

# CNH

## Q3 2025 FINANCIAL RESULTS



**NOVEMBER 7, 2025**

# SAFE HARBOR STATEMENT AND DISCLOSURES

All statements other than statements of historical fact contained in this presentation including competitive strengths; business strategy; future financial position or operating results; budgets; projections with respect to revenue, income, earnings (or loss) per share, capital expenditures, dividends, liquidity, capital structure or other financial items; costs; and plans and objectives of management regarding operations and products, are forward-looking statements. Forward-looking statements also include statements regarding the future performance of CNH and its subsidiaries on a standalone basis. These statements may include terminology such as "may", "will", "expect", "could", "should", "intend", "estimate", "anticipate", "believe", "outlook", "continue", "remain", "on track", "design", "target", "objective", "goal", "forecast", "projection", "prospects", "plan", or similar terminology. Forward-looking statements are not guarantees of future performance. Rather, they are based on current views and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside our control and are difficult to predict. If any of these risks and uncertainties materialize (or they occur with a degree of severity that the Company is unable to predict) or other assumptions underlying any of the forward-looking statements prove to be incorrect, including any assumptions regarding strategic plans, the actual results or developments may differ materially from any future results or developments expressed or implied by the forward-looking statements.

Factors, risks and uncertainties that could cause actual results to differ materially from those contemplated by the forward-looking statements include, among others: economic conditions in each of our markets, including the significant uncertainty caused by geopolitical events; production and supply chain disruptions, including industry capacity constraints, material availability, and global logistics delays and constraints; the many interrelated factors that affect consumer confidence and worldwide demand for capital goods and capital goods related products, changes in government policies regarding banking, monetary and fiscal policy; legislation, particularly pertaining to capital goods related issues such as agriculture, the environment, debt relief and subsidy program policies, trade, commerce and infrastructure development; government policies on international trade and investment, including sanctions, import quotas, capital controls, tariffs and other protective measures issued to promote national interests or address foreign competition, which in turn result or may result in retaliatory tariffs or other measures enacted by affected trade partners; volatility in international trade caused by the imposition of tariffs and other protective measures and the related impact on cost and prices, which could consequently affect demand of our products, sanctions, embargoes, and trade wars; actions of competitors in the various industries in which we compete; development and use of new technologies and technological difficulties; the interpretation of, or adoption of new, compliance requirements with respect to engine emissions, safety or other aspects of our products; labor relations; interest rates and currency exchange rates; inflation and deflation; energy prices; prices for agricultural commodities and material price increases; housing starts and other construction activity; our ability to obtain financing or to refinance existing debt; price pressure on new and used equipment; the resolution of pending litigation and investigations on a wide range of topics, including dealer and supplier litigation, intellectual property rights disputes, product warranty and defective product claims, and emissions and/or fuel economy regulatory and contractual issues; security breaches, cybersecurity attacks, technology failures, and other disruptions to the information technology infrastructure of CNH and its suppliers and dealers; security breaches with respect to our products; our pension plans and other post-employment obligations; political and civil unrest; volatility and deterioration of capital and financial markets, including pandemics (such as the COVID-19 pandemic), terrorist attacks in Europe and elsewhere; the remediation of a material weakness; our ability to realize the anticipated benefits from our business initiatives as part of our strategic plan; including targeted restructuring actions to optimize our cost structure and improve the efficiency of our operations; our failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures, strategic alliances or divestitures and other similar risks and uncertainties, and our success in managing the risks involved in the foregoing.

Forward-looking statements are based upon assumptions relating to the factors described in this presentation, which are sometimes based upon estimates and data received from third parties. Such estimates and data are often revised. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside CNH's control. CNH expressly disclaims any intention or obligation to provide, update or revise any forward-looking statements in this announcement to reflect any change in expectations or any change in events, conditions or circumstances on which these forward-looking statements are based. Further information concerning CNH, including factors that potentially could materially affect its financial results, is included in the Company's reports and filings with the U.S. Securities and Exchange Commission ("SEC"). All future written and oral forward-looking statements by CNH or persons acting on behalf of CNH are expressly qualified in their entirety by the cautionary statements contained herein or referred to above. Additional factors could cause actual results to differ from those expressed or implied by the forward-looking statements included in the Company's filings with the SEC (including, but not limited to, the factors discussed in our most recent annual report on Form 10-K and subsequent quarterly reports on Form 10-Q).

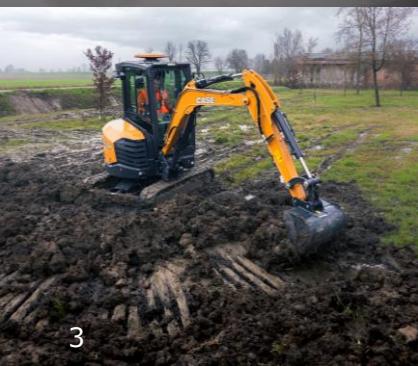
Reconciliations of non-GAAP measures to the most directly comparable GAAP measure are included in this presentation, which is available on our website at [investors.cnh.com](http://investors.cnh.com).



## Q3 2025 | MAIN HIGHLIGHTS



Global trade shifts affecting both farmer and machinery economics



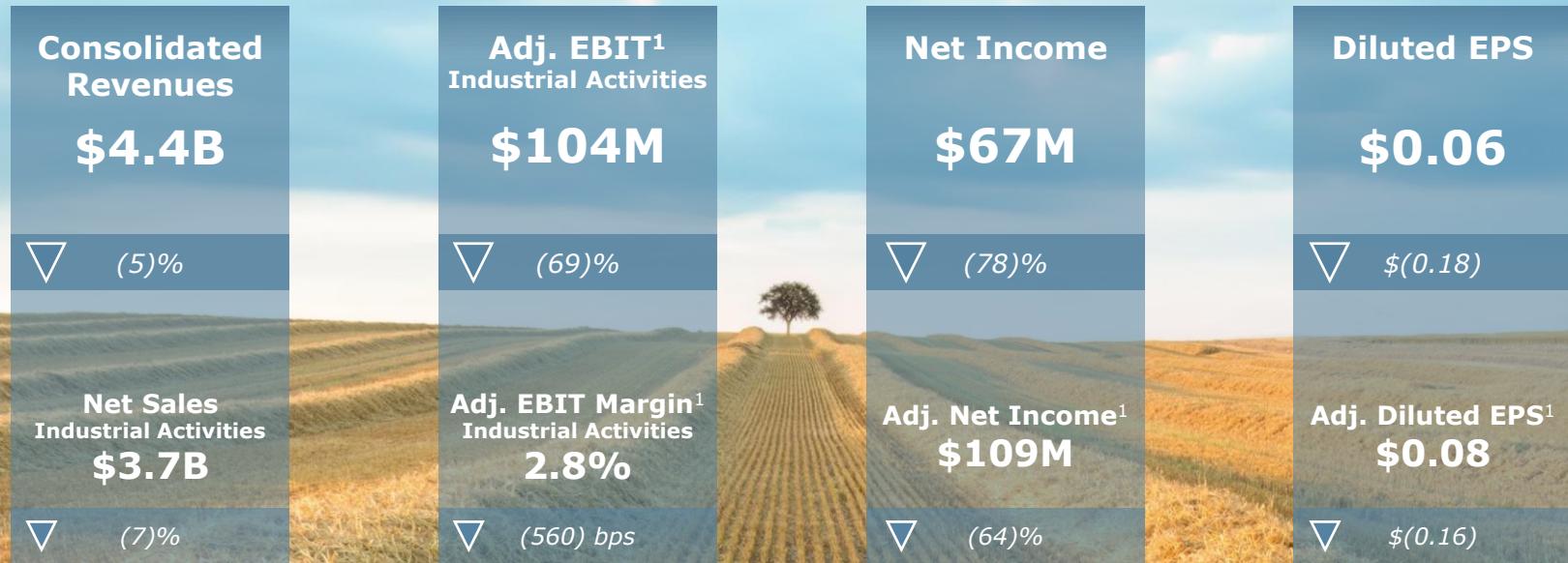
Progress on long-term strategy commitments

