



Deere & Company (DE)

Updated February 20th, 2022, by Eli Inkrot

Key Metrics

Current Price:	\$369	5 Year CAGR Estimate:	3.5%	Market Cap:	\$114 B
Fair Value Price:	\$374	5 Year Growth Estimate:	2.0%	Ex-Dividend Date¹:	03/30/22
% Fair Value:	99%	5 Year Valuation Multiple Estimate:	0.3%	Dividend Payment Date¹:	05/10/22
Dividend Yield:	1.1%	5 Year Price Target	\$413	Years Of Dividend Growth:	2
Dividend Risk Score:	B	Retirement Suitability Score:	D	Last Dividend Increase:	16.7%

Overview & Current Events

Deere & Company is the largest manufacturer of farm equipment in the world. The company also makes equipment used in construction, forestry & turf care, produces engines and provides financial solutions to its customers. Deere was founded in 1837, is headquartered in Moline, Illinois and is currently valued at \$114 billion.

On August 25th, 2021, Deere increased its dividend 16.7% to \$1.05 after increasing its dividend 18.4% two quarters prior.

On February 18th, 2022, Deere reported Q1 fiscal year 2022 results for the period ending January 30th, 2022. For the quarter sales came in at \$9.569 billion, a 5.0% increase compared to Q1 2021. Results were up across the board with the Equipment Operations, Production & Precision Ag, Small Ag & Turf and Construction & Forestry segments posting gains of 6%, 9%, 5%, and 3% respectively. Net income equaled \$903 million or \$2.92 per share compared to \$1.224 billion or \$3.87 per share in Q1 2021.

Deere also increased its fiscal 2022 outlook, now anticipating net income between \$6.7 billion and \$7.0 billion (from \$6.5 billion to \$7.1 billion), due to a strong demand outlook. This works out to ~\$21.60 to ~\$22.60 in anticipated earnings-per-share.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$7.64	\$9.08	\$8.63	\$5.77	\$4.81	\$6.68	\$9.34	\$9.92	\$8.69	\$18.99	\$22.00	\$24.29
DPS	\$1.79	\$1.99	\$2.22	\$2.40	\$2.40	\$2.40	\$2.58	\$3.04	\$3.04	\$3.61	\$4.20	\$5.89
Shares²	388	374	346	317	315	322	318	313	317	314	310	290

Deere's earnings-per-share are relatively cyclical. Depending on the conditions in the markets the company addresses (agriculture, forestry, and construction), demand for Deere's products can vary widely on a year-to-year basis. Overall, the earnings-per-share growth trend is positive, but it took Deere five years to grow its EPS above the peak from 2013. In the 2008 through 2019 period, excluding 2020's down year, Deere grew its earnings-per-share by 7% per annum. Of course, 2021 proved to be a standout year amidst a bounce back from the COVID-19 pandemic.

Over time there are several factors that could prove positive for the company's profitability. For instance, acquisitions such as the takeover of Wirtgen Group that closed in December of 2017. In addition, benefiting from long-term economic growth around the world and ramping up its share repurchase program down the line could add to the growth thesis. The company reduced its share count by -25% in the 2008 to 2016 timeframe, as an example.

Fiscal year 2020 was difficult, but results came in better than anticipated, down less than -15% amidst the COVID-19 pandemic. Per management's guidance, it appears that Deere is poised to post significantly better results in fiscal year 2022 after a very strong 2021. We are still forecasting 2% intermediate-term growth, as it is uncertain as to whether or not the recent boon to results is transitory or here to stay.

¹ Estimated date.

² In millions.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	10.4	9.5	10.1	15.2	16.7	17.1	16.1	15.9	19.8	17.6	16.8	17.0
Avg. Yld.	2.3%	2.3%	2.5%	2.7%	3.0%	2.1%	1.7%	1.9%	1.8%	1.1%	1.1%	1.4%

During the past decade shares of Deere have traded hands with an average P/E ratio of 15 times earnings. We are using 17 times earnings, the 5-year average, considering the expectation for a standout 2022 paired against the company's cyclical nature. With a current valuation near 17 times earnings, this implies little impact from the valuation.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	23%	22%	26%	42%	50%	36%	27%	31%	35%	19%	19%	24%

