



3Q 2024 Earnings Call

15 August 2024



JOHN DEERE

Forward-Looking Statements

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.

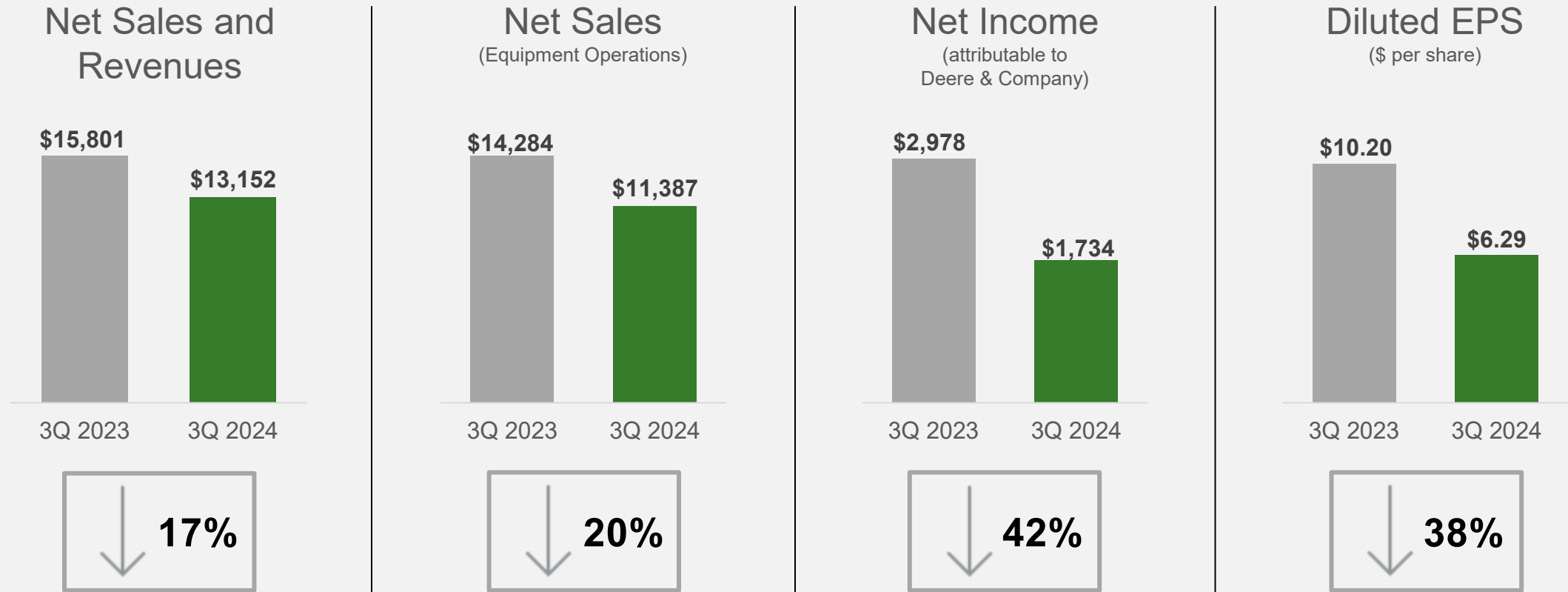
Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on management’s current beliefs, expectations and assumptions regarding the future of the company’s business, future plans and strategies, projections, anticipated events and trends, 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, changes in climate patterns, the ability to execute business strategies, dealer practices and their ability to manage inventory and distribute John Deere products, the impact of workforce reductions on employee retention, morale, and institutional knowledge, events that damage the company’s reputation or brand, such as social media campaigns targeting the company’s stance on social issues, and the agricultural business cycle which can be unpredictable and affected by agriculture fundamentals such as prices for commodities. 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 2024 Results

