

JOHN DEERE INVESTOR RELATIONS

# FACT BOOK

FY23 DATA



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# GLOBAL STATISTICS

**\$61.25 BILLION**

Net Sales  
& Revenues

**\$10.17 BILLION**

Net Income  
attributable to Deere & Company

**37%**

Consolidated net sales  
& revenues outside of the  
United States and Canada

## EMPLOYEES

**83,000**

employees worldwide

33,800: U.S. and Canada  
49,200: Outside U.S and Canada

## DEALERS

**2,050**

-1,600 Agriculture  
- 450 Construction & Forestry  
U.S. and Canada dealer locations

Outside of the U.S. and Canada,  
John Deere agriculture equipment  
is sold to distributors and dealers  
for resale in **over 100 countries**



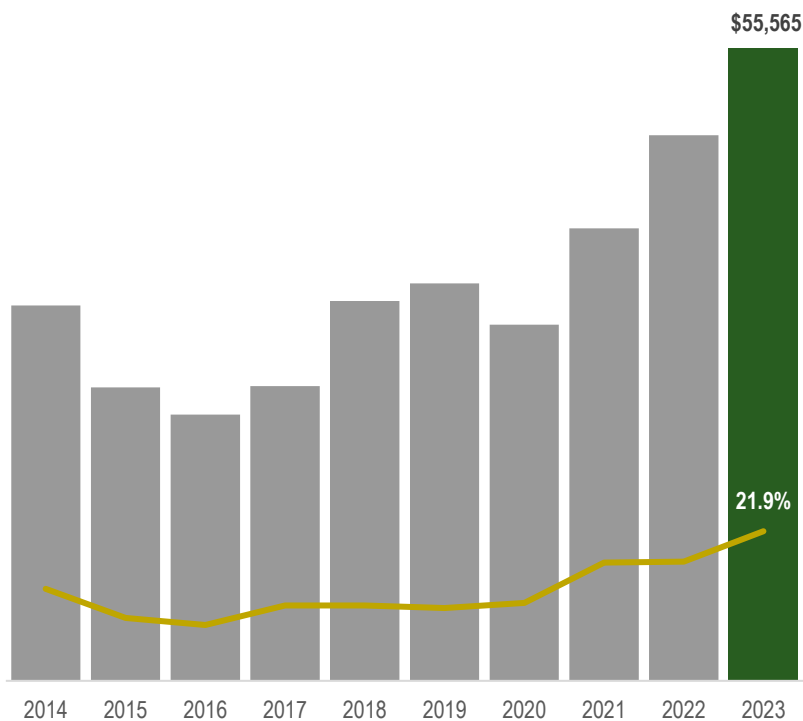
## FISCAL YEAR TIMELINE

- fiscal calendar follows U.S. growing season

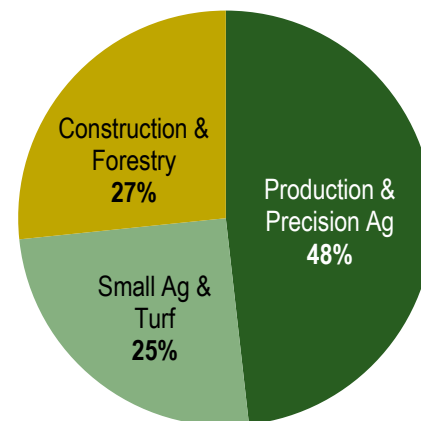


# SALES DATA

## EQUIPMENT OPERATIONS NET SALES & OPERATING PROFIT MARGIN (*\$ in millions*)



## EQUIPMENT OPERATIONS NET SALES BY OPERATING SEGMENT

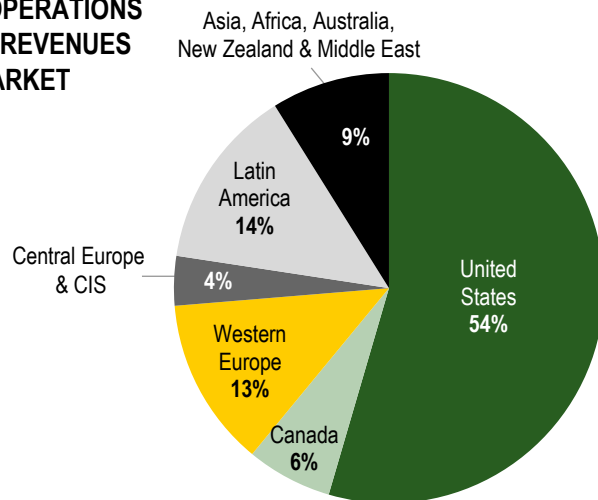