Ag production maintained at low levels

Significant dealer inventory reductions<sup>1</sup>

Continued commitment to Iron + Tech investments

# Q3 2025 | RESULTS



▲▽ YoY vs Q3 2024

# PATH TO 2030

## Breaking new ground on Iron + Tech

Expanding product leadership



Advancing Iron + Tech integration



Driving commercial excellence



## Expanding mid-cycle margins

Operational excellence



Quality as a mindset

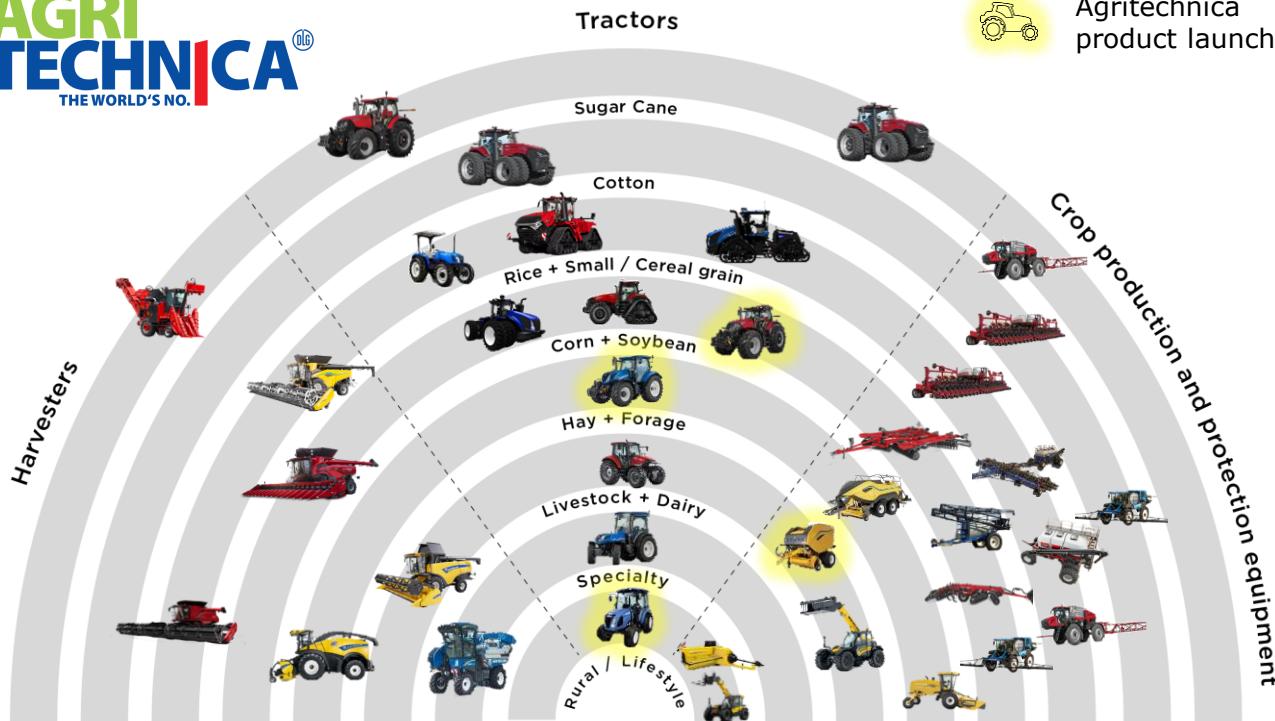


# AG EQUIPMENT PORTFOLIO LAUNCHES



Part of our multi-year equipment lineup refresh

**AGRI  
TECHNICA**<sup>®</sup>  
THE WORLD'S NO. 1



To deliver on its full-line leadership goal, CNH's Path to 2030 includes:

- Launching new generation combines
- Completely refreshing our tractor lineup
- Equipping all large product lines with factory-fit foundational Precision Tech

# AWARD WINNING INNOVATIONS



**AGRI  
TECHNICA**  
THE WORLD'S NO. 1



- ✓ Integrates AI-powered advanced sensing & control systems
- ✓ Optimizes harvesting performance in real time

- ✓ Uses spout-mounted camera to assess Kernel Processing Score (KPS)
- ✓ Helps produce higher-quality feed for beef & dairy cattle

# QUALITY AS A MINDSET



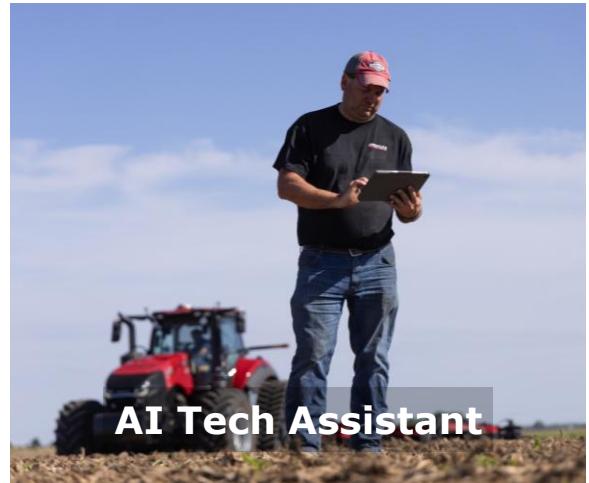
## Supplier Collaboration

Proactively driving quality improvement throughout the supply chain



## Large Tractor Quality

Plants have achieved the best delivered quality to dealers in over ten years

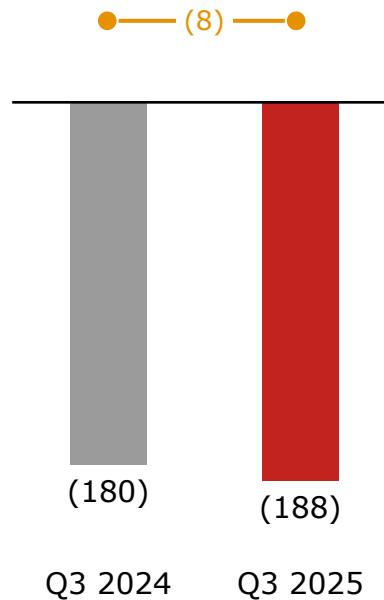
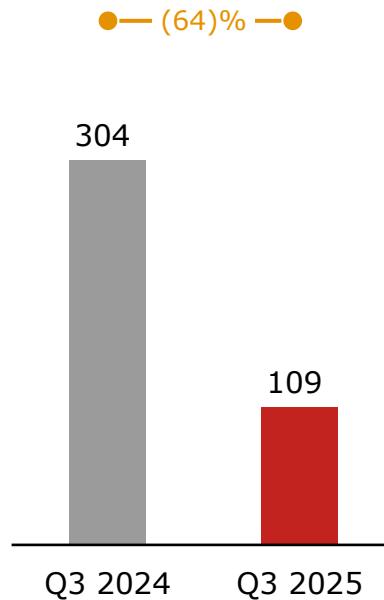
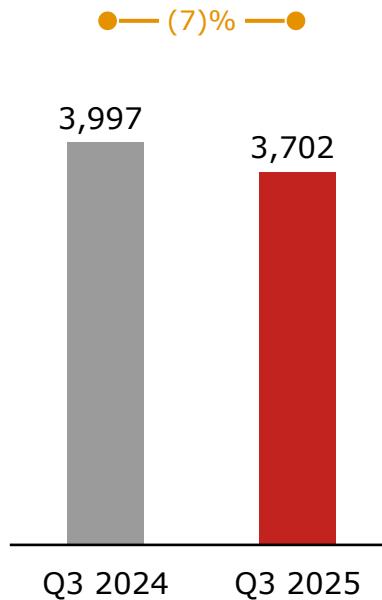