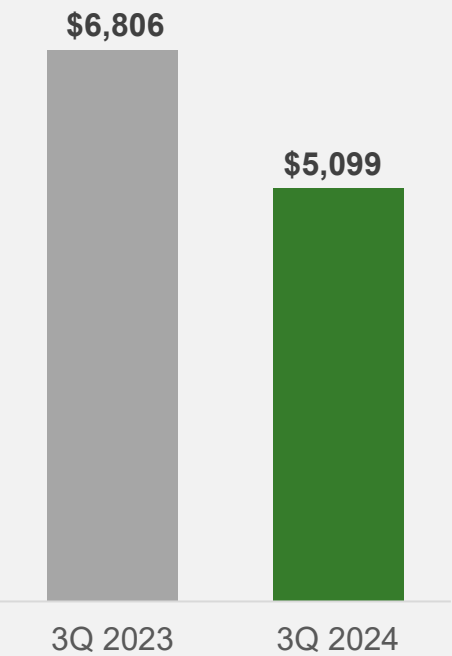
(\$ millions except where noted)



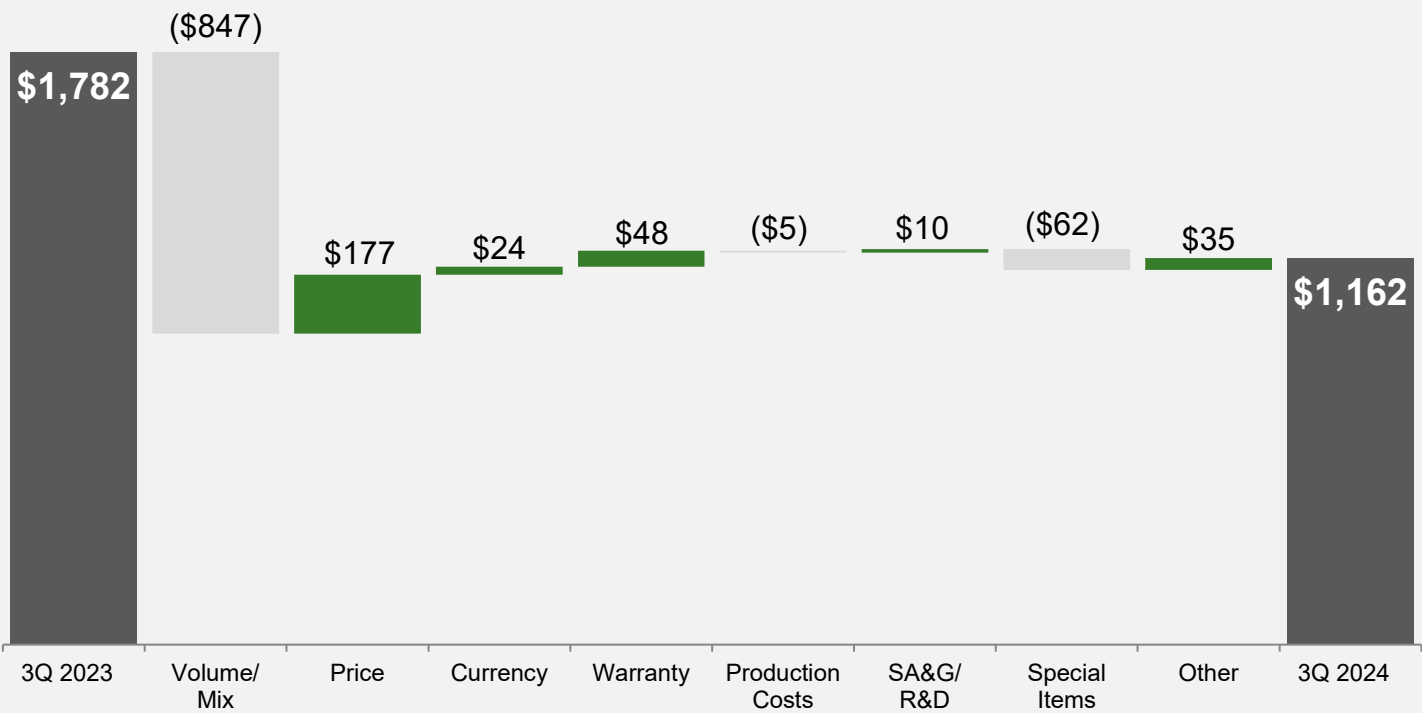
Production and Precision Ag

3Q 2024 Results *\$ in millions*

Net Sales ↓ 25%



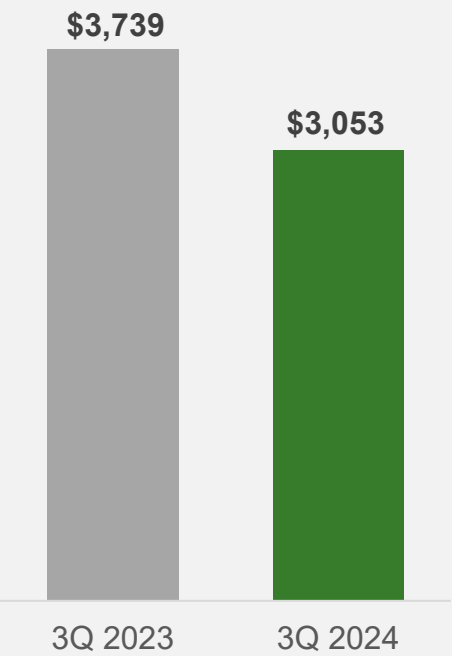
Operating Profit Comparison



Small Ag and Turf

3Q 2024 Results *\$ in millions*

Net Sales ↓ 18%



Operating Profit Comparison



Ag and Turf

Industry Outlook (in units) – FY 2024

U.S. and CANADA
LARGE AG



~15%



U.S. and CANADA
SMALL AG and TURF



~10%



EUROPE AG



~15%



SOUTH AMERICA AG
(tractors and combines)



