

A man wearing a cap and a green shirt is shown in profile, looking at a tablet. The background is a sunset over a field. The image is overlaid with several semi-transparent red rectangular blocks. On the right side, there is a glowing blue digital interface with various icons and a circular pattern.

Precision Technology

Parag Garg
CHIEF DIGITAL OFFICER

CNI
INDUSTRIAL

WHY PRECISION TECHNOLOGY MATTERS

Make Iron smarter to help our customers deliver more with fewer resources



LESS ARABLE LAND

20% less arable land per capita globally by 2030



LESS WATER

+30% gap on water irrigation by 2050



MORE DEMAND

+70% crop to feed 10B people by 2050



LESS SKILLED LABOR

6x more U.S. temp workers vs 2005



LESS PESTICIDES

50% less pesticides in EU by 2030

Source: Food and Agriculture Organization of the UN; USDA; European Commission

We support farmers throughout the seasons, with strong solutions for jobs in the field



5-10%
more **yield**

50%
less **labor**

10-20%
less **fertilizers**

Improved
water infiltration

OUR VISION

Making Iron smarter to solve our **customers' challenges**



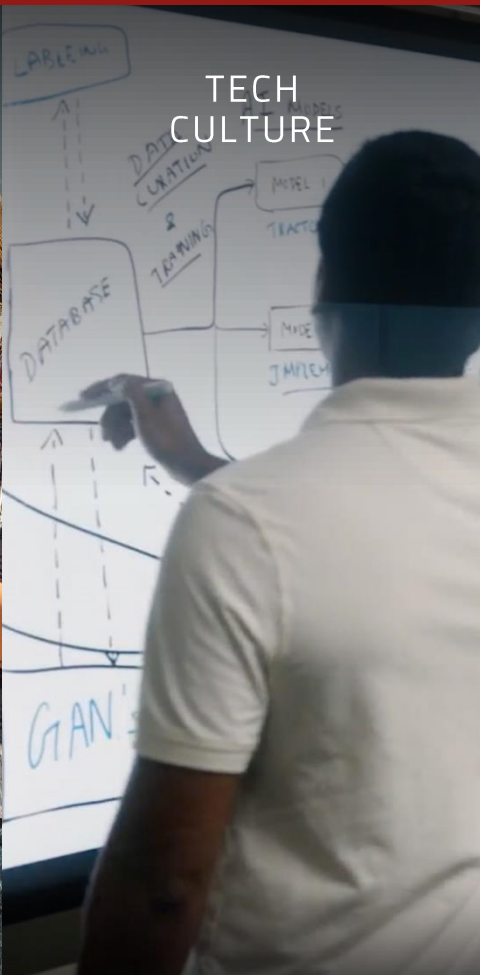
CNH Industrial's strong foundations are **accelerated** by Raven quickly to **scale best in class solutions** to meet customer needs

