

3Q 2023 Earnings Call

18 August 2023



JOHN DEERE

Safe Harbor Statement and Disclosures

This earnings call and accompanying materials may include forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words such as “forecast,” “guidance,” “project,” “target,” “outlook,” “prospects,” “expect,” “estimate,” “will,” “goal,” “plan,” “anticipate,” “intend,” “predict,” “believe,” “likely,” “future,” “could,” “may,” or other similar words or phrases, including the negative variations of such words or phrases. Examples of forward-looking statements include, among others, comments and information concerning the company’s plans and projections for the future, including estimates and assumptions with respect to economic, political, technological, weather, market acceptance, acquisitions and divestitures of businesses, anticipated transaction costs, the integration of new businesses, anticipated benefits of acquisitions, and other factors that impact the company’s businesses and customers.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on management’s current beliefs, expectations and assumptions regarding the future of the company’s business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks, changes in circumstances and other factors that are difficult to predict and many of which are outside of the company’s control causing actual results to differ materially from those projected in these forward-looking statements. Among these factors are risks related to changes in U.S. and international laws and regulations, the political and economic geographies in which we operate, international conflicts, adverse macroeconomic conditions impacting consumer practices, including demand for John Deere products and changes in climate patterns. For a discussion of some of these risks and uncertainties see “Item 1A Risk Factors” in our most recent Annual Report on Form 10-K, as updated by our subsequent filings with the U.S. Securities and Exchange Commission. Investors should refer to and consider the information on risks and uncertainties in addition to the information presented here.

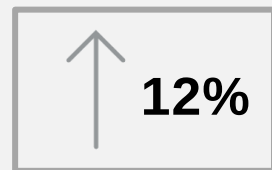
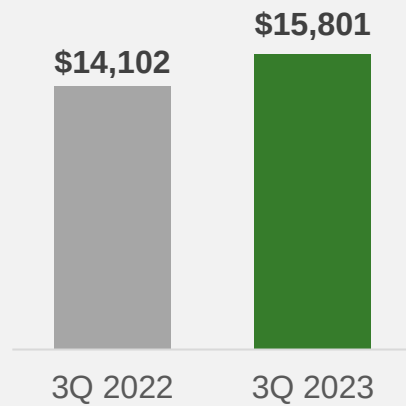
All forward-looking statements made in this earnings call and accompanying materials are based only on information currently available and speaks only as of the date on which it is made. You should not place undue reliance on forward-looking statements. The company, except as required by law, undertakes no obligation to update or revise any forward-looking statements whether as a result of new developments or otherwise.

This earnings call and accompanying materials may contain non-GAAP financial measures. Non-GAAP measures should be viewed as a supplement to and not in isolation from or as a substitute for the Company’s GAAP measures of performance and the financial results calculated in accordance with GAAP and reconciliations from these results should be carefully evaluated.

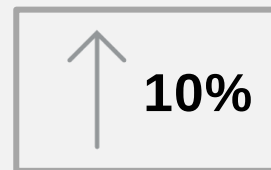
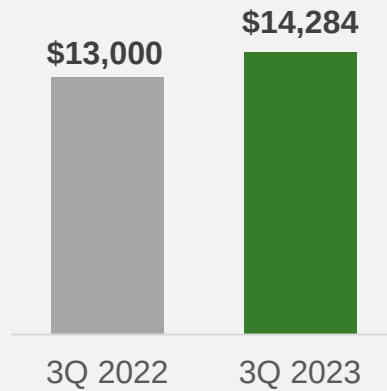
3Q 2023 Results

(\$ millions except where noted)

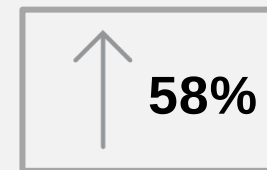
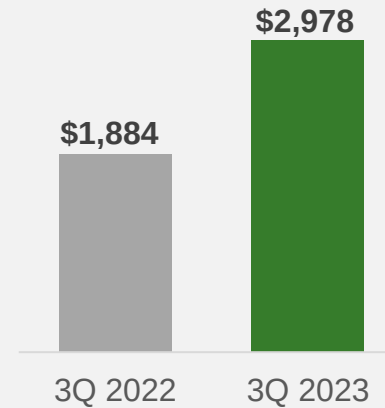
Net Sales and Revenues



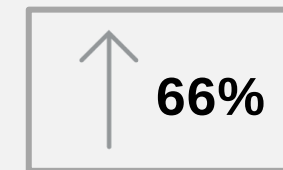
Net Sales (Equipment Operations)



Net Income (attributable to Deere & Company)