## AI Tech Assistant

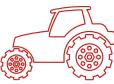
Dealer adoption expands, resulting in >30% help desk call efficiency improvement

# Q3 2025 | FINANCIAL HIGHLIGHTS

(\$M)



# Q3 2025 | AGRICULTURE



## Net Sales (\$M)

● (10)% YoY

3,310

Q3 2024

2,963

Q3 2025

## Adj. Gross Margin<sup>1</sup>

● (210) bps YoY

22.7%

Q3 2024

20.6%

Q3 2025

## Adjusted EBIT (\$M)

10.2%

336

(212)

23

33

(36)

(2)

(6)

4.6%

137

Q3 2024

Vol.  
& Mix

Pricing, Net

Prod.  
Cost

SG&A

R&D

FX &  
Other

Q3 2025

## Production hours Δ YoY

▼ Q3: (2)%

▼ YTD: (15)%

## Dealer inventory<sup>2</sup> sequential reductions

▼ Q3: \$(0.2)B

▼ YTD: \$(0.6)B

## Production slots filled

- Q4: 
- Q1: 

(1) Adj. Gross Margin calculated as Gross Profit divided by Net Sales, as shown in the appendix

(2) As independent businesses, dealers control their own inventory

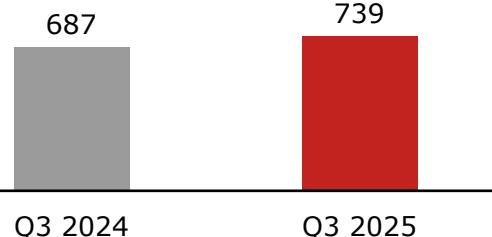
Note: numbers may not add due to rounding

# Q3 2025 | CONSTRUCTION



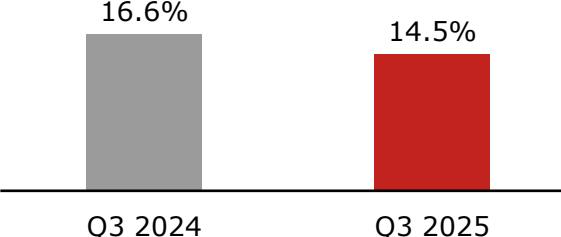
## Net Sales (\$M)

● — +8% YoY — ●

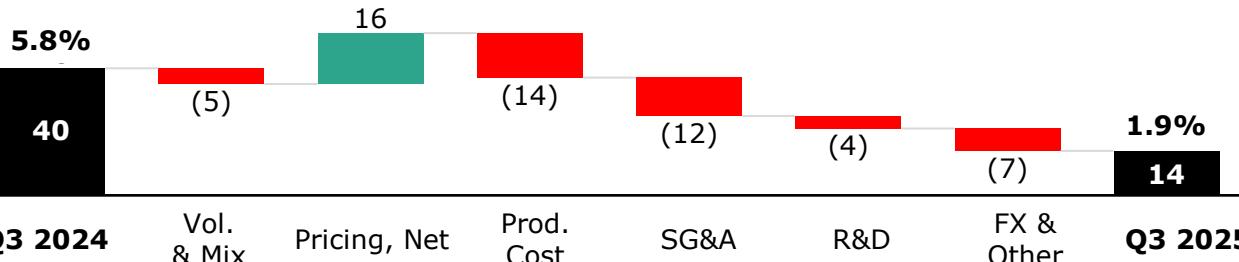


## Adj. Gross Margin<sup>1</sup>

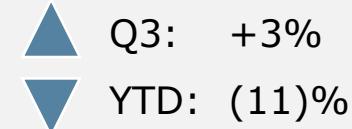
● — (210) bps YoY — ●



## Adjusted EBIT (\$M)



## Production hours Δ YoY



## Dealer inventory<sup>2</sup> YoY



## Production slots filled

- Q4:
- Q1:

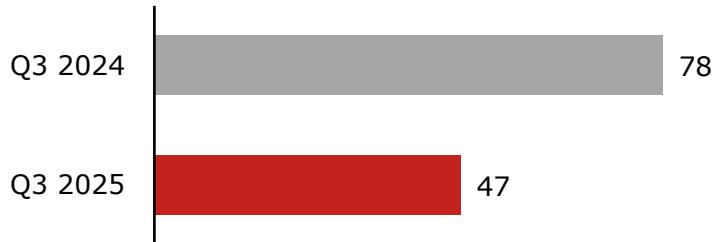
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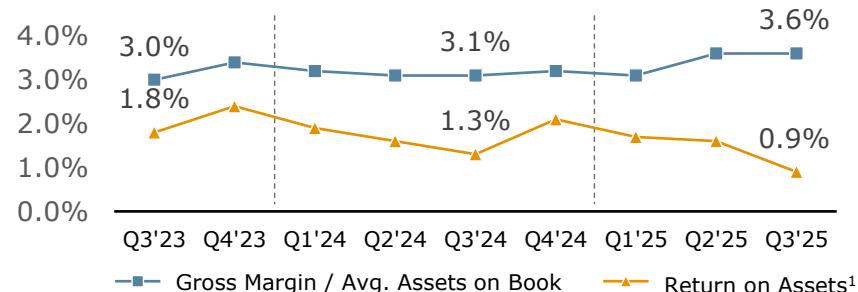
Note: numbers may not add due to rounding



## Net Income (\$M)



## Profitability Ratios

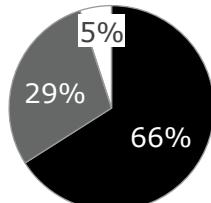


## Managed Portfolio<sup>2</sup> & Retail Originations<sup>2</sup>

**Q3 retail originations \$2.7B,**  
-\$0.2B YoY

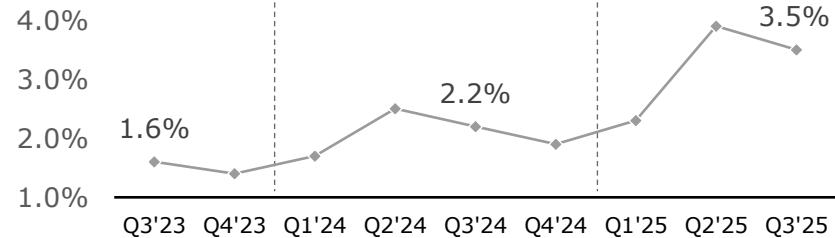
**Managed portfolio \$28.5B,**  
-\$0.5B YoY (-\$0.6B @ CC<sup>3</sup>)

