



Agricultural Construction  
Equipment Division



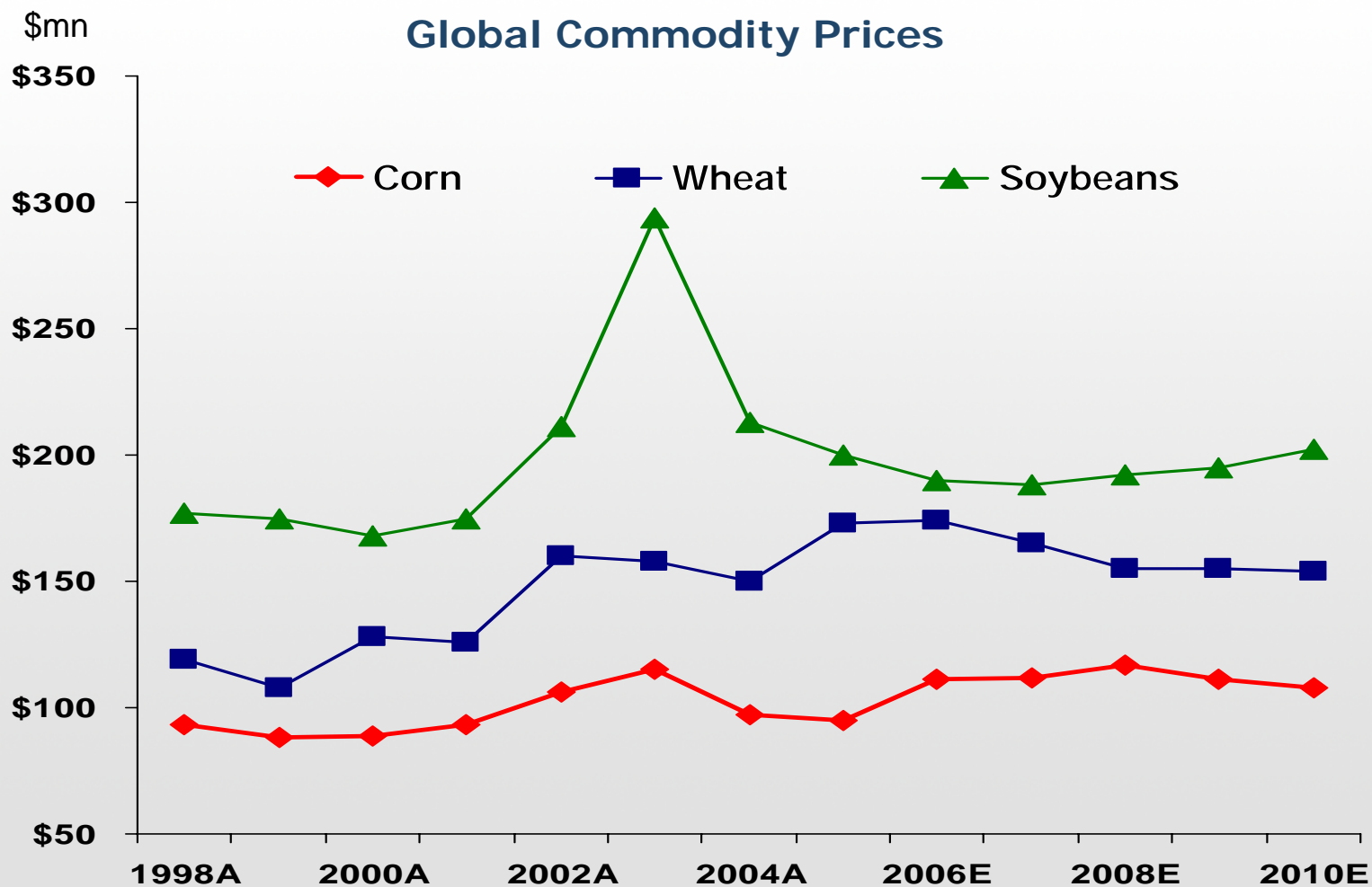
# Best in Class Financial Performance

**Harold