



# Deere & Company (DE)

Updated August 24<sup>th</sup>, 2023, by Aristofanis Papadatos

## Key Metrics

<b>Current Price:</b>	\$394	<b>5 Year CAGR Estimate:</b>	10.9%	<b>Market Cap:</b>	\$113 B
<b>Fair Value Price:</b>	\$571	<b>5 Year Growth Estimate:</b>	2.0%	<b>Ex-Dividend Date<sup>1</sup>:</b>	9/28/23
<b>% Fair Value:</b>	69%	<b>5 Year Valuation Multiple Estimate:</b>	7.7%	<b>Dividend Payment Date<sup>1</sup>:</b>	11/7/23
<b>Dividend Yield:</b>	1.3%	<b>5 Year Price Target</b>	\$631	<b>Years Of Dividend Growth:</b>	3
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Buy

## 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 \$113 billion.

In mid-August, Deere reported (8/18/23) financial results for the third quarter of fiscal 2023. The company grew its sales 12% over the prior year's quarter thanks to continued strong demand for farm and construction equipment. Sales grew across the board with the Production & Precision Ag, Small Ag & Turf and Construction & Forestry segments posting gains of 12%, 3%, and 14%, respectively. Deere grew its earnings-per-share 66%, from \$6.16 to an all-time high of \$10.20, and beat the analysts' consensus by an impressive \$1.99. Thanks to strong business momentum amid robust demand in infrastructure and positive farm fundamentals, Deere raised its guidance for this year, from record earnings of \$9.25-\$9.50 billion to earnings of \$9.75-\$10.00 billion. Accordingly, we have raised our forecast for annual earnings-per-share from \$31.50 to \$33.80.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$9.08	\$8.63	\$5.77	\$4.81	\$6.68	\$9.34	\$9.92	\$8.69	\$18.99	\$23.98	<b>\$33.80</b>	<b>\$37.32</b>
<b>DPS</b>	\$1.99	\$2.22	\$2.40	\$2.40	\$2.40	\$2.58	\$3.04	\$3.04	\$3.61	\$4.36	<b>\$5.00</b>	<b>\$7.08</b>
<b>Shares<sup>2</sup></b>	374	346	317	315	322	318	313	317	314	302	<b>295</b>	<b>275</b>

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.

There are many factors that could fuel growth for Deere. For instance, acquisitions such as the takeover of Wirtgen Group in late 2017. In addition, long-term global economic growth and share buybacks could add to the growth thesis. The company reduced its share count by -25% between 2008 and 2016 so it could ramp up buybacks in the future.

Fiscal year 2020 was difficult, but results came in better than anticipated, down less than -15% amidst the COVID-19 pandemic. Moreover, Deere posted record results in 2022, on top of a record year 2021. We are forecasting 2.0% intermediate-term growth, as it is uncertain as to whether the recent boon to results is transitory or here to stay.

## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
<b>Avg. P/E</b>	9.5	10.1	15.2	16.7	17.1	16.1	15.9	19.8	17.6	15.1	<b>11.7</b>	<b>16.9</b>
<b>Avg. Yld.</b>	2.3%	2.5%	2.7%	3.0%	2.1%	1.7%	1.9%	1.8%	1.1%	1.2%	<b>1.3%</b>	<b>1.1%</b>

<sup>1</sup> Estimated date.

<sup>2</sup> In millions.

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During the past decade, the stock of Deere has traded at an average price-to-earnings ratio of 15.3. We assume a fair price-to-earnings ratio of 16.9, which is the 5-year average of the stock. Deere is now trading at an earnings multiple of 11.7. If the stock trades at its fair valuation level in five years, it will enjoy a 7.7% annualized gain in its returns.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	22%	26%	42%	50%	36%	27%	31%	35%	19%	18%	15%	19%