- Retail
- Wholesale
- Operating Lease



Portfolio at  
Sept. 30, 2025

## Delinquencies on Book (>30 Days)



# CAPITAL ALLOCATION PRIORITIES



## ORGANIC GROWTH & MARGIN EXPANSION

Support organic growth through investment in commercial actions, operational efficiencies, and quality improvements



## BALANCE SHEET STRENGTH & STRONG CREDIT RATING

Preserve investment grade credit rating as foundational commitment



## INORGANIC GROWTH

Maintain option for strategic, disciplined, and margin accretive M&A



## SHAREHOLDER RETURNS

After debt repayment and M&A, return substantially all Industrial FCF to shareholders through dividends and share buybacks

# UPDATED TARIFF ASSUMPTIONS

	<b>Agriculture</b>	<b>Construction</b>	<b>Industrial Activities</b>		
<b>2025 impact</b>					
Costs <sup>1</sup>	\$(155)-(145)M	\$(70)-(60)M	\$(225)-(205)M		
Pricing <sup>2</sup>	\$45-55M	\$30-40M	\$75-95M		
Net impact	\$(110)-(90)M	\$(40)-(20)M	\$(150)-(110)M		
<b>Annualized cost impact<sup>3</sup></b>					
Costs	~\$(250)M	~\$(125)M	~\$(375)M		
Margins	(200)-(210)bps	(420)-(430)bps	(240)-(250)bps		
<b>Long-term net impact</b>	fully offset	fully offset	fully offset		
<b>Short-Term Mitigation</b>		<b>Medium &amp; Longer-Term Mitigation</b>			
<ul style="list-style-type: none"> <li>Working with suppliers to find offsets and alternative tier 2 sources</li> <li>Consuming pre-tariff inventories</li> <li>Pricing actions on North American products</li> </ul>		<ul style="list-style-type: none"> <li>Strategic sourcing program</li> <li>Leveraging CNH's global manufacturing footprint to identify ideal production locations</li> <li>Pricing will fully offset remaining costs</li> </ul>			
<small>(1) Assumes expected tariffs in place as of November 10, 2025, and includes inventory management offsets</small>					
<small>(2) Incremental pricing actions implemented in North America after May 1, 2025</small>					
<small>(3) At 2025 volumes; excludes pricing and inventory management offsets</small>					

# 2025 OUTLOOK – AGRICULTURE



## Industry Retail Demand Forecast<sup>1</sup> (Units)



**Tractors**



**Combines**

### North America

(10)% -  
(5)%  
LHP

~(35)%  
HHP

~(30)%

### EMEA

(15)% - (10)%

flat - 5%

### South America



(10)% - (5)%

### APAC



~(25)%

Total Industry Volume % change FY 2025 vs. FY 2024 reflecting the aggregate for key markets where the Company competes.

## CNH Agriculture – Main Assumptions

### Net Sales

\$14.0B

(20)%-(12)%  
Δ YoY

(13)%-(11)%  
Δ YoY

2024A

2025E prior

2025E current

### Adj. EBIT Margin

10.5%

7.0%-9.0%

5.7%-6.2%

2024A

2025E prior

2025E current

# 2025 OUTLOOK – CONSTRUCTION



## Industry Retail Demand Forecast<sup>1</sup> (Units)



**Light**



**Heavy**

**North America**



(5)% - flat

**EMEA**

(5)% - flat

flat - 5%

**South America**

flat - 5%

(5)% - flat

**APAC**

flat - 5%

10% - 15%

Total Industry Volume % change FY 2025 vs. FY 2024 reflecting the aggregate for key markets where the Company competes.

## CNH Construction – Main Assumptions

Net Sales

\$3.1B

(15)%-(4)%  
Δ YoY

(5)%-(3)%  
Δ YoY

2024A

2025E prior

2025E current

Adj. EBIT Margin

5.5%

2.0%-4.0%

1.7%-2.2%

2024A

2025E prior

2025E current

# 2025 OUTLOOK – FINANCIAL TARGETS

Industrial Activities	2024	Prior Guidance	Current Guidance
Net Sales	\$17.1B	(19)% - (11)% YoY	(12)% - (10)% YoY
Adj. EBIT margin <sup>1</sup>	8.2%	4.5% - 6.5%	3.4% - 3.9%
Free Cash Flow <sup>1</sup>	\$(0.4)B	\$0.1B - \$0.5B	\$0.2B - \$0.5B

## Company

Adj. Diluted EPS <sup>1</sup>	\$1.05	\$0.50 - \$0.70	\$0.44 - \$0.50
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## 2025 PRIORITIES & OUTLOOK



Closely monitoring supply chain & demand drivers by region

Order books open for model year 2026 equipment

Ongoing implementation of cost savings programs

Tech Day to be held on November 11 at Agritechnica



# APPENDIX

# TECH DAY 2025 @ AGRITECHNICA



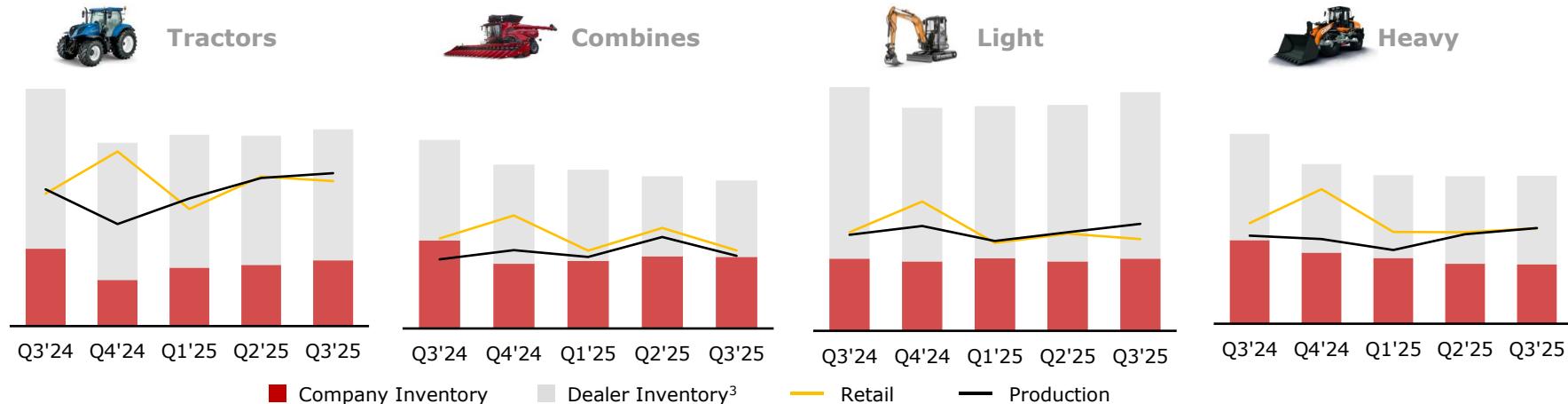
Tuesday, November 11  
2:00pm CET (8:00am ET)  
[bit.ly/CNHtechday2025](https://bit.ly/CNHtechday2025)



# Q3 2025 | UNIT PERFORMANCE VS. Q3 2024

Total Industry<sup>1,2</sup>

	NORTH AMERICA	EMEA	SOUTH AMERICA	APAC
<b>Small Tractors (0-140 HP)</b>	flat	(2)%	(4)%	
<b>Large Tractors (140+ HP)</b>	(41)%			19%
<b>Combines</b>	(23)%	19%	(15)%	(20)%
<b>Light Construction Equipment</b>	5%	flat	2%	5%
<b>Heavy Construction Equipment</b>	1%	8%	1%	8%