Boyanovsky**

Lingotto - November 8 & 9, 2006

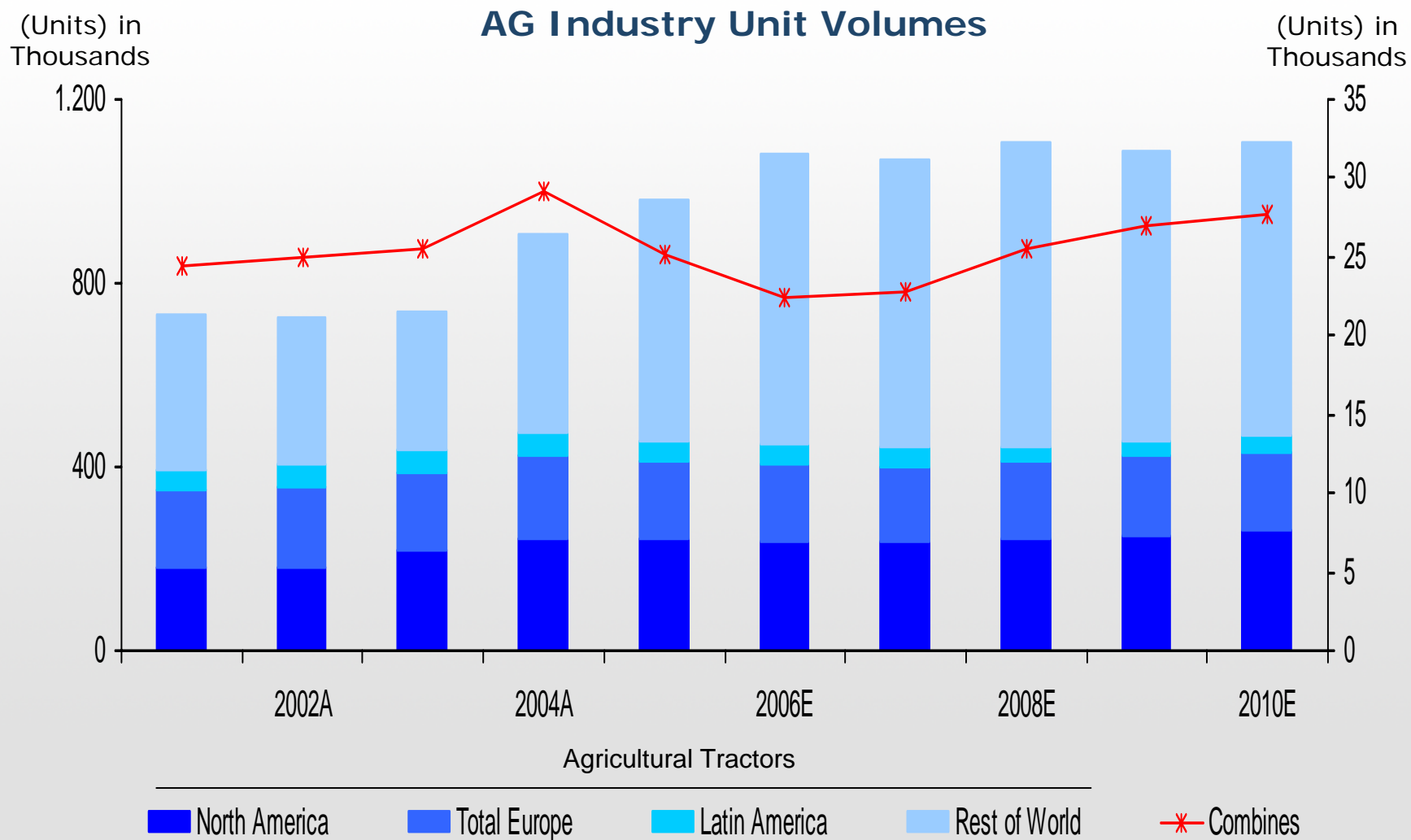


## Agricultural Commodity Prices Stable

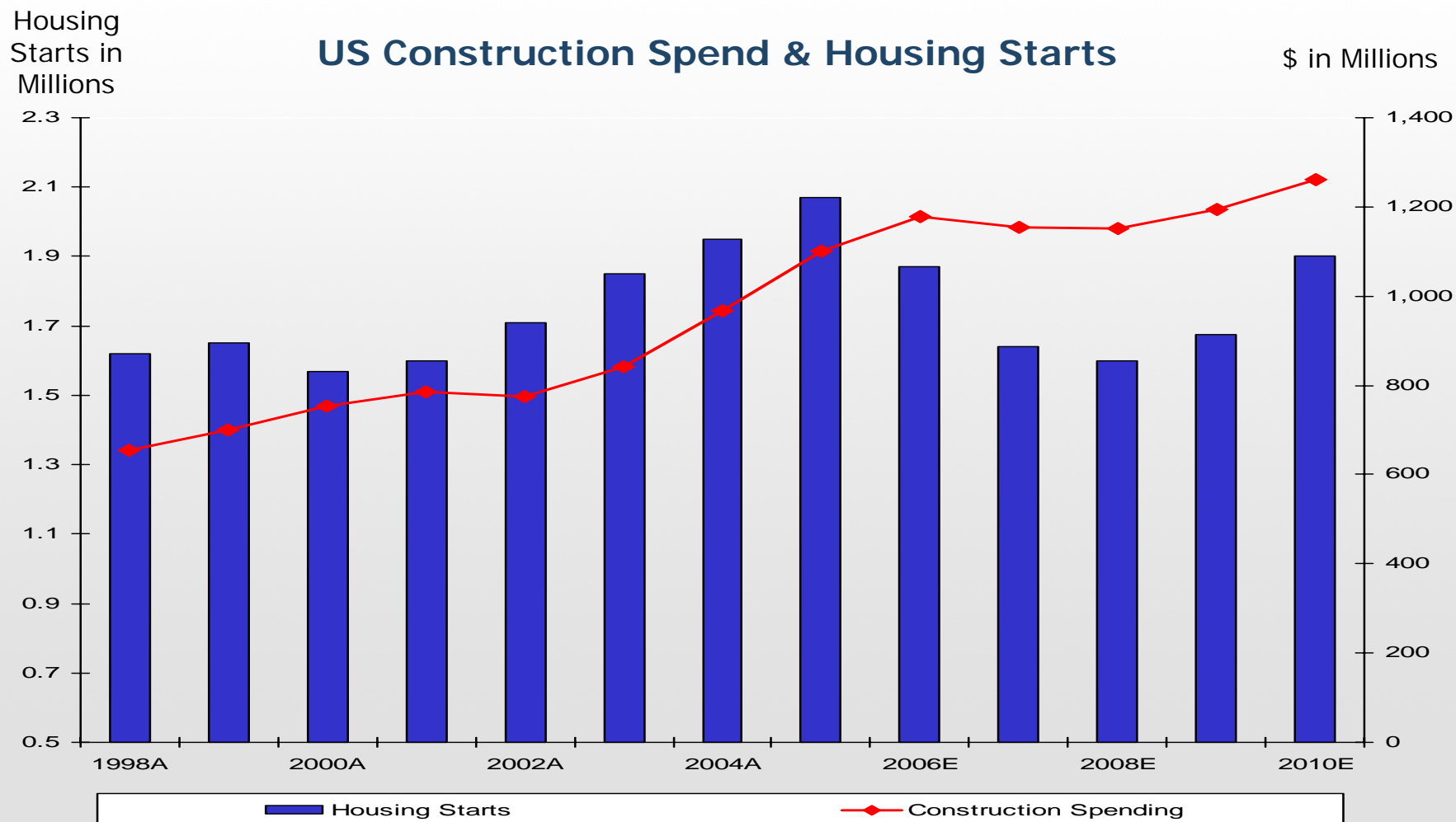


