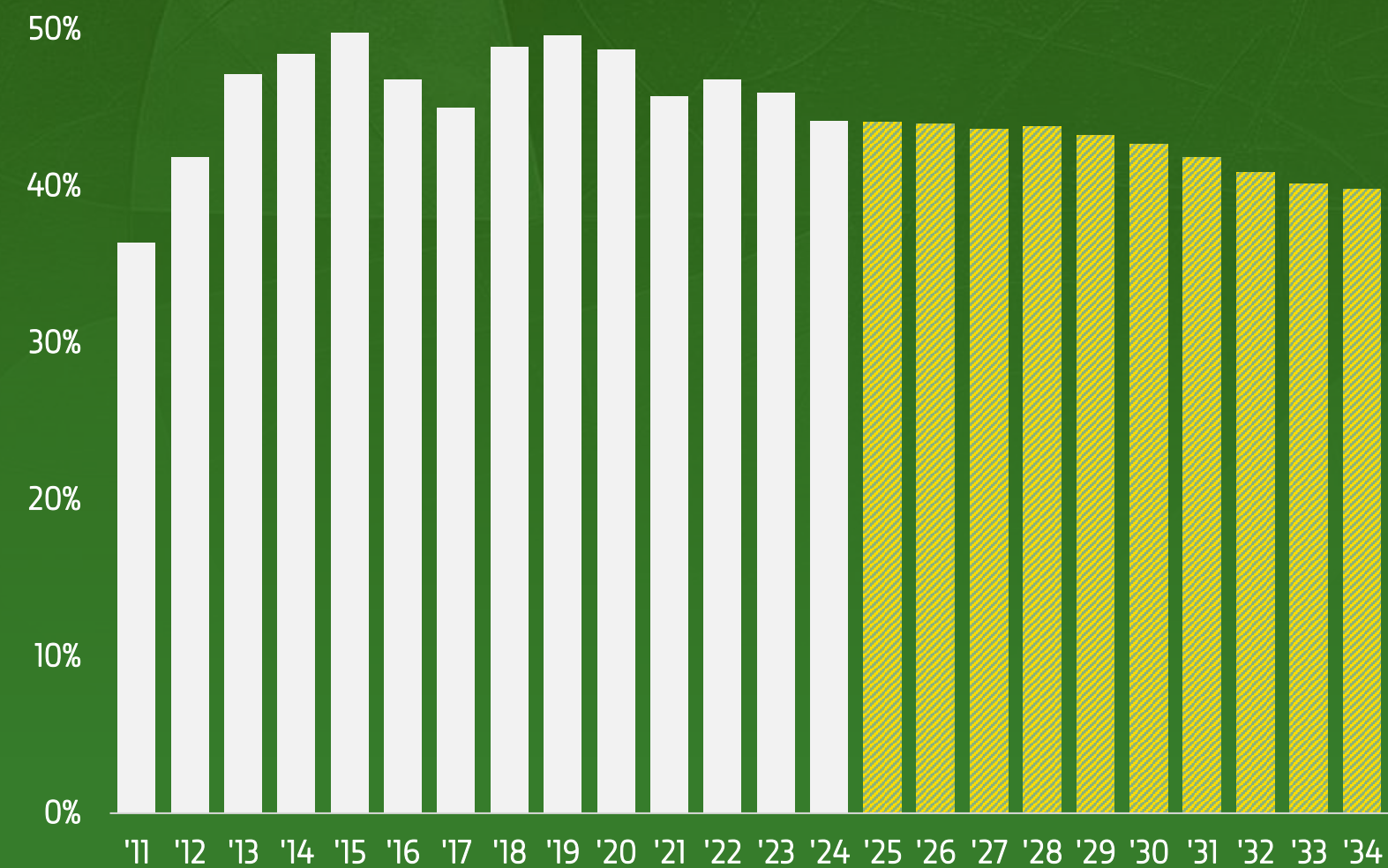
✓ FAVORABLE TAX POLICY

✓ >90% NEW VEHICLES E100 COMPLIANT

Brazil is well positioned to supply the world's growing sugar demand