15-20%



ASIA AG



Down moderately

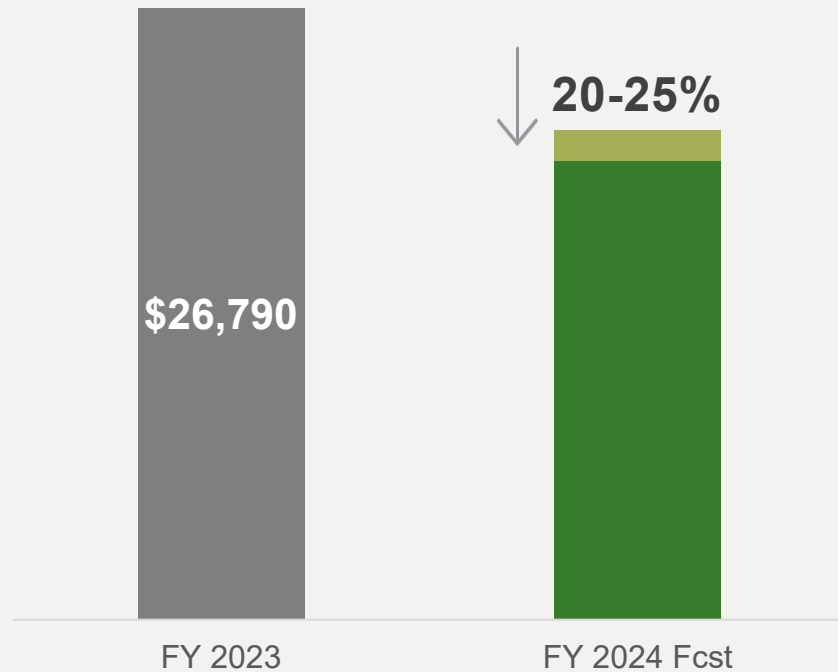


Source: Deere & Company forecast as of 15 August 2024

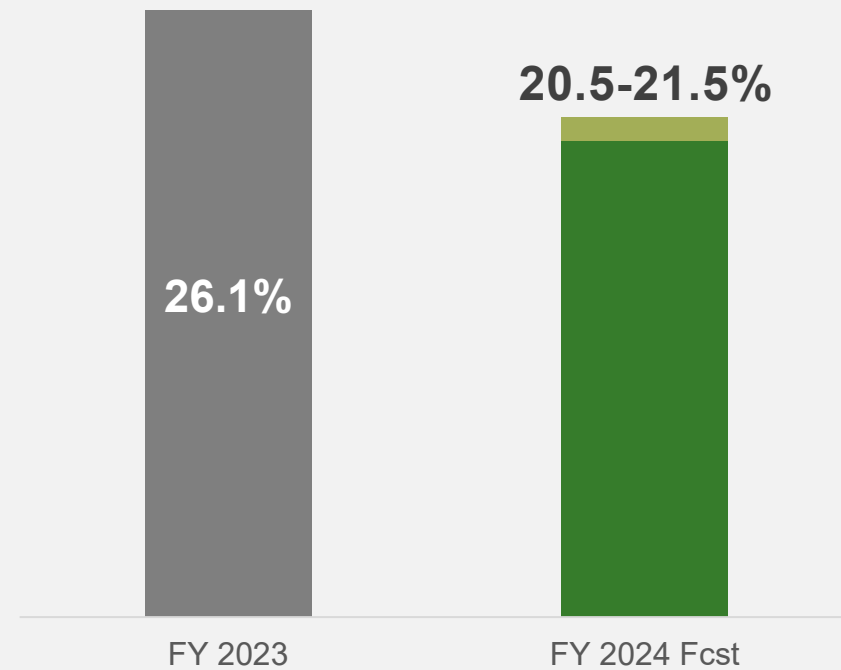
Production and Precision Ag

Business Segment Outlook \$ in millions

Net Sales



Operating Margin

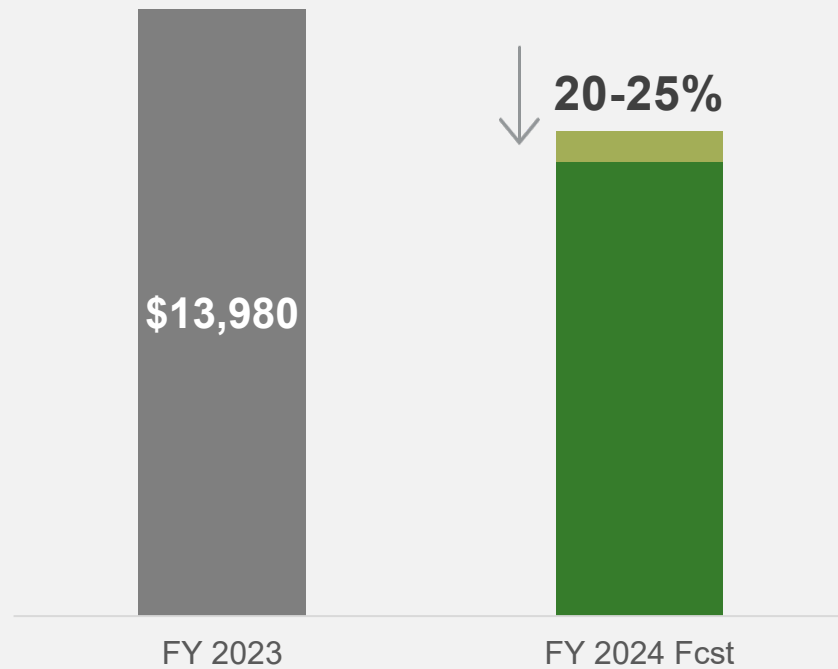


Source: Deere & Company forecast as of 15 August 2024

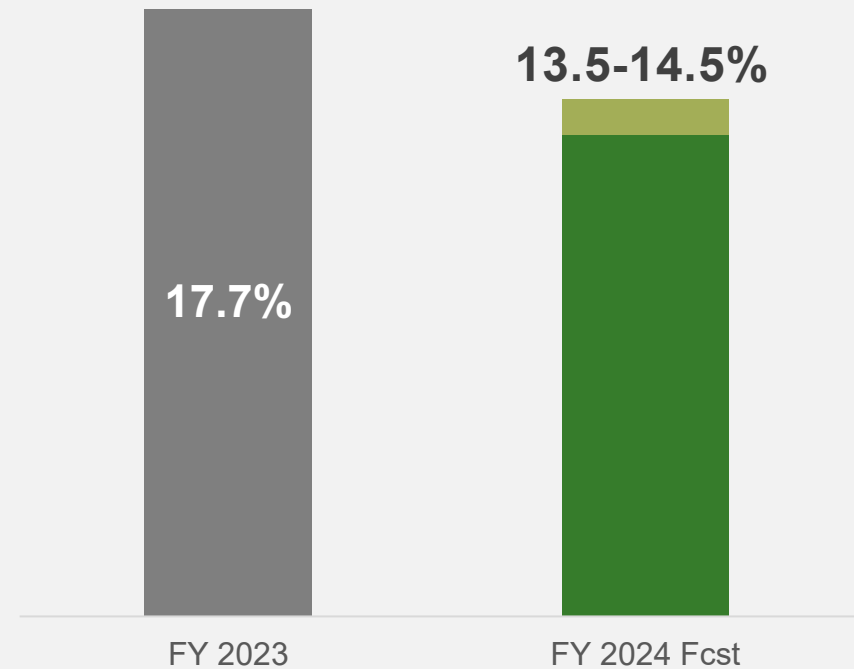
Small Ag and Turf

Business Segment Outlook *\$ in millions*

Net Sales



Operating Margin

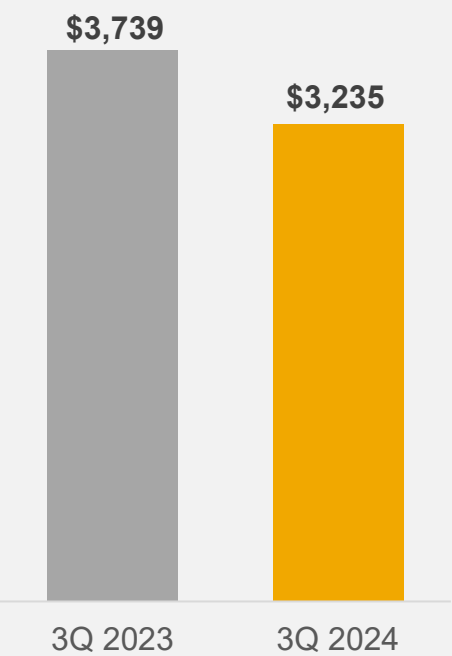