Source: Global Insight

# AG Industry Trends Solid through 2010



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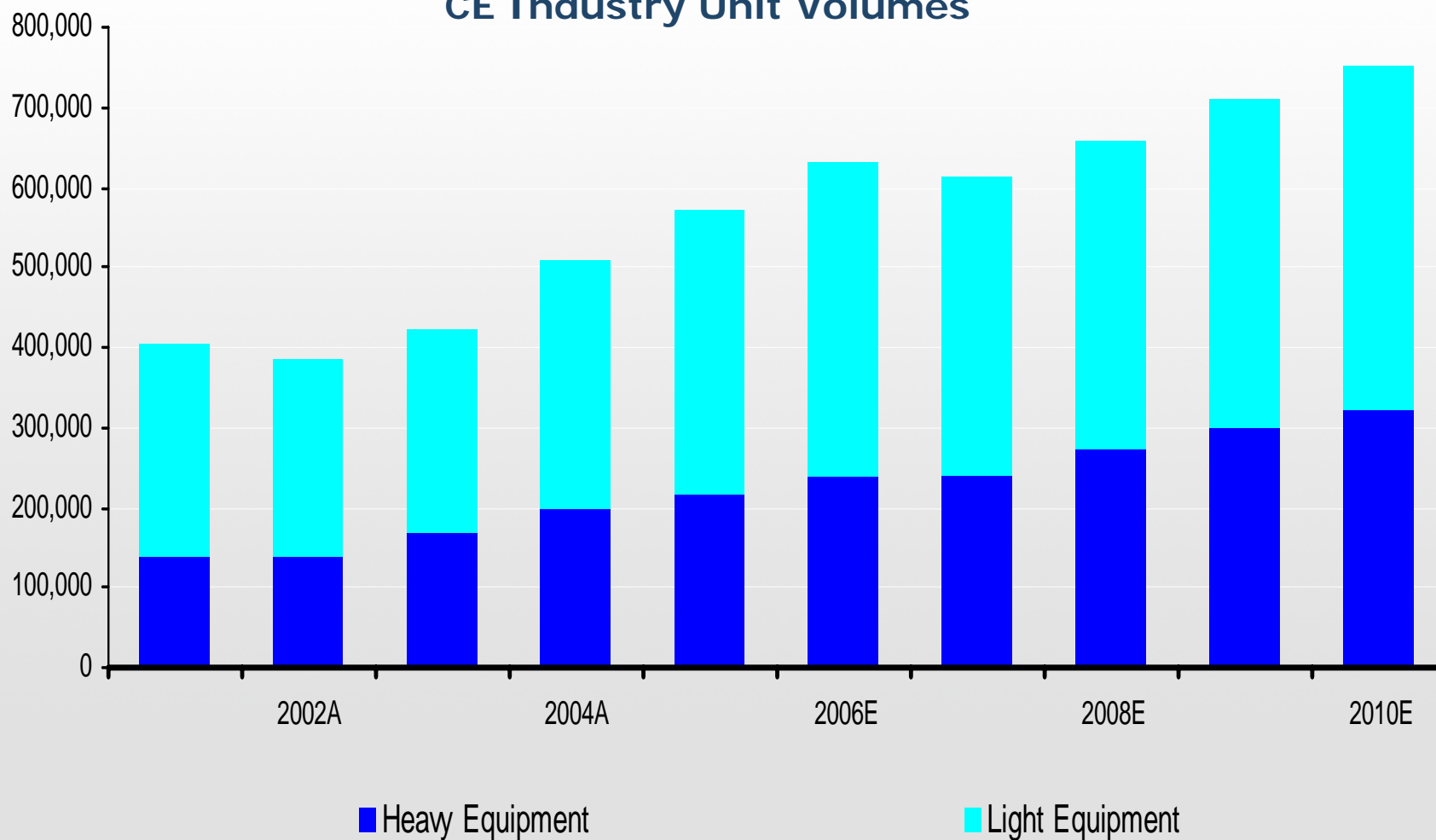


Source: Global Insight

## CE Industry Growth through 2010



### CE Industry Unit Volumes



Consolidate Brands?

