Valuentum Retail Equity Research Visit us at www.valuentum.com Ratings as of 22-Jun-2025 Data as of 16-Jun-2025

### Deere DE FAIRLY VALUED

# Buying Index™

6

# Value Rating

 Economic Castle
 Estimated Fair Value
 Fair Value Range
 Investment Style
 Sector
 Industry

 Unattractive
 \$511.00
 \$409.00 - \$613.00
 LARGE-CAP CORE
 Industrials
 Industrial Leaders

Deere's recent results reveal challenging conditions in the global agricultural and construction sectors.



The week with the highest trading volume out of the last 30 weeks was a week of heavy selling, or distribution (red bar)

Company Vitals	
Market Cap (USD)	\$145,562
Avg Weekly Vol (30 wks)	6,263
30-week Range (USD)	403.01 - 533.78
Valuentum Sector	Industrials
5-week Return	-0.1%
13-week Return	10.2%
30-week Return	17.3%
Dividend Yield %	1.2%
Dividends per Share	6.48
Forward Dividend Payout Rati	o 34.3%
Est. Normal Diluted EPS	29.41
P/E on Est. Normal Diluted EF	PS 17.9
Est. Normal EBITDA	12,059
Forward EV/EBITDA	13.3
EV/Est. Normal EBITDA	9.2
Forward Revenue Growth (5-y	r) 2.6%
Forward EPS Growth (5-yr) NMF = Not Meaningful; Est. = Estimated; FY =	9.9% Fiscal Year

3-year Historical Average
39.0%
8.5%
9.1%
9.6% Not Meaningful

#### Leverage, Coverage, and Liquidity

finance sub

9, 9,	1 .
In Millions of USD	
Total Debt	-28,060
Net Debt	-34,062
Total Debt/EBITDA	-2.5
Net Debt/EBITDA	NMF
EBITDA/Interest	68.4
Current Ratio	2.1
Quick Ratio	0.4
NMF = Not Meaningful; Debt exclu	udes debt associated with the

• Deere operates in

- Deere operates in four business segments. Its Production & Precision Ag and Small Ag & Turf segments make tractors, loaders, combines, and harvesters. Its Construction & Forestry segment produces earthmoving machines, loaders and excavators, while its financial operation supports its dealer network via wholesale financing. The company was founded in 1837 and is based in Illinois.
- Deere's performance is heavily influenced by the economic cycle, and its financial services operation adds credit risks to its business model. We still like Deere's fundamentals, and its strong brand name and extensive dealer network are key competitive strengths.
- Deere is tied to the changing worldwide demand for farm outputs that are required to meet the population's growing food and bio-energy needs. Fluctuating agricultural commodity prices directly impact sales of Deere's equipment and are largely responsible for the cyclical tendencies of its operations. Management targets a 25%-35% payout ratio of mid-cycle earnings.
- Trade tensions and related tariffs have the potential to impact both demand for Deere's products and input costs. Deere is utilizing its pricing power and growing scale to offset inflationary pressures and logistical hurdles, to a degree, and demand for its offerings has been quite strong of late.
- In the market for agricultural/turf equipment, Deere's rivals include AGCO, CNH Global, Kubota, and Toro. Pivoting to the market for construction/forestry equipment, Deere's rival include Caterpillar, Komatsu, and Volvo. Competition remains fierce.

<b>Investment Considerations</b>	
DCF Valuation	FAIRLY VALUED
Relative Valuation	NEUTRAL
ValueCreation <sup>TM</sup>	POOR
ValueRisk™	LOW
ValueTrend <sup>TM</sup>	POSITIVE
Cash Flow Generation	STRONG
Financial Leverage	LOW
Growth	MODEST
Technical Evaluation	BULLISH
Relative Strength	STRONG
Money Flow Index (MFI)	NEUTRAL
Upside/Downside Volume (U/D)	BEARISH

Near-term Technical Support, 10-week MA 499.00 DCF = Discounted Cash Flow; MFI, U/D = Please see glossary. MA = Moving Average

<b>Business Quality</b>	ValueCreation <sup>TM</sup>			
ValueRisk <sup>TM</sup>	Very Poor	Poor	Good	Excellent
Low				
Medium				
High				
Very High				

Firms that generate economic profits with little operating variability score near the top right of the matrix.

<b>Relative Valuation</b>	Forward P/E	PEG	Price / FV
Danaher	24.7	2.3	97.1%
Honeywell	21.7	2.4	102.3%
Lockheed Martin	17.3	1.7	98.3%
Union Pacific	19.1	2.1	98.2%
Peer Median	20.4	NMF	98.3%
Deere	27.8	1.0	102.8%
D : /FILL G . G . 1 D : 11 11			

Price / FV = Current Stock Price divided by Estimated Fair Value

Financial Summary Actual		ual	Projected	
Fise	cal Year End:	Oct-23	Oct-24	Oct-25
Revenue		55,565	44,759	38,139
Revenue, YoY%		16.0%	-19.4%	-14.8%
Operating Income		13,394	9,411	6,720
Operating Margin %		24.1%	21.0%	17.6%
Net Income		10,166	7,100	5,190
Net Income Margin %	ó	18.3%	15.9%	13.6%
Diluted EPS		34.63	25.62	18.92
Diluted EPS, YoY %		48.7%	-26.0%	-26.2%
Free Cash Flow (CFO	-capex)	4,121	4,429	3,506
Free Cash Flow Marg In Millions of USD (except for per		7.4%	9.9%	9.2%

### Structure of the Agricultural Machinery Industry

**NEUTRAL** 

The agricultural machinery industry is composed of firms that make farm and construction equipment. Demand for agricultural equipment is levered to farm incomes and commodity prices, while purchases of construction equipment are dependent on global economic health. Population growth and the increasing need for food/energy are the major long-term drivers for new orders across the industry. Still, firms are competitive, capital intensive, and possess significant operating leverage. A strong/dependable brand and an expansive distribution network are keys to success. We're neutral on the group.



### Deere DE FAIRLY VALUED

# Buying Index™

**WALUENTUM** Value Rating

Economic Castle Unattractive

Estimated Fair Value \$511.00

Fair Value Range \$409.00 - \$613.00

**Investment Style** LARGE-CAP CORE

Sector Industrials

6

Industry Industrial Leaders

# **Economic Profit Analysis**

#### ValueCreation<sup>TM</sup> **POOR**

The best measure of a firm's ability to create value for shareholders is expressed by comparing its return on invested capital (ROIC) with its weighted average cost of capital (WACC). The gap or difference between ROIC and WACC is called the firm's economic profit spread. Deere's 3-year historical return on invested capital (without goodwill) is 9.6%, which is below the estimate of its cost of capital of 11.1%. As such, we assign the firm a ValueCreation™ rating of POOR. In the chart to the right, we show the probable path of ROIC in the years ahead based on the estimated volatility of key drivers behind the measure. The solid grey line reflects the most likely outcome, in our opinion, and represents the scenario that results in our fair value estimate.

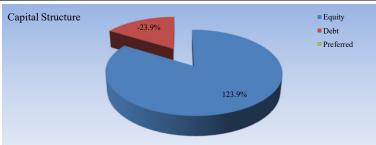
ROIC - WACC Spread, 3-year historical average	-1.5%
ROIC - WACC Spread, 5-year projected average	-0.7%

These spreads equal the firm's annual average ROIC (excluding goodwill) less its WACC.

ValueTrend™ **POSITIVE** 

Deere receives a ValueTrend™ rating of POSITIVE, which is based on the company's trailing three-year performance. The firm's ROIC (excluding goodwill) increased to 10.8% last year from its trailing 3-year average of 9.6%. We expect ROIC (excluding goodwill) to be in the ballpark of about 13% by the end of our discrete forecast period, with upside potential to about 17% over that time period.