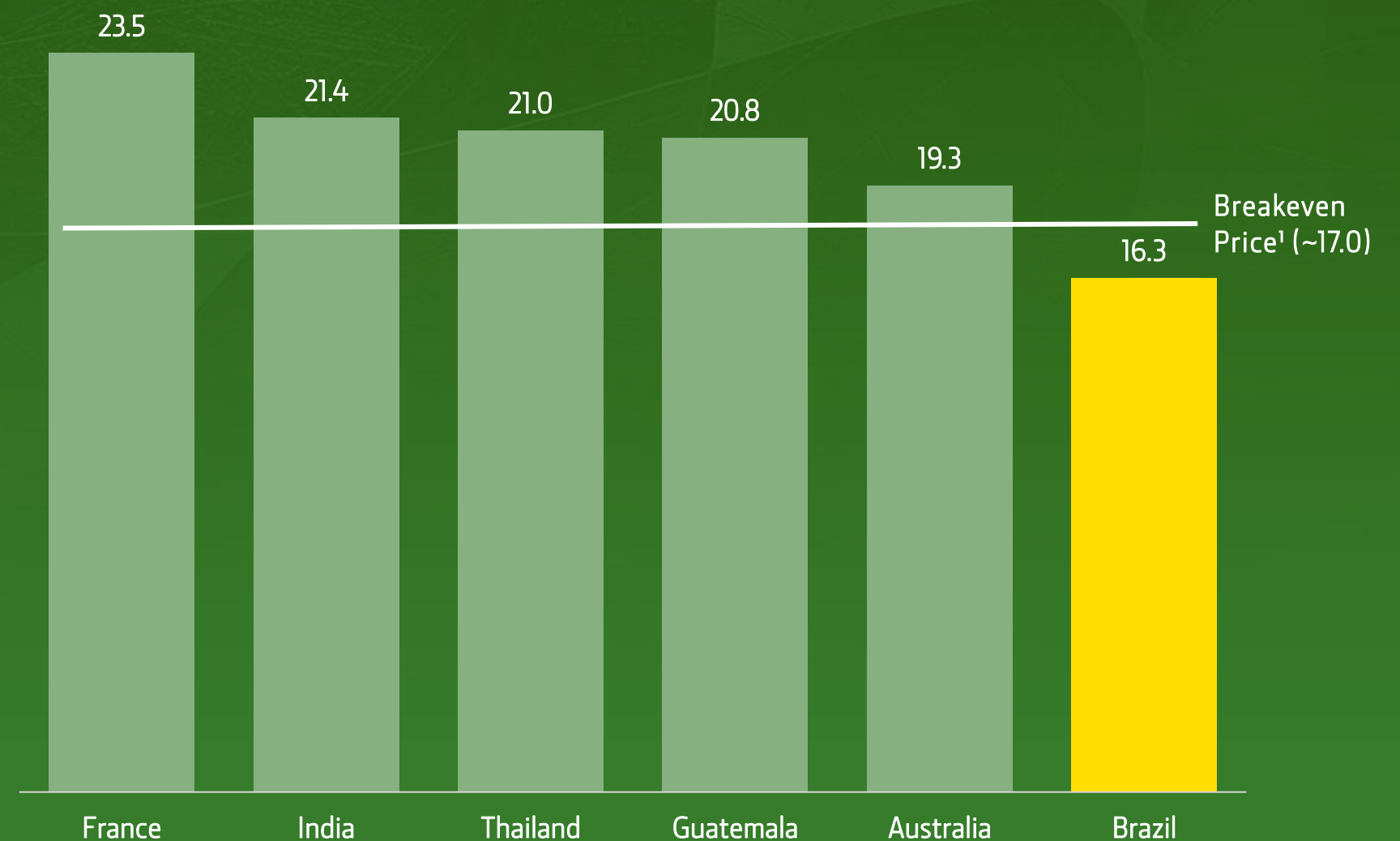
Global Sugar Stocks-to-Use

(ending stocks over annual consumption)



Sugar Production Costs

(US\$ cents/lb)