Maintain Brands?



# Invest & Grow!

- **Branding**—Regain Market Share Loss:
  - ▶ Internal Targets to re-conquer historical positions in global markets
  - ▶ Improve capacity utilization
- **Quality**—Improve Quality & Reliability to “Best-in-Class” levels
- **Dealer & Customer Support**—Added resources & training
- **Grow Parts Business**—Emphasis on parts availability, service and after-sales excellence
  - ▶ Leveraging CNH Capital with increased training and extended warranty programs
- **Emerging markets expansion / leveraging alliances**



## Additional CNH Drivers - 2007-10 Plan



- **Corporate Structure Costs:**

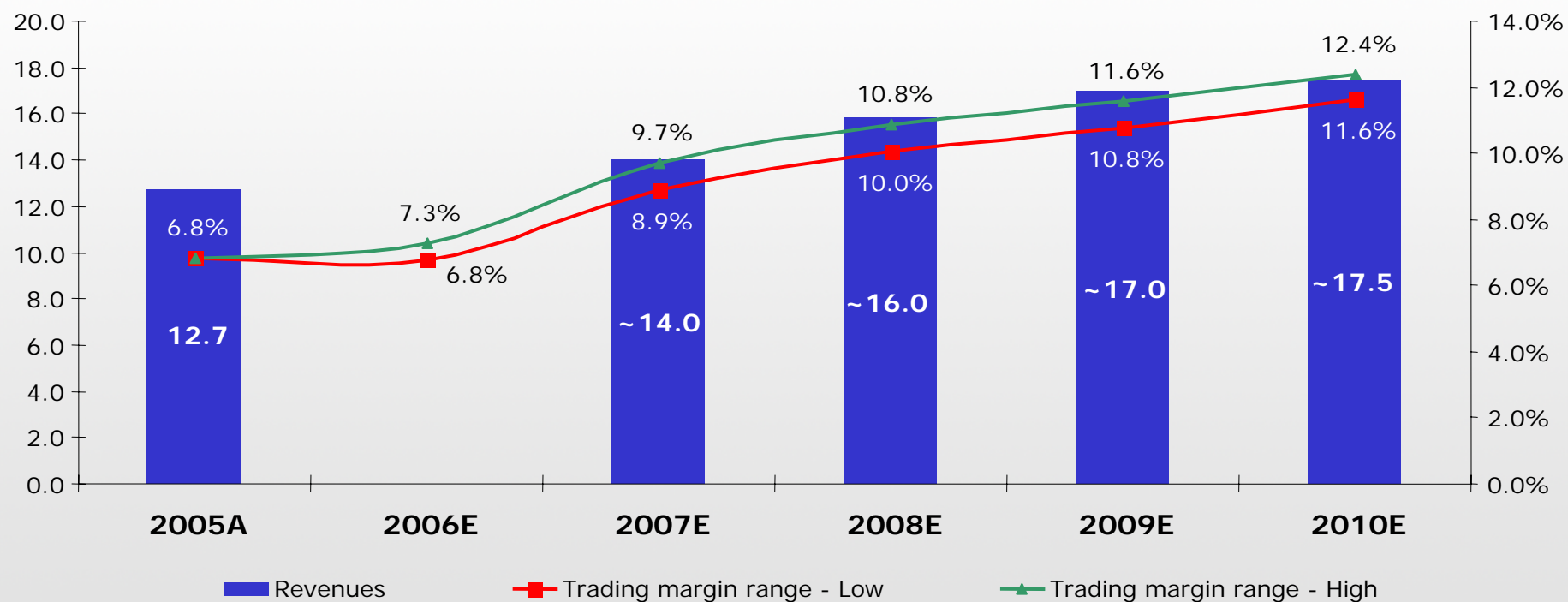
- ▶ Align business to meet market demands –SG&A efficiency
- ▶ Reduce excess capacity and working capital utilization, supply chain initiatives
- ▶ Leverage group sourcing
- ▶ Realign logistics
- ▶ Product cost reduction –Design cost and complexity reductions, de-contenting to meet customer demands with appropriate product features and cost levels
- ▶ Maintain positive recovery of economics and currency cost increases