### Equipment Operations Net Sales by Operating Segment (*\$ in millions*)

	2021	2022	2023
Production & Precision Ag	\$ 16,509	\$ 22,002	\$ 26,790
Small Ag & Turf	\$ 11,860	\$ 13,381	\$ 13,980
Construction & Forestry	\$ 11,368	\$ 12,534	\$ 14,795
<b>Total</b>	<b>\$ 39,737</b>	<b>\$ 47,917</b>	<b>\$ 55,565</b>

# SALES DATA

## EQUIPMENT OPERATIONS NET SALES & REVENUES BY MAJOR MARKET



### Equipment Operations

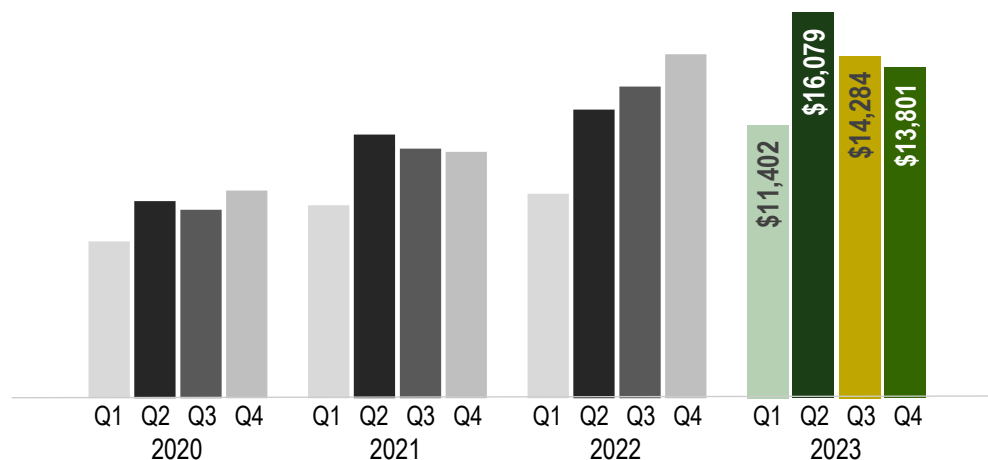
#### Net Sales & Revenues by Major Markets

(\$ in millions)	2020	2021	2022	2023
United States	\$ 16,496	\$ 20,425	\$ 25,819	\$ 30,822
Canada	\$ 1,792	\$ 2,398	\$ 3,301	\$ 3,646
Western Europe	\$ 5,243	\$ 6,326	\$ 6,242	\$ 7,189
Central Europe & CIS	\$ 2,037	\$ 2,625	\$ 2,240	\$ 2,101
Latin America	\$ 2,789	\$ 4,275	\$ 7,036	\$ 7,744
Asia, Africa, Australia, New Zealand, Middle East	\$ 3,594	\$ 4,427	\$ 4,314	\$ 5,028
<b>Total</b>	<b>\$ 31,951</b>	<b>\$ 40,476</b>	<b>\$ 48,952</b>	<b>\$ 56,530</b>