### Weighted Average Cost of Capital (WACC)



The cap structure above excludes finance subsidiary debt. We add the value of the finance sub to the equity value of the firm's operations, so considering it here would result in double counting

### Cost of Equity

Risk Free Rate Assumption	4.3%
Fundamental Beta (ERP multiplier)	0.9
Estimated Equity Risk Premium	6.5%
Cost of Equity Assumption	9.8%

### After toy Cost of Dobt

4.3%
1.45%
5.8%
21.0%
4.6%

Cost of Preferred Stock	
Preferred Dividends	0
Value of Preferred Stock	0
Cost of Preferred Assumption	NA

### Weighted Average Cost of Capital (WACC)

ERP = Equity Risk Premium

### Adjusted Return on Invested Capital (ROIC)



The graph above shows the firm's ROIC (excluding goodwill) compared with historical averages and its WACC

#### **Assessment of Company Dividend Strategy**

### **Key Strengths**

Deere's strong brand name and extensive dealer network are key competitive advantages. The company's core business operating segments are represented by 'Production & Precision Ag,' 'Small Ag & Turf,' Construction & Forestry,' and 'Financial Services.' Deere sees \$150+ billion in incremental addressable market opportunities across its core business segments. The free cash flow generation potential of its equipment operations, when excluding its financing wing from this picture, is rock-solid. Deere has a stellar 'A-rated' investment grade credit rating (A/A2/A) with stable outlooks. We expect Deere will continue to steadily grow its payout going forward.

#### **Potential Weaknesses**

Deere's Dividend Cushion ratio is not as strong as it once was due in part to its large debt load. The company is tied to the ups and downs of the economic cycle, and demand for its equipment is dependent on agricultural and other commodity prices. Its financial services arm adds credit risk to its operations. We like management's priority chain for use-of-cash, as it lands the dividend as the third priority behind maintaining an investment grade credit rating and funding operations and growth needs. Management is committed to consistently and moderately raising the dividend while targeting a 25%-35% payout ratio of mid-cycle earnings.

Note: Valuentum may provide an adjusted ROIC measure to better reflect the economic substance of a company's operations, as in the case of companies with negative invested capital.



11.1%

### Deere DE FAIRLY VALUED

# Buying Index™

Value Rating

Economic Castle Unattractive Estimated Fair Value \$511.00 **Fair Value Range** \$409.00 - \$613.00

Investment Style LARGE-CAP CORE Sector Industrials

6

Industry
Industrial Leaders

# **Growth Analysis**

<b>Revenue Growth</b>				MODEST
		Last Fiscal		
		Year Revenue	3-year Historical CAGR	5-year Projected CAGR
Deere	USD	44,759	4.0%	2.6%
Danaher	USD	23,875	-1.3%	5.4%
Honeywell	USD	38,498	3.8%	4.8%
Lockheed Martin	USD	71,043	1.9%	3.8%
Union Pacific	USD	24,250	3.6%	4.1%
Peer Median			2.8%	4.5%
Industry Median			5.1%	4.8%

Deere's revenue expansion has been greater than the median of its peer group but has trailed that of its industry group during the past three years. We expect the firm's pace of revenue growth to fall below the median of both its peer group and industry group during the next five years. Our growth assessment of each firm is based on the firm's 5-year forward revenue CAGR. Deere's future pace of revenue growth is MODEST, in our opinion.

### **EBITDA** Growth

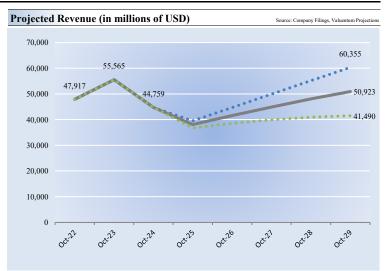
		Last Fiscal		
		Year EBITDA	3-year Historical CAGR	5-year Projected CAGR
Deere	USD	11,349	4.8%	7.2%
Danaher	USD	7,506	-6.4%	10.7%
Honeywell	USD	9,536	3.1%	7.1%
Lockheed Martin	USD	8,394	-2.3%	8.0%
Union Pacific	USD	12,166	1.7%	6.3%
Peer Median			-0.3%	7.6%
Industry Median			4.7%	8.8%

Deere's EBITDA expansion has been greater than that of both its peer group and industry group during the past three years. We expect the firm's pace of EBITDA growth to fall below that of both its peer group and industry group during the next five years. Danaher sports the highest expected EBITDA growth rate among peers.

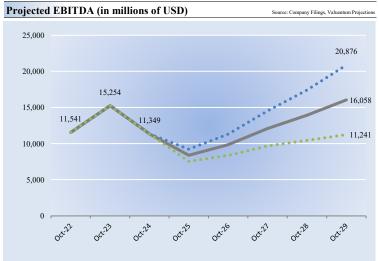
#### Net Income Growth

		Last Fiscal		
		Year Net Income	3-year Historical CAGR	5-year Projected CAGR
Deere	USD	7,100	5.9%	8.9%
Danaher	USD	3,899	-15.4%	16.3%
Honeywell	USD	5,705	1.0%	9.3%
Lockheed Martin	USD	5,336	-5.5%	9.7%
Union Pacific	USD	6,747	1.1%	7.5%
Peer Median			-2.2%	9.5%
Industry Median			5.1%	9.7%

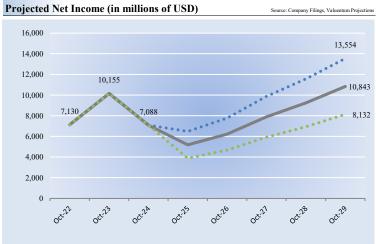
Deere's net income expansion has been greater than that of both its peer group and industry group during the past three years. We expect the firm's pace of net income growth to fall below that of both its peer group and industry group during the next five years. Danaher sports the highest expected net income growth rate among peers.



In the chart above, we show our baseline forecast for revenue as well as potential upside and downside cases.



In the chart above, we show our baseline forecast for EBITDA as well as potential upside and downside cases.



In the chart above, we show our baseline forecast for net income as well as potential upside and downside cases.



### Deere DE FAIRLY VALUED

# Buying Index™

Value Rating

Economic Castle
Unattractive

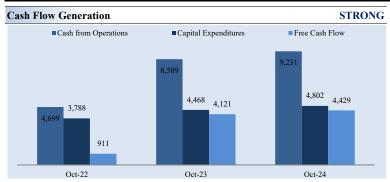
Estimated Fair Value \$511.00 **Fair Value Range** \$409.00 - \$613.00

Investment Style LARGE-CAP CORE Sector Industrials

6

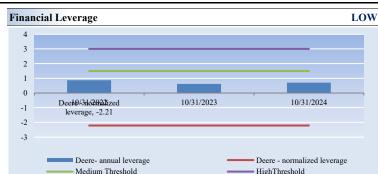
Industry
Industrial Leaders

## **Cash Flow and Financial Leverage Analysis**



The bars above show the firms operating cash flow, capital expenditures, and free cash flow, respectively

Firms that generate a free cash flow margin (free cash flow divided by total revenue) above 5% are usually considered cash cows. Deere's free cash flow margin has averaged about 6.4% during the past 3 years. As such, we think the firm's cash flow generation is relatively STRONG. The free cash flow measure shown above is derived by taking cash flow from operations less capital expenditures and differs from enterprise free cash flow (FCFF), which we use in deriving our fair value estimate for the company. For more information on the differences between these two measures, please visit our website at Valuentum.com. At Deere, cash flow from operations increased about 96% from levels registered two years ago, while capital expenditures expanded about 27% over the same time period.



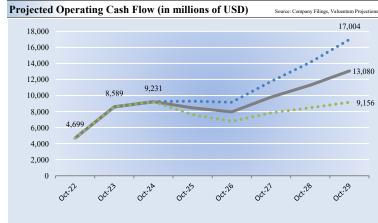
The bars above show the firm's annual debt-to-EBITDA including financial subsidiary debt. The red line shows the firm's normalized me

Firms that exhibit high leverage tend to be more risky than firms with relatively low debt loads, all else equal. We measure financial leverage by taking a firm's current total debt load and dividing it by the firm's trailing average 3-year annual EBITDA. Firms that are over 3 for this metric, we rate as having high leverage. Companies that have less than 1.5 turns of leverage (or a measure below 1.5), we rate as having low leverage. Deere's normalized debt-to-EBITDA measure, which excludes finance sub debt, of about -2.21 puts it in the LOW camp.

