

Iveco Group N.V.
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Chamber of Commerce
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# BEYOND - Iveco Group Days Officine Grandi Riparazioni, Turin, 13<sup>th</sup> – 17<sup>th</sup> July 2022

"We challenge each other to go one step further, striving to go past what we know, what is comfortable and familiar. We go beyond the obvious".

Gerrit Marx, CEO of Iveco Group

## **Press Kit Content**

- 1. Overview
- 2. The Programme
  - 2.1. Future Duets Session
  - 2.2. Technology Session
  - 2.3. Sustainability Session
  - 2.4. Partnership Session
- 3. Sustainability in Action
- 4. Innovations on Display
- 5. Partnerships and Announcements
- 6. Press Releases
  - 6.1. "BEYOND Iveco Group Days" starts on 13th July at the OGR, in Turin, Italy
  - 6.2. FPT Industrial to power the first Liquified Natural Gas (LNG) trucks on India's roads
- 7. <u>'LOOK BEYOND' IED Turin Photographic Exhibition</u>
- 8. Companies and entities participating in the event
- 9. Press Conference opening speeches
  - 9.1. Gerrit Marx, CEO, Iveco Group See Bio
  - 9.2. Francesco Tanzi, CFO, Iveco Group See Bio
  - 9.3. Domenico Nucera, President, Bus, Iveco Group See Bio



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#### 1. Overview

Just a few months into its journey as an independent Company, Iveco Group is officially introducing itself to all its stakeholders and the people of Turin, the city where it is headquartered. The Group is hosting an international event about transport, mobility, and innovation, with and for its partners, customers, institutions, authorities, dealers, suppliers, alumni, employees, academic institutions, investors, and the media.

From 13<sup>th</sup> to 15<sup>th</sup> July, more than **60 speakers** – professors, experts, leading Industry CEOs, start-up entrepreneurs and the Iveco Group Senior Leadership Team – will come onto the stage at the Officine Grandi Riparazioni to engage in more than **10 hours** of keynote speeches, debates, and roundtables, in front of a total audience of over **1,000 guests**.

On the morning of Saturday, 16<sup>th</sup> July, students and job seekers are invited to participate in a **Career Day**. In the afternoon, the venue will open to the public, who will have an opportunity to get an inside look at Iveco Group brands and products through a **showcase of engines and vehicles**. Guests are also invited to visit 'LOOK BEYOND', a **photography exhibition** organised in collaboration with the European Design Institute (IED) of Turin.

On Sunday the 17<sup>th</sup>, the Company will host a **Family Day**, where Iveco Group employees and their families can find out more about the Group through a series of art installations, activities and entertainment for adults and children.

The event name, **BEYOND - Iveco Group Days** stems from one of the Company's newly announced values: "We go beyond the obvious". The five days are a chance to discover the Group's strong roots, which are firmly planted in the heritage of the automotive industry, and its innovative spirit driven by solid strategies.

Iveco Group officially started its journey as an independent company in January 2022, with the spin-off from CNH Industrial on the 1<sup>st</sup> and the listing on Euronext Milan on the 3<sup>rd</sup>. The Group is active worldwide with 8 renowned brands, each a major force in its respective sector: IVECO, FPT Industrial, IVECO BUS, HEULIEZ, IDV, ASTRA, MAGIRUS and IVECO CAPITAL. The Group employs 34,000 people worldwide across 28 plants and 29 R&D centres, including over 6,000 people in the Turin area, and over 13,000 in Italy. BEYOND - Iveco Group Days will address the future trends that are reshaping the transport industry.



## 2. The Programme

## **Future Duets Session**

The event investigates Iveco Group's future journey, and will begin with an afternoon of talks entitled '**Future Duets**' on the 13<sup>th</sup> of July. It is divided into four sessions, each with a keynote speech and a "duet" – a discussion moderated by a journalist – involving an Iveco Group manager and a representative from one of the Group's partners or stakeholders.

The first session focuses on the future of **road transport**. **Guido Saracco**, Rector of the Politecnico di Torino, will give an opening keynote speech on *Skills for Future Mobility: How High-Level Training is Changing*. **Luca Sra**, President of Iveco Group's Truck Business Unit, will then discuss *The Sustainable Future of Road Transport* with **Giulia Genuardi**, Head of Sustainability Planning and Performance Management at Enel.

The second session will address **urban mobility**, with a keynote speech about *The Development of Sustainable Mobility* by **Anthea Greco**, Partnerships Lead at Via. The following duet on *The Future of Urban Mobility* will be between **Domenico Nucera**, President of Iveco Group's Bus Business Unit, and **Mohamed Mezghani**, Secretary General, Union Internationale des Transports Publics (UITP).

The third session will look at **new business models** and will open with a speech by **Bernardo Bertoldi**, Professor of Economics and Business Management at the University of Turin, called *Coffee, Pizza & Popcorn and the Future of Mobility*. **Simone Olivati**, President, Financial Services, Iveco Group, and **David Nothacker**, Co-Founder & CEO of Sennder, will then discuss *New Business Models for Moving People and Goods*.