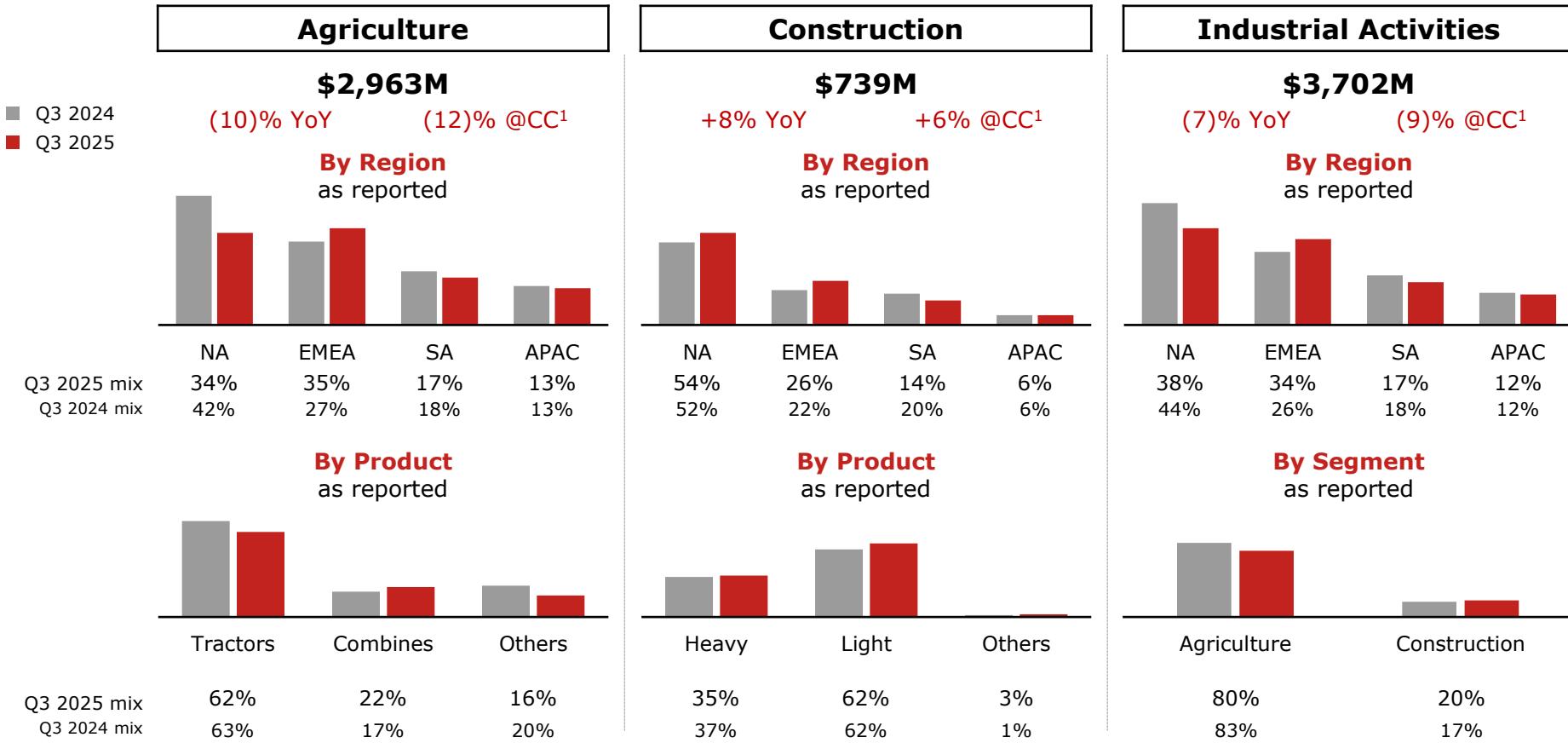


(1) Total Industry Volume % YoY change reflecting the aggregate for key markets where the Company competes

(2) Regional split definition in the slide "Geographic Information"

(3) As independent businesses, dealers control their own inventory

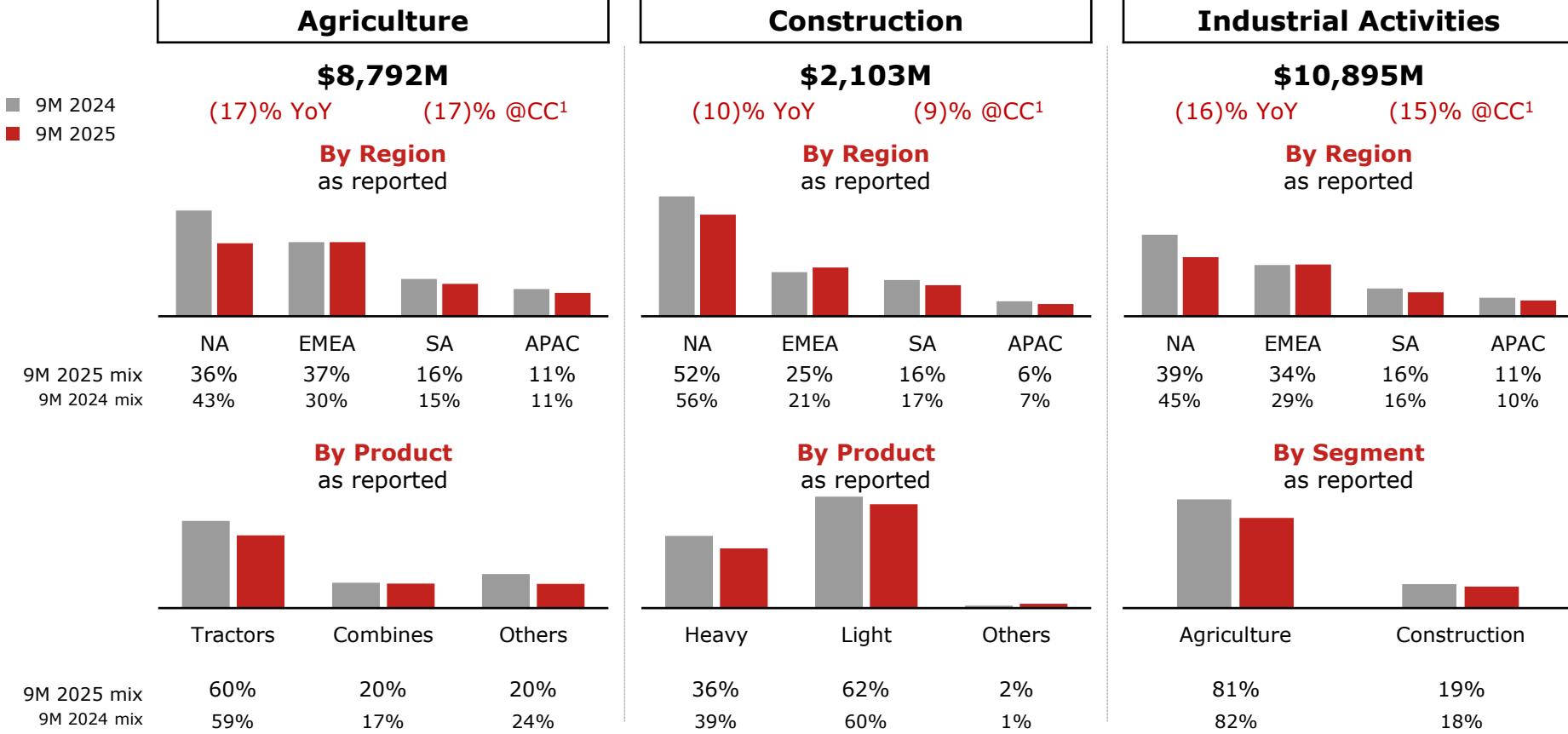
# Q3 2025 | INDUSTRIAL ACTIVITIES NET SALES