#### **Cash Flow from Operations**

		Last Fiscal Year CFO	3-year Historical CAGR	5-year Projected CAGR
Deere	USD	9,231	6.1%	7.2%
Danaher	USD	6,688	-7.2%	10.2%
Honeywell	USD	6,097	0.3%	11.1%
Lockheed Martin	USD	6,972	-8.9%	8.5%
Union Pacific	USD	9,346	1.1%	7.1%
Peer Median			-3.4%	9.3%
Industry Median			6.0%	10.2%

Deere's cash flow from operations expansion has been greater than that of both its peer group and industry group during the past three years. We expect the firm's pace of cash flow from operations growth to fall below that of both its peer group and industry group during the next five years. Honeywell sports the highest expected cash flow from operations growth rate among peers.

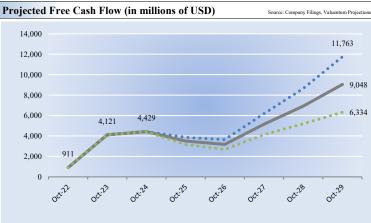


In the chart above, we show our baseline forecast for CFO as well as potential upside and downside cases.

### Free Cash Flow (CFO-capital expenditures)

		Last Fiscal Year FCF	3-year Historical CAGR	5-year Projected CAGR
Deere	USD	4,429	-4.9%	15.4%
Danaher	USD	5,296	-9.4%	12.3%
Honeywell	USD	4,933	-1.4%	13.4%
Lockheed Martin	USD	5,287	-11.8%	10.6%
Union Pacific	USD	5,894	-1.1%	10.1%
Peer Median			-5.4%	11.4%
Industry Median			-1.4%	13.4%

Deere's free cash flow expansion has been greater than that of its peer group but has trailed that of its industry group during the past three years. We expect the firm's free cash flow expansion to outpace its peer group and industry group during the next five years. Deere sports the highest expected free cash flow growth rate among peers.



In the chart above, we show our baseline forecast for free cash flow as well as potential upside and downside cases

### Deere DE FAIRLY VALUED

# Buying Index™

Value Rating



 Economic Castle
 Estimated Fair Value
 Fair Value Range
 Investment Style
 Sector
 Industry

 Unattractive
 \$511.00
 \$409.00 - \$613.00
 LARGE-CAP CORE
 Industrials
 Industrial Leaders

### Valuation Analysis

Valuation Assumptions				
In Millions of USD (except for per share items)	5-year Projections			
Revenue CAGR %	2.6%			
Avg. EBIT Margin %	22.3%			
Avg. Cash Tax Rate %	21.0%			
Earnings Before Interest CAGR %	8.3%			
Earnings Per Share CAGR %	9.9%			
Free Cash Flow to the Firm CAGR %	6.2%			
Earnings before interest = Net operating profits less adjusted taxes	Long-term Projections			
Phase II> III FCFF CAGR %	5.3% (II) 3% (III)			
Cost of Equity %	9.8%			
After-tax Cost of Debt %	4.6%			
Discount Rate (WACC) %	11.1%			
Synthetic credit spread = 1.453%	Results			
Phase I Present Value	19,892			
Phase II Present Value	57,509			
Phase III Present Value	30,924			
Total Firm Value	108,325			
Net Balance Sheet Impact	33,315			
Total Equity Value	141,640			
Diluted Shares Outstanding	277.1			
Fair Value per Share	\$511.00			

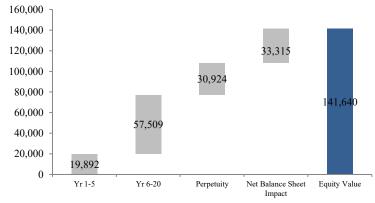
#### **DCF Valuation Summary**

We think Deere is worth \$511 per share with a fair value range of \$409.00 - \$613.00. The margin of safety around our fair value estimate is driven by the firm's LOW ValueRisk<sup>TM</sup> rating, which is derived from an evaluation of the historical volatility of key valuation drivers and a future assessment of them. Our near-term operating forecasts, including revenue and earnings, do not differ much from consensus estimates or management guidance. Our model reflects a compound annual revenue growth rate of 2.6% during the next five years, a pace that is lower than the firm's 3-year historical compound annual growth rate of 4%. Our model reflects a 5-year projected average operating margin of 22.3%, which is above Deere's trailing 3-year average. Beyond year 5, we assume free cash flow will grow at an annual rate of 5.3% for the next 15 years and 3% in perpetuity. For Deere, we use a 11.1% weighted average cost of capital to discount future free cash flows.

#### Valuation Breakdown

In the chart below, we show the build up to our estimate of total enterprise value for Deere and the break down to the firm's total equity value, which we estimate to be about 141.64USD billion. The present value of the enterprise free cash flows generated during each phase of our model and the net balance sheet impact, which considers the firm's pension and finance sub, is displayed. We divide total equity value by diluted shares outstanding to arrive at our \$511 per share fair value estimate.

6



In addition to the firm's cap structure, the net balance sheet impact considers the funded status of the firm's pension (-5523) and our estimate of the value of its finance sub (4776). In Millions of USD

<b>Enterprise Free Cash Flow</b>				
	Fiscal Year End:	10/31/2022	10/31/2023	10/31/2024
Earnings before Interest		3,649	7,324	7,806
+ Depreciation		1,633	1,691	1,772
- Capital Expenditures		3,788	4,468	4,802
- Change in Working Capital		4,396	294	-2,030
- Acquisitions		498	82	0
Enterprise Free Cash Flow (FCFF	)	-3,400	4,171	6,806
T ACID CLIOD				

Our future forecasts for key valuation drivers result in a future free enterprise cash flow stream. Above, we show how we calculate enterprise free cash flow and the historical performance of the metric for Deere. Over the next five years, we expect the firm's enterprise free cash flow to expand at about a 6% compound annual growth rate. During years 6 through 20, we expect the measure to grow at a 5.3% rate. Beyond year 20 (in perpetuity), we grow the firm's free cash flow at inflation (3%).

Source: Company Filings, Valuentum Projection

### Company Metrics versus Peer and Industry Medians

Company Name	Valuentum Buying Index™	Forward Price-to- Earnings	P/E on Est. Normal Diluted EPS	Price/Earnings-to- Growth (PEG), 5- year	Forward EV/EBITDA	EV/Est. Normal EBITDA	5-year Forward Earnings per Share CAGR	3-year Hist Avg ROIC, without goodwill	Dividend Yield %	Stock Price / Fair Value Estimate
Deere	6	27.8	17.9	1.0	13.3	9.2	9.9%	9.6%	1.2%	102.8%
Danaher	3	24.7	20.4	2.3	16.7	14.2	15.8%	24.3%	0.7%	97.1%
Honeywell	6	21.7	18.1	2.4	15.9	14.1	11.0%	49.9%	2.0%	102.3%
Lockheed Martin	7	17.3	14.3	1.7	13.4	12.0	12.5%	43.0%	2.8%	98.3%
Union Pacific	6	19.1	15.4	2.1	13.2	11.5	9.7%	13.1%	2.4%	98.2%
Peer Median	6.0	20.4	16.8	NMF	14.7	13.0	11.7%	33.6%	2.2%	98.3%
Industry Median	6.0	20.5	16.8	2.1	13.5	11.8	11.9%	24.0%	1.6%	100.0%

View back of report for a full list of industry constituents covered by Valuentum. VBI: Valuentum's ranking for the attractiveness of this investment at the date of the report.



### Deere DE FAIRLY VALUED

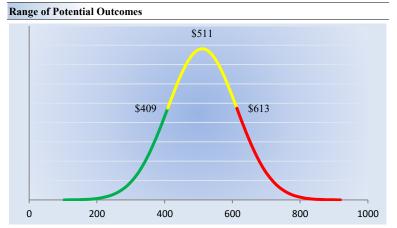
# Buying Index™

Value Rating

Economic Castle
Unattractive

Estimated Fair Value \$511.00 Fair Value Range \$409.00 - \$613.00 Investment Style LARGE-CAP CORE Sector Industrials Industry
Industrial Leaders

## **Margin of Safety Analysis**



Our discounted cash flow process values each firm on the basis of the present value of all future free cash flows. Although we estimate the firm's fair value at about \$511 per share, every company has a range of probable fair values that's created by the uncertainty of key valuation drivers (like future revenue or earnings, for example). After all, if the future were known with certainty, we wouldn't see much volatility in the markets as stocks would trade precisely at their known fair values. Our ValueRisk<sup>TM</sup> rating sets the margin of safety or the fair value range we assign to each stock. In the graph above, we show this probable range of fair values for Deere. We think the firm is attractive below \$409 per share (the green line), but quite expensive above \$613 per share (the red line). The prices that fall along the yellow line, which includes our fair value estimate, represent a reasonable valuation for the firm, in our opinion.