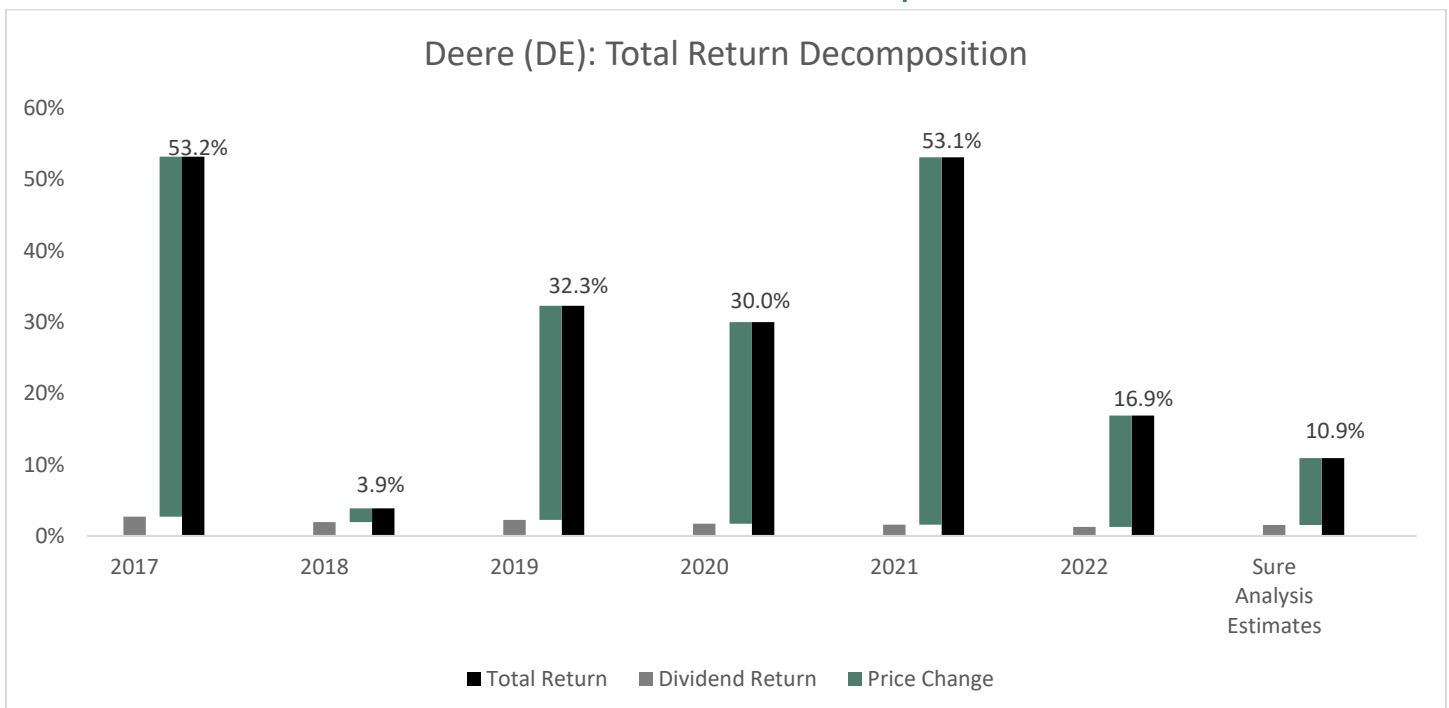
Deere's dividend payout ratio has never been especially high. The company paid out ~50% of its net profits during 2016. Since then, the payout ratio has trended downwards as earnings-per-share have risen considerably. We believe that the dividend is quite safe, but dividend growth has not been overly reliable in the past – during 2015 to 2017 the company froze its dividend at \$2.40 each year. More recently, Deere paid the same dividend 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%. Earnings fell in 2020 due to the pandemic, but Deere proved more resilient than in previous downturns thanks to the immense fiscal stimulus packages offered by governments in response to the pandemic.

## Final Thoughts & Recommendation

Deere is the market leader in the agricultural equipment industry, with its global presence providing sizeable competitive advantages. Growth has been solid during the last decade, albeit in a volatile fashion. Deere could offer a 10.9% average annual return over the next five years thanks to 2.0% expected growth, a 1.3% dividend and a 7.7% annualized valuation tailwind. It thus maintains its buy rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	37621	35816	28609	26364	29116	37021	39258	35260	43580	52577
<b>Gross Profit</b>	11069	10225	7626	7242	8182	10036	11000	10150	13270	16177
<b>Gross Margin</b>	29.4%	28.5%	26.7%	27.5%	28.1%	27.1%	28.0%	28.8%	30.4%	30.8%
<b>SG&amp;A Exp.</b>	3810	3608	3056	2979	3285	3631	3551	3677	3435	3863
<b>D&amp;A Exp.</b>	1140	1307	1382	1560	1716	1927	2019	2118	2050	1895
<b>Operating Profit</b>	5468	4781	2755	2134	2762	4056	4088	3857	7496	9127
<b>Op. Margin</b>	14.5%	13.3%	9.6%	8.1%	9.5%	11.0%	10.4%	10.9%	17.2%	17.4%
<b>Net Profit</b>	3537	3162	1940	1524	2159	2368	3253	2751	5963	7131
<b>Net Margin</b>	9.4%	8.8%	6.8%	5.8%	7.4%	6.4%	8.3%	7.8%	13.7%	13.6%
<b>Free Cash Flow</b>	879	867	933	815	-393	-1130	-37	4827	5146	911
<b>Income Tax</b>	1946	1627	840	700	971	1727	852	1082	1658	2007

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	59521	61336	57948	57919	65786	70108	73011	75090	84110	90030
<b>Cash &amp; Equivalents</b>	3504	3787	4162	4336	9335	3904	3857	7066	8017	4774
<b>Acc. Receivable</b>	33544	35302	32695	31840	33188	36080	38808	38620	4208	6410
<b>Inventories</b>	4935	4210	3817	3341	3904	6149	5975	4999	6781	8495
<b>Goodwill &amp; Int.</b>	922	860	790	920	1251	4663	4297	4408	4566	4905
<b>Total Liabilities</b>	49254	52271	51190	51388	56226	58817	61594	62150	65680	69673
<b>Accounts Payable</b>	2739	2325	1872	2096	2551	2894	1996	1926	2967	
<b>Long-Term Debt</b>	34476	36958	36850	35612	40045	42257	45334	45840	48350	51899
<b>Total Equity</b>	10266	9063	6743	6520	9557	11288	11413	12940	18430	20262
<b>LTD/E Ratio</b>	3.36	4.08	5.46	5.46	4.19	3.74	3.97	3.54	2.62	2.56

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>	6.1%	5.2%	3.3%	2.6%	3.5%	3.5%	4.5%	3.7%	7.5%	8.2%
<b>Return on Equity</b>	41.4%	32.7%	24.5%	23.0%	26.9%	22.7%	28.7%	22.6%	38.0%	36.9%
<b>ROIC</b>	8.4%	7.0%	4.3%	3.6%	4.7%	4.6%	5.9%	4.8%	9.5%	10.3%
<b>Shares Out.</b>	374	346	317	315	322	318	313	317	314	306
<b>Revenue/Share</b>	96.66	97.83	85.15	83.27	90.06	113.11	122.45	111.37	138.80	171.65
<b>FCF/Share</b>	2.26	2.37	2.78	2.57	-1.21	-3.45	-0.12	15.25	16.39	2.97

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

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