(1) Δ YoY @CC means at constant currency

Note: numbers may not add due to rounding

# 9M 2025 | INDUSTRIAL ACTIVITIES NET SALES



(1) Δ YoY @CC means at constant currency

Note: numbers may not add due to rounding

# Q3 / 9M 2025 | FINANCIALS BY SEGMENT

(\$M)	Revenues & Net Sales		Adj. Gross Profit <sup>1</sup>		Adj. Gross Margin <sup>1</sup>		Adj. EBIT <sup>1</sup>		Adj. EBIT Margin <sup>1</sup>	
	Q3 25	Q3 24	Q3 25	Q3 24	Q3 25	Q3 24	Q3 25	Q3 24	Q3 25	Q3 24
Agriculture	2,963	3,310	611	752	20.6%	22.7%	137	336	4.6%	10.2%
Construction	739	687	107	114	14.5%	16.6%	14	40	1.9%	5.8%
Elimination & Other	-	-	(1)	-	-	-	(47)	(40)	-	-
<b>Industrial Activities</b>	<b>3,702</b>	<b>3,997</b>	<b>717</b>	<b>867</b>	<b>19.4%</b>	<b>21.7%</b>	<b>104</b>	<b>336</b>	<b>2.8%</b>	<b>8.4%</b>
Financial Services	684	659								
Elimination & Other	13	(2)								
<b>CNH Industrial</b>	<b>4,399</b>	<b>4,654</b>								
	9M 25		9M 25		9M 25		9M 25		9M 25	
Agriculture	8,792	10,596	1,834	2,510	20.9%	23.7%	539	1,226	6.1%	11.6%
Construction	2,103	2,335	316	393	15.0%	16.8%	63	151	3.0%	6.5%
Elimination & Other	-	-	(1)	-	-	-	(173)	(167)	-	-
<b>Industrial Activities</b>	<b>10,895</b>	<b>12,931</b>	<b>2,149</b>	<b>2,904</b>	<b>19.7%</b>	<b>22.4%</b>	<b>429</b>	<b>1,210</b>	<b>3.9%</b>	<b>9.4%</b>
Financial Services	2,020	2,031								
Elimination & Other	23	(2)								
<b>CNH Industrial</b>	<b>12,938</b>	<b>14,960</b>								

(1) Non-GAAP measure: definition in the slide "Non-GAAP Financial Measures"; reconciliation in "Reconciliations" section

Note: numbers may not add due to rounding

# Q3 / 9M 2025 | INDUSTRIAL ACTIVITIES R&D AND CAPEX

(\$M)	Q3 2025	Q3 2024	9M 2025	9M 2024
<b>Agriculture</b>				
R&D	205 <sup>1</sup>	199	562 <sup>1</sup>	617
CapEx	114	108	279	287
<b>Total</b>	<b>319</b>	<b>307</b>	<b>841</b>	<b>904</b>
<i>of which Precision Tech</i>	22%	25%	25%	27%
<b>Construction</b>				
R&D	27	22	72	69
CapEx	16	14	42	40
<b>Total</b>	<b>43</b>	<b>36</b>	<b>114</b>	<b>109</b>
<b>Industrial Activities</b>				
R&D	232 <sup>1</sup>	221	634 <sup>1</sup>	686
CapEx	130	123	321	329
<b>Total</b>	<b>362</b>	<b>344</b>	<b>955</b>	<b>1,015</b>

Note: numbers may not add due to rounding

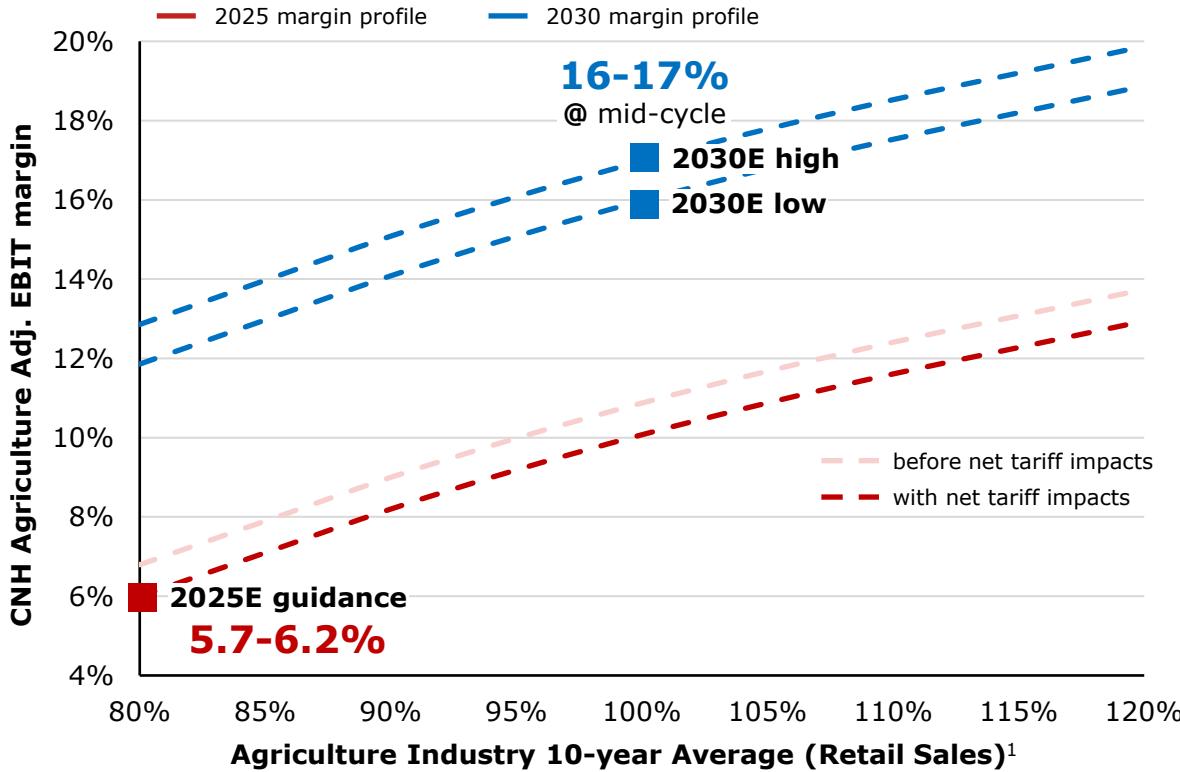
(1) Excludes a \$49M impairment charge related to Bennamann in-process research and development ("IPR&D")

# DEBT MATURITY SCHEDULE | BREAKDOWN

(\$B)