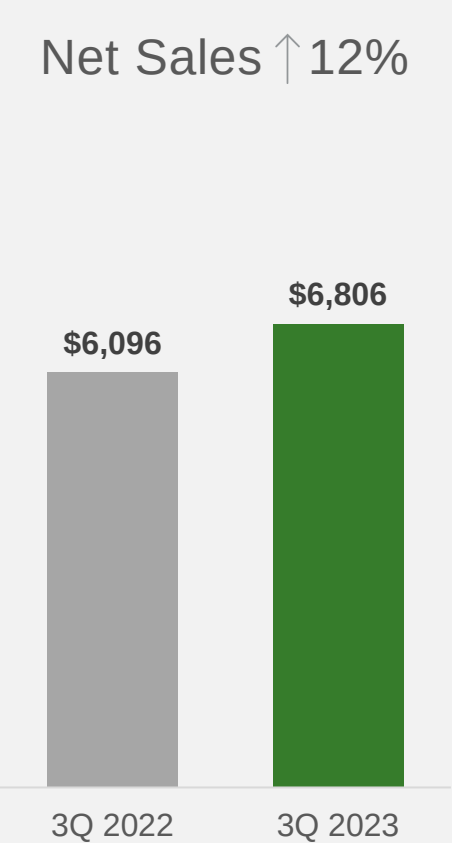
Diluted EPS (\$ per share)



