



Electrification & Alternative Fuels

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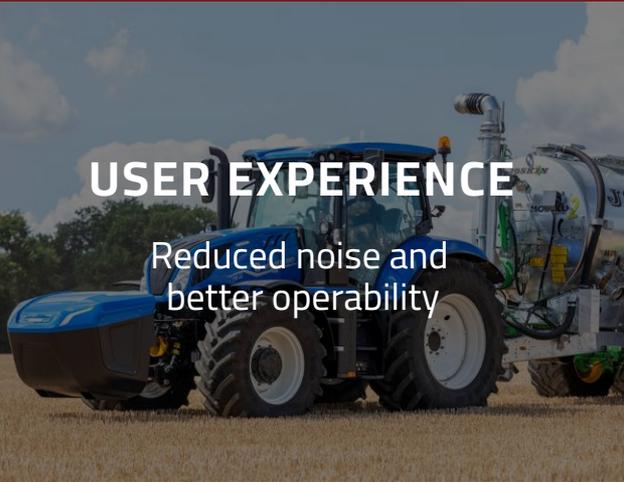
CNI
INDUSTRIAL

WHY ELECTRIFICATION & ALTERNATIVE FUELS MATTER

Creating value for customers

USER EXPERIENCE

Reduced noise and
better operability



FINANCIAL RETURN

Increasing productivity,
decreasing TCO



SUSTAINABILITY

Accelerating net zero path
along the value chain



NEW USE CASES

New indoor and
outdoor applications



REGULATION

Users preparing for
emerging regulations



ALTERNATIVE PROPULSION LEADER

We start from a **leadership position** in alternative fuels & electrification

WORLD'S 1ST BIO-METHANE TRACTOR

80%
less pollutants

30%
lower operating costs

50%
noise reduction

Net zero
impact



WORLD'S 1ST ELECTRIC BACKHOE LOADER

up to 90%
lower operating costs

90%
noise reduction

Zero
emissions



ELECTRIFICATION LEADER BEYOND PROPULSION

Electrification improves **total vehicle efficiency**, and sets the ground for automation and autonomy