**Massimo Cavazzini**, Head of Industrial EMEA, AWS (Amazon Web Services), will give the final keynote speech on *Artificial Intelligence to Imagine the Factory of the Future*. This will be followed by the day's closing duet titled *To get to the moon and back requires future-proof operational skills* between **Annalisa Stupenengo**, Chief Operations Officer, Iveco Group, and **David Avino**, CEO, Argotec.

BEYOND - Iveco Group Days focuses on Iveco Group's three key strategic pillars: **Technology**, **Sustainability** and **Partnership**, which are the foundations for the sessions on 14<sup>th</sup> and 15<sup>th</sup> July.

### **Technology Session**

On the afternoon of 14th July, three keynote speakers will give **Technology**-related presentations.

**Barbara Poggiali,** President, Fondo Italiano di Investimento (FII), will give the first keynote speech on *Digital Trends for a Smarter Planet*. **Sylvain Blaise,** President, Powertrain Business Unit, Iveco Group, will discuss *The Future of Powertrains* in the second keynote speech. Finally, **Marco Liccardo,** Chief Technology & Digital Officer, Iveco Group, will address the audience with insight into *The Future of Artificial Intelligence on the Road*.



The day will also include two roundtables where panels of experts will discuss the *Propulsion Technological Roadmap* and *Digitalisation: How Products and Services are Evolving.* 

## **Sustainability Session**

On the morning of 15<sup>th</sup> July, the event will focus on **Sustainability**. The opening address will be given by **Martin Zeilinger**, Executive VP and Head of CV Development Tech Unit, Hyundai Motor Company. Following this, Iveco Group's managers and partners will participate in three roundtables on *The Right Time for H2-Mobility; Electrification: Threat or Opportunity* and *Bio-Methane: The Future is Now*.

### **Partnership Session**

On the afternoon of 15<sup>th</sup> July, the event's final session will focus on **Partnerships**. Iveco Group's CEO, **Gerrit Marx**, and the President of Nikola Motor, **Michael Lohscheller**, will discuss the topic *Iveco Group and Nikola: Leading the Charge*. One roundtable on *Propulsion Evolution and Partnerships Ecosystem* will bring the first three days of BEYOND - Iveco Group to a close.

The event's full programme is available at www.ivecogroup.com.



## 3. Sustainability in Action

It is time for action, and Iveco Group wants to play a leading role in tackling the challenges of our future. That's why it has signed The Climate Pledge, an initiative co-founded by Amazon and Global Optimism to reach net-zero carbon by 2040, ten years ahead of the goal set by the Paris Agreement. It is an ambitious target that includes Iveco Group's own operations and those of its entire value chain, including partners, end products, and services.

The CO<sub>2</sub> emissions generated by BEYOND – Iveco Group Days will be calculated, reduced, and offset through *LifeGate Zero Impact*. The project implements various initiatives to reforest and protect 130 hectares of land, and to promote environmental education activities.

## In addition:

- During the event, every effort will be made to limit energy consumption and the use of printed materials, which will be on recyclable paper.
- The water bottles are made by Sant'Anna using Bio Bottle, an innovative material that is made from PLA a special polymer that is produced by fermenting plant sugars and biodegrades fully in 80 days. The plastic caps will be collected separately and donated to the La Madonnina di Candiolo (Turin) shelter, where they will be used to finance their activities to support relatives of cancer patients being treated in the nearby hospital.
- Following a no food waste policy, each day's uneaten food will be donated to the Banco Alimentare through Federcongressi&eventi's FOOD FOR GOOD project.
- Instead of traditional event giveaways, the Group will support a social project run by Save the Children ONLUS that is working to tackle educational poverty in Italy.



## 4. Innovations on Display

During the event, **16 products and innovations** from Iveco Group's brands will be on display at the OGR.

**IVECO e-DAILY** is a **100% electric** van, equipped with **state-of-the-art telematics systems** that optimise uptime. This is the lightest electric van in its category and it is silent.

**IVECO eDAILY Fuel Cell, prototype** is a 7.2-ton eDAILY with an integrated fuel cell system. The vehicle is currently in the **Proof of Concept (PoC)** stage to test the additional range provided by the hydrogen system, which should power the vehicle for a range of up to 350 km.

**IVECO S-WAY, Plus Autonomous Driving version,** is a heavy commercial vehicle with Diesel or Methane propulsions. Its **sensors** monitor the surrounding environment, detect obstacles, and map the road profile, while adapting the vehicle's trajectory and speed. **Through Vehicle-to-Everything (V2X) technologies**, it can interact with other vehicles and highway infrastructure.

IVECO S-WAY Natural Gas, Amazon Version, is a heavy commercial vehicle that can run on 100% biomethane. It is equipped with IVECO Driver Pal to make the driver's life easier. The built-in Alexa Voice Assistant can be used to plan routes, check the maintenance status, and request assistance, traffic reports and weather forecasts.

**Nikola Tre, Battery Electric Vehicle** is a **100% battery electric** heavy, **zero-emissions** vehicle with up to 500 km autonomy and a charging time of about 100 minutes.

Nikola Tre, Fuel Cell Electric Vehicle is a 100% electric heavy vehicle, and it is classified as a zeroemission vehicle that only emits water and heat. This vehicle has 800 km autonomy, and the refuelling time is less than 20 minutes.