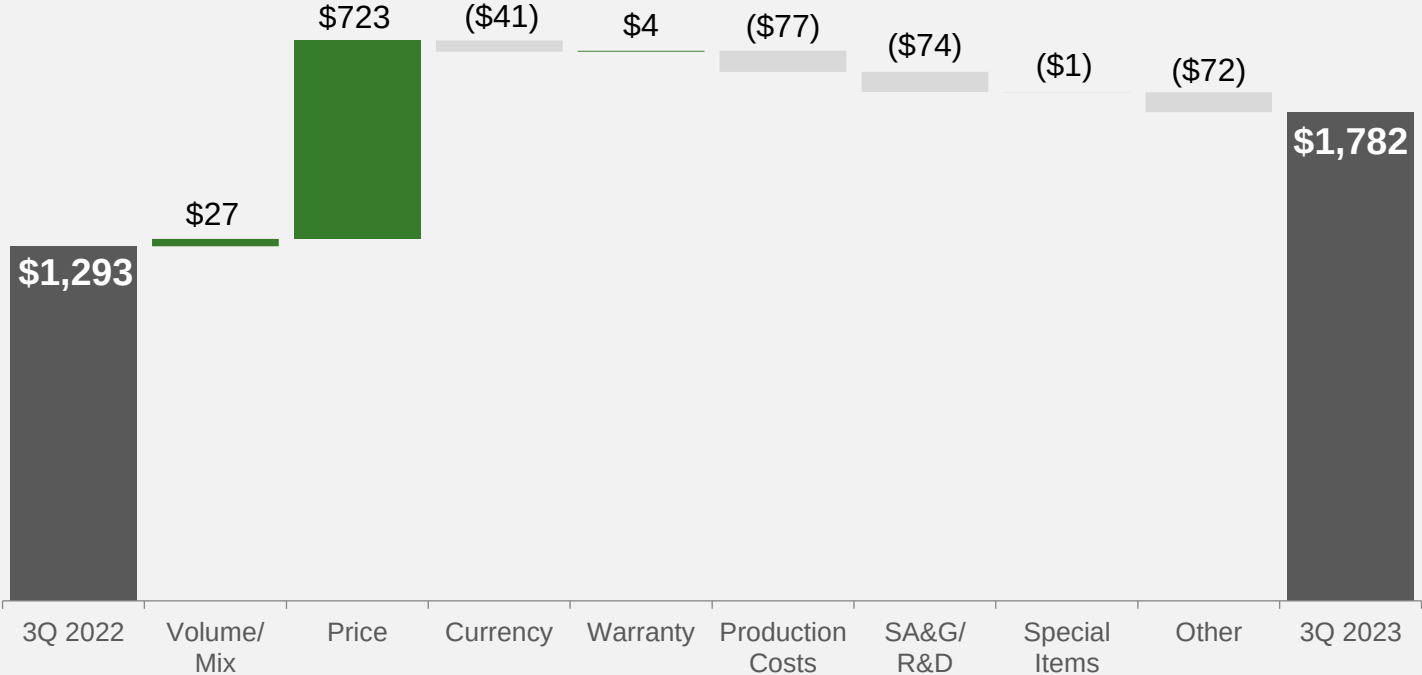
Production and Precision Ag

3Q 2023 Results *\$ in millions*

Net Sales ↑ 12%



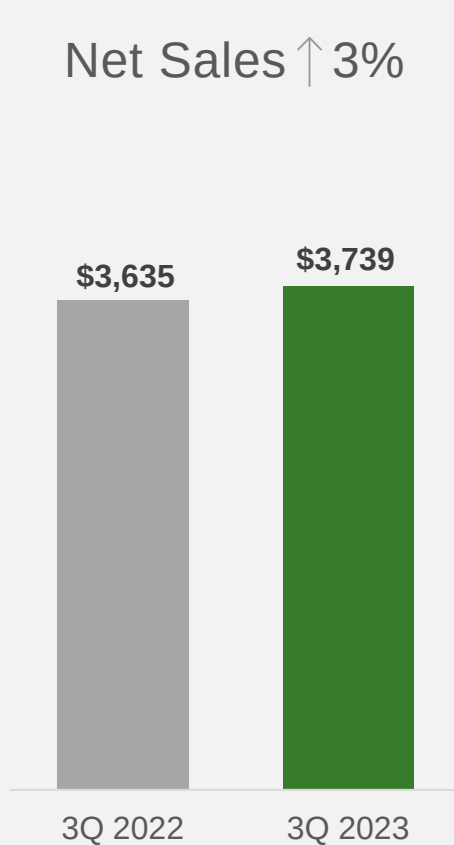
Operating Profit Comparison



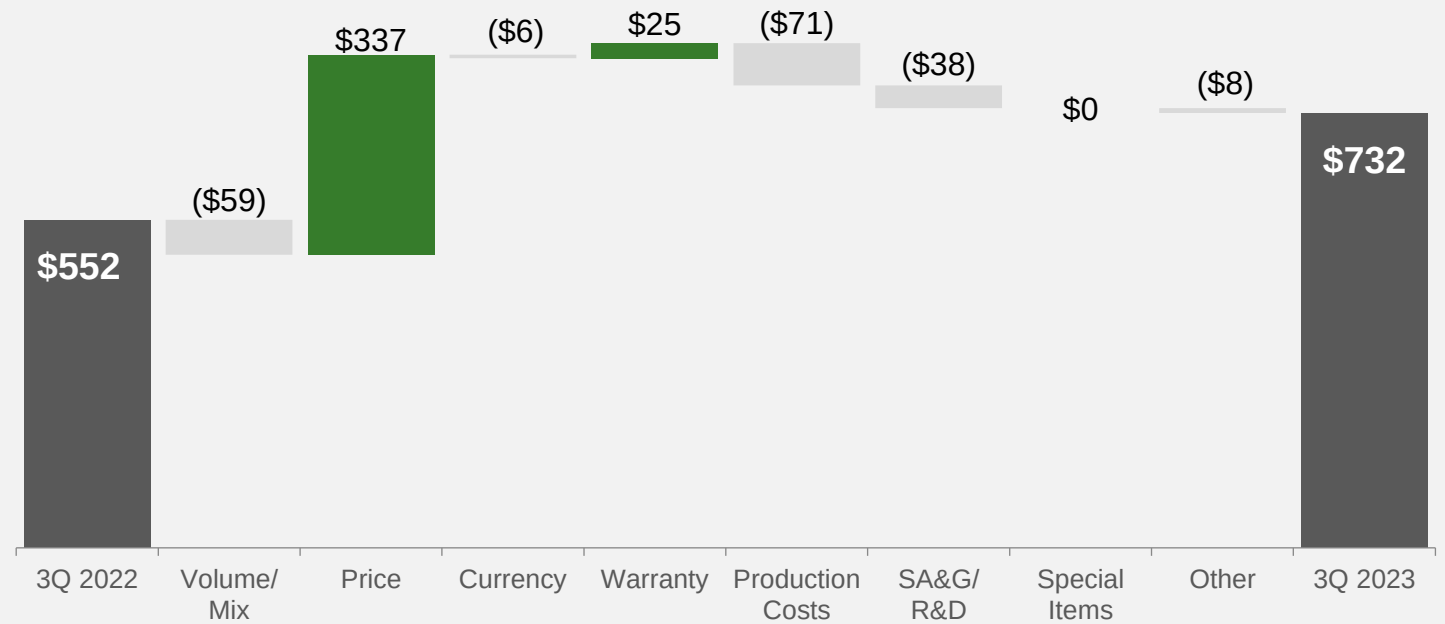
Small Ag and Turf

3Q 2023 Results *\$ in millions*

Net Sales ↑ 3%



Operating Profit Comparison



Ag and Turf

Industry Outlook (in units) – FY 2023

U.S. and CANADA
LARGE AG



~10%



U.S. and CANADA
SMALL AG and TURF



5-10%



EUROPE AG



Flat to up 5%



SOUTH AMERICA AG
(tractors and combines)



