







## FY 2021E Preliminary Guidance | Industry Outlook (\*)

| <b>TRACTORS</b>   |          | <b>NA</b>   | <b>EU</b>        | <b>SA</b>        | <b>RoW</b>       | <b>WW</b>        |
|---|----------|-------------|------------------|------------------|------------------|------------------|
|    | 0-140 HP | <i>Flat</i> | <i>Flat - 5%</i> | <i>Flat - 5%</i> | <i>Flat - 5%</i> | <i>Flat - 5%</i> |
|   | 140+ HP  | 10%+        |                  |                  |                  |                  |
| <b>COMBINES</b>   |          | <b>NA</b>   | <b>EU</b>        | <b>SA</b>        | <b>RoW</b>       | <b>WW</b>        |
|    |          | 10%+        | 5% - 10%         | <i>Flat</i>      | <i>Flat - 5%</i> | 5%               |
| <b>LIGHT</b>  |          | <b>NA</b>   | <b>EU</b>        | <b>SA</b>        | <b>RoW</b>       | <b>WW</b>        |
|    |          | 5%          | <i>Flat</i>      | 15% - 20%        | <i>Flat - 5%</i> | <i>Flat - 5%</i> |
| <b>HEAVY</b>  |          | <b>NA</b>   | <b>EU</b>        | <b>SA</b>        | <b>RoW</b>       | <b>WW</b>        |
|    |          | <i>Flat</i> | 5% - 10%         | 10%              | 5%               | 5%               |
| <b>TRUCKS &gt; 3.5T</b>   |          | <b>NA</b>   | <b>EU</b>        | <b>SA</b>        | <b>RoW</b>       | <b>WW</b>        |
|  | LCV      | -           | 10%              | 20%              | <i>Flat</i>      | 5% - 10%         |
|   | M&H      | -           | 20% - 25%        | 15%              | 10%              | 15% - 20%        |
| <b>BUSES</b>  |          | <b>NA</b>   | <b>EU</b>        | <b>SA</b>        | <b>RoW</b>       | <b>WW</b>        |
|  |          | -           | <i>Flat</i>      | 15%              | 5% - 10%         | 5% - 10%         |

NOTE: Total Industry Volume FY 2021E vs. FY 2020 reflecting aggregate for key markets where Company competes. Construction Equipment old segmentation TIV outlook in Appendix (\*) Regional split definition in Appendix