**MAGIRUS TLF AirCore** is an innovative, all-terrain tank pumper with an efficient **AirCore extinguishing turbine**. Its tank can hold 3,500 litres of extinguishing agent. It is compact and manoeuvrable.

**MAGIRUS Wolf R1** is a **fully electric** special vehicle for firefighting and recovery operations, specifically for emergencies in the municipal and industrial sectors. The **tactical response robot** allows emergency operators to remain outside the danger zone when exploring hazardous material.

**MAGIRUS M32L-AS** is a **turntable ladder** with a single extension system, so the top ladder section and other sections can be extended independently. This innovative ladder has an operating height of 32 m and a 4.7 m articulated arm. It also has a 2,500 litre water output.

**IVECO BUS DAILY Access, Methane Power** is the latest addition to the DAILY Minibus family. It is powered by FPT Industrial **Natural Gas** engines, compatible with biomethane, and exempt from environmental regulation restrictions.

**IVECO BUS E-WAY** is a fully **electric**, **zero-emission** city bus. 600 units are already in operation in 8 European countries and have already run more than 29,000,000 km.

**ePowertrain Plant, scale model** is a technological mock-up of the most advanced technologies present in **FPT Industrial's new production facility in Turin,** which will be inaugurated this autumn.



**FPT Industrial Cursor 16 1000, Marine application** is FPT Industrial's **most powerful engine** in the marine range. This 6-cylinder in-line engine ensures top performance for long-range pleasure and light commercial boats, and won the **Guinness World Record** for the fastest Diesel powerboat.

**FPT Industrial F28, Hybrid version,** is a versatile, compact engine. The hybrid version is an integrated solution that reduces CO<sub>2</sub> emissions and improves productivity through electrification and smart systems. It was named "**Engine of the Year 2020**".

**FPT Industrial Battery Pack, Microvast modules** for light commercial vehicle and minibus applications, is a **modular solution** that incorporates Microvast cells and modules for class-leading energy density, reduced battery weight and a long lifecycle.

**FPT Industrial eAxle** for heavy commercial vehicles guarantees high performance, efficiency, reliability, and a low Total Cost of Ownership, as well as impressive durability. It was developed as part of a joint venture between IVECO, NIKOLA, and FPT Industrial.

**FPT Industrial Hythane On-Board Blending** is an innovative system for hydrogen blends thanks to brand-new dual rail concept, jointly developed with Landi Renzo Group. This solution can guarantee a further reduction on CO2 emissions (-10% vs NG and -20% vs diesel), using the same NG engine layout with same performance and efficiency

Our partner, **e-Novia**, will display **YAPE**, the **self-driving solution** for indoor, low-contact services and last-mile delivery operations. YAPE interacts with the IVECO eDAILY thanks to IVECO **Driver Pal features and Alexa on-board**. It is an innovative solution for **sustainable delivery** in urban restricted areas.



## 5. Partnerships and announcements

As the market evolution accelerates, Iveco Group is keen to join forces with other companies boasting distinct capabilities to bring the right products and solutions to market as quickly as possible, for the benefit of customers.

Some of the **most significant partnerships** that Iveco Group has entered into include those with Nikola, Amazon Web Services, Hyundai, Microvast, Enel X, Plus, and Eni.

- Iveco Group is Nikola's shareholder and knowledge partner and has a 50/50 joint-venture for the production of the Nikola Tre in Europe. This modular platform for BEV (Battery Electric Vehicle) and FCEV (Fuel Cell Electric Vehicle) heavy duty trucks is produced in a new manufacturing facility in Ulm, Germany, inaugurated in September 2021. The production of the battery-electric Tre version for the US market has already begun in the US Nikola plant (in Coolidge, Arizona) and in Ulm. The European versions of the BEV will be distributed starting in the second half 2023 and the FCEV will enter into production in the latter part of the year.
- The outcome of the partnership with Amazon Web Services was IVECO Driver Pal, the pioneering
  voice-activated driver companion that enables drivers to bring their digital life on board and interact with
  their vehicle and the driver community using voice commands via Amazon Alexa. Drivers now have
  access to the extensive portfolio of Amazon Web Services and Amazon Alexa features that can be
  activated with voice commands.
- On 4<sup>th</sup> March 2022, Iveco Group signed an MoU with Hyundai Motor Company to explore possible
  collaborations on shared vehicle technology, joint sourcing and mutual supply. This alliance is with one
  of the most innovative and competitive players in the automotive industry and has various areas of
  mutual interest.
- The 2019 partnership with Microvast for a shared "electrification journey" marked an important step
  forward in January 2022, when the two companies announced the provision of the complete battery
  system for the new Crossway Low Entry city and intercity bus produced by IVECO BUS. This new
  generation battery pack will provide the Crossway LE Electric with up to ten years of battery life.
- At the end of March 2022, the Group signed an MoU (Memorandum of Understanding) with Enel X to
  explore a possible collaboration that will unlock the potential of e-mobility for commercial vehicles in
  Europe. The two companies will assess how IVECO electric trucks can support the transition of Enel's
  fleet to zero-emission vehicles, while examining new joint opportunities in other transport segments.
- IVECO has signed a Memorandum of Understanding (MoU) with Plus, a leading global autonomous trucking company, to jointly develop autonomous trucks by integrating the Plus Drive cutting-edge fullstack autonomous driving system into IVECO's latest-generation S-WAY heavy-duty truck.
- In April 2022, Iveco Group and Eni signed a Letter of Intent (LoI) stating that the two companies will
  bring their competencies together to explore potential cooperation on sustainable mobility initiatives in
  Europe's commercial vehicle sector and accelerate the decarbonisation of transport.