FOUR PILLARS SUPPORT OUR PRECISION TECHNOLOGY

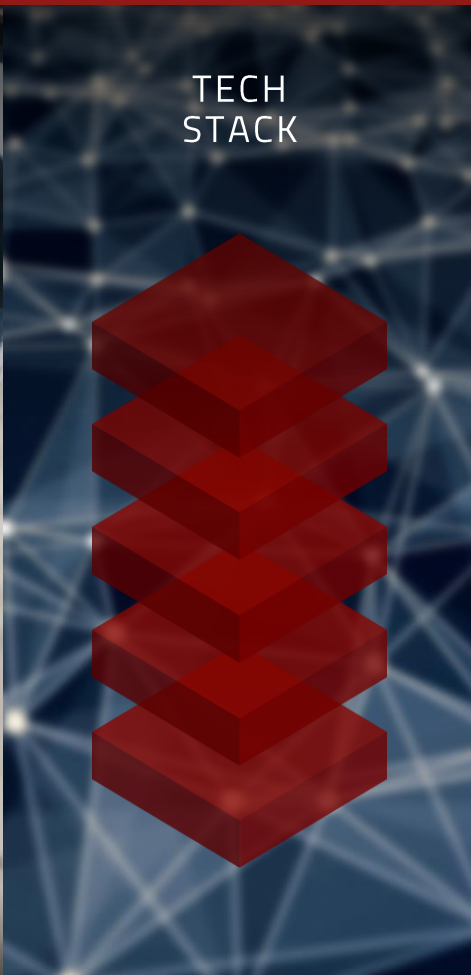
CUSTOMER
OBSESSION



TECH
CULTURE



TECH
STACK



PARTNERS'
ECOSYSTEM



PROACTIVE ENGAGEMENT



IN FIELD ENGINEERS



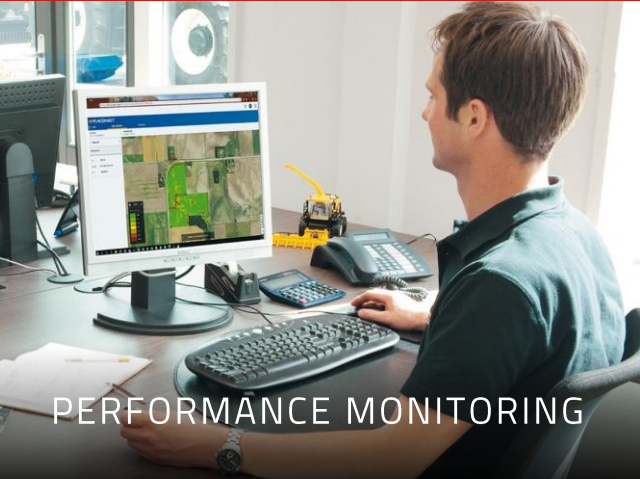
ON FARM DEVELOPMENT



CUSTOMER OBSESSION APPLIED AT SCALE

Solving our customers' challenges requires collaboration with farmers around the globe

PERFORMANCE MONITORING



SIMPLE BY DESIGN



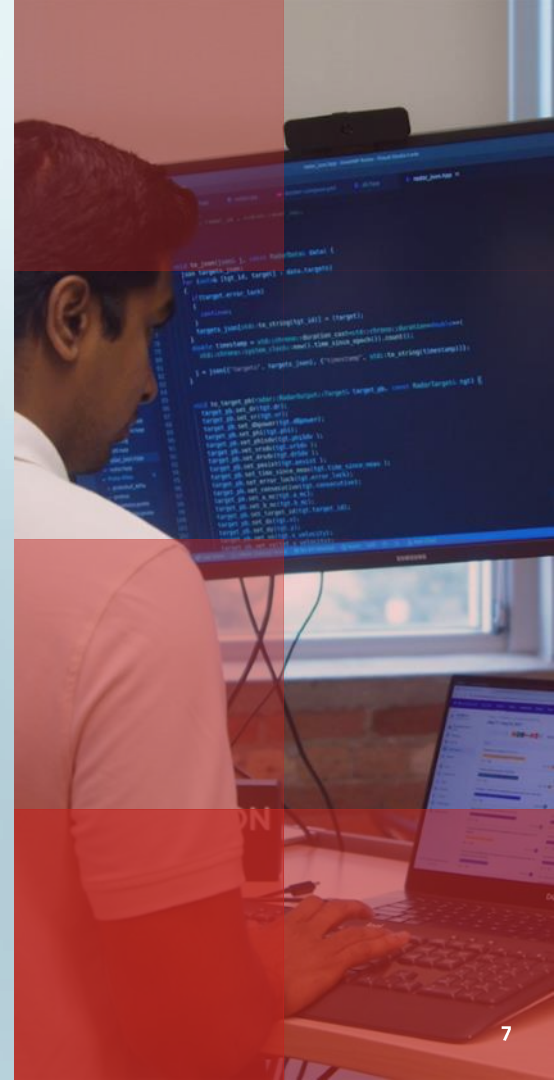
ENTERPRISE COMMITMENT



TECH CULTURE

We optimized the way we execute along multiple dimensions to operate as a **tech company**

- **CUSTOMER FOCUSED DESIGN**
Designing tech solutions with a deep understanding of customers' needs
- **TECH-MINDED LEADERSHIP**
Infusion of talent from tech-first companies in leadership roles
- **INCREASED ACCOUNTABILITY**
Consolidated executive oversight for all precision tech developments
- **NEW TALENT INJECTION**
5x increase in precision tech talent insourcing vs. last year
- **STREAMLINING WORKFLOW**
Simplified and efficient development process, reducing hand-offs
- **SYSTEM DEVELOPMENT**
From focus on single projects to focus on full solution system



TECH STACK

Combining CNH Industrial's and Raven's **strong foundations** will deliver scalable and best-in-class product developments