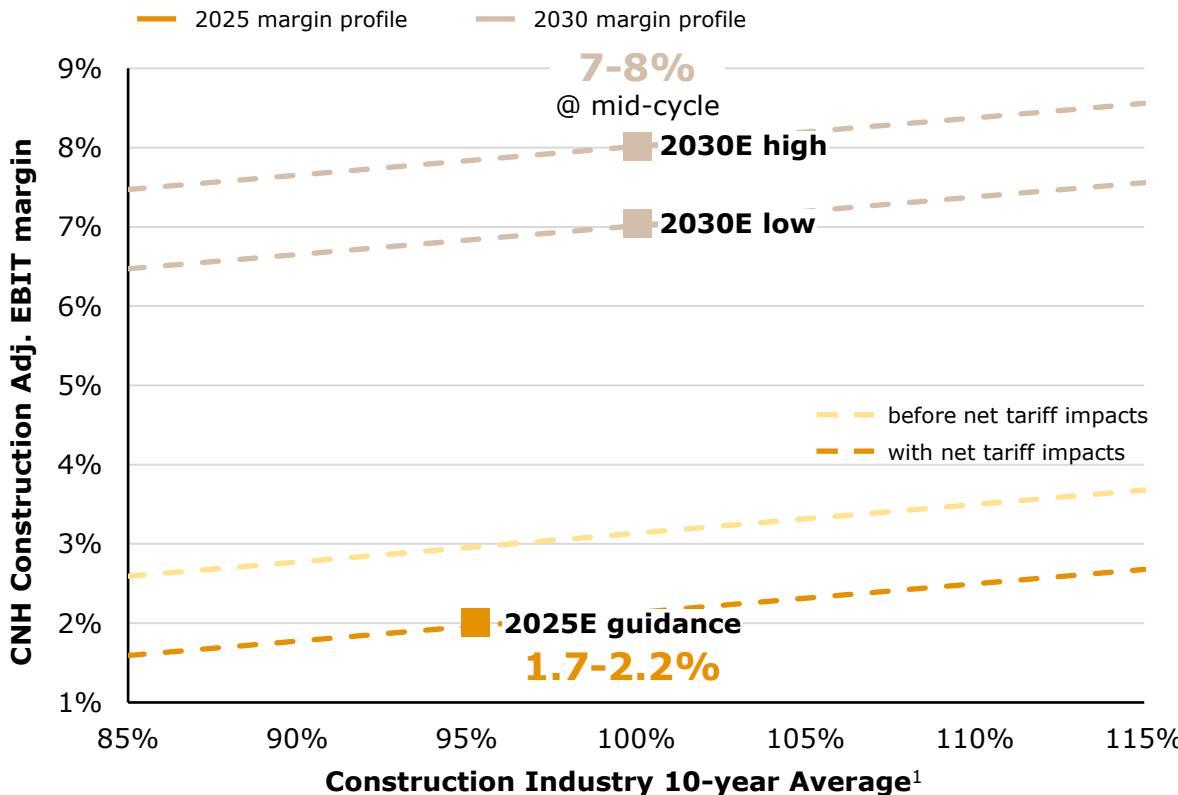
<b>Outstanding Sept. 30, 2025</b>		<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>Beyond</b>
3.1	Bank Debt	0.6	0.8	0.6	0.2	0.2	0.7
12.6	Capital Market	0.6	2.8	2.9	1.9	2.2	2.2
0.1	Other Debt	0.1	-	-	-	-	-
<b>15.8</b>	<b>Cash Portion of Debt Maturities</b>	<b>1.3</b>	<b>3.6</b>	<b>3.5</b>	<b>2.1</b>	<b>2.4</b>	<b>2.9</b>
	<i>of which Industrial Activities</i>	0.1	0.6	1.4	0.1	0.6	1.5
	<i>of which Financial Services</i>	1.2	3.0	2.1	2.0	1.8	1.4
3.0	Cash & Cash Equivalents and Restricted Cash						
0.7	<i>of which restricted cash</i>						
0.2	Net Receivables / (Payables) with Iveco Group						
5.8	Undrawn Committed credit lines						
<b>9.0</b>	<b>Total Available Liquidity</b>						

# AGRICULTURE: MID-CYCLE MARGIN PROFILE



- 2025 global industry retail demand forecast to trough at ~85% of mid-cycle
- 2025 underproduction to industry retail demand puts CNH sales at ~80% of mid-cycle
- Currently sharing tariff impacts with suppliers, network partners, and farmers

# CONSTRUCTION: MID-CYCLE MARGIN PROFILE



- 2025 global industry retail demand forecast at ~95% of mid-cycle
- Currently sharing tariff impacts with suppliers, network partners, and builders



# RECONCILIATIONS

# ADJUSTED GROSS PROFIT RECONCILIATION

## Reconciliation of Adjusted Gross Profit to Gross Profit of Industrial Activities

	(\$M)	Q3 2025	Q3 2024	9M 2025	9M 2024
[A] Net sales		3,702	3,997	10,895	12,931
Cost of goods sold		(2,995)	(3,130)	(8,756)	(10,027)
[B] Gross Profit		707	867	2,139	2,904
New Holland T6.180 Methane Power Tractor write-down to net realizable value		10	-	10	-
[C] Adjusted gross profit		717	867	2,149	2,904
[B/A] Gross profit margin		19.1%	21.7%	19.6%	22.4%
[C/A] Adjusted gross profit margin		19.4%	21.7%	19.7%	22.4%

Note: numbers may not add due to rounding

(1) This item primarily includes change in intersegment financial receivables and capital increases in intersegment investments.

# ADJUSTED EBIT RECONCILIATION

## Reconciliation of Consolidated Net Income to Adjusted EBIT of Industrial Activities

(\$M)	Q3 2025	Q3 2024	9M 2025	9M 2024
<b>Net Income</b>	<b>67</b>	<b>310</b>	<b>416</b>	<b>1,083</b>
Less: Consolidated income tax expense	(1)	(75)	(124)	(247)
<b>Consolidated income before taxes</b>	<b>68</b>	<b>385</b>	<b>540</b>	<b>1,330</b>
Less: Financial Services				
Financial Services Net Income	47	78	224	287
Financial Services Income Taxes	15	13	68	55
Add back of the following Industrial Activities items:				
Interest expense of Industrial Activities, net of Interest income and elim.	26	36	77	114
Foreign exchange (gains) losses, net of Industrial Activities	5	8	19	12
Finance and non-service component of Pension and other post-employment benefit costs of Industrial Activities <sup>(1)</sup>	4	-	11	2
Adjustments for the following Industrial Activities items:				
Restructuring expenses	4	12	15	93
Other discrete items <sup>(2)(3)</sup>	59	(14)	59	1
<b>Total Adjusted EBIT of Industrial Activities</b>	<b>104</b>	<b>336</b>	<b>429</b>	<b>1,210</b>

(1) For Q3 and 9M of both 2025 and 2024, this item includes a pre-tax gain of \$6M and \$18M, respectively, as a result of the amortization over the 4 years of the \$101M positive impact from the 2021 U.S. healthcare plan modification.

(2) For Q3 and 9M 2025, this item includes a \$49M impairment charge related to Bennamann IPR&D and a \$10M inventory write-down for the New Holland T6.180 Methane Power Tractor.

(3) In Q3 2024, this item includes a \$14M gain from investment fair value adjustments. In 9M 2024, it includes a \$15M loss on the sale of certain non-core product lines and a \$14M gain from investment fair value adjustments.