## EQUIPMENT OPERATIONS QUARTERLY NET SALES

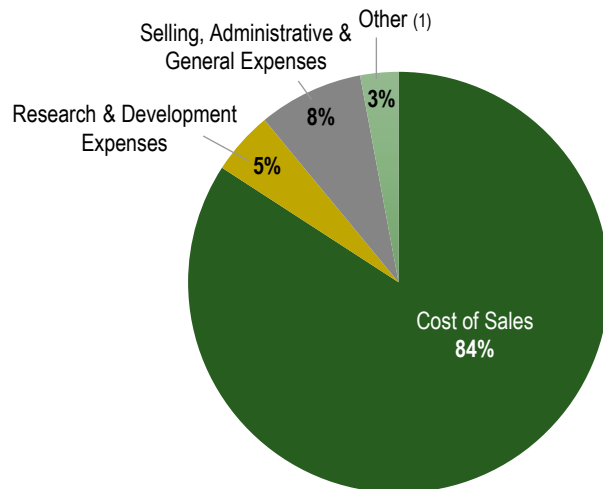
(\$ in millions)

2Q and 3Q typically yield the highest sales, followed by Q4, with the lowest sales volume generated in Q1



# COST DATA

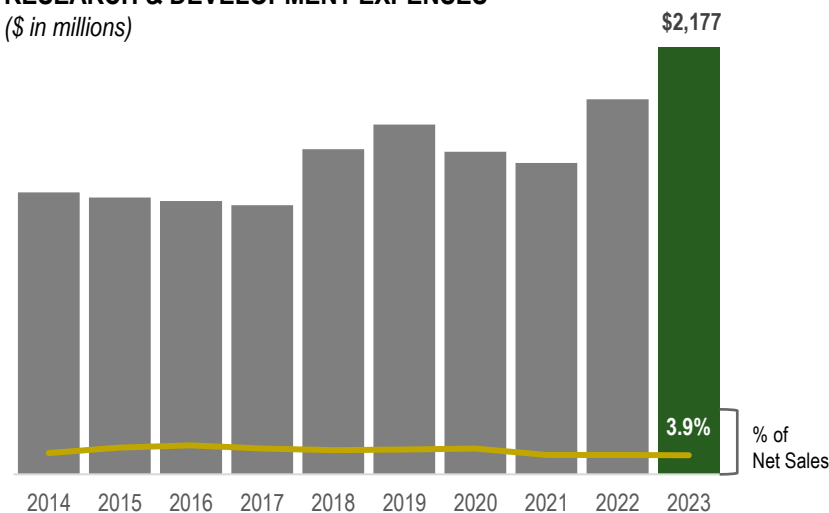
## EQUIPMENT OPERATIONS COST BREAKDOWN



Equipment Operations Costs & Expenses (\$ in millions)				
	2020	2021	2022	2023
Cost of Sales	\$ 23,679	\$ 29,119	\$ 35,341	\$ 37,739
Research and development expenses	\$ 1,644	\$ 1,587	\$ 1,912	\$ 2,177
Selling, administrative and general expenses	\$ 2,878	\$ 2,887	\$ 3,137	\$ 3,611
Interest expense	\$ 329	\$ 368	\$ 390	\$ 411
Interest compensation to Financial Services	\$ 248	\$ 217	\$ 299	\$ 687
Other operating expenses	\$ 278	\$ 181	\$ 350	\$ 217
<b>Total</b>	<b>\$ 29,056</b>	<b>\$ 34,359</b>	<b>\$ 41,429</b>	<b>\$ 44,842</b>

(1) Other includes Interest expense, Interest compensation to Financial Services, and Other operating expenses

## EQUIPMENT OPERATIONS RESEARCH & DEVELOPMENT EXPENSES (\$ in millions)





# PRODUCTION AND PRECISION AGRICULTURE



CORN / SOY



SMALL GRAINS



SUGARCANE



COTTON

**Production Agriculture** – Large and certain mid-size tractors, combines, cotton pickers, cotton strippers, sugarcane harvesters, sugarcane loaders, pull behind scrapers, tillage, seeding, and application equipment, including sprayers and nutrient management and soil preparation machinery, and related attachments and service parts



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# SMALL AG & TURF



HIGH VALUE CROPS



DAIRY & LIVESTOCK



COMPACT & UTILITY  
TRACTORS

**Small Agriculture** – Mid-size and compact utility tractors, self-propelled forage harvesters, hay and forage equipment, balers, mowers, and related attachments and service parts

**Turf** – Turf and utility equipment, including riding lawn equipment, golf course equipment, utility vehicles, and commercial mowers, and related attachments and service parts