CNH Industrial's current and future technological infrastructure

TECH STACK



Autonomy

Early prototypes

Automation and Intelligence

Harvest and tillage automation

Guidance

Auto and row guidance

Connectivity and Data Platform

Agronomic portal

Architecture

Modular architecture



RAVEN

Autonomy and perception tech

Sprayer automation and V2V¹

Vision and GNSS² guidance

Connected workflow

Distributed system



BUILDING A ROBUST AND FLEXIBLE TECH STACK

Fully autonomous solutions

Automation across all in field jobs

Application optimized guidance

Ubiquitous farm management

Distributed modular architecture

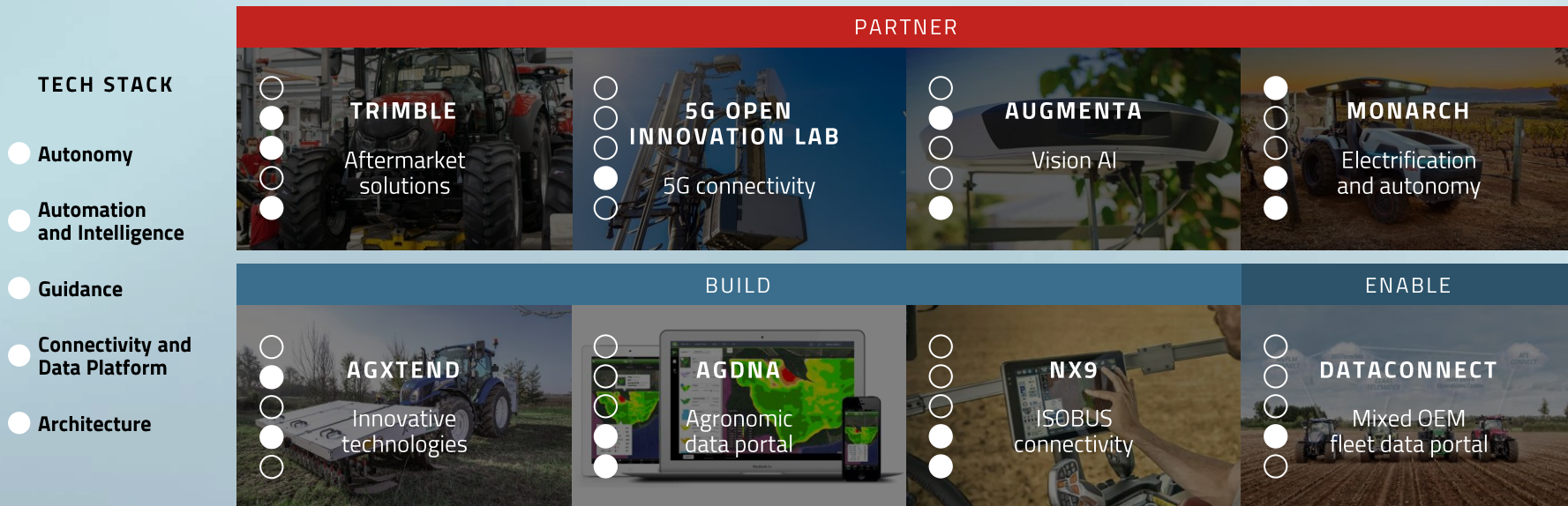


1. Vehicle to Vehicle 2. Global Navigation Satellite System

PARTNERS' ECOSYSTEM

We have a **'plug and play' approach** for new technology that accelerates delivery to customers

Some of CNH Industrial's selected technology partners



COMING TOGETHER

Our precision sprayer **accelerates** precision technology through faster development between Raven, Augmenta and CNH Industrial



CNH INDUSTRIAL

Connected solutions to visualize data, create prescriptions and track machines

RAVEN

RAVEN

Industry's most accurate nozzle system covers 20% more acres/day with VSN visual guidance the most powerful high-speed steering system



AUGMENTA

AUGMENTA

See & Act Real-time AI vision analytics for fertilizer and pesticide control



COMING TOGETHER

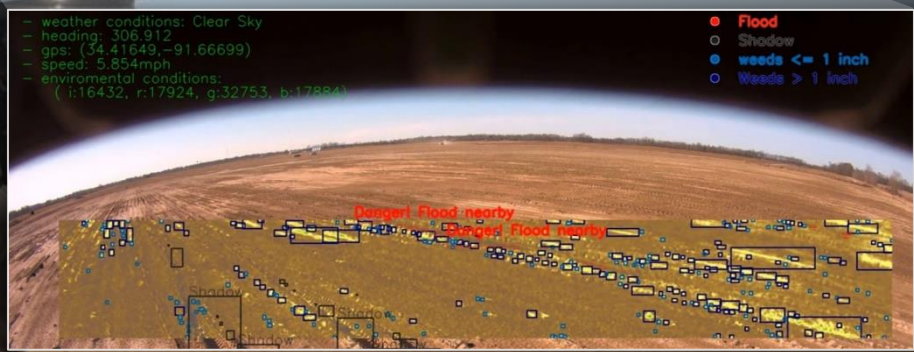
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AUGMENTA