### ValueRisk<sup>™</sup> LOW

6

Deere receives a ValueRisk™ rating of LOW based of the historical volatility of key drivers of economic value creation. The fair value range sets the margin of safety around our fair value estimate of the firm's shares.

Revenue Volatility 14.8%
Gross Margin Volatility 27.5%
Earnings (EBI) Volatility 23.8%
Cash Flow (FCFF) Volatility Greater than 50%

Fair Value Range 20.0%

The Fair Value Range sets the premium or discount on our estimate of the firm's fair value

#### **Upside and Downside Probabilities**

Probability (fair value < \$0)

Probability (fair value > 2x current share price)

Less than 0.1%

0.00%

We strive to answer a few questions that investors often ask: 1) What are the chances of a total loss of investment in this company? and 2) What is the chance that the company is really worth twice what I paid for it? The probability (fair value < 0) strives to answer the first question. It indicates the chance that the firm may encounter insolvency based on the characteristics of its cash flow stream, capital structure, and risk profile. The probability (fair value > 2x current share price) strives to answer the second question. It is our best estimate of whether investors are participating in a half-off sale by buying the company's shares at current prices.

### **Future Path of Fair Value**

We estimate Deere's fair value at this point in time to be about \$511 per share. As time passes, however, companies generate cash flow and pay out cash to shareholders in the form of dividends. The chart to the right compares the firm's current share price with the path of Deere's expected equity value per share over the next three years, assuming our long-term projections prove accurate. The range between the resulting downside fair value and upside fair value in Year 3 represents our best estimate of the value of the firm's shares three years hence. This range of potential outcomes is also subject to change over time, should our views on the firm's future cash flow potential change. The expected fair value of \$655 per share in Year 3 represents our existing fair value per share of \$511 increased at an annual rate of the firm's cost of equity less its dividend yield. The upside and downside ranges are derived in the same way, but from the upper and lower bounds of our fair value estimate range.



The graph above shows the expected future fair value of the firm's shares relative to its current stock price

### Deere DE FAIRLY VALUED

# Buying Index™

Value Rating



Economic Castle Unattractive Estimated Fair Value \$511.00 **Fair Value Range** \$409.00 - \$613.00

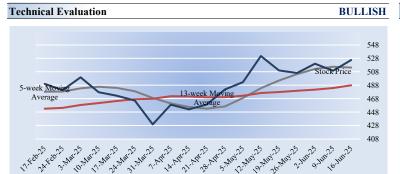
Investment Style LARGE-CAP CORE

**Sector** Industrials

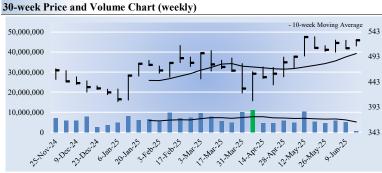
6

Industry
Industrial Leaders

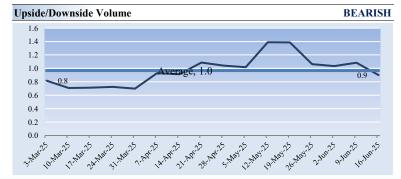
# **Technical Analysis**



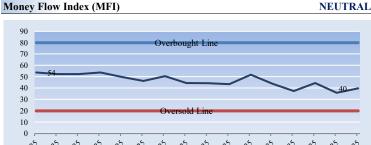
The firm's near-term moving average (5-week, grey line) and medium-term moving average (13-week, red line) are shown in the chart above. Typically, when a shorter-term moving average crosses a medium- or longer-term moving average from below, it represents a bullish signal. If the short-term moving average crosses from above, traders often view this as bearish. Deere's 5-week moving average resides above its 13-week measure, indicating a BULLISH trend. We'd grow wary of the firm's technicals should its 5-week moving average drop below its 13-week moving average, as the firm's 30-week uptrend could be threatened if this occurs.



In the chart above, we pinpoint the heaviest accumulation or distribution week of the firm, determined by the week with the highest trading volume during the past 30 weeks. A heavy accumulation (buying) or distribution (selling) week often determines the future near-term direction of the firm's share price, as money managers continue to move in or out of the stock in the days and weeks ahead driving the stock up or down, respectively. For Deere, the week with the highest trading volume out of the last 30 weeks was a week of heavy buying, or accumulation (green bar). Such market activity could indicate a reversal of a downtrend or further confirmation of the firm's uptrend.



The level and trend of the Upside/Downside (U/D) volume ratio reveals whether institutional participation has been bullish or bearish as of late. Deere's U/D volume ratio of 0.9 is not only less than 1 but also is lower than its trailing average, indicating BEARISH institutional interest during the past several weeks.



The Money Flow Index (MFI) is an oscillator that uses price and volume to measure buying and selling pressure. Chartists often look for overbought (above 80) and oversold (below 20) levels to warn of unsustainable near-term price extremes. Deere's MFI of 40 (green line) is neutral, suggesting the firm's stock is neither overbought nor oversold at this time. However, a score below 50 tends to favor bears. The MFI can also be used to gauge the strength or weakness of a firm's price trend. In Deere's case, its stock has generally increased during the past several weeks, but money flow or momentum has deteriorated, a bearish divergence and unhealthy trend. We'd keep a close watch for deteriorating technicals.

#### Relative Price Strength STRONG

A firm's relative price strength can be assessed over any number of time horizons. We show the firm's performance over the past 5 weeks, 13 weeks, and 30 weeks below. In arriving at our relative strength rating for each company, we assess the past 13 weeks, which includes the market's reaction to the firm's most recently reported quarter, where applicable, and other more recent economic events. During the past 13 weeks, Deere's shares returned 10.2%, while the market benchmark returned -4.1%. We think Deere's 13-week relative price performance is STRONG.

5-week Company Performance	-0.1%
5-week Market Benchmark Performance	-7.2%
5-week Relative Performance vs. Market Benchmark	7.1%
13-week Company Performance	10.2%
13-week Market Benchmark Performance	-4.1%
13-week Relative Performance vs. Market Benchmark	14.3%
30-week Company Performance	17.3%
30-week Market Benchmark Performance	0.6%
30-week Relative Performance vs. Market Benchmark	16.6%

Timeliness Matrix <sup>TM</sup> Equity Valuation							
Relative Strength	Overvalued	Fairly Valued	Undervalued				
Strong							
Neutral							
Weak							

Firms that are undervalued and currently showing near-term pricing strength score near the top right of the matrix.

Companies that are undervalued and showing near-term relative price strength could represent timely buys, as the stock may be attractive to both value and momentum investors. A cross section of the firm's equity valuation and its relative share price strength is shown in the matrix above. We tend to prefer undervalued stocks that have strong pricing momentum, also called Valuentum stocks.



Deere DE FAIRLY VALUED

Buying Index™

6

Value Rating

Economic Castle<br/>UnattractiveEstimated Fair Value<br/>\$511.00Fair Value Range<br/>\$409.00 - \$613.00Investment Style<br/>LARGE-CAP CORESector<br/>IndustrialsIndustrial Leaders

### **Pro Forma Income Statement**

Diluted Weighted Shares Outstanding

------ Historical ----------- Projected -----In Millions of USD (except for per share items) Oct-22 Oct-23 Oct-25 Oct-26 Oct-24 Total Revenue 47,917 55,565 38,139 41,572 44,759 Cost of Goods Sold 38,167 42,467 36,330 34,150 36,465 Selling, General and Administrative Expenses 2,964 3,428 3,702 3,480 3,716 (4,819)(5,549)Other Operating Expenses (6,607)(6,211)(6,632)8,022 **Operating Income** 9,763 13,394 9,411 6,720 Unusual items 0 0 0 0 0 9,763 13,394 9,411 6,720 8,022 Operating Income, including unusual items Interest Expense (91)(166)(166)(166)(263)(63)Other Non-operating Income (363)(277)0 0 Pre-tax Income 9,137 13,026 9,182 6,554 7,856 Income Taxes 2,007 2,871 2,094 1,376 1,650 Income after tax 7,130 10,155 7,088 5,178 6,206 Minority Interest and Equity Income 1 11 12 12 12 7,100 5,190 Net Income, excluding extra items 7,131 10,166 6,218 Income Available to Common, excluding extra items 7,131 10,166 7,100 5,190 6,218 Diluted Earnings per Share, excluding extra items 22.90 23.28 34.63 25.62 18.92

Source: Company Filings, Xignite, Valuentum Projections, Seeking Alpha

274.3

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.

