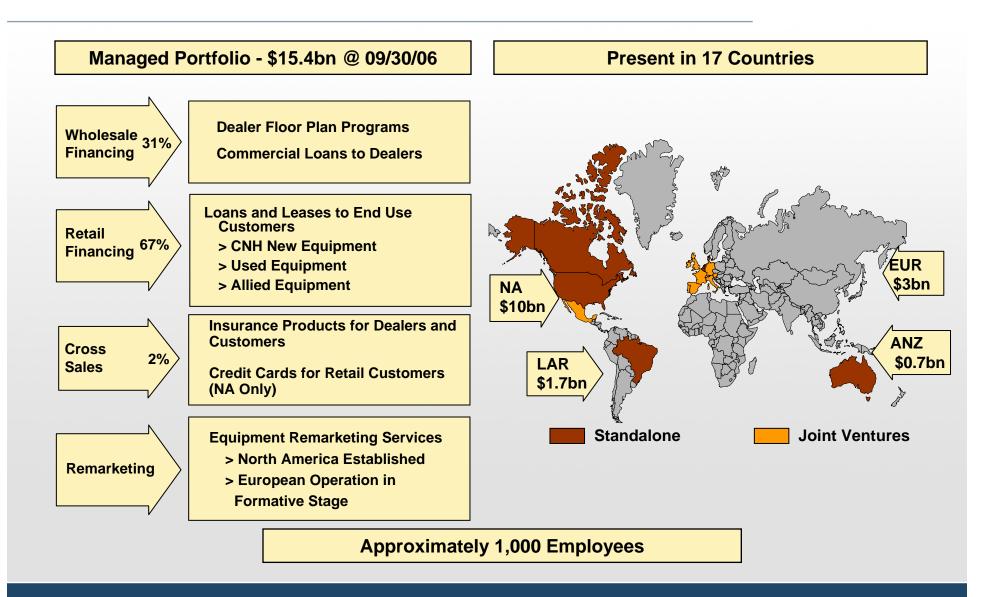
# **CNH Capital**

A Strategic Partner to our Commercial Brands and their Dealers

**Steven Bierman** 

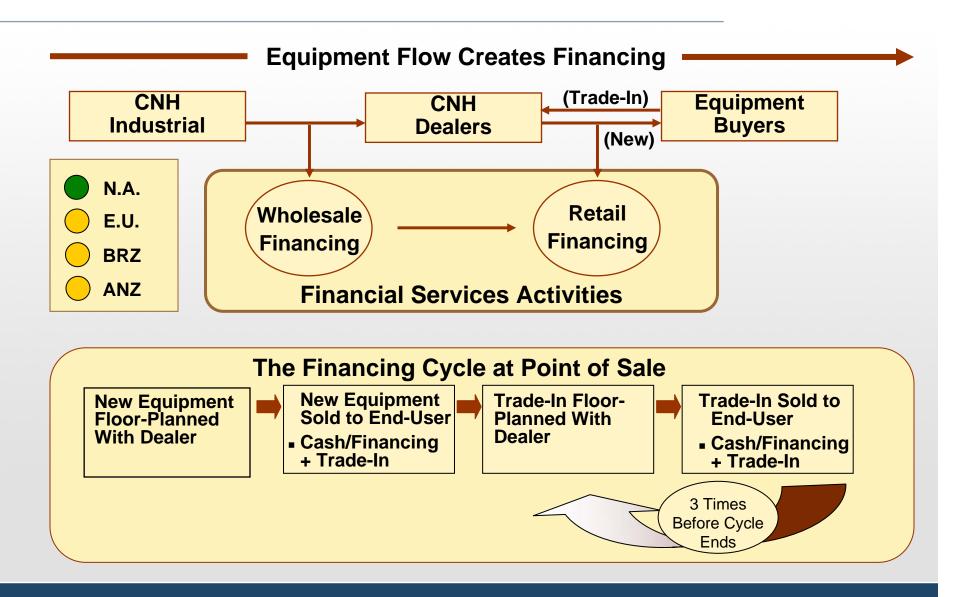
## **CNH Capital Profile**





## **Captive Finance Company: Financing Cycle**





## **Captive Finance Company: Value Proposition**



### CNH Capital adds value to CNH Brands, Dealers and Customers By......

#### **Supporting the Brands**

... Supporting New Equipment Sales and Maintaining Customer Relationships

- Maintain customer relationship/contact through entire life of loan
- Brand dedicated marketing and sales staff; customer data-driven marketing / trigger marketing
- Access to efficient capital through ABS markets
- Insurance, full maintenance and extended warranty products