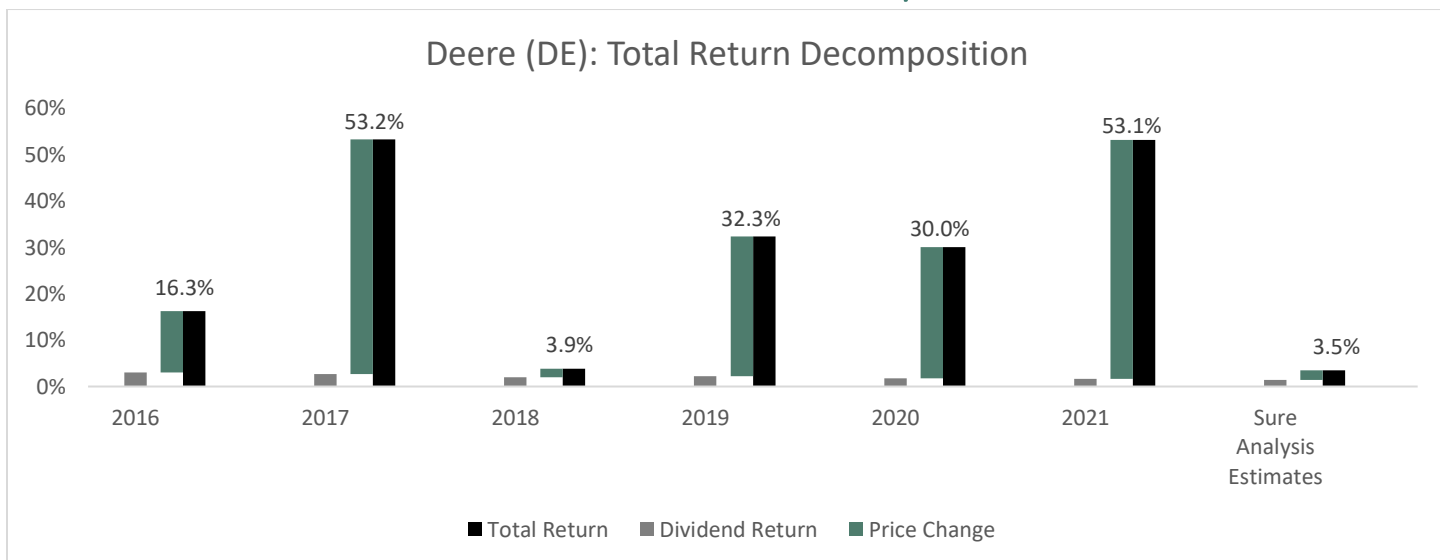
Deere's dividend payout ratio has never been especially high. The company paid out ~50% of its net profits during 2016. Since then, the payout ratio has trended downwards as earnings-per-share have risen considerably. We believe that the dividend is quite safe, but dividend growth has not been overly reliable in the past – during 2015 to 2017 the company froze its dividend at \$2.40 each year. More recently Deere paid the same \$0.76 payment for 9 quarters in a row.

Deere is the largest player in the agricultural machinery manufacturing industry. This means that it is hard for new competitors to steal market share from Deere, especially since it is difficult to replicate the company's global sales and dealership network. Deere has also been growing its presence in the higher-growth construction machinery market, both organically as well as via acquisitions. The company is impacted by downturns in the industries it addresses. During the last financial crisis Deere remained profitable, but its earnings-per-share declined by -40%. Results in 2020 were down, but more resilient than anticipated. Furthermore, 2021 proved to be a standout year.

Final Thoughts & Recommendation

Shares are up 12% in the last year. Deere is the market leader in the agricultural equipment industry and the company's global presence provides sizeable competitive advantages. Growth has been solid during the last decade, albeit in an irregular fashion. Total return potential comes in at 3.5% per annum, stemming from 2% expected growth and a 1.1% dividend. Shares earn a hold rating.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	35963	37621	35816	28609	26364	29116	37021	39258	35260	43580
Gross Profit	10051	11069	10225	7626	7242	8182	10036	11000	10150	13270
Gross Margin	27.9%	29.4%	28.5%	26.7%	27.5%	28.1%	27.1%	28.0%	28.8%	30.4%
SG&A Exp.	3662	3810	3608	3056	2979	3285	3631	3551	3677	3435
D&A Exp.	1004	1140	1307	1382	1560	1716	1927	2019	2118	2050
Operating Profit	4720	5468	4781	2755	2134	2762	4056	4088	3857	7496
Op. Margin	13.1%	14.5%	13.3%	9.6%	8.1%	9.5%	11.0%	10.4%	10.9%	17.2%
Net Profit	3065	3537	3162	1940	1524	2159	2368	3253	2751	5963
Net Margin	8.5%	9.4%	8.8%	6.8%	5.8%	7.4%	6.4%	8.3%	7.8%	13.7%
Free Cash Flow	-953	879	867	933	815	-393	-1130	-37	4827	5146
Income Tax	1659	1946	1627	840	700	971	1727	852	1082	1658

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	56266	59521	61336	57948	57919	65786	70108	73011	75090	84110
Cash & Equivalents	4652	3504	3787	4162	4336	9335	3904	3857	7066	8017
Acc. Receivable	29576	33544	35302	32695	31840	33188	36080	38808	38620	4208
Inventories	5170	4935	4210	3817	3341	3904	6149	5975	4999	6781
Goodwill & Int.	1026	922	860	790	920	1251	4663	4297	4408	4566
Total Liabilities	49404	49254	52271	51190	51388	56226	58817	61594	62150	65680
Accounts Payable	2986	2739	2325	1872	2096	2551	2894	1996	1926	2967
Long-Term Debt	32421	34476	36958	36850	35612	40045	42257	45334	45840	48350
Total Equity	6842	10266	9063	6743	6520	9557	11288	11413	12940	18430
LTD/E Ratio	4.74	3.36	4.08	5.46	5.46	4.19	3.74	3.97	3.54	2.62

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	5.9%	6.1%	5.2%	3.3%	2.6%	3.5%	3.5%	4.5%	3.7%	7.5%
Return on Equity	44.9%	41.4%	32.7%	24.5%	23.0%	26.9%	22.7%	28.7%	22.6%	38.0%
ROIC	8.4%	8.4%	7.0%	4.3%	3.6%	4.7%	4.6%	5.9%	4.8%	9.5%
Shares Out.	388	374	346	317	315	322	318	313	317	314
Revenue/Share	89.57	96.66	97.83	85.15	83.27	90.06	113.11	122.45	111.37	138.80
FCF/Share	-2.37	2.26	2.37	2.78	2.57	-1.21	-3.45	-0.12	15.25	16.39

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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