# ADJUSTED NET INCOME RECONCILIATION

Reconciliation of Adjusted Net Income to Net Income (Loss) & Calculation of Adjusted Diluted EPS

(\$M)	Q3 2025	Q3 2024	9M 2025	9M 2024
<b>Net income (loss)</b>	<b>67</b>	<b>310</b>	<b>416</b>	<b>1,083</b>
<b>Adjustments impacting Income (loss) before income tax (expense) benefit and equity in income of unconsolidated subsidiaries and affiliates</b>	<b>56</b>	<b>(8)</b>	<b>55</b>	<b>77</b>
Restructuring expenses	3	12	14	94
Pre-tax gain related to the 2021 modification of a healthcare plan in the U.S.	(6)	(6)	(18)	(18)
Bennamann IPR&D impairment charge	49	-	49	-
New Holland T6.180 Methane Power Tractor write-down to net realizable value	10	-	10	-
Sale of certain non-core product lines	-	-	-	15
Investment fair value adjustments	-	(14)	-	(14)
<b>Tax effect of adjustments impacting Income (loss) before income tax (expense) benefit and equity in income of unconsolidated subsidiaries and affiliates</b>	<b>(14)</b>	<b>2</b>	<b>(14)</b>	<b>(17)</b>
<b>Adjusted net income (loss)</b>	<b>109</b>	<b>304</b>	<b>457</b>	<b>1,143</b>
Adjusted net income (loss) attributable to CNH Industrial N.V.	105	300	448	1,133
Weighted average shares outstanding – diluted (million)	1,253	1,254	1,253	1,262
<b>Adjusted diluted EPS</b>	<b>\$0.08</b>	<b>\$0.24</b>	<b>\$0.36</b>	<b>\$0.90</b>

# FREE CASH FLOW RECONCILIATION

Reconciliation of Net Cash Provided (Used) by Operating Activities to Free Cash Flow of Industrial Activities

(\$M)	Q3 2025	Q3 2024	9M 2025	9M 2024
<b>Net cash provided by (used in) Operating Activities</b>	<b>659</b>	<b>791</b>	<b>1,593</b>	<b>276</b>
Cash flows from Operating Activities of Fin. Serv. net of eliminations	(733)	(839)	(1,557)	(1,161)
Change in derivatives hedging debt of Industrial Activities and other	4	13	13	12
Investments in assets sold under operating lease assets of Ind. Act.	-	(16)	-	(27)
Inv. in property, plant & equipment, and intangible assets of Ind. Act.	(130)	(123)	(321)	(329)
Other changes <sup>(1)</sup>	12	(6)	(32)	(20)
<b>Free cash flow of Industrial Activities</b>	<b>(188)</b>	<b>(180)</b>	<b>(304)</b>	<b>(1,249)</b>

# GEOGRAPHIC INFORMATION

## **The composition of our regions part of the geographic information is as follows:**

- North America: United States, Canada, and Mexico
- Europe, Middle East, and Africa (EMEA): member countries of the European Union, European Free Trade Association, the United Kingdom, Ukraine, Balkans, Russia, Türkiye, Uzbekistan, Pakistan, the African continent, and the Middle East
- South America: Central and South America, and the Caribbean Islands
- Asia Pacific (APAC): Continental Asia (including the Indian subcontinent), Indonesia and Oceania

## **Industry Data**

- In this presentation, industry information is generally based on retail unit sales data in North America, on registrations of equipment in most of Europe, Brazil, and various Rest of the World markets, and on retail and shipment unit data collected by a central information bureau appointed by equipment manufacturers associations, including the Association of Equipment Manufacturers' in North America, the Committee for European Construction Equipment in Europe, the ANFAVEA in Brazil, the Japan Construction Equipment Manufacturers Association, and the Korea Construction Equipment Manufacturers Association, as well as on other shipment data collected by an independent service bureau.
- Not all Agricultural or Construction equipment is registered, and registration data may thus underestimate, perhaps substantially, actual retail industry unit sales demand, particularly for local manufacturers in China, Southeast Asia, Eastern Europe, Russia, Türkiye, Brazil, and any country where local shipments are not reported.
- In addition, there may be a period of time between the shipment, delivery, sale and/or registration of a unit, which must be estimated, in making any adjustments to the shipment, delivery, sale, or registration data to determine our estimates of retail unit data in any period.

# NON-GAAP FINANCIAL MEASURES

CNH monitors its operations through the use of several non-GAAP financial measures. CNH's management believes that these non-GAAP financial measures provide useful and relevant information regarding its operating results and enhance the readers' ability to assess CNH's financial performance and financial position. Management uses these non-GAAP measures to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions as they provide additional transparency with respect to our core operations. These non-GAAP financial measures have no standardized meaning under U.S. GAAP and are unlikely to be comparable to other similarly titled measures used by other companies and are not intended to be substitutes for measures of financial performance and financial position as prepared in accordance with U.S. GAAP.

CNH's non-GAAP financial measures used in this presentation are defined as follows:

**Change excluding FX or Constant Currency** refers to the fluctuations in revenues on a constant currency basis by applying the prior year average exchange rates to current year's revenues expressed in local currency in order to eliminate the impact of foreign exchange rate fluctuations.

**Adjusted Gross Profit Margin of Industrial Activities**: is computed by dividing Net Sales less Costs of good sold, as adjusted by non-recurring items, by Net Sales.

**Adjusted EBIT of Industrial Activities** is defined as net income (loss) before income taxes, Financial Services' results, Industrial Activities' interest expenses, net, foreign exchange gains/losses, finance and non-service component of pension and other post-employment benefit costs, restructuring expenses, and certain non-recurring items. In particular, non-recurring items are specifically disclosed items that management considers rare or discrete events that are infrequent in nature and not reflective of on-going operational activities.

**Adjusted EBIT Margin of Industrial Activities** is computed by dividing Adjusted EBIT of Industrial Activities by Net Sales of Industrial Activities.

**Adjusted Income Tax (Expense) Benefit** is defined as income taxes less the tax effect of restructuring expenses and non-recurring items, and non-recurring tax charges or benefits.

**Adjusted Effective Tax Rate (Adjusted ETR)** is computed by dividing a) adjusted income taxes by b) income (loss) before income taxes and equity in income of unconsolidated subsidiaries and affiliates, less restructuring expenses and non-recurring items.

**Adjusted Net Income** is defined as net income, less restructuring charges and non-recurring items, after tax.

**Adjusted Diluted EPS** is computed by dividing Adjusted Net Income (loss) attributable to CNH Industrial N.V. by a weighted-average number of common shares outstanding during the period that takes into consideration potential common shares outstanding deriving from the CNH share-based payment awards, when inclusion is not anti-dilutive. When we provide guidance for adjusted diluted EPS, we do not provide guidance on an earnings per share basis because the GAAP measure will include potentially significant items that have not yet occurred and are difficult to predict with reasonable certainty prior to year-end.

**Free Cash Flow of Industrial Activities (or Industrial Free Cash Flow)** refers to Industrial Activities only and is computed as consolidated cash flow from operating activities less: cash flow from operating activities of Financial Services; investments of Industrial Activities in assets sold under operating leases, property, plant and equipment and intangible assets; change in derivatives hedging debt of Industrial Activities; as well as other changes and intersegment eliminations. For forecasted information, the Company is unable to provide a reconciliation of this measure without unreasonable effort due to the uncertainty and inherent difficulty of predicting the occurrence, the financial impact, and the periods in which the adjustments may be recognized. For the same reasons, the Company is unable to address the probable significance of the unavailable information, which could be material to future results.

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