Source: Deere & Company forecast as of 15 August 2024

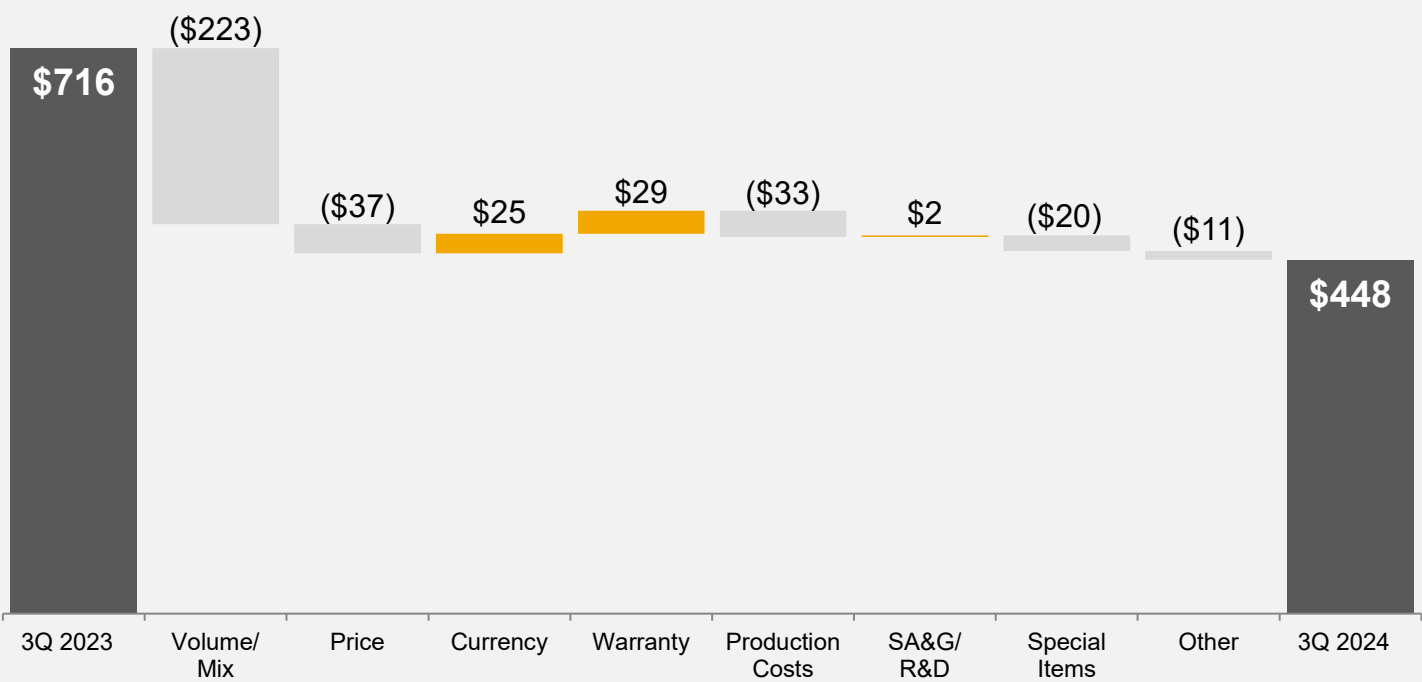
Construction and Forestry

3Q 2024 Results *\$ in millions*

Net Sales ↓ 13%



Operating Profit Comparison



Construction and Forestry

Industry Outlook (in units) – FY 2024

U.S. and CANADA
CONSTRUCTION EQUIPMENT



5-10%



U.S. and CANADA COMPACT
CONSTRUCTION EQUIPMENT



Flat to down 5%



GLOBAL FORESTRY



~10%



GLOBAL ROADBUILDING



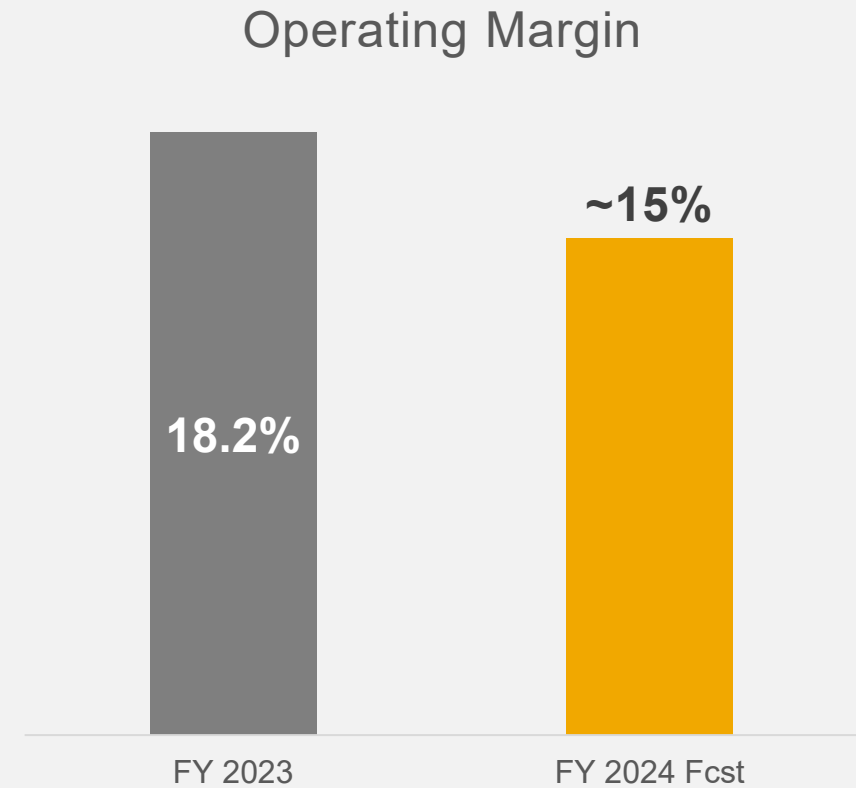
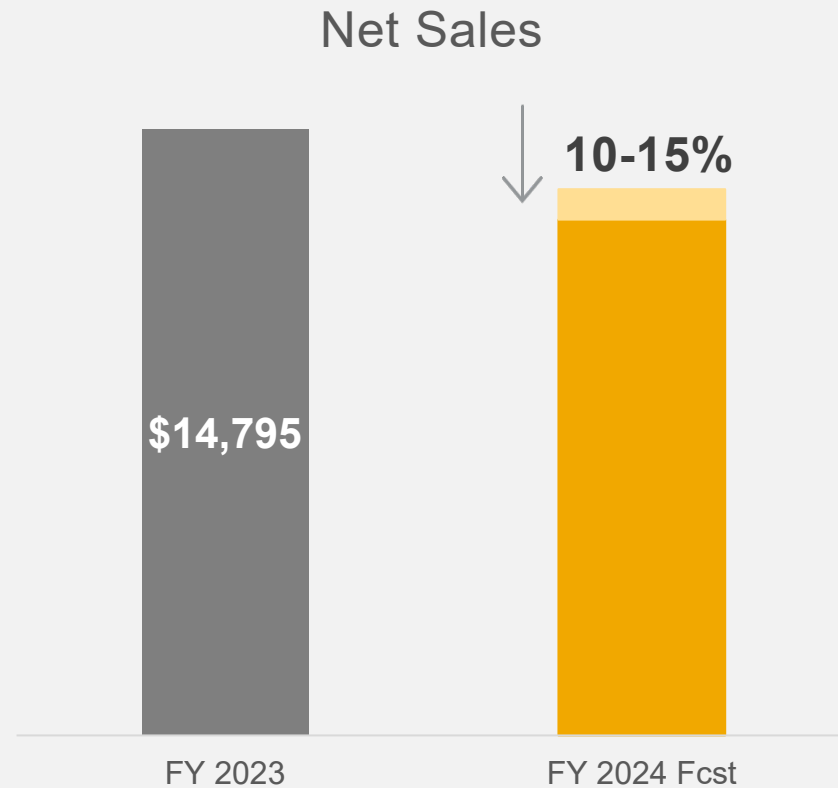
Flat to down 5%



Source: Deere & Company forecast as of 15 August 2024