# CNH Financial Targets

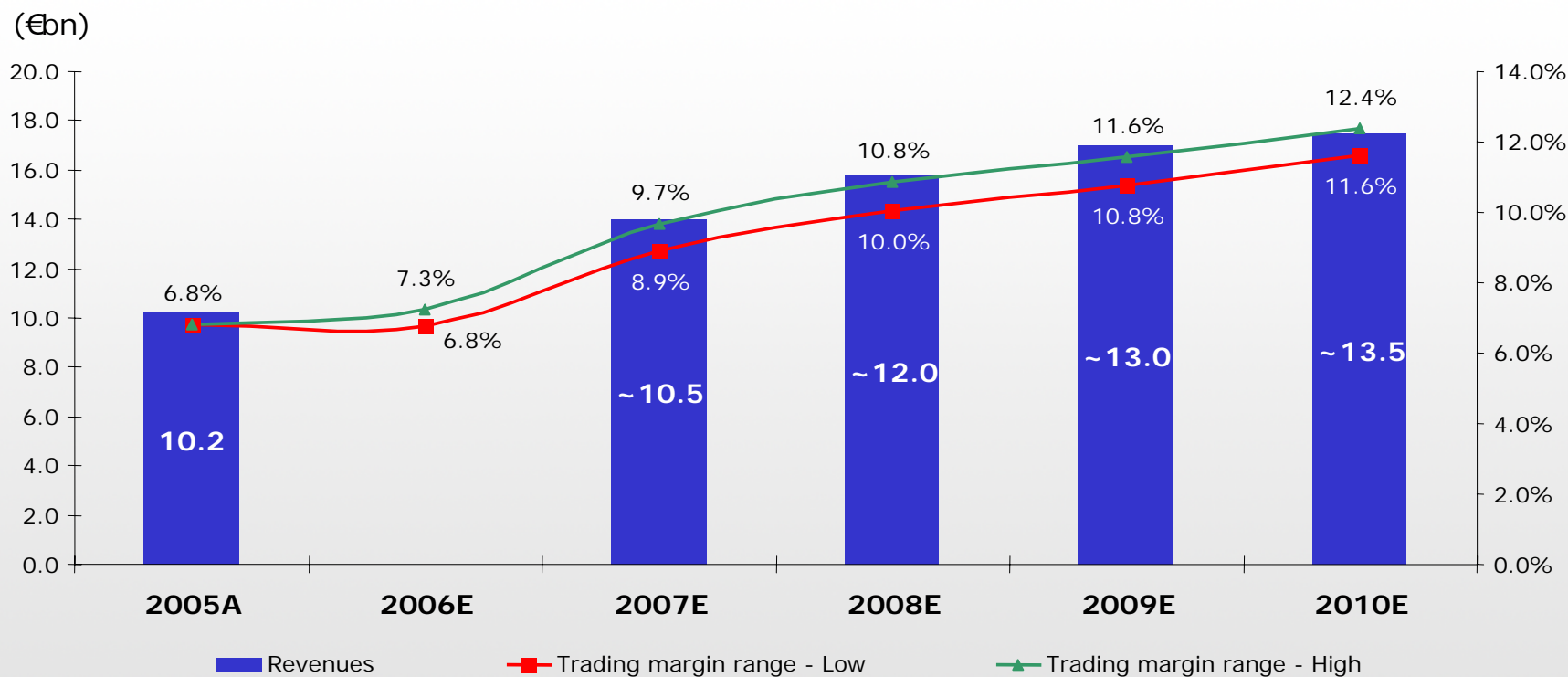


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