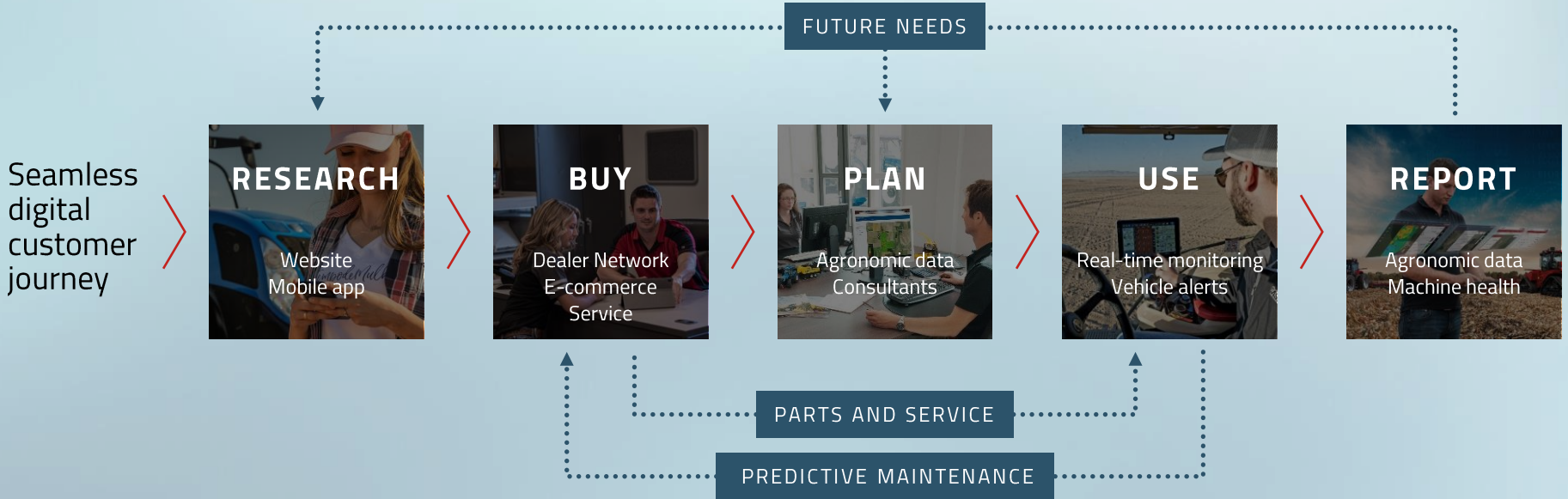
AUGMENTA

See & Act Real-time AI
vision analytics for fertilizer
and pesticide control



DIGITAL SERVICES

A **seamless digital customer journey**, providing data for customers to make informed decisions to maximize yield, productivity, uptime and vehicle management



CONTINUOUS ADVANCES IN AUTOMATION

Automatic in field adjustments to boost productivity, reduce fatigue and the need for skilled labor