On top of all this, BEYOND - Iveco Group Days sets the stage for two important partnership announcements.

Yesterday, 12<sup>th</sup> July 2022, FPT Industrial announced that it reached a supply agreement with the Indian company Blue Energy Motors – a zero-emission truck technology company headquartered in Pune, India, engaged in the manufacturing of clean energy trucks – to introduce the first Liquified Natural Gas (LNG) trucks powered by FPT Industrial 6.7-liter engines on Indian roads by the end of 2022. These engines are built in Turin, Italy.

Today, 13th July 2022, **IVECO BUS** and **Via** announce the signing of a Memorandum of Understanding (MoU) to explore possible future collaborations in the development of tailored, on-demand public transportation solutions and associated digital services for buses. The MoU is a first step in discussing the possibility of developing future mobility solutions – from demand-responsive transportation powered by alternative energies to autonomous public transport – while also exploring opportunities for autonomous ondemand shuttles.



### 6. Press Releases

## "BEYOND - Iveco Group Days" starts on July 13th at the OGR, Officine Grandi Riparazioni, in Turin, Italy

This international event brings together an impressive array of experts to explore how trends and innovation will shape the future of mobility and the transport industry. Dedicated sessions for the public and employees are also on the agenda.

*Turin, 11th July 2022.* Just a few months into its journey as an independent company – officially started with the listing on Euronext Milan on the 3<sup>rd</sup> of January – Iveco Group (MI: IVG) is officially introducing itself to international stakeholders, as well as to the people of Turin, the city where it is headquartered, through "BEYOND - Iveco Group Days".

This five-day event, being held from 13<sup>th</sup> to 17<sup>th</sup> July at the OGR - Officine Grandi Riparazioni, is structured around three key strategic pillars: Technology, Sustainability, and Partnership, with more than 30 companies and entities participating and contributing.

From 13<sup>th</sup> to 15<sup>th</sup> July, 61 speakers – professors, experts, industry leading CEOs, start-up entrepreneurs, and the Iveco Group Senior Leadership Team – will come onto the stage to engage in more than 10 hours of keynote speeches, debates, and roundtables. On Saturday, 16<sup>th</sup> July, students and job seekers are invited to participate in Career Day in the morning to learn about professional opportunities at Iveco Group and, in the afternoon, the venue will open up to the public to give the local community an inside look at Iveco Group brands and products. Guests can also visit 'LOOK BEYOND', a photographic exhibition organised in collaboration with the European Design Institute (IED) of Turin. On the last day, Sunday the 17<sup>th</sup>, BEYOND will welcome Iveco Group employees and their family members to a dedicated Family Day.

"BEYOND - Iveco Group Days" – whose name stems from one of the Company's newly announced values: "We go beyond the obvious" – is a chance to discover the Group's strong roots, which are firmly planted in the heritage of the automotive industry, and its innovative spirit driven by solid strategies.

The whole event will be visible on live streaming at www.ivecogroup.com



## FPT Industrial to power the first Liquified Natural Gas (LNG) trucks on India's roads

*Turin, 12<sup>th</sup> July 2022.* FPT Industrial, the global powertrain brand of Iveco Group (MI: IVG), and Blue Energy Motors, a zero-emission truck technology company headquartered in Pune, India engaged in the manufacturing of clean energy trucks, have signed an agreement to introduce the first Liquified Natural Gas (LNG) trucks powered by FPT 6.7-liter engines on Indian roads by the end of 2022.

This agreement is the first step in a potential long-term partnership to leverage the specific characteristics of India's commercial transport market: a total truck running parc of about 3.5 million vehicles and buying decisions strongly driven by Total Cost of Ownership (TCO). Once the TCO parity threshold with traditional engines is reached, and considering India's increasingly stringent emissions standards (now comparable to Euro VI), the adoption of LNG technology is expected to be rapid.

The engines will initially be manufactured in FPT Industrial's Turin, Italy plant, which specialises in producing this type of medium-displacement engines and employs more than 2,600 people.

"We are pleased and proud that Blue Energy Motors has chosen us for this major evolution in Indian commercial transport", commented Sylvain Blaise, President, Powertrain Business Unit, Iveco Group. "This agreement is of the utmost importance for FPT Industrial, now and in the future, as we want our leading technologies to play a key role to support the ecological transition of one of the world's largest vehicle markets."

The announcement comes on the eve of the opening of "BEYOND - Iveco Group Days", the international event organised by Iveco Group to be held in Turin from 13<sup>th</sup> to 17<sup>th</sup> July and featuring an outstanding panel of speakers who will discuss the most important trends impacting the transport industry. The whole event will be visible on live streaming at <a href="https://www.ivecogroup.com">www.ivecogroup.com</a>.