306.3

293.6

277.1



271.6

Deere DE FAIRLY VALUED

WALUENTUM . Buying Index™

6

WALUENTUM . Value Rating

----- Projected -----



**Estimated Fair Value Investment Style** Sector **Economic Castle** Fair Value Range Industry Unattractive \$511.00 \$409.00 - \$613.00 LARGE-CAP CORE Industrials Industrial Leaders

----- Historical -----

# **Pro Forma Balance Sheet**

In Millions of USD (except for per share items)					
	Oct-22	Oct-23	Oct-24	Oct-25	Oct-26
Assets					
Total Cash (including marketable securities)	3,828	6,041	6,002	6,275	6,154
Inventory	8,495	8,160	7,093	6,704	7,197
Accounts Receivable	8,949	9,759	7,697	6,558	7,147
Other Current Assets	44,555	54,595	59,414	59,414	59,414
Total Current Assets	65,827	78,555	80,206	78,950	79,911
Gross Fixed Assets	14,748	16,216	17,449	22,395	27,193
(Accumulated Depreciation)	(8,393)	(9,054)	(9,595)	(11,105)	(12,751)
Net Property, Plant, and Equipment	6,355	7,162	7,854	11,290	14,442
Goodwill, Net	3,687	3,900	3,959	3,959	3,959
Intangibles, Net	1,590	1,583	1,503	1,337	1,171
Other Long-term Assets	12,571	12,887	13,798	13,798	13,798
Total Assets	90,030	104,087	107,320	109,334	113,281
Liabilities					
Accounts Payable	4,119	3,626	2,908	2,755	3,074
Other Current Liabilities	26,572	34,876	33,811	33,534	33,745
Current Portion of Long-term Debt	2,132	2,281	1,442	1,442	1,442
Total Current Liabilities	32,823	40,783	38,161	37,731	38,261
Long-term Debt	7,887	7,161	6,531	6,531	6,531
Other Long-term Liabilities	29,058	34,358	39,792	39,792	39,792
Total Liabilities	69,768	82,302	84,484	84,054	84,584
Preferred Stock	0	0	0	0	0
Shareholders' Equity					
Common Stock and Additional Paid in Capital	5,165	5,303	5,489	5,489	5,489
Retained Earnings	42,247	50,931	56,402	59,802	64,160
Other Equity	(27,150)	(34,449)	(39,055)	(40,011)	(40,952)
Total Shareholders' Equity	20,262	21,785	22,836	25,280	28,698
Total Liabilities and Shareholders' Equity	90,030	104,087	107,320	109,334	113,281
Total Elabinites and Shareholders Equity	90,030	104,007	107,320	109,334	113,201

ce: Company Filings, Xignite, Valuentum Projections, Seeking Alpha

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



Valuentum Retail Equity Research Data as of 16-Jun-2025 (10=best)

Deere DE FAIRLY VALUED

WALUENTUM . Buying Index™

6

Value Rating

----- Projected -----

Sector **Economic Castle Estimated Fair Value** Fair Value Range **Investment Style** Industry Unattractive \$511.00 \$409.00 - \$613.00 LARGE-CAP CORE Industrials Industrial Leaders

----- Historical -----

# **Pro Forma Cash Flow Statement**

In Millions of USD (except for per share items)					
	Oct-22	Oct-23	Oct-24	Oct-25	Oct-26
Cash from Operations					
Net Income	7,131	10,166	7,100	5,178	6,206
Depreciation and Amortization	1,778	1,860	1,938	1,676	1,812
Deferred Income Taxes	0	0	0	0	0
Operating Gains Or Losses	(4,210)	(3,437)	193	500	500
Changes in Working Capital	0	0	0	1,099	(553)
Cash Flow from Operations	4,699	8,589	9,231	8,452	7,966
Cash from Investing					
Purchase of Property, Plant, Equipment	(3,788)	(4,468)	(4,802)	(4,946)	(4,798)
Other Investing Cash Flows	(4,697)	(4,281)	(1,662)	0	0
Cash Flow from Investing	(8,485)	(8,749)	(6,464)	(4,946)	(4,798)
Cash from Financing					
Issuance (Retirement) of Stock	(3,597)	(7,216)	(4,007)	(1,456)	(1,441)
Issuance (Retirement) of Debt	5,765	11,524	3,008	0	0
Dividends Paid	(1,313)	(1,427)	(1,605)	(1,778)	(1,848)
Other Financing Cash Flows	(29)	(73)	(113)	0	0
Cash Flow from Financing	826	2,808	(2,717)	(3,233)	(3,289)
Foreign Exchange	(224)	31	(37)	0	0
Net Change in Cash	(3,184)	2,679	13	273	(121)

ce: Company Filings, Xignite, Valuentum Projections, Seeking Alpha

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



Deere DE FAIRLY VALUED

# Buying Index™

Value Rating



Economic Castle Unattractive

Estimated Fair Value \$511.00 Fair Value Range \$409.00 - \$613.00 Investment Style LARGE-CAP CORE **Sector** Industrials

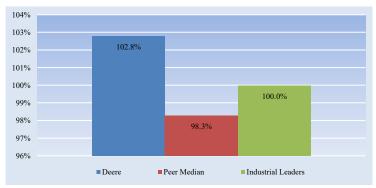
6

**Industry** Industrial Leaders

### **Industrial Leaders**

### Industrial Leaders FAIRLY VALUED

We think the Industrial Leaders industry is fairly valued at this time. The industry's market cap is trading between 80% and 120% of our estimate of its fair value based on our DCF process. Although we use a firm-specific ValueRisk™ measure to determine whether a firm is undervalued or overvalued based on our DCF process, we consider an industry to be undervalued if it is trading below 80% of our estimate of its fair value and overvalued if it is trading at over 120% of our estimate of its fair value. We think these fair value ranges are appropriate given the diversification benefits of holding a basket of stocks. Although there may be individual opportunities within the Industrial Leaders industry, we don't find the industry as a whole attractive based solely on valuation.



The above bar chart reveals the price/fair value of the company, its peers, and the industry as a whole.

Shaded blue denotes that the firm has earned the highest rating for that respective category.