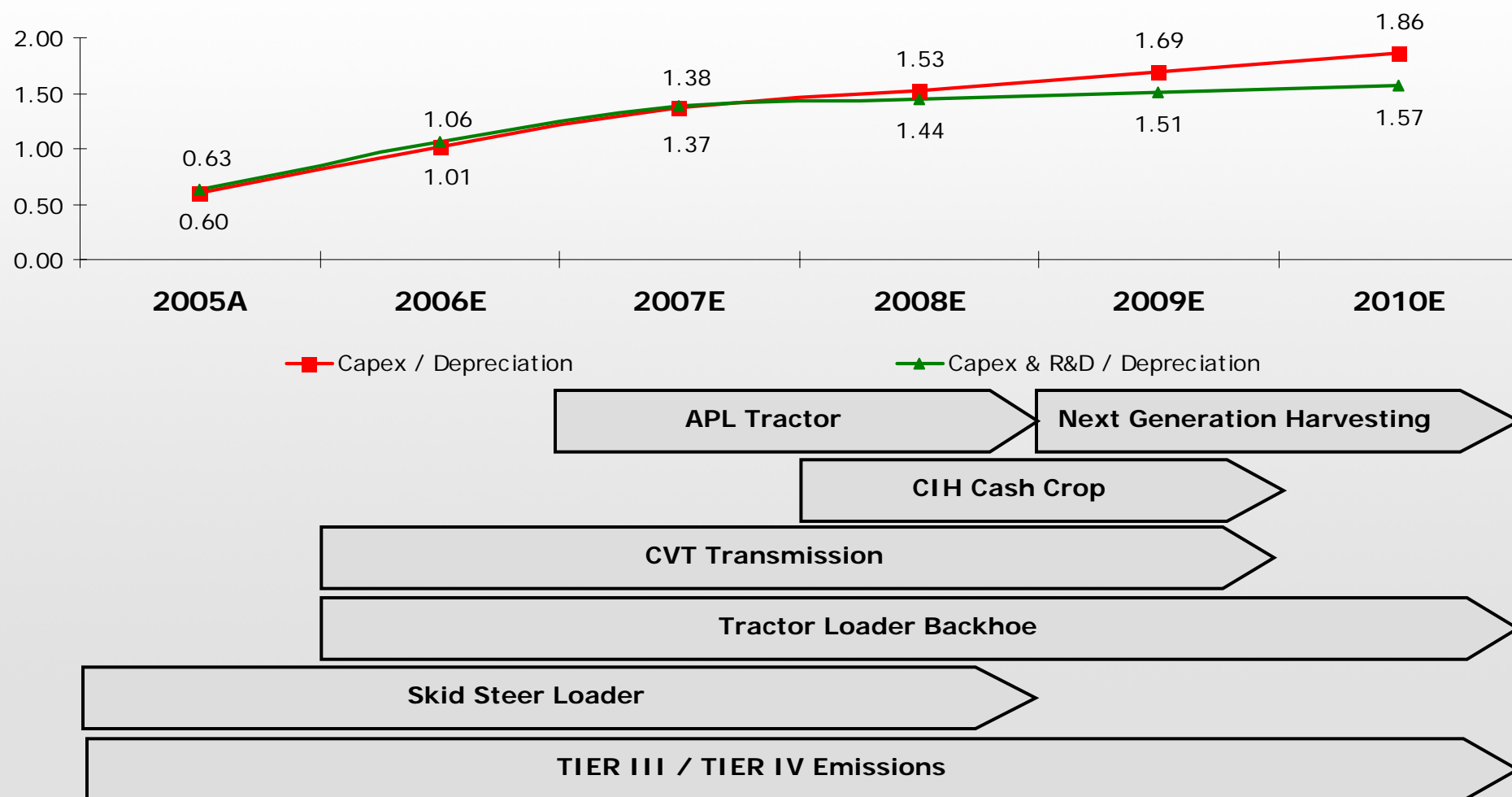
**Compound Average Annual Revenues Growth = 6.5%**