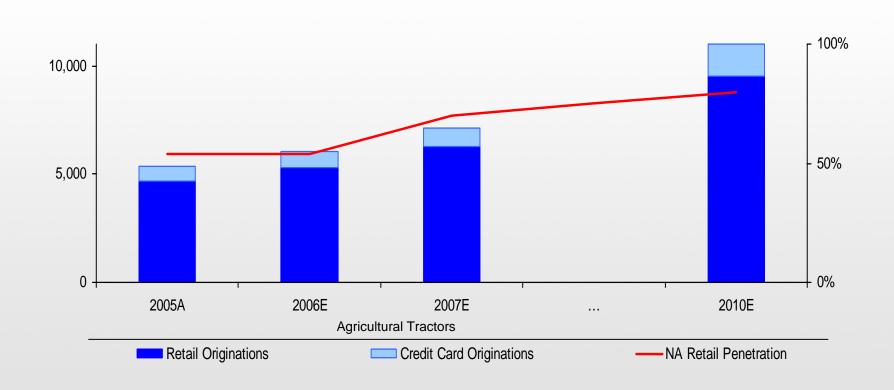
#### **Supporting Dealers and Customers**

. . . Supporting Customers and Improving Their Profitability

- Tailored loan and lease finance products for Ag and CE markets
- Remarketing unit supports new equipment sales by facilitating used trades
- Full array of dealer financing products, including rental fleet financing
- Credit card and revolving consumer purchase products

## **Portfolio and Originations**





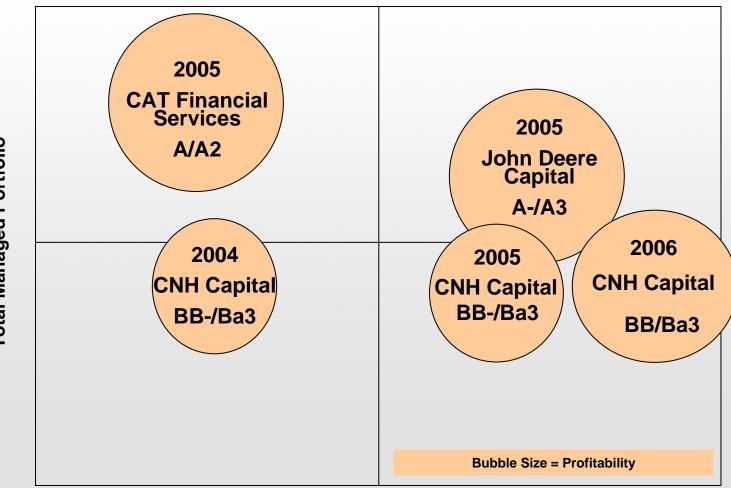
Managed Portfolio

2005A \$13.8bn 2006E \$15.1bn 2007E \$15.8bn 2010E \$20.0bn

# **Benchmarking to other Captive Finance Companies**







Return

## 2007-10 Plan Market Strategy



**Core Business Initiatives** 

- Establish preferred brand positioning with dealers and customers
- Increase North America penetration
- Expand utilization of card, consumer and insurance products

**Build Infrastructure** 

- Global IT platform for wholesale and retail systems
- Drive operational efficiencies through loan origination system (paperless environment/auto decision applications)
- Utilize FIAT's bank in Argentina

**Expanded Product Offering** 

- Expand into new markets (Ag input, operating loans)
- Launch construction product offerings in Latin America and Australia
- Enrich remarketing business platform



# Investor & Analyst Meeting Lingotto - November 8 & 9, 2006