## 7. 'LOOK BEYOND' – IED Turin Photographic Exhibition

The 'LOOK BEYOND' exhibition is the result of research into the visual aspects of renewable energy.

Renewables play an undisputed role in the current energy transition, but they often escape representation. They are important allies into the journey towards creating a more balanced relationship with our fragile planet. Their impact on the world's health is measured, and they are used to help design and build a sustainable future. "However – the European Design Institute asks – if we wanted to give them a face, colour, or shape, what or who would we find in front of us?".

This is the question that the young photographers featured in this section were asked to consider. Using contemporary visual language, post-photography and a strong conceptual component, the five projects comprehensively explore the subject of renewable energy. They range from reflections on the need to protect our ecosystems, to the creation of imaginary universes made of visual suggestions, energy and synaesthetic flows. The variety of approaches demonstrates the different personal relationships that the photographers formed with the subject matter: landscape photography, photomontage, collage, and abstract photography.

The photographers displayed in this exhibition – **Alessandro Di Lenardo**, **Greta Ratto**, **Isabella Castellano**, **Samuele Chinaglia**, and **Susanna Giacinto** are all **students** in the second year of the Three-Year **Photography Course at IED in Turin**. Their young age makes the images even more significant, because they are the visions and reflections of a future generation that will inhabit the sustainable world that this transition is creating. To some extent, the exhibition can help in **looking beyond and imagine possible future worlds** through our relationship with renewable energy.



## 8. Companies and entities participating in the event

BEYOND – Iveco Group Days reflects the Company's vision of partnership. Partners and stakeholders are participating in discussions and roundtables and sharing their ideas, experience, and skills in this mutually beneficial event. More than 30 companies are participating in and contributing to BEYOND - Iveco Group Days.

- ACEA ACEA European Automobile Manufacturers' Association
- Air Liquid Air Liquide Italia Leader mondiale nel settore dei gas tecnici e medicinali
- Argotec <u>Argotec English Argotec (argotecgroup.com)</u>
- Arriva Homepage Arriva Italia
- AWS Servizi di cloud computing: Amazon Web Services (AWS)
- Azimut I Benetti Group Azimut | Benetti Intro (azimutbenetti.it)
- Blue Energy Motors Blue Energy Motors
- Bennamann Bennamann | Delivering a Local Clean Energy Revolution
- Biogas Wipptal <u>Die Biogasanlage im Wipptal (biogas-wipptal.com)</u>
- Brebemi A35 Highway A35 Brebemi Viaggia meglio
- Brembo Home | Brembo Sito Ufficiale
- Continental Continental Italia | Leader degli Pneumatici (continental-pneumatici.it)
- Eataly Eataly sito ufficiale: spesa online, negozi, idee regalo, corsi | Eataly
- Enel-X Way Enel X Way | Soluzioni innovative di mobilità elettrica
- Enel Entra nel Mercato Libero: Offerte Luce e Gas | Enel Energia
- ENI Eni: energy company | Eni
- e-Novia e-Novia The Enterprises Factory
- European Biogas Association
   European Biogas Association
- Fondo Italiano di Investimento Homepage | Fondo Italiano
- Hydrogen Europe <u>Home Hydrogen Europe</u>
- Hyundai Motor Company Hyundai Motor Company Official Website | Hyundai Worldwide
- Maersk <u>Maersk | Integrated Container Logistics & Supply Chain Services</u>
- MASMEC <u>Automotive</u> | <u>Masmec S.p.A.</u>
- Microvast Holdings, Inc. <u>Microvast Fast-Charging | Electric Vehicle | Energy Storage | Thinking Forward.</u>
   <u>Powering Now.</u>
- New Holland Agriculture <u>Macchine agricole | New Holland (IT) | NHAG</u>
- Nikola Motor <u>Nikola Homepage (nikolamotor.com)</u>
- Plus Plus | Self-Driving Truck Company | Automated Trucks | Autonomous Trucks
- Politecnico di Torino Politecnico di Torino (polito.it)
- SASA Bolzano <u>SASA SpA AG Società autobus servizi d'area Staedtischer Autobus Service AG</u> (sasabz.it)
- Sennder sennder Technologies GmbH | Digital Freight Forwarder
- Shell Shell Italia | Shell Italia
- Streparava Home | Streparava Sito Ufficiale
- UITP || The International Association of Public Transport | UITP ||
- Università di Torino Università di Torino (unito.it)
- Via Soluzioni di mobilità pubblica. | Via Transportation (ridewithvia.com)
- ZF Homepage ZF Friedrichshafen AG ZF



## 9. Press Conference opening speeches

Gerrit Marx, Chief Executive Officer, Iveco Group

[...]

We are here at the OGR – the former giant workshops for railway repair and maintenance. At its opening in 1895, the OGR represented the cutting-edge of railway technology. But that was the steam train era and as that industry transitioned to electric traction, massive cathedrals such as this slowly became redundant. This site finally closed in 1992, almost 100 years from its inauguration. Transition and transformation are at the heart of what Iveco Group is preparing for, and the *very backdrop* of our Beyond event.