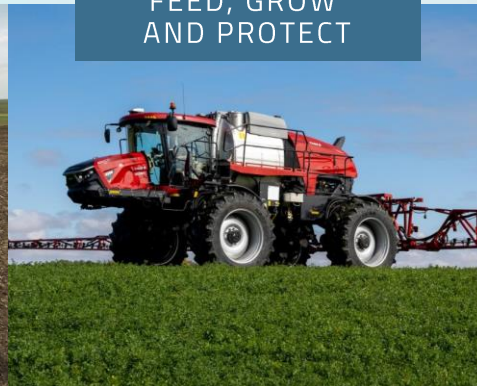
PREPARE SOIL



SEED AND PLANT



FEED, GROW
AND PROTECT



HARVEST



BEST IN CLASS TODAY

10% productivity increase
with best-in-class tillage
automation

Factory fit solution
for minimal overlap in
simultaneous operation

20% more acres/day
with the most advanced
spraying tech

25% more throughput and
35% less broken grains
vs. competitors

CONTINUOUS INVESTMENT TO STAY IN THE LEAD

Leading-edge
developments

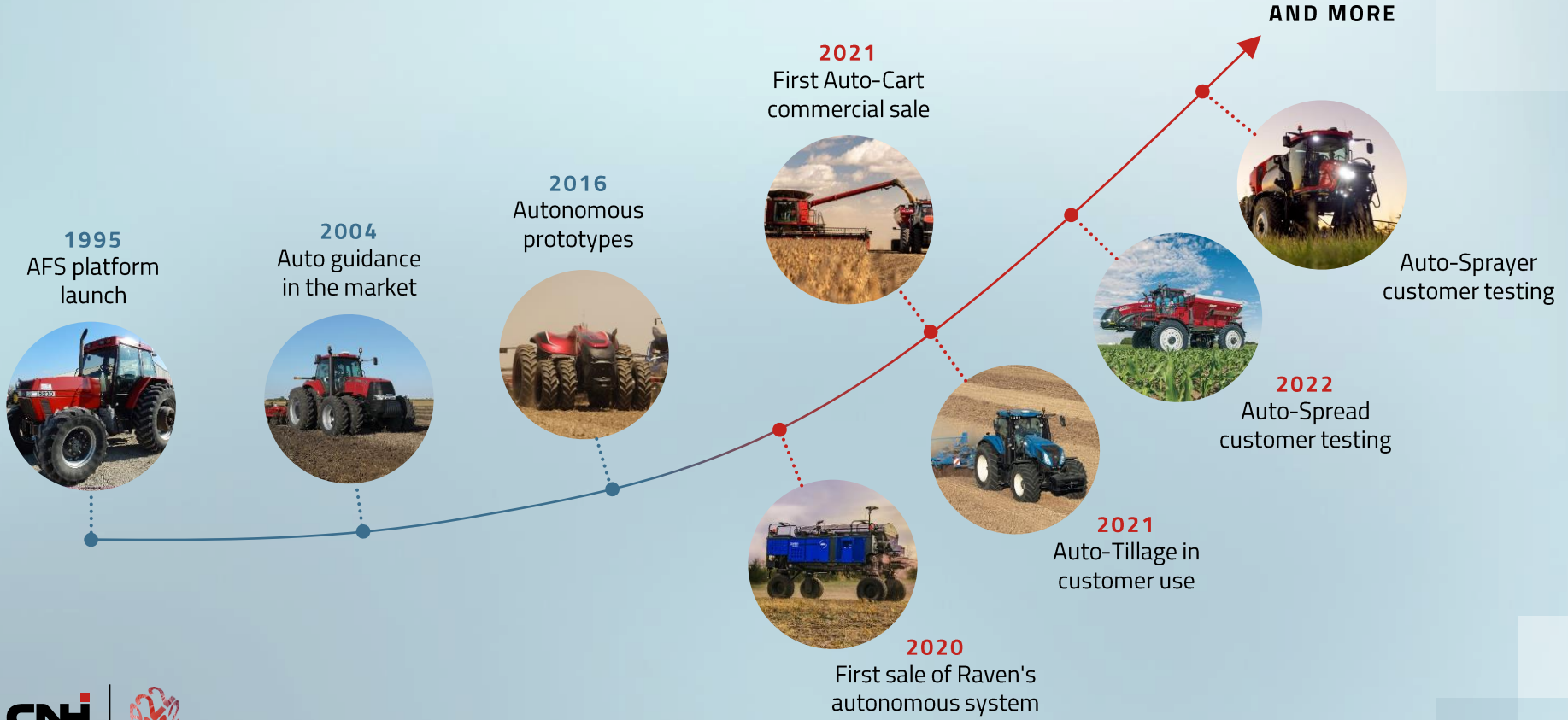
Offer **best in
industry** solution

Adding **see &
act** solution

Enhancing **V2V¹
communication**

THE AUTONOMY JOURNEY

We are accelerating **autonomous solutions** across the entire farming cycle



OUR PATH TO SMARTER IRON

- › We know customers' needs
- › We start from strong foundations
- › We accelerated our tech journey through the acquisition of Raven together with our Partners Ecosystem
- › We have a clear vision of a fully autonomous farming cycle



CNH
INDUSTRIAL

Breaking
New Ground

Innovation Sustainability Productivity



INNOVATION



SUSTAINABILITY



PRODUCTIVITY