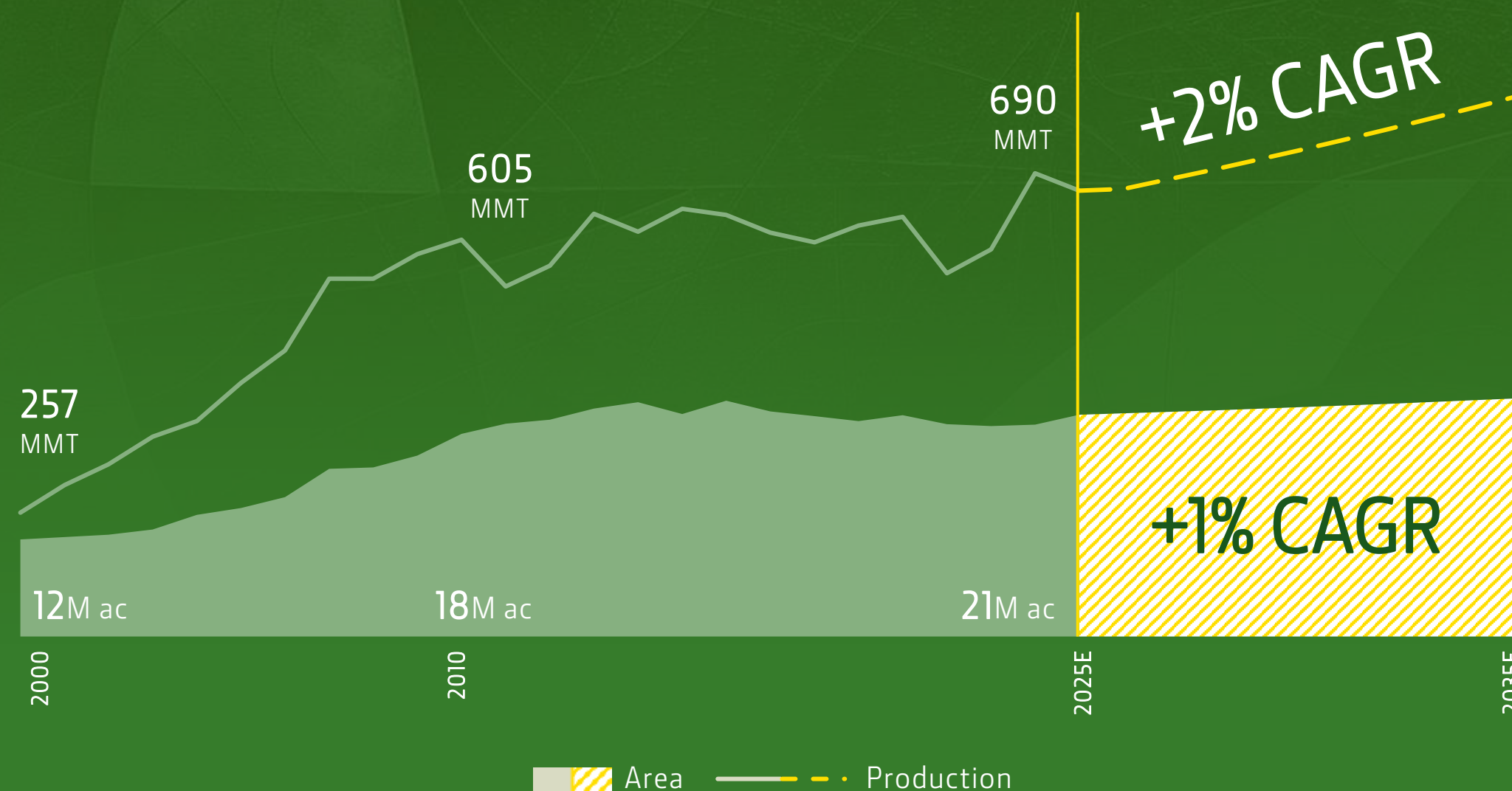


Source: DATAGRO

¹ Breakeven pricing approximated as Sugar #11 cash price (SBY00).

Brazil's sugarcane production has grown consistently over time

Degraded pasture was replaced by sugarcane to meet the growing demand for sugar and ethanol