Market Cap (USD-

Company Name	Ticker	mil)	Investment Style	DCF Valuation	Relative Valuation	ValueCreation™	ValueRisk™	ValueTrend™	Technicals	Relative Strength
3M	MMM	81,148	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Amentum	AMTM	5,606	MID-CAP BLEND	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
Amphenol Corp	APH	108,859	LARGE-CAP GROWTH	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	STRONG
Boeing	BA	138,215	LARGE-CAP GROWTH	FAIRLY VALUED	UNATTRACTIVE	POOR	MEDIUM	NEGATIVE	NEUTRAL	STRONG
Canadian National	CNI	61,662	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	MEDIUM	NEGATIVE	BEARISH	NEUTRAL
Caterpillar	CAT	171,427	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	STRONG
Cavco	CVCO	4,480	MID-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Corning	GLW	38,801	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	POOR	MEDIUM	POSITIVE	BEARISH	NEUTRAL
CSX Corp	CSX	61,708	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	LOW	NEGATIVE	BULLISH	STRONG
Danaher	DHR	141,694	LARGE-CAP VALUE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BEARISH	WEAK
Deere	DE	145,562	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	POOR	LOW	POSITIVE	BULLISH	STRONG
Eaton	ETN	107,934	LARGE-CAP VALUE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	POSITIVE	BEARISH	WEAK
Emerson Electric	EMR	57,558	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BEARISH	WEAK
Fastenal	FAST	47,173	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
FedEx	FDX	60,893	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	LOW	NEGATIVE	BEARISH	WEAK
GE Aerospace	GE	215,854	MEGA-CAP GROWTH	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	STRONG
GE Vernova	GEV	118,220	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	POOR	MEDIUM	POSITIVE	BULLISH	STRONG
General Dynamics	GD	75,719	LARGE-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Honeywell	HON	148,799	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Illinois Tool Works	ITW	67,490	LARGE-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BEARISH	WEAK
Lockheed Martin	LMT	114,790	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
Northrop Grumman	NOC	75,892	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	BULLISH	STRONG
Parker-Hannifin	PH	86,698	LARGE-CAP VALUE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Parsons Corp	PSN	7,742	MID-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	STRONG
Raytheon Tech	RTX	182,858	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	LOW	POSITIVE	BULLISH	STRONG
Republic Services	RSG	80,652	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	STRONG
Roper Technologies	ROP	60,617	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	POOR	MEDIUM	POSITIVE	BEARISH	NEUTRAL
TE Connectivity	TEL	46,623	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	VERY BULLISH	STRONG
Union Pacific	UNP	135,115	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	LOW	POSITIVE	BULLISH	NEUTRAL
United Parcel Service	UPS	81,169	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BEARISH	WEAK
Waste Management	WM	94,137	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG

# Valuentum's Full Page Stock Report

Forward Dividend Payout Ratio

P/E on Est. Normal Diluted EPS

Forward Revenue Growth (5-yr)

Forward EPS Growth (5-yr)
NMF = Not Meaningful: Est. = Estimated: FY = Fiscal Year

Leverage, Coverage, and Liquidity

Est. Normal Diluted EPS

Est. Normal EBITDA

Forward EV/EBITDA

Returns Summary

Return on Equity

Return on Assets

Total Debt

Net Debt

ROIC, with goodwill

Total Debt/EBITDA

Net Debt/EBITDA EBITDA/Interest

Current Ratio Quick Ratio

ROIC, without goodwill ROIC = Return on Invested Capital; N

EV/Est. Normal EBITDA

**DCF Valuation** 

Shows whether the firm is undervalued, fairly valued, or overvalued based on our DCF process and by how much.

### Valuentum Buying Index (VBI)

Provides insight into the timeliness of an investment opportunity. We rank firms from 1 to 10 based on rigorous fiancial, valuation, and technical analysis. A 10 represents one of our top picks.



### Valuentum Value Rating (VVR)

Indicates whether we think a firm is undervalued, fairly valued, or overvalued on the basis of our DCF process.



### Investment Considerations

Evaluates firms on 12 different measures, from the firm's growth and cash flow generation to the stock's money flow index and upside/downside volume. We reveal technical support and resistance levels.

#### 30-week Price and Volume Action

Displays the last accumulation or distribution week of the stock and historical price and volume action.



Relative Valuation UNATTRACTIVE Stock Chart (weekly) ValueCreationTN EXCELLENT ValueRisk<sup>TM</sup> LOW 1.800.000.000 ValueTrend<sup>TM</sup> POSITIVE 116.00 Cash Flow Generation STRONG 111 1,200,000,000 MODEST Technical Evaluation BULLISH 800,000,000 Relative Strength STRONG Money Flow Index (MFI) NEUTRAL Upside/Downside Volume (U/D) BULLISH Near-term Technical Support, 10-week MA 112.00 ed Cash Flow: MFI. U/D = Please see gl **Business Quality** Very Poor

**Company Vitals** Shows sector. industry and other relevant company information.

Normalized EPS

Estimation of the

firm's normalized

earnings measures

valuation mutliples.

and EBITDA

corresponding

and the



7.3%

9.55

12.2

36.8%

19.3%

Phone gained momentum in fiscal 2016, as the second quarter of the fiscal year marked the first quarterly sales decline in 13 years. High levels of demand for the iPhone 7 and multiple safety issues at rival Samsung have eased concerns for the time being. · Apple's rollout of future iterations of the iPhone should propel its fundamentals higher. Though we're not embedding another blockbuster hit in our model, we wouldn't be surprised if Apple delivers another one from its pipeline. Perhaps only a dream five years ago, the popularity of the new Apple Watch is now worth atching, though it has yet to catch fire in the eyes of

· Investors should pay close attention to the firm's gross margin, which is expected to fall to 37.5%-38% in fiscal 2016 from 40% in fiscal 2015. Pricing and cost pressures may be unavoidable. A slight step back fiscal 2016 should not be a major concern to vestors given Apple's massive cash position and

impressive track record · Apple's cash hoard is more than some of the market 64,462 capitalizations of the largest companies in the S&P Free Cash Flow (CFO-capex) 500. The company retains tremendous flexibility in Free Cash Flow Margin % -141.204 this regard, and we continue to expect dividend increases and share buybacks. 0.8

75.9% Hewlett-Packard 9.0 NMF 11.7 97.6% IBM 2.6 10.4 Apple Price / FV = C 79.3% Financial Su 182,795 233,715 215,485 Revenue, YoY% 7.0% 27.9% -7.8% 52,503 71.230 63,313 Operating Income Operating Margin % 30.5% 29.4% Net Income Net Income Margin % 21.6% 22.8% 22.4% Diluted EPS 6.45 9.22 8.34 Diluted EPS, VoV % 13.6% 42.8% -9.5% 49,900 69,778 47,138 27.3% 29.9% 21.9%

-53.0

49.4

NMF

0.9

89.2% 77.3%

Structure of the Computer Hardware Industry The computer hardware space, which spans the personal computer to the iPhone and iPad, is highly competitive. The indust is characterized by frequent product introductions and rapid technological advances that can cause dramatic market share shifts. Though some firms benefit from a strong brand, participants often price aggressively, pressuring margins. Firms are also subject to potential component shortages/disruptions, which can punish perfor

High

Very High

Relative Valuation BlackBerry

VALUENTUM

### **Returns Summary**

3-year averages of the firm's key return measures, including return on invested capital, with and without goodwill.



### Leverage, Coverage, and Liquidity

some, and services revenue has become critical for others. We're neutral on the space

Page 1

A snapshot of the company's financial health.



### **Business Quality**

Summary of the firm's ability to create value for shareholders compared wth the underlying risk of its operations.



### **Investment Highlights**

Our opinion of the company, including analysis of its financial and technical strengths and weaknesses.



### **Relative Valuation**

Comparison of the firm's PE, PEG, and Price/FV ratios versus peers.



**Financial Summary** A summary of the

proforma financial statements found in the extended report.

# **About Valuentum**

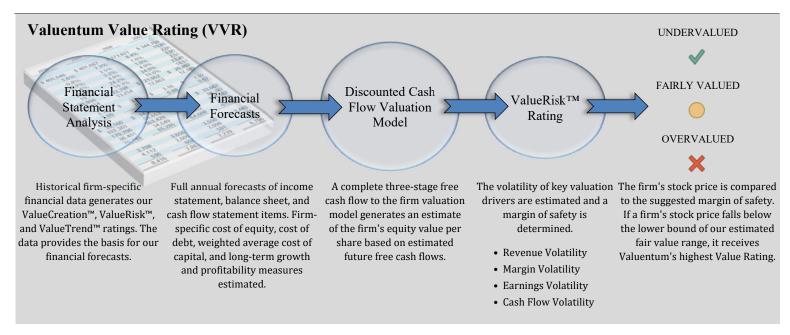
@Valuentum, we strive to stand out from the crowd. Most investment research publishers fall into a few camps, whether it be value, growth, income, momentum, chartist or some variant of the aforementioned. We think each in its own right holds merit, but we think the combination of these approaches can be even more powerful. After all, stock price movements aren't just driven by investors of the value or growth variety, but by all market participants. Therefore, we look at stocks from a variety of investment perspectives in order to better understand and identify ideas. We want to provide relevant information.