Flat to down 5%



ASIA AG



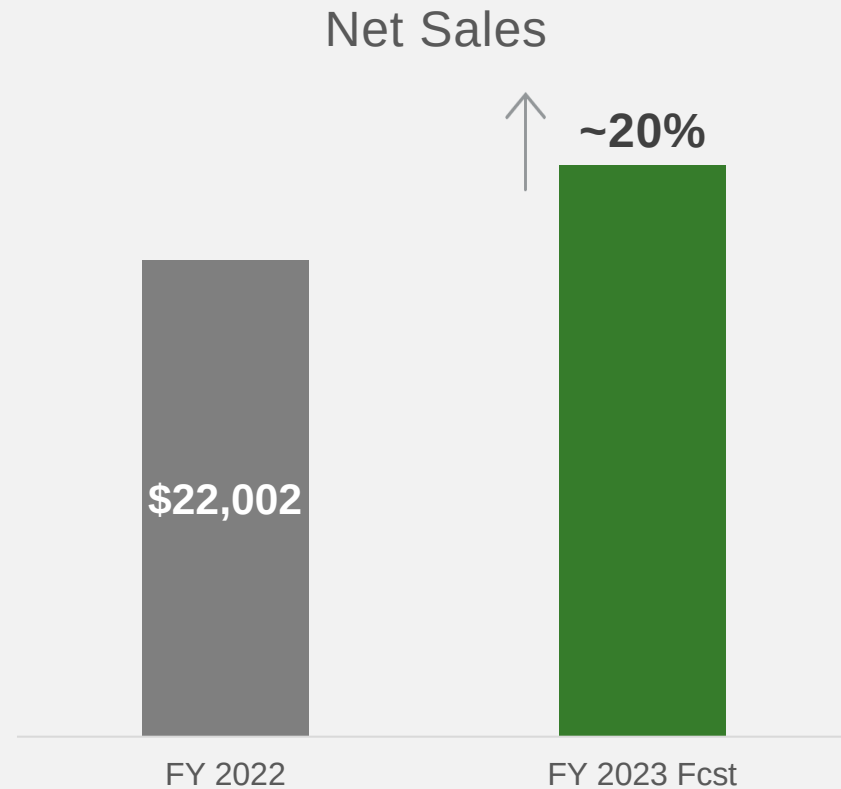
Down moderately



Source: Deere & Company forecast as of 18 August 2023

Production and Precision Ag

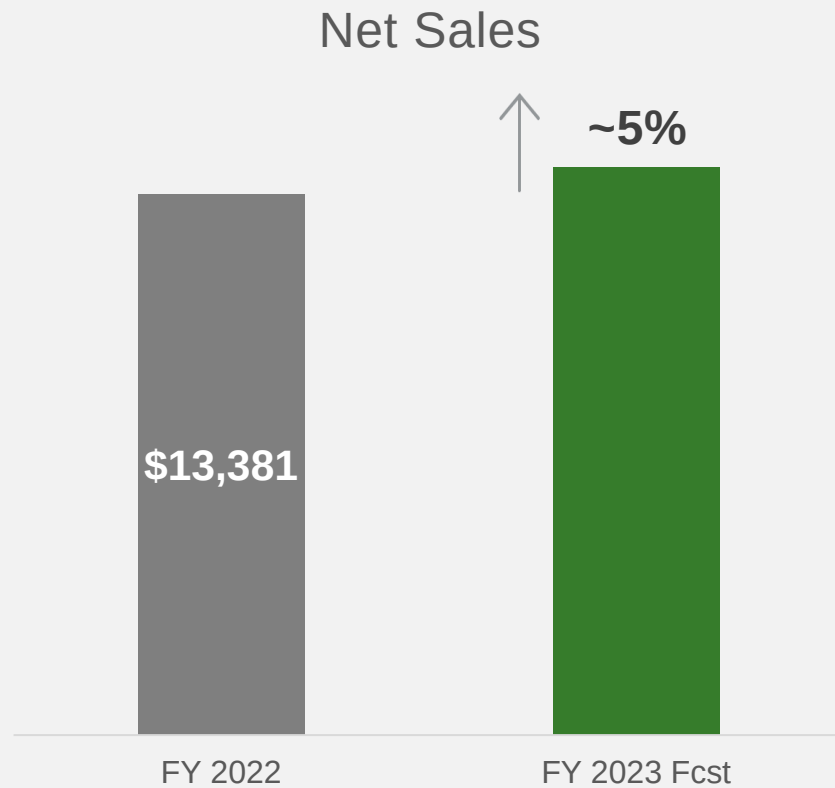
Business Segment Outlook *\$ in millions*



