









Final Remarks – FY 2020E | Preliminary Industry Outlook ^(*)

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| TRACTORS | | NA | EU | SA | RoW | WW |
|---|------------|---------------|---------------|---------------|---------------|----------------------|
|  | 0-140 HP | 5% | (10%) - (15%) | (10%) | Flat - (5%) | Flat - (5%) |
| | 140+ HP | (10%) | | | | |
| COMBINES | | | | | | |
|  | | (10%) | (15%) | (10%) | 5% | Flat - (5%) |
| COMPACT AND SERVICE EQ. | | NA | EU | SA | RoW | WW |
|  | | (15%) – (20%) | (20%) – (25%) | (15%) – (20%) | (5%) – (10%) | (15%) |
| GENERAL CONSTRUCTION / ROAD BUILDING AND SITE PREPARATION | | | | | | |
|  | General CE | (20%) – (25%) | (20%) – (25%) | (15%) | Flat | (5%) |
|  | R&S | (25%) – (30%) | (30%) | (20%) | (5%) | (15%) |
| TRUCKS > 3.5T | | NA | EU | SA | RoW | WW |
|  | LCV | - | (20%) – (25%) | (20%) | (15%) – (20%) | (20%) – (25%) |
|  | M&H | - | (35%) – (40%) | (20%) | (20%) | (25%) – (30%) |
| BUSES | | | | | | |
|  | | - | (20%) | (30%) – (35%) | (5%) - Flat | (15%) |

NOTE: Total Industry Volume FY 2020E vs. FY 2019 reflecting aggregate for key markets where Company competes

(*) Regional split definition in Appendix