~2x Area Growth
~3x Production Growth

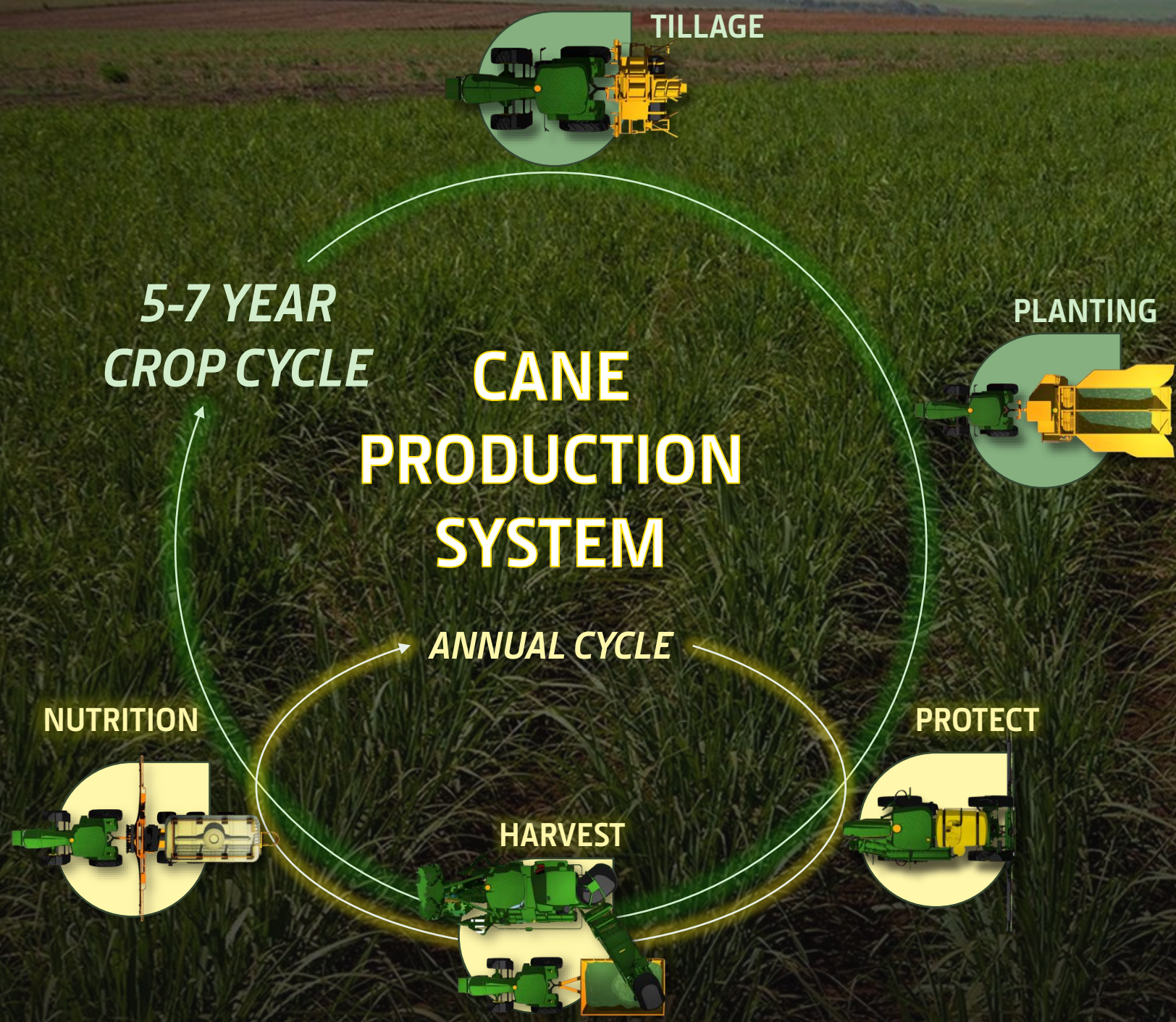
2000-2025



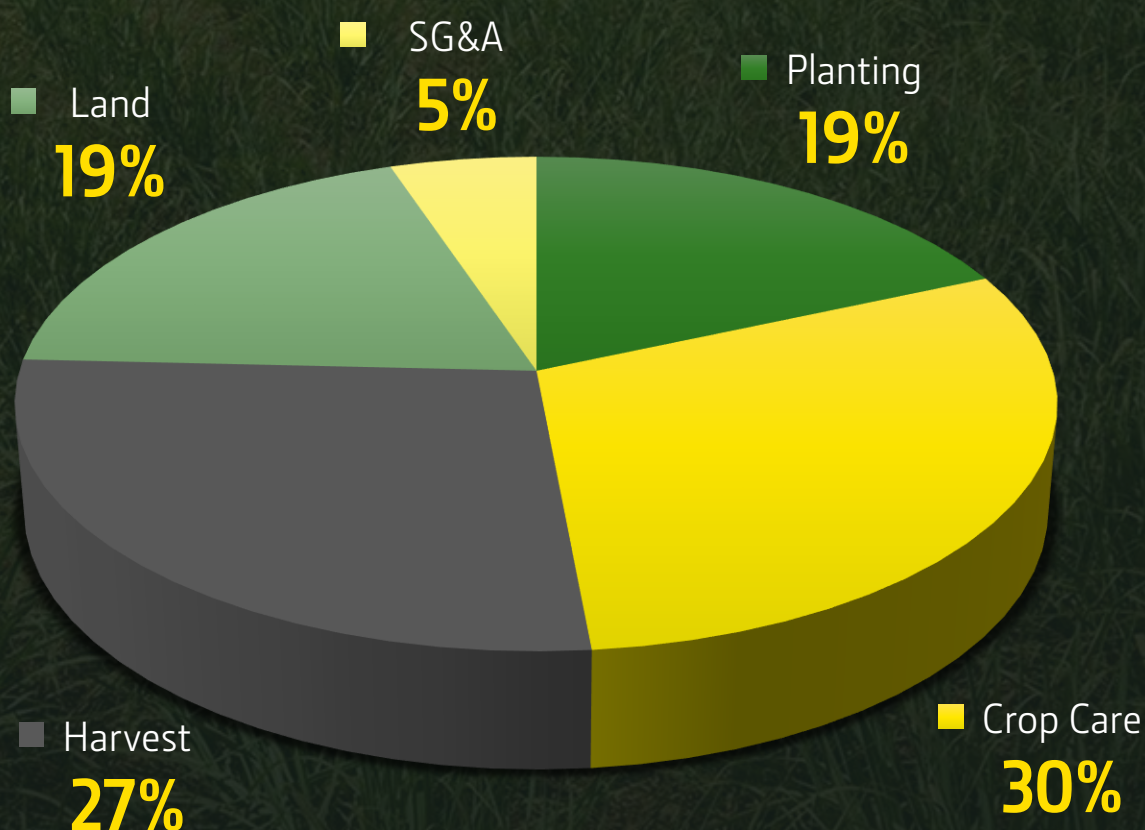
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AVERAGE ANNUAL PRODUCTION COST



Source: John Deere Model Farm



Customers we serve

Top 10 represent

~40%

of Brazil's total cane production

Top 4 represent

~25%

of Brazil's total cane production

raízen

34 Mills

85M tons



atvos

8 Mills

38M tons



11 Mills

32M tons



Tereos

7 Mills

22M tons

Overview of a typical sugarcane mill

3.5M

tons / season

17k

tons / day

Harvest 24/7

during 8-month
season

100+

sugarcane harvesters
& tractors





Customer Value Drivers



COST / TON



YIELD (TON / ACRE)



SUSTAINABLE OPERATION



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Deere has led the mechanization process through technology and innovation

1998



1st Sugarcane Harvester

1999



Catalão Factory

2008



Tractors
180–200hp

2012



Sprayers

2019

UNIMIL[®]
soluções em colhedoras

Sugarcane
Parts

2021



CH950

Deere solutions deliver value across the sugarcane production system

★ **7M
Tractor**

★ **230M
Sprayer**

★ **Biomass
Pro**

★ **Controlled Traffic**
• ATIG • AutoPath • Machine Sync

★ **Operations Center**

★ **JDLink Boost for all Large Ag Products**

Fueling the future

Ethanol is a game-changer for sustainable farming