Source: Deere & Company forecast as of 18 August 2023

Small Ag and Turf

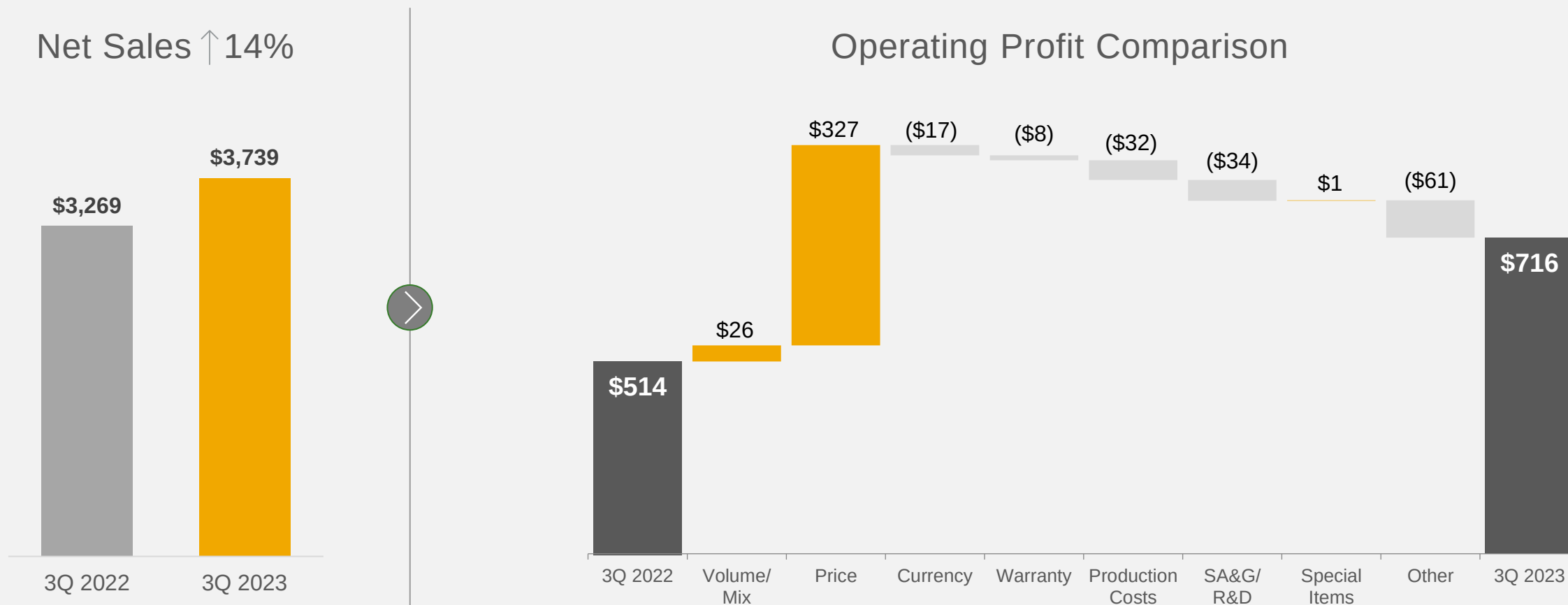
Business Segment Outlook *\$ in millions*