# CONSTRUCTION & FORESTRY



EARTHMOVING



ROADBUILDING



FORESTRY

**Construction** – Construction, earthmoving & material handling machines, including backhoe loaders, crawler dozers and loaders, four-wheel drive loaders, excavators, motor graders, articulated dump trucks, and related attachments and service parts

**Compact construction** – Compact excavators, compact track loaders, compact wheel loaders, skid steers, landscape loaders, and related attachments and service parts

**Roadbuilding** – Equipment used in roadbuilding and renovation, including milling machines, recyclers, slipform pavers, surface miners, asphalt pavers, compactors, tandem and static rollers, mobile crushers and screens, mobile and stationary asphalt plants, and related attachments and service parts

**Forestry** – Equipment used in timber harvesting, including log skidders, feller bunchers, log loaders, log forwarders, log harvesters, and related attachments and service parts







**642K**

Connected Machines

**388M**

Engaged Acres

**92M**

Highly Engaged Acres

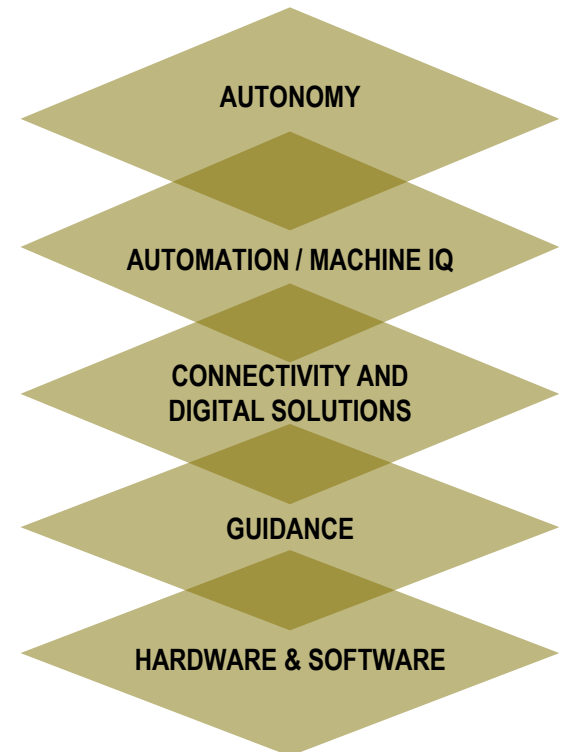
**160M**

Sustainably Engaged Acres

**Technology accelerates  
precision and automation  
while driving efficiency.**

We have a full set of technology to help customers increase their productivity, profitability, and sustainability.

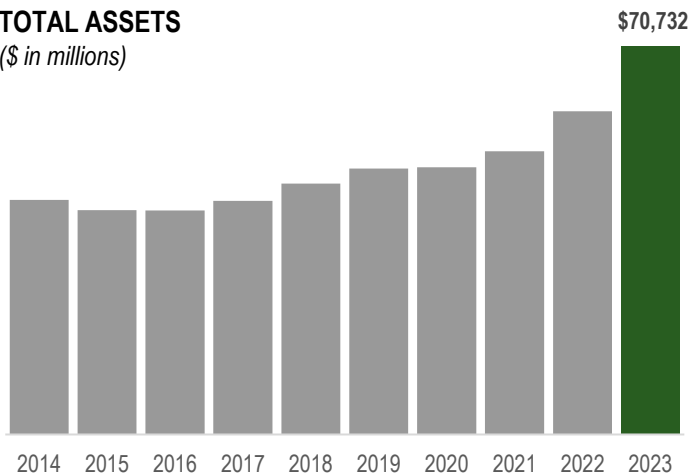
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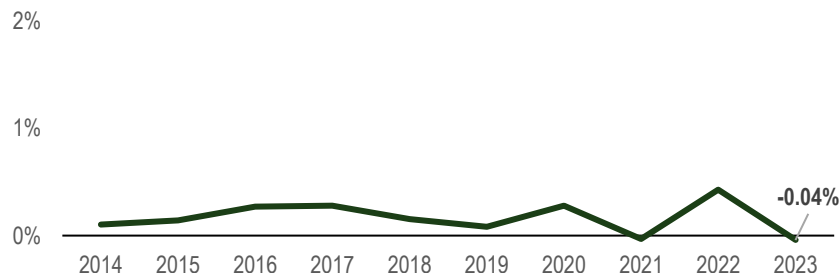
# FINANCIAL SERVICES