The core of our process is grounded in rigorous discounted cash flow analysis and incorporates the concept of a margin of safety. We offer a fair value estimate for each company and provide a relative valuation assessment in the context of a company's industry and closest peers. A cross section of our ValueCreation<sup>TM</sup> and ValueRisk<sup>TM</sup> ratings provides a financial assessment of a company's business quality, while our ValueTrend<sup>TM</sup> rating offers insight into the trajectory of a firm's economic profit creation. The Economic Castle rating measures the magnitude of future economic value generation, and the Dividend Cushion ratio assesses the financial capacity of a company to keep raising its dividend.

Our analysis doesn't stop there. We also offer a technical evaluation of the stock as well as other momentum indicators. We not only want to reveal to readers which firms may be undervalued, in our view, but we also want to provide readers with information to help them assess entry and exit points. Most research publishers focus on arriving at a target price or fair value estimate, but may fall short of providing a technical assessment to bolster buy and sell disciplines. We strive to go the distance and provide readers with answers--not half the story.

An explanation of our approach would not be complete if we didn't describe our ideal stock idea. We're looking for companies that are undervalued--both on a DCF basis and versus peers--have strong growth potential, have a solid track record of creating economic profits for shareholders with reasonable risk, are strong cash flow generators, have manageable financial leverage, and are currently showing bullish technical and momentum indicators. For dividend growth ideas, we look for companies that have both the capacity and willingness to keep raising the dividend.

Can such stock ideas exist? Subscribe to Valuentum to receive our best investment ideas and analysis on hundreds of stocks, dividends, ETFs and more.



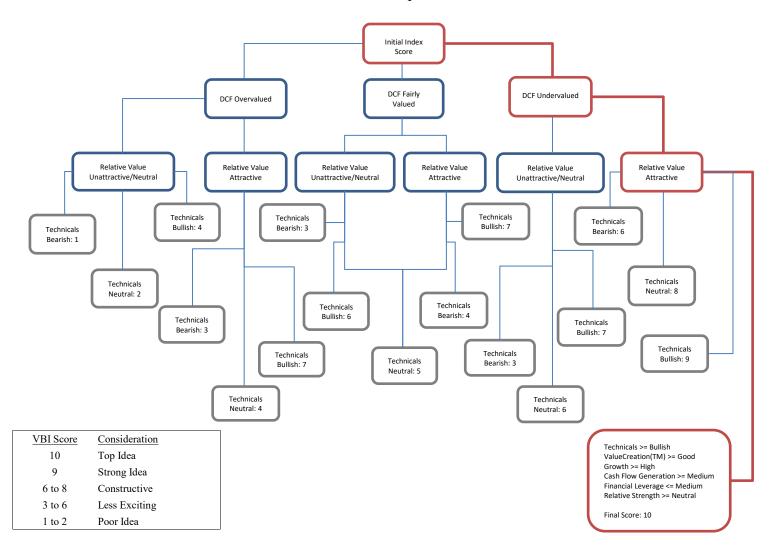
# Methodology for Picking Stocks - Valuentum Buying Index<sup>TM</sup> (VBI)

@ Valuentum, we like to look at companies from a number of different perspectives. The Valuentum Buying Index (VBI) combines rigorous financial and valuation analysis with an evaluation of a stock's technicals to derive a rating between 1 and 10 for each company. The VBI places considerable emphasis on a company's discounted cash-flow (DCF) valuation, its relative valuation versus peers (both forward PE and PEG ratios), and its technicals in order to help readers assess entry and exit points on the most interesting ideas.

Let's follow the red line on the flow chart below to see how a company can score a 10, the best mark on the index. First, the company would need to be 'undervalued' on a DCF basis and 'attractive' on a relative value basis. The stock would also have to be exhibiting 'bullish' technicals. The firm would need a ValueCreation<sup>TM</sup> rating of 'good' or 'excellent', exhibit 'high' or 'aggressive' growth prospects, and generate at least a 'medium' or 'neutral' assessment for cash flow generation, financial leverage, and relative price strength.

This is a tall order for any company. Stocks that don't make the cut for a 10 are ranked accordingly, with the least attractive stocks, in our opinion, garnering a rating of 1. Most of our coverage universe registers ratings between 3 and 7, but at any given time there could be large number of companies garnering either very high or very low scores, especially at market lows or tops, respectively.

The Best Ideas Newsletter portfolio puts the VBI into practice.



# Glossary

**Estimated Fair Value.** This measure is our opinion of the fair equity value per share of the company. If our forecasts prove accurate, which may not always be the case, we may expect a firm's stock price to converge to this value within the next 3 years.

Fair Value Range. The fair value range represents an upper bound and lower bound, between which we would consider the firm to be fairly valued. The range considers our estimate of the firm's fair value and the margin of safety suggested by the volatility of key valuation drivers, including revenue, gross margin, earnings before interest, and enterprise free cash flow (the determinants behind our ValueRisk<sup>TM</sup> rating).

**DCF Valuation.** We opine on the firm's valuation based on our DCF process. Firms that are trading with an appropriate discount to our fair value estimate receive an UNDERVALUED rating. Firms that are trading within our fair value range receive a FAIRLY VALUED rating, while firms that are trading above the upper bound of our fair value range receive an OVERVALUED rating.

Relative Value. We compare the firm's forward price-to earnings (PE) ratio and its price/earnings-to-growth (PEG) ratio to that of its peers. If both measures fall below the peer median, the firm receives an ATTRACTIVE rating. If both are above the peer median, the firm receives an UNATTRACTIVE rating. Any other combination results in a NEUTRAL rating.

ValueCreation™. This is a proprietary Valuentum measure. ValueCreation™ indicates the firm's historical track record in creating economic value for shareholders, taking the average difference between ROIC (without goodwill) and the firm's estimated WACC during the past three years. The firm's performance is measured along the scale of EXCELLENT, GOOD, POOR, and VERY POOR. Those firms with EXCELLENT ratings have a demonstrated track record of creating economic value, while those that register a VERY POOR mark have been destroying economic value.

ValueRisk™. This is a proprietary Valuentum measure. ValueRisk™ indicates the historical volatility of key valuation drivers, including revenue, gross margin, earnings before interest, and enterprise free cash flow. The standard deviation of each measure is calculated and scaled against last year's measure to arrive at a percentage deviation for each item. These percentage deviations are weighted equally to arrive at the corresponding fair value range for each stock, measured in percentage terms. The firm's performance is measured along the scale of LOW, MEDIUM, HIGH, and VERY HIGH. The ValueRisk™ rating for each firm also determines the fundamental beta of each firm along the following scale: LOW (0.85), MEDIUM (1), HIGH (1.15), VERY HIGH (1.3).

ValueTrend™. This is a proprietary Valuentum measure. ValueTrend™ indicates the trajectory of the firm's return on invested capital (ROIC). Firms that earned an ROIC last year that was greater than the 3-year average of the measure earn a POSITIVE rating. Firms that earned an ROIC last year that was less than the 3-year average of the measure earn a NEGATIVE rating.

Cash Flow Generation. Firms' cash flow generation capacity are measured along the scale of STRONG, MEDIUM, and WEAK. A firm with a 3-year historical free cash flow margin (free cash flow divided by sales) greater than 5% receives a STRONG rating, while firms earning less than 1% of sales as free cash flow receive a WEAK rating.

**Financial Leverage.** Based on the firm's normalized debt-to-EBITDA metric, we rank firms on the following scale: LOW, MEDIUM, and HIGH. Companies with a normalized debt-to-EBITDA ratio below 1.5 receive a LOW score, while those with a measure above 3 receive a HIGH score.

**Upside/Downside Volume.** Heavy volume on up days and lower volume on down days suggests that institutions are heavily participating in a stock's upward advance. We use the trailing 14-week average of upside and downside volume to calculate an informative ratio. We rank each firm's U/D volume ratio along the following scale: BULLISH, IMPROVING, DETERIORATING, and BEARISH.