Source: Deere & Company forecast as of 18 August 2023

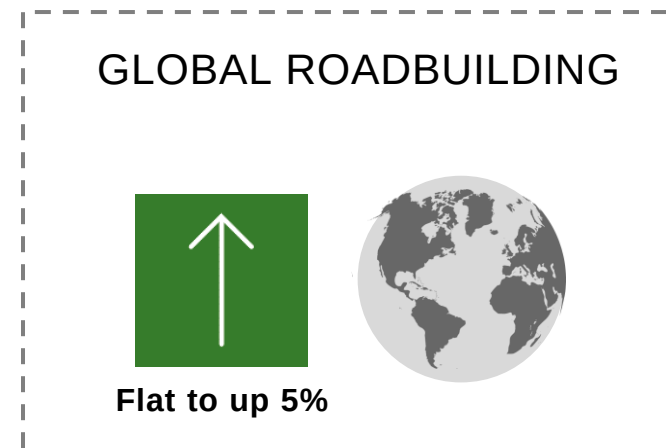
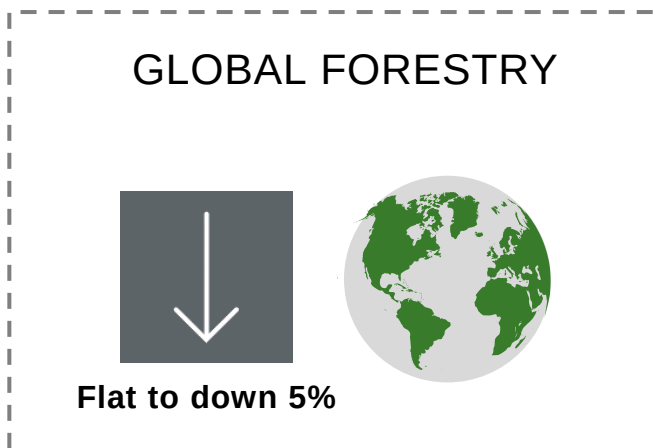
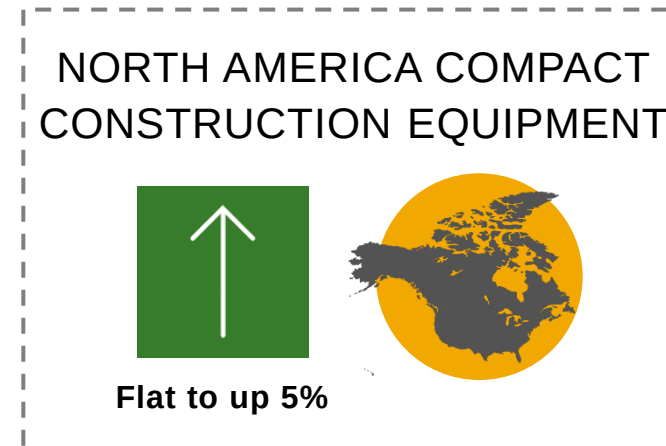
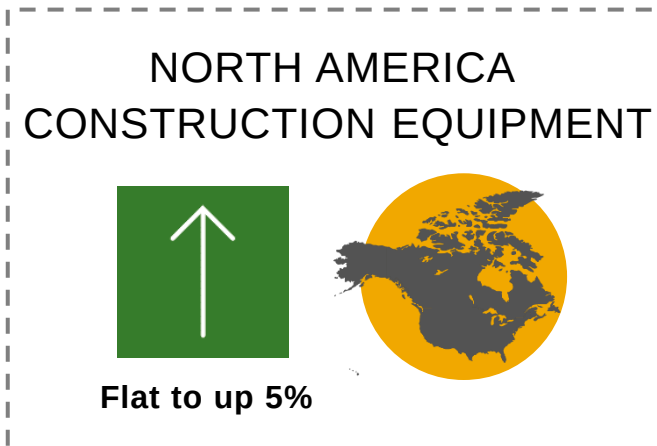
Construction and Forestry