Construction and Forestry

Business Segment Outlook *\$ in millions*



Source: Deere & Company forecast as of 15 August 2024

Financial Services

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



Subsequent Event | On August 9th, announced agreement with a large Brazilian bank to invest and become 50% owner of our Brazilian financing arm, Banco John Deere
Transaction supports continued investment in a key growth market, expanding capabilities and financing options

Source: Deere & Company forecast as of 15 August 2024

Deere & Company Outlook

FY 2024 FORECAST

Net Income

(attributable to Deere & Co.)

~\$7.0B

Effective

Tax Rate*

23-25%

Net Operating

Cash Flow*

\$6.0-6.5B

Other

Research and Development Expenses*

Capital Expenditures*

Up slightly

~\$1.8B

**Equipment Operations*

Source: Deere & Company forecast as of 15 August 2024



Delivering more value for our customers

Appendix



July 2024 Retail Sales (Rolling 3 Months) and Dealer Inventories

Retail Sales U.S. and Canada Ag	Industry*		Deere**
2WD Tractors (< 40 PTO hp)	↓	16%	↓ More than the industry
2WD Tractors (40 < 100 PTO hp)	↓	10%	↓ More than the industry
2WD Tractors (100+ PTO hp)	↓	13%	↔ In line with the industry
4WD Tractors	↑	13%	↑ More than the industry
Combines	↓	20%	↓ More than the industry

Deere Dealer Inventories*** U.S. and Canada Ag	2024	2023
2WD Tractors (100+ PTO hp)	31%	30%
Combines	22%	17%

* 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 2024 Retail Sales (Rolling 3 Months)

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

* 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 2024 earnings call is scheduled for 9:00 a.m. Central Time on Thursday, 21 November 2024.



JOHN DEERE