## JOHN DEERE FINANCIAL TOTAL ASSETS

(\$ in millions)



## JOHN DEERE FINANCIAL PROVISION FOR CREDIT LOSSES (AS A % OF AVERAGE OWNED PORTFOLIO)



## JOHN DEERE CAPITAL CORPORATION NOTES RECEIVABLE DETAIL

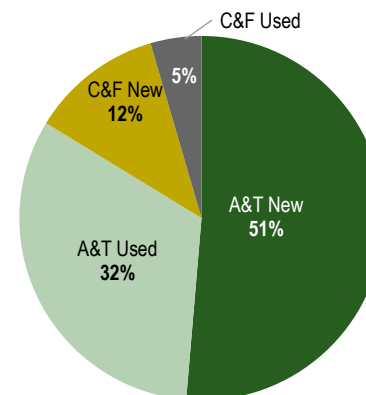
### John Deere Capital Corporation Receivables

(\$ in millions)

	2019	2020	2021 <sup>(1)</sup>	2022 <sup>(1)</sup>	2023
Retail notes	\$ 15,151	\$ 17,158	\$ 21,299	\$ 22,799	\$ 24,641
Retail notes securitized	\$ 4,350	\$ 4,689	\$ 4,662	\$ 5,952	\$ 7,357
Revolving charge accounts	\$ 3,863	\$ 3,827	\$ 3,740	\$ 4,166	\$ 4,594
Wholesale receivables	\$ 8,707	\$ 7,093	\$ 5,951	\$ 8,405	\$ 13,330
Financing leases	\$ 752	\$ 789	\$ 972	\$ 1,121	\$ 1,422
<b>Total</b>	<b>\$ 32,822</b>	<b>\$ 33,557</b>	<b>\$ 36,625</b>	<b>\$ 42,442</b>	<b>\$ 51,344</b>

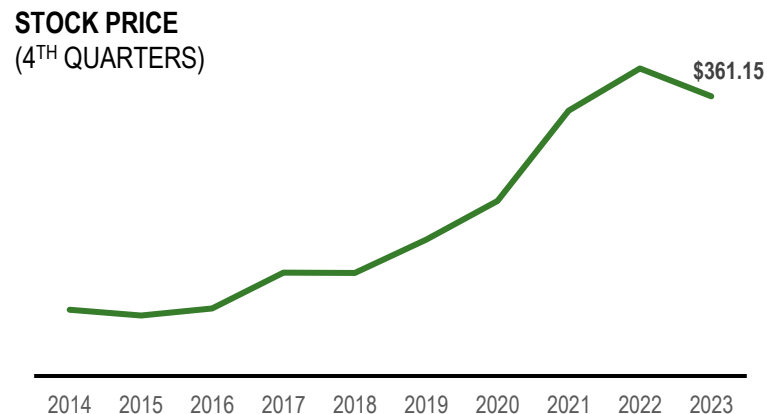
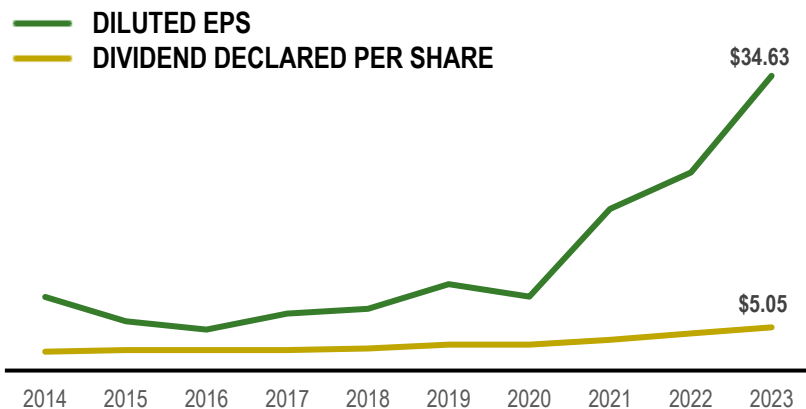
(1) In 2Q 2023, the accounting treatment for financing incentives offered to John Deere Dealers was corrected; resulting in an immaterial restatement of prior periods 2021-2022.