3Q 2023 Results *\$ in millions*



Construction and Forestry

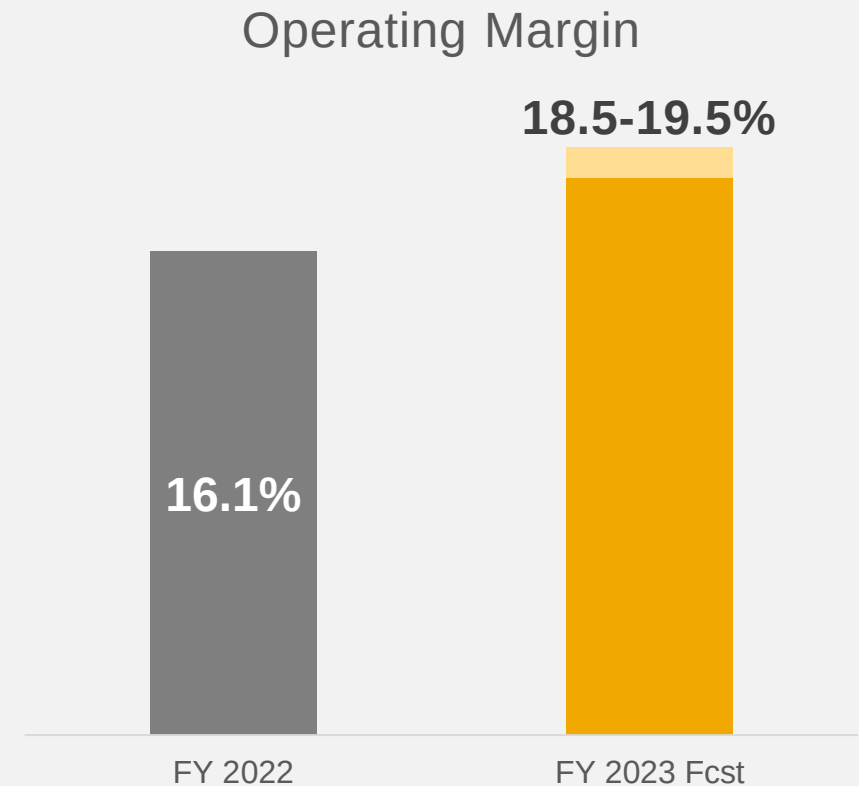
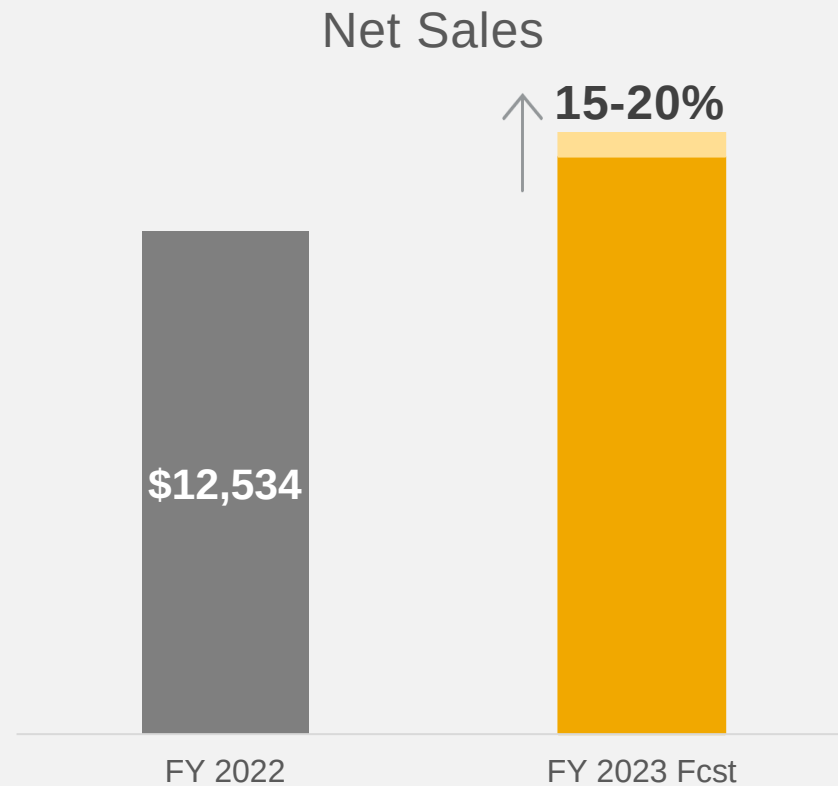
Industry Outlook (in units) – FY 2023