Investment Style. Valuentum uses its own proprietary stock-classification system. Nano-cap: Less than \$50 million; Micro-cap: Between \$50 million and \$200 million; Small-cap: Between \$200 million and \$2 billion; Mid-cap: Between \$2 billion and \$10 billion; Large-cap: Between \$10 billion and \$200 billion; Mega-cap: Over \$200 billion. Blend: Firm's that we think are undervalued and exhibit high growth prospects (growth in excess of three times the rate of assumed inflation). Value: Firm's that we believe are undervalued, but do not exhibit high growth prospects. Growth: Firms that are not undervalued, in our opinion, but exhibit high growth prospects. Core: Firms that are neither undervalued nor exhibit high growth prospects.

Company Vitals. In this section, we list key financial information and the sector and industry that Valuentum assigns to the stock. The P/E-Growth (5-yr), or PEG ratio, divides the current share price by last year's earnings (EPS) and then divides that quotient by our estimate of the firm's 5-year EPS growth rate. The estimated normalized diluted EPS and estimated normalized EBITDA represent the five-year forward average of these measures used in our discounted cash flow model. The P/E on estimated normalized EPS divides the current share price by estimated normalized diluted EPS. The EV/estimated normalized EBITDA considers the current enterprise value of the company and divides it by estimated normalized EBITDA. EV is defined as the firm's market capitalization plus total debt, minority interest, preferred stock less cash and cash equivalents.

Business Quality Matrix. We compare the firm's ValueCreation™ and ValueRisk™ ratings. The box is an easy way for investors to quickly assess the business quality of a company. Firms that generate economic profits with little operating variability score near the top right of the matrix.

**Timeliness Matrix.** We compare the company's recent stock performance relative to the market benchmark with our assessment of its valuation. Firms that are experiencing near-term stock price outperformance and are undervalued by our estimate may represent timely buys.

Range of Potential Outcomes. The firm's margin of safety is shown in the graphic of a normal distribution. We consider a firm to be undervalued if its stock price falls along the green line and overvalued if the stock price falls along the red line. We consider the firm to be fairly valued if its stock price falls along the yellow line.

**Return on Invested Capital.** At Valuentum, we place considerable emphasis on return on invested capital (both with and without goodwill). The measure focuses on the return (earnings) the company is generating on its operating assets and is superior to return on equity and return on assets, which can be skewed by a firm's leverage or excess cash balance, respectively.

**Technical Evaluation.** We evaluate a firm's near-term and medium-term moving averages and money flow index (MFI) to assign each firm a rating along the following scale: VERY BULLISH, BULLISH, NEUTRAL, BEARISH, and VERY BEARISH.

Stock Price Relative Strength. We assess the perfomance of the company's stock during the past quarter, 13 weeks, relative to an ETF that mirrors the aggregate performance of constituents of the stock market. Firms are measured along the scale of STRONG, NEUTRAL, and WEAK. Companies that have outperformed the market index by more than 2.5% during this 13-week period receive a STRONG rating, while firms that trailed the market index by more than 2.5% during this 13-week period receive a WEAK rating.

Money Flow Index (MFI). The MFI is a technical indicator that measures buying and selling pressure based on both price and volume. Traders typically use this measure to identify potential reversals with overbought and oversold levels. We use a 14-week measure to rank firms along the following scale: EXTREMELY OVERBOUGHT (>90), OVERBOUGHT (80-90), NEUTRAL (20-80), OVERSOLD (10-20), EXTREMELY OVERSOLD (0-10).



# Disclosures, Disclaimers & Additional Sources

To send us feedback or if you have any questions, please contact us at valuentum@valuentum.com. We're always looking for ways to better serve your investment needs and improve our research.

The High Yield Dividend Newsletter portfolio, the Best Ideas Newsletter portfolio and Dividend Growth Newsletter portfolio are not real money portfolios. Any performance, including that in the Nelson Exclusive publication, is hypothetical and does not represent actual trading. Past performance is not a guarantee of future results.

Valuentum is an investment research publishing company.

Valuentum has not owned and does not own any shares of stocks mentioned on its website or in this report. President of Investment Research Brian Nelson does not own any shares of stocks mentioned on Valuentum's website or in this report. Majority share owner of Valuentum, Elizabeth Nelson, currently has exposure to HON in her retirement account.

If an independent contributor or employee mentions a stock he or she owns, we disclose it in the article/report that mentions the security. Please view individual articles on Valuentum's website for additional disclosures. Contact us to learn more about Valuentum's editorial policies.

DE Rating History	Price	Fair Value	VBI
16-Jun-25	\$525.31	\$511.00	6
14-Mar-25	\$477.50	\$440.00	6
2-Jan-25	\$418.18	\$408.00	4
4-Oct-24	\$407.99	\$380.00	6
15-Jul-24	\$378.06	\$369.00	3
9-May-24	\$409.47	\$398.00	7
23-Feb-24	\$364.66	\$355.00	3
6-Dec-23	\$366.61	\$365.00	4
24-Aug-23	\$386.64	\$410.00	4
23-Dec-22	\$436.93	\$438.00	7
12-Dec-22	\$433.17	\$452.00	7
7-Nov-22	\$395.13	\$350.00	7
5-Aug-22	\$343.31	\$306.00	7
1-Jul-22	\$301.63	\$309.00	4

Copyright (c) 2017 by Valuentum, Inc. All rights reserved.

No part of this publication may be reproduced in any form or by any means.

The information contained in this report is not represented or warranted to be accurate, correct, complete, or timely. This report is for informational purposes only and should not be considered a solicitation to buy or sell any security. No warranty or guarantee may be created or extended by sales or promotional materials, whether by email or in any other format. The securities or strategies mentioned herein may not be suitable for all types of investors. The information contained in this report does not constitute any advice, especially on the tax consequences of making any particular investment decision. This material is not intended for any specific type of investor and does not take into account an investor's particular investment objectives, financial situation or needs. This report is not intended as a recommendation of the security highlighted or any particular investment strategy. Before acting on any information found in this report, readers should consider whether such an investment is suitable for their particular circumstances, perform their own due-diligence, and if necessary, seek professional advice.

The sources of the data used in this report are believed by Valuentum to be reliable, but the data's accuracy, completeness or interpretation cannot be guaranteed. Assumptions, opinions, and estimates are based on our judgment as of the date of the report and are subject to change without notice. Valuentum is not responsible for any errors or omissions or for results obtained from the use of this report and accepts no liability for how readers may choose to utilize the content. In no event shall Valuentum be liable to any party for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including, without limitation, lost income or lost profits and opportunity costs) in connection with any use of the information contained in this document. Investors should consider this report as only a single factor in making their investment decision.

Valuentum is not a money manager, is not a registered investment advisor, and does not offer brokerage or investment banking services. Valuentum has not received any compensation from the company or companies highlighted in this report. Valuentum, its employees, independent contractors and affiliates may have long, short or derivative positions in the securities mentioned herein. Information and data in Valuentum's valuation models and analysis may not capture all subjective, qualitative influences such as changes in management, business and political trends, or legal and regulatory developments. Redistribution is prohibited without written permission. Readers should be aware that information in this work may have changed between when this work was written or created and when it is read. There is risk of substantial loss associated with investing in financial instruments.

Valuentum's company-specific forecasts used in its discounted cash flow model are rules-based. These rules reflect the experience and opinions of Valuentum's analyst team. Historical data used in our valuation model is provided by Xignite and from other publicly available sources including annual and quarterly regulatory filings. Stock price and volume data is provided by Xignite. No warranty is made regarding the accuracy of any data or any opinions. Valuentum's valuation model is based on sound academic principles, and other forecasts in the model such as inflation and the equity risk premium are based on long-term averages. The Valuentum proprietary automated text-generation system creates text that will vary by company and may often change for the same company upon subsequent updates.

Valuentum uses its own proprietary stock investment style and industry classification systems. Peer companies are selected based on the opinions of the Valuentum analyst team. Research reports and data are updated periodically, though Valuentum assumes no obligation to update its reports, opinions, or data following publication in any form or format. Performance assessment of Valuentum metrics, including the Valuentum Buying Index, is ongoing, and we intend to update investors periodically, though Valuentum assumes no obligation to do so. Not all information is available on all companies. There may be a lag before reports and data are updated for stock splits and stock dividends.

Past simulated performance, whether backtested or walk-forward or other, is not a guarantee of future results. For general information about Valuentum's products and services, please contact us at valuentum@valuentum.com or visit our website at www.valuentum.com.