## JOHN DEERE CAPITAL CORPORATION RETAIL NOTES BY PRODUCT CATEGORY

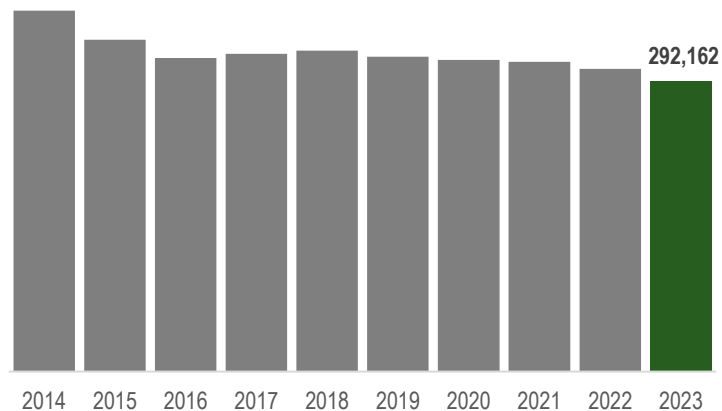




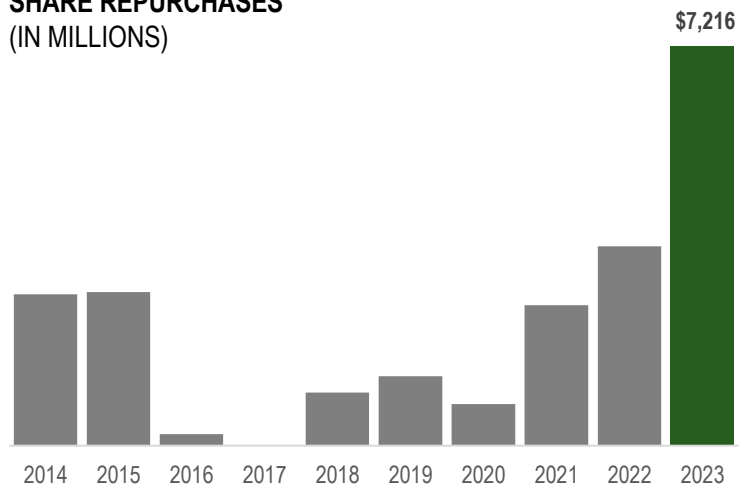
# STOCK DATA



**AVERAGE NUMBER OF COMMON  
SHARES OUTSTANDING (IN THOUSANDS)**



**SHARE REPURCHASES**  
**(IN MILLIONS)**



# STOCK DATA

## STOCK SPLIT HISTORY

Date	Event
26 November 2007	Stock split 2 for 1
17 November 1995	Stock split 3 for 1
31 August 1976	Stock split 2 for 1
1 September 1972	Stock split 2 for 1
18 December 1963	Stock split 2 for 1
2 January 1960	3% stock dividend
8 July 1952	Stock split 2 for 1
31 October 1937	Stock split 2 for 1
15 December 1930	1.5% stock dividend
15 October 1930	1.5% stock dividend
15 July 1930	1.5% stock dividend
29 April 1930	Stock split 5 for 1
15 March 1930	1.5% stock dividend
2 December 1912	Original stock issued <sup>(1)</sup>

(1) Previously, privately held

# INVESTOR RELATIONS TEAM



**JOSH BEAL**  
Director Investor Relations



**JOSH ROHLEDER**  
Manager Investor  
Communications



**HOLLY DUNHAM**  
Manager Investor Relations



**BOBBY STRODE**  
Analyst Investor Relations