As you recall, following its demerger from CNH Industrial, Iveco Group was born just this January when it listed on the Milan Stock Exchange. As a result, Iveco Group N.V. became the holding company of a leading global capital goods group. It is engaged in the design, production, marketing, sale, servicing, and financing of commercial vehicles, buses and specialty vehicles for firefighting, defence and other uses, as well as powertrains and alternative propulsion systems for those vehicles and also for agricultural and construction equipment and marine and power generation applications. We are a comparably small full-liner in commercial vehicles, but poised to outsmart and outpace much larger competitor groups who draw upon financial resources far larger than ours.

However, our true competitive advantage and richness of resources lies in our people and partners, their ideas, quality of collaboration, ambitions, and relentless drive to pursue our joint Purpose.

But what is our Purpose and why do we need this?

Simply put, it defines the reason our Company exists and illustrates how our products and services positively impact customers, stakeholders, and the communities we serve. We are: Home of unique people and brands that power your business and mission to advance a more sustainable society.

Furthermore, we have identified five corporate values based on input from our 34,000 employees from around the world. These values reflect our shared culture and the way in which we work:

We go beyond the obvious.
We contribute diverse strengths.
We take ownership.
We do what is right.
We collaborate to win.



As you see, going beyond is the first of our values.

And while we dedicate energy to the new aspects of our recently launched Company, we have not forgotten our history which tells a ground-breaking story for the Industrial Vehicles Corporation – IVECO for short – which really started life as a group of brands in 1975.

Reading the news, one would think that talk of consolidation in industries and sectors across the globe was a 21st century phenomenon. Think again; five decades ago, IVECO was the result of the merger of five truck brands within the Fiat Group: namely, Fiat, OM and Lancia of Italy, Unic of France and Magirus Deutz of Germany. This was followed by further European consolidation when, in 1986, Iveco acquired Ford Truck in the UK and Astra, an Italian manufacturer of quarry and heavy-duty trucks, and in 1990, Pegaso trucks of Spain. In 1999 Iveco's bus activities entered into a joint venture with Renault's bus activities to create Irisbus. In 2003, Irisbus became a wholly owned unit of Iveco and renamed Iveco Bus.

But even this history is not in itself accurate, as Iveco traces its own origins to 1903 when Fiat presented the 24HP, its first commercial vehicle produced just five years after the company's founding in 1899, here in Turin.

Turin has been our home for 123 years and we are proud to be Italian at heart.

This may sound strange coming from a German national, but in my time in Iveco I have admired the sense of belonging, determination and relentless drive to succeed, which is present in the entire workforce, not only in Italy but in every site we operate around the world. I have embraced the company culture and feel it within. My next challenge is to learn the Piemontese dialect, but only if that helps the energy transition that lies ahead of us, of course!

## So, why Beyond?

The main thrust of our week-long event is to showcase the new Iveco Group which brings together eight brands, each a recognised international leader in its field. We will be highlighting our three key pillars of Technology, Sustainability and Partnership. We are here to discuss and exchange ideas with valuable stakeholders and partners as we move forward together towards a net-zero future, where we can ensure access to reliable and sustainable energy. This is a stage to showcase Iveco Group's ability to innovate both its products and service offering in a fast-changing landscape where we must understand the future of road transport, urban mobility, powertrain and emerging technologies, smart factories and completely new business models – some of which have yet to be discovered.

We have added fast developing strategic partnerships in our drive forward. Partnerships that are beneficial to both parties and you will recognise many of their names; Hyundai, Nikola, Amazon, Snam, Shell, PLUS a.i., Air Liquide and Enel, to name just a few, all sharing their wide breadth of know-how for the ultimate benefit of our joint customers.



Later, on display you will be able to see first-hand our latest vehicles and powertrains, many of which will be making their commercial debut at this September's IAA international truck exhibition in Hannover.

The creation of Iveco Group will allow the intrinsic value of the Company to be properly expressed for the first time and to better enable it to capture the significant opportunities of an industry undergoing fundamental change. Specifically, Iveco Group will be better able to anticipate its customers' changing mobility needs, investing and partnering in the technologies of the future to address, amongst other things, the requirements of ever-stricter emissions standards worldwide.

As we embark seriously on these transformational changes, I would respectively call on Institutions here represented, to further support the entire national industrial base, supply chain, and in particular, small and medium enterprises, which is fundamental in ensuring that they are able to cope with the current inflationary increases and volatile costs of energy and raw material.

We are excited and not intimidated by these challenges. Change is good and offers the biggest opportunities for those, like us, who aim higher, think bolder and question established industry paradigms for the greater good of sustainability. And so, we look Beyond the obvious, beyond just vehicles, beyond what our business is today. Our industry transforms and we go Beyond...

...Beyond Turin, our home; Beyond to where we see a relevant, profitable, and sustainable future for the new Iveco Group.

And I invite you all to challenge us on whether we think and aim far enough. This week is a critical dialogue and platform for non-linear thinking by those who dare to not only carry on, but who truly seek change.

Thank you.



## Francesco Tanzi, Chief Financial Officer, Iveco Group

[...]

I have spent my finance career to date working at multinational Italian Groups, the last being Pirelli, so not a huge transition for me to go from tyres to trucks!

Having recently joined Iveco Group at its birth, I would concur with Gerrit's comments concerning the passion and determination to win across the entire workforce. This is an asset that we must not take for granted but continue building upon as we face the Beyond.