Soy & Corn Farmer

- 20,000-acre, double crop operation
- Avg. fuel cost / acre: \$30-\$45
- Fuel cost / season: \$600k - \$900k

Sugarcane Farmer

- 20,000-acre operation
- Avg. fuel cost / acre: \$40-\$70
- Fuel cost / season: \$800k - \$1.4M

Ethanol Benefits

- ✓ Lowers fuel costs >15%¹
- ✓ Lowers CO₂ emissions up to 65%²
- ✓ Unlocks possibility of self-sustaining fuel operations

Source: CEPA; Empresa de Pesquisa Energetica; Agência Nacional do Petróleo, Gás Natural e Biocombustíveis, John Deere Model Farm

¹ Assumes average trailing 12-month wholesale ethanol and diesel price for the period ending Apr-25. Wholesale ethanol prices reflect Sao Paulo State region.

² Assumes CI Score of 78 and 27 for B14 diesel and hydrous ethanol, respectively

Leading the ethanol evolution on the farm

Deere presented its first ethanol engine prototype during Agrishow 2025

Customer Benefits

- Reduces fuel costs
- Minimizes carbon footprint
- Increases sustainable operations

Circular Economy

- *Grow* sugarcane or corn
- *Process* into ethanol
- *Consume* directly in operations



Vision Sugarcane 2030

Ethanol

Industry leading
solutions

SaaS

Expand new
business model

100+

Tons per hectare
(40+ tons per acre)

30%

Cost per ton
reduction (2024 baseline)



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