# CNH Financial Targets



**Compound Average Annual Revenues Growth = 5.8%**

# CNH Industrial Capex/Depreciation Ratio





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# Appendix

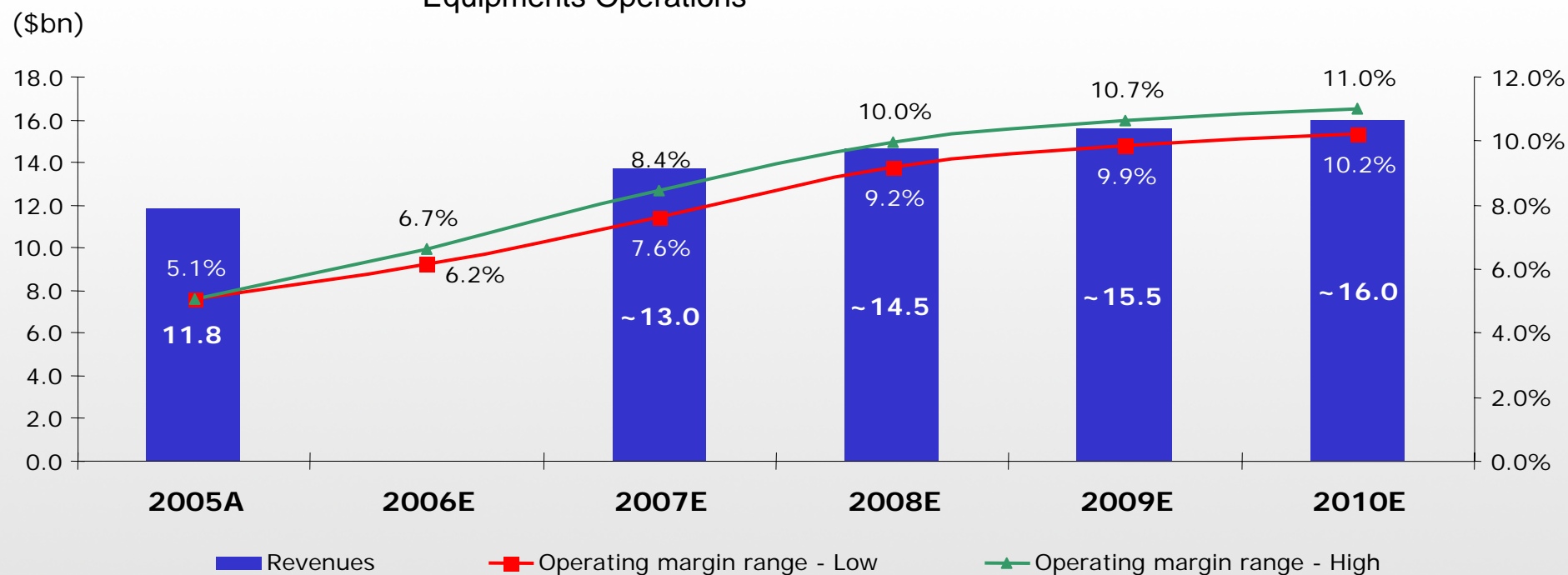
Harold Boyanovsky



# CNH Financial Targets US GAAP



## Equipments Operations



**Compound Average Annual Revenues Growth = 6.2%**



# **Investor & Analyst Meeting**

**Lingotto - November 8 & 9, 2006**