AGRICULTURE

up to 35%
fuel saving

up to 35%
CO₂ reduction

45%
noise reduction



CONSTRUCTION

1 hour
fast-charging to 80%

80cm¹ wide
Easy access through
domestic doorways

90%
noise reduction

Zero
emissions



Additional benefits of electrification

- › Maneuverability
- › Safety
- › Connectivity and data availability



OUR MISSION IN ELECTRIFICATION & ALTERNATIVE FUELS

ALTERNATIVE FUELS



ELECTRIFICATION IN AGRICULTURE

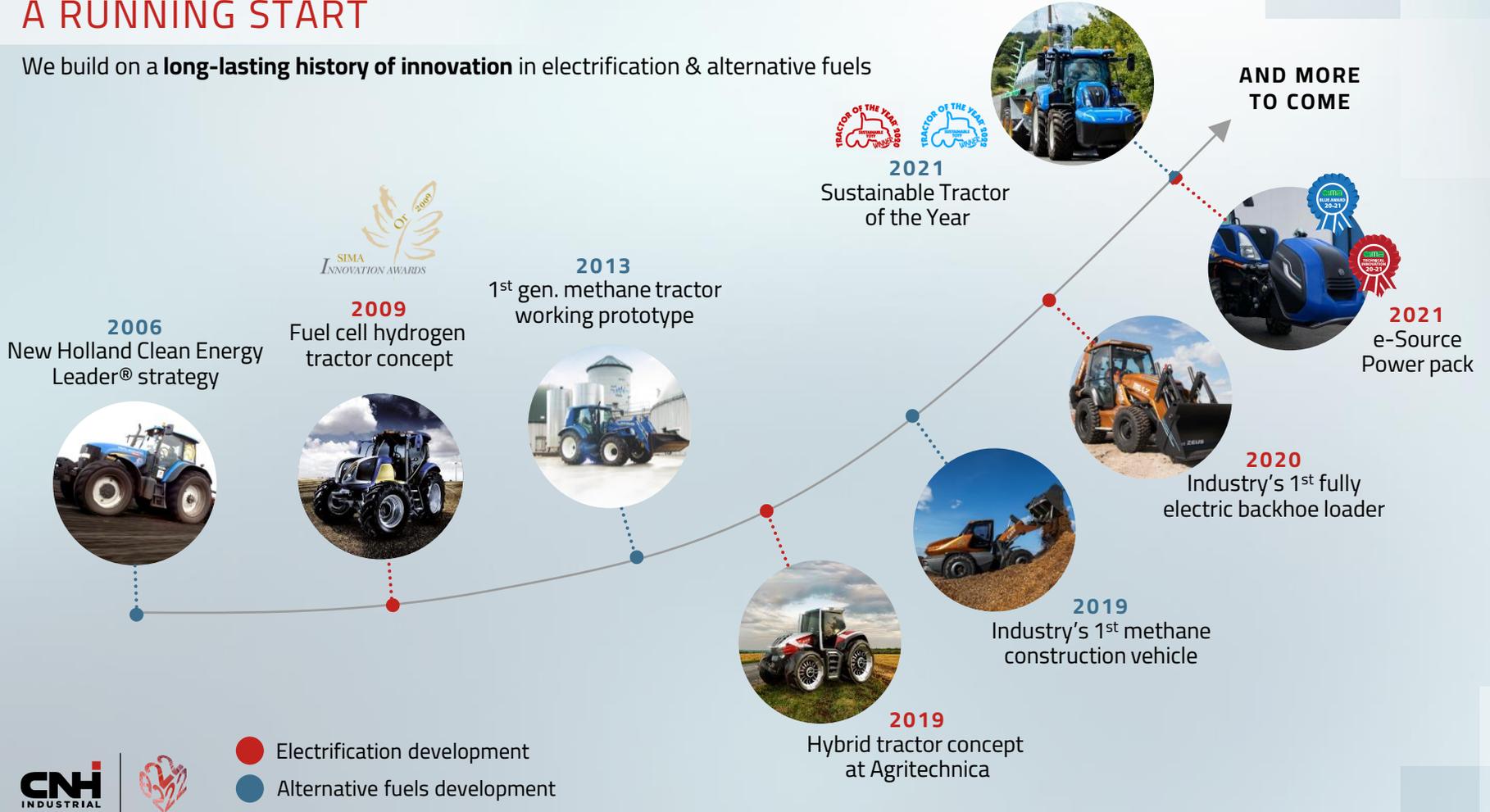


ELECTRIFICATION IN CONSTRUCTION



A RUNNING START

We build on a **long-lasting history of innovation** in electrification & alternative fuels



SOUND TECH ACCELERATED BY PARTNERS

We will continue to **grow our engineering stack** for electrification and alternative fuels, building on **in-house capabilities**, **close cooperation with FPT Industrial** and filling the gaps with **partners**