At last November's Investor Day, the management of Iveco Group presented its targets and business plan to the financial community which set out a step change in financial performance over the next five years.

As a listed, independent company, Iveco Group has ambitious, but achievable, financial goals for 2026 despite a very challenging environment. Let me mention some of the key points of this plan.

Targeted total Net Revenues of Industrial Activities at between 16.5 to 17.5 billion Euros, an increase of 5% versus 2019.

The Adjusted EBIT margin of Industrial Activities is targeted to reach between five to six per cent compared to the 3.6% recorded in 2019.

We are aiming for an Adjusted Net Profit at between point 6 to point 8 billion Euros, compared to zero point 3 billion in 2019. And over the same period, Industrial Activities Investments are targeted to increase from 4.2 per cent to approximately 5 per cent.

Finally, targeted Free Cash Flow from Industrial Activities of zero point 5 billion Euros in 2026, compared to 30 million Euros in 2019. Iveco Group, through its eight brands, has a significant international presence in Europe, South America and Asia. But, as Gerrit mentioned in his opening remarks, its DNA is anchored here in Italy, in Turin.

This is a responsibility to both employees and our country that we always take seriously. To this end, if we look at our total estimated investments for just 2022, around 450 million Euros have been earmarked for R&D spending in Italy alone.

But how will we achieve our targets? Our ambitions will be guided by the implementation of the Company's DRIVE Operational Excellence Programme, designed to deliver improvements in all aspects of operational performance.

In parallel, we are successfully pursuing a distinctive partnership approach, to execute and capitalize on the structural changes in the transportation and commercial vehicles industry. More specifically, we are developing a strong network of mutually beneficial collaborations with selected



emerging technology leaders to enhance growth and value creation, and to exploit mid- to long-term disruptive innovations.

Our partnership with Nikola Corporation sees us jointly developing battery electric vehicle and hydrogen fuel cell electric vehicle cab-over trucks, which are being manufactured for European markets in Ulm, Germany – and equipped by eAxles built just here in Turin. You will be able to see for yourselves our Nikola Tre Battery Electric and Fuel Cell trucks produced in our product display area, as well as one FPT Industrial eAxle.

In a partnership with Plus AI, we have the aim of building self-driving trucks by 2027. A prototype test vehicle is also on show today. If successful, this project could deliver improvements of up to 20% in productivity and up to 5% in fuel consumption.

And, to develop a self-driving bus by 2025, we have joined forces with EasyMile.

With a focus on development acceleration, investment risk sharing, and "best-of-the-breed" solutions, Iveco Group, together with its alliance partners, is paving the way to build up an impressive partnership ecosystem.

This year alone, we have signed several key Memoranda of Understanding.

Worthy of mention are Hyundai Motor Company to explore possible collaborations on shared vehicle technology, joint sourcing and mutual supply – more to come on this shortly.

In March and April, the Group signed with Enel (Italy's national energy provider and the second largest power company in the world, operating in over 30 countries) and Enel X, to explore potential cooperation on sustainable mobility initiatives in the European commercial vehicle sector, accelerating the decarbonization of transport. With Enel X, the Memorandum signed will look at unlocking the potential of e-mobility for commercial vehicles in Europe and how Iveco electric trucks could support the transition of Enel's vehicle fleet to zero emission vehicles whilst examining new joint opportunities in other transport segments.

All of these ambitions are anchored by a strong commitment to a sustainable future. Iveco Group has joined The Climate Pledge, a commitment co-founded by Amazon and Global Optimism to reach net zero carbon by 2040, ten years ahead of the goal set by the Paris Agreement.

This intention is an integral element of the Company's wider Environmental, Social and Governance commitments, including those related to workplace and on-road safety, inclusivity & diversity and environmentally friendly product lifecycle management. It's not just words: all CO2 emissions generated from this BEYOND event will be calculated, reduced and offset.

This, then, is our intent, to equip the business with the means to achieve its goals. To reach Beyond.

Thank you.



## Domenico Nucera, President, Bus Business Unit, Iveco Group

[...] Today, Iveco Buses are the European number two in terms of sales and presence. We have leadership in alternative fuels and are the preferred partner for many important city transit authorities and major transportation groups, because in addition to offering a class-leading product, our service assistance is second to none, this is an important safety factor guaranteeing consistent levels of uptime.

But how did we get here? The truth is that our road to success started way back in 1907, when Fiat produced its first buses, here in Turin, which you can see on the screen.

Today's buses may be light-years ahead of that early pioneer, but the philosophy behind them is the same as it was way back in 1907: listen to our customers and then design and build a product to meet their needs and the needs and expectations of their customers.

Sounds easy, but a single bus is the result of thousands of individual brain power, grappling with the myriad demands of market requirements and increasing safety and environmental legislation.

Today is yet another step in our story and I am privileged to be able to announce a new chapter.

Now, kindly allow me to switch to Italian momentarily, as a matter of respect for the institutional representatives here today, because what I'm about to say concerns a significant Italian project. Please switch to channel 5 for the English translation.