Source: Deere & Company forecast as of 18 August 2023

Construction and Forestry

Business Segment Outlook *\$ in millions*

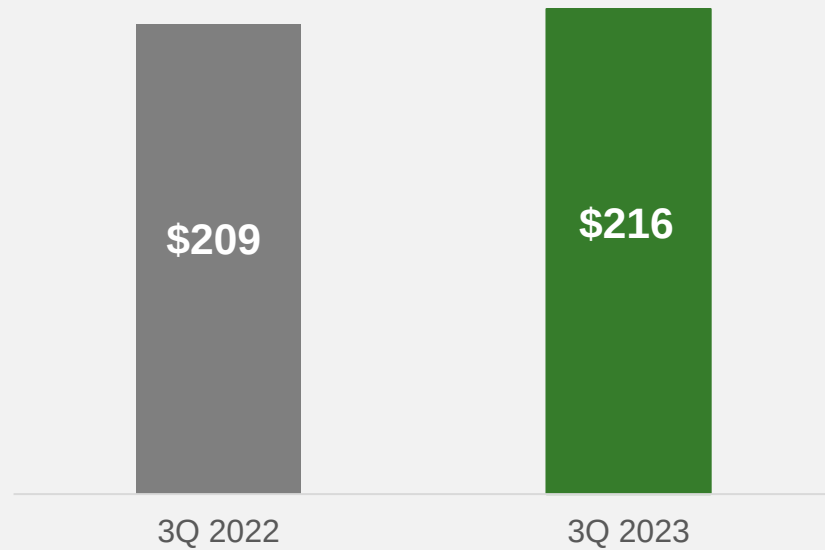


Source: Deere & Company forecast as of 18 August 2023

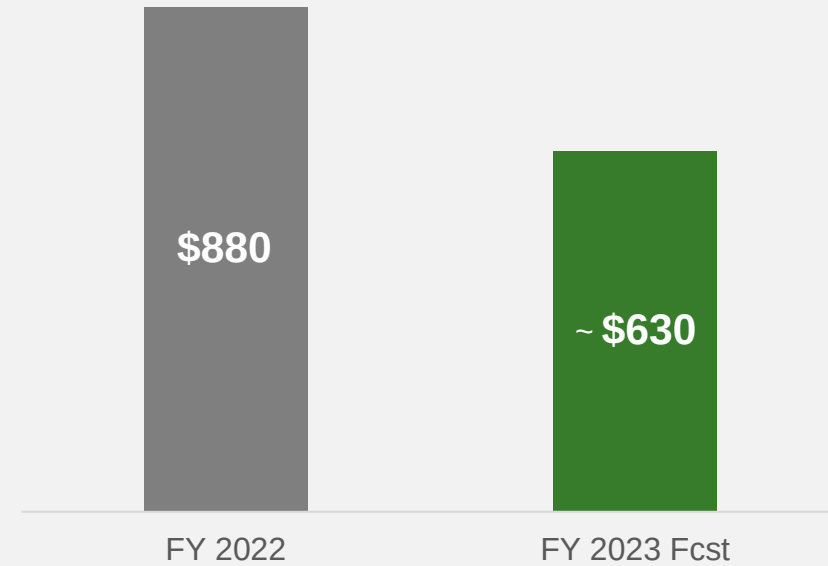
Financial Services

Net Income – Results and Outlook *\$ in millions*

Quarter Results



Fiscal Year Outlook



Source: Deere & Company forecast as of 18 August 2023

Deere & Company Outlook

FY 2023 FORECAST

Net Income

(attributable to Deere & Co.)

\$9.75-10.0B

Effective

Tax Rate*

21-23%

Net Operating

Cash Flow*

\$10.5-11.0B

**Equipment Operations*

Source: Deere & Company forecast as of 18 August 2023

Appendix



Other Financial Information

Equipment Operations

(\$ millions)	3Q 2023	FY 2023 Forecast
Cost of Sales (percent of Net Sales)	67%	~68%
Selling, Administrative and General Expenses	↑ 13%	↑ ~17%
Research and Development Expenses	↑ 10%	↑ ~15%
Capital Expenditures		~\$1,650
Pension/OPEB Expenses		↓ ~\$195
Pension/OPEB Contributions		~\$210

Source: Deere & Company forecast as of 18 August 2023

July 2023 Retail Sales (Rolling 3 Months) and Dealer Inventories

Retail Sales U.S. and Canada Ag	Industry*		Deere**
2WD Tractors (< 40 PTO hp)	↓	4%	↓ More than the industry
2WD Tractors (40 < 100 PTO hp)	↓	4%	↓ More than the industry
2WD Tractors (100+ PTO hp)	↑	10%	↑ In line with the industry
4WD Tractors	↑	14%	↑ Less than the industry
Combines	↑	16%	↑ More than the industry

Deere Dealer Inventories*** U.S. and Canada Ag	2023	2022
2WD Tractors (100+ PTO hp)	30%	24%
Combines	17%	25%

* 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

July 2023 Retail Sales (Rolling 3 Months)

Retail Sales Europe Ag		Deere*
Tractors		↑ High single digit
Combines		↓ Single digit
Retail Sales U.S. and Canada		Deere*
Selected Turf and Utility Equipment		↑ Up double digits
Construction and Forestry		
First-in-the-Dirt		↔ Flat
Settlements		↓ Low double digits

* Based on internal sales reports

Deere Use-of-Cash Priorities

CASH FROM OPERATIONS

COMMITTED
TO “A” RATING

Manage the balance sheet, including liquidity, to support a rating that provides access to low-cost and readily available short- and long-term funding mechanisms *(reflects the strategic nature of our financial services operation)*

FUND OPERATING
& GROWTH NEEDS

Fund value-creating investments in our businesses

COMMON STOCK
DIVIDEND

Consistently and moderately raise dividend targeting a 25-35% payout ratio of mid-cycle earnings

SHARE
REPURCHASE

Consider share repurchase as a means to deploy excess cash to shareholders, once above requirements are met

Deere & Company's 4Q 2023 earnings call is scheduled for 9:00 a.m. Central Time on Wednesday, 22 November 2023.



JOHN DEERE