ALTERNATIVE FUELS



System Integration



Implements/ Attachments



Power Management



Powertrain



Biogas Recovery



ELECTRIFICATION



System Integration



e-Implements/ e-Attachments



Power Management



e-Powertrain



Batteries




 Key capabilities
 
 Other capabilities

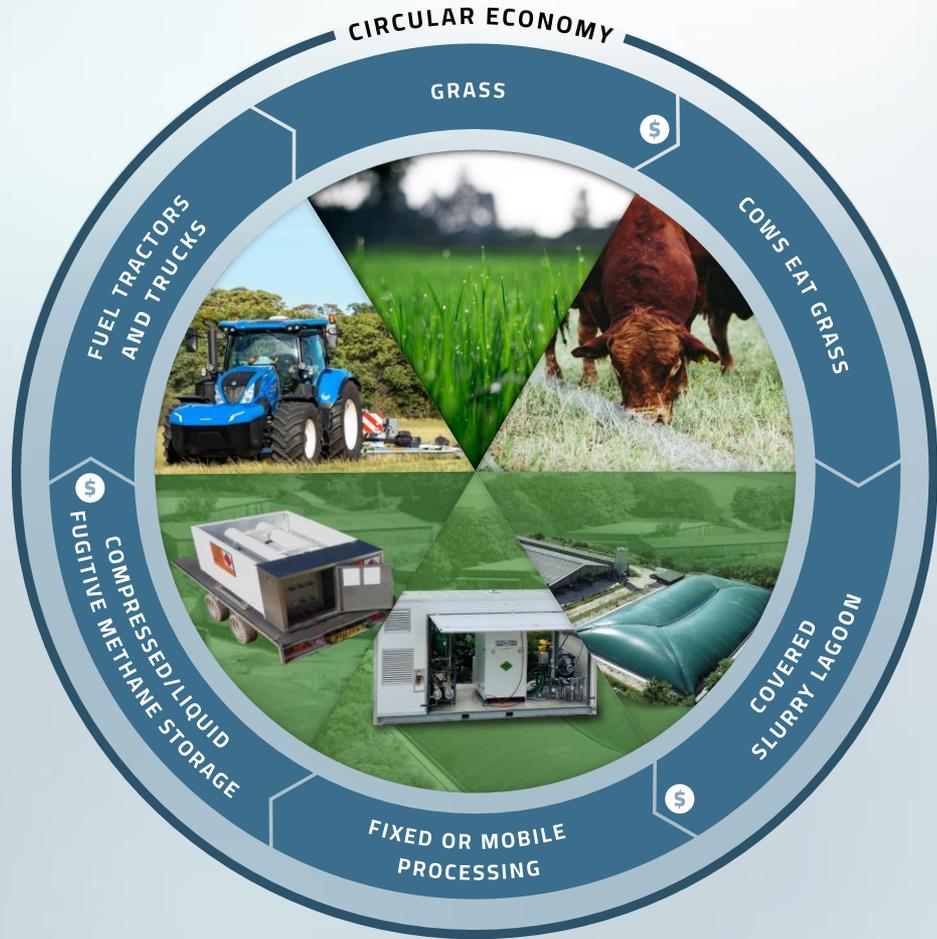


ALTERNATIVE FUELS

We will reinforce our leadership position in alternative fuels

- > World's first production 100% bio-methane tractor in 2021
- > Global roll out across all markets
- > Further expand product portfolio with Liquid Natural Gas solutions
- > Innovation programs on alternative fuel technologies

We partner with local stakeholders and tech companies to enable the circular economy in agriculture



💰 Emerging revenue streams

ELECTRIFICATION IN AGRICULTURE

We will accelerate our electric journey on e-Implements, hybrid and full Battery Electric Vehicle (BEV) solutions

> LIGHT ELECTRIFICATION

e-Source proven since 2021

Further **e-Implements** to come

> MEDIUM ELECTRIFICATION

New gen **hybrid tractor** within plan horizon

> FULL ELECTRIFICATION

Small BEV tractor within plan horizon

Expansion across **product range** under development





ELECTRIFICATION IN CONSTRUCTION

We will expand our electric offering, leveraging in-house capabilities and partners' ecosystem

- › Eurocomach electric mini excavator concept in 2018
- › Debut of electric backhoe loader in 2020
- › New mini excavator platform launch in 2022
- › Expand portfolio with new compact BEV products

OUR PATH TO ZERO CARBON

Vision aligned to customers'
needs and sustainability

A rich history of innovation
in clean energy technologies

In-house capabilities boosted
by strategic partnerships

A strong product pipeline
for zero carbon future





Breaking
New Ground

Innovation Sustainability Productivity