Come sapete, abbiamo recentemente presentato al Governo italiano, nell'ambito delle opportunità fornite dal PNRR, la richiesta di accesso ai Contratti di Sviluppo del Ministero dello Sviluppo Economico. Ho avuto l'opportunità di illustrare di persona il nostro progetto al Ministro Giorgetti, che ringrazio per l'interesse e il sostegno dimostrati.

Anche l'obiettivo è noto: tornare a produrre in Italia autobus IVECO, basati su tecnologie di ultima generazione a basse e zero emissioni. Il nostro investimento si propone così di sostenere la transizione energetica nazionale nel settore del trasporto persone.

I futuri autobus saranno assemblati a Foggia, dove possediamo già un impianto di produzione di motori. Nei primi anni, e a partire dal prossimo, ci aspettiamo di produrre più di 3 mila autobus a basse e zero emissioni. In caso di positivo riscontro da parte del mercato, l'intenzione è di



proseguire con un tasso annuo di 1.000 unità.

Sulle nuove linee di montaggio di Foggia fabbricheremo anche la più moderna generazione di autobus alimentati a batterie elettriche. E ho il piacere di ricordare che le attività di Ricerca e Sviluppo e di produzione di queste batterie, insieme alla fabbricazione di motori a metano, biometano, diesel e biodiesel di ultima generazione, saranno effettuate proprio qui a Torino. Se ne occuperà FPT Industrial, il Brand del nostro Gruppo che è un leader globale nella progettazione, produzione e vendita di motopropulsori.

We are already supporting the energy transition of Europe's mass passenger transport system by participating now in public sector tenders for zero emission vehicles. Our European production of both electric and hydrogen buses puts us ahead of the game.

These are crucial times for European nations as they face the challenge of reducing emissions in a tight time-frame. We at Iveco Group are going beyond and we are proud to be at the forefront of helping to achieve, in our humble way, these ambitious goals.

Thank you.



#### **Gerrit Marx**

Chief Executive Officer

Gerrit Marx has more than 20 years of experience in roles of increasing importance in different locations around the world and in a variety of industrial segments, with a specific in-depth focus on automotive industries. He holds a degree in Mechanical Engineering ("Diplom Ingenieur") and an MBA ("Diplom Kaufmann") from RWTH Aachen University, and a Doctorate in Business Administration from Cologne University.

From 1999 to 2007, Mr Marx worked at the global consulting firm McKinsey & Company, focusing on operational improvement programmes in the automotive and aerospace industries in Europe, Brazil, and Japan.

He joined Daimler AG in 2007 to head the global controlling function for vehicle and powertrain component projects, as well as market-entry / mergers and acquisitions for three truck brands in North America, Europe, and Asia. This led him to the role of President and Chief Executive Officer at Daimler Trucks China in 2009 and subsequently, President of Skoda China with Volkswagen AG, overseeing imports and joint venture business relations in both roles.

In 2012 Mr Marx joined the European leadership team of Bain Capital as a member of their portfolio group, driving and leading transformational change programs. This role also encompassed due diligence and merger and acquisition activities, with specific focus on automotive and industrial assets, and also included interim roles such as Chief Executive Officer of Wittur Group, a global Tier-1 supplier to the elevator industry.

Gerrit Marx joined CNH Industrial in January 2019 as President of Commercial and Specialty Vehicles.

Since the spin-off of Iveco Group from CNH Industrial on 1st January 2022, Mr Marx has served as Chief Executive Officer of the newly formed Company.

Born in 1975, German citizenship.



### Francesco Tanzi

**Chief Financial Officer** 

With some 30 years of experience, Francesco Tanzi is a senior financial management leader with a Bachelor's degree in Business Economics and Finance from Bocconi University in Milan, Italy. He started his career at Pirelli, where he assumed roles in the Export Financing Unit and in the Financial Planning Department. Mr Tanzi then joined Pirelli International Treasury in Basel, Switzerland, which marked the beginning of his experience abroad. In 2000 he was appointed Deputy Group Treasurer, taking over responsibilities for operations in Milan, Basel, and London.

In 2001 he became Finance Director at Telecom Italia, where he was responsible for all financial aspects of the company's strategies and financial analysis. He also oversaw the Merger and Acquisition department within this group.

In 2009 Mr Tanzi took on the position of Executive Vice President and Chief Financial Officer at Pirelli.

Francesco Tanzi is currently the Chief Financial Officer at Iveco Group.



### **Domenico Nucera**

President, Bus Business Unit

Domenico Nucera has worked in the Powertrain business since 2003, assuming various roles of increasing responsibility in process engineering, quality, manufacturing engineering, and international operations at Fiat Powertrain Technologies and later at FPT Industrial.

Mr Nucera holds a Master's degree in Electronics Engineering from the University of Pisa, Italy.

Within CNH Industrial, he was the Plant Director for the Turin Driveline Plant of FPT Industrial in 2013, overseeing the production of axles and transmissions for IVECO trucks and buses. He was also the Plant Director of FPT Industrial's Turin Engine Plant in 2015.

In 2017 Mr Nucera became the Director of Powertrain Quality and later in 2019 this role expanded to Commercial and Specialty Vehicles as well.

In 2020 he was named Vice President of Aftermarket Solutions for both Powertrain and Commercial and Specialty Vehicles.

At Iveco Group, Domenico Nucera is the President of the Bus Business Unit