

The logo features the text "IVECO • GROUP" in a white, sans-serif font, centered within a glowing blue circular ring. The ring is partially obscured at the bottom, creating a semi-circular effect. The background is a dark, textured blue surface that resembles water with ripples.

IVECO • GROUP

## Iveco Group N.V. | Q1 2022 Financial Results

Turin, Italy – 26<sup>th</sup> April 2022

# Safe Harbor Statement and Disclosures

All statements other than statements of historical fact contained in the slides presented today, including competitive strengths; business strategy; future financial position or operating results; budgets; projections with respect to revenue, income, earnings (or loss) per share, capital expenditures, dividends, liquidity, capital structure or other financial items; costs; and plans and objectives of management regarding operations and products, are forward-looking statements. Forward looking statements also include statements regarding the future performance of Iveco Group and its subsidiaries on a standalone basis. These statements may include terminology such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “outlook”, “continue”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “prospects”, “plan”, or similar terminology. Forward-looking statements, including those related to the COVID-19 pandemic and Russia-Ukraine war, are not guarantees of future performance. Rather, they are based on current views and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside our control and are difficult to predict. If any of these risks and uncertainties materialize (or they occur with a degree of severity that the Company is unable to predict) or other assumptions underlying any of the forward-looking statements prove to be incorrect, including any assumptions regarding strategic plans, the actual results or developments may differ materially from any future results or developments expressed or implied by the forward-looking statements. Factors, risks and uncertainties that could cause actual results to differ materially from those contemplated by the forward-looking statements include, among others: the continued uncertainties related to the unknown duration and economic, operational and financial impacts of the global COVID-19 pandemic and the actions taken or contemplated by governmental authorities or others in connection with the pandemic on our business, our employees, customers and suppliers; supply chain disruptions, including delays caused by mandated shutdowns, industry capacity constraints, material availability, and global logistics delays and constraints; disruption caused by business responses to COVID-19, including remote working arrangements, which may create increased vulnerability to cybersecurity or data privacy incidents; our ability to execute business continuity plans as a result of COVID-19; the many interrelated factors that affect consumer confidence and worldwide demand for capital goods and capital goods-related products, including demand uncertainty caused by COVID-19; general economic conditions in each of our markets, including the significant economic uncertainty and volatility caused by COVID-19; travel bans, border closures, other free movement restrictions, and the introduction of social distancing measures in our facilities may affect in the future our ability to operate as well as the ability of our suppliers and distributors to operate; changes in government policies regarding banking, monetary and fiscal policy; legislation, particularly pertaining to capital goods-related issues such as agriculture, the environment, debt relief and subsidy program policies, trade and commerce and infrastructure development; government policies on international trade and investment, including sanctions, import quotas, capital controls and tariffs; volatility in international trade caused by the imposition of tariffs, sanctions, embargoes, and trade wars; actions of competitors in the various industries in which we compete; development and use of new technologies and technological difficulties; the interpretation of, or adoption of new, compliance requirements with respect to engine emissions, safety or other aspects of our products; production difficulties, including capacity and supply constraints and excess inventory levels; labor relations; interest rates and currency exchange rates; inflation and deflation; energy prices; prices for agricultural commodities; housing starts and other construction activity; our ability to obtain financing or to refinance existing debt; price pressure on new and used vehicles; the resolution of pending litigation and investigations on a wide range of topics, including dealer and supplier litigation, follow-on private litigation in various jurisdictions after the settlement of the EU antitrust investigation of the Iveco Group announced on 19<sup>th</sup> July 2016, intellectual property rights disputes, product warranty and defective product claims, and emissions and/or fuel economy regulatory and contractual issues; security breaches, cybersecurity attacks, technology failures, and other disruptions to the information technology infrastructure of Iveco Group and its suppliers and dealers; security breaches with respect to our products; our pension plans and other post-employment obligations; further developments of the COVID-19 pandemic on our operations, supply chains, distribution network, as well as negative evolutions of the economic and financial conditions at global and regional levels; political and civil unrest; volatility and deterioration of capital and financial markets, including other pandemics, terrorist attacks in Europe and elsewhere; our ability to realize the anticipated benefits from our business initiatives as part of our strategic plan; our failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures, strategic alliances or divestitures and other similar risks and uncertainties, and our success in managing the risks involved in the foregoing.

Forward-looking statements are based upon assumptions relating to the factors described in this earnings release, which are sometimes based upon estimates and data received from third parties. Such estimates and data are often revised. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside Iveco Group’s control. Iveco Group expressly disclaims any intention or obligation to provide, update or revise any forward-looking statements in this announcement to reflect any change in expectations or any change in events, conditions or circumstances on which these forward-looking statements are based. Further information concerning Iveco Group, including factors that potentially could materially affect Iveco Group’s financial results, is included in Iveco Group’s reports and filings with the Autoriteit Financiële Markten (“AFM”) and Commissione Nazionale per le Società e la Borsa (“CONSOB”).]

# Q1 2022 | CEO Executive Summary

- Solid quarterly performance despite a challenging environment with continuous supply chain concerns, raw material price increases and component shortages (particularly semiconductors)
- Consolidated Net Revenues were up almost 2% vs. Q1 2021, and Adj. EBIT margin was at 3.3%. Adj. Diluted EPS was at €0.15 per common share
- Net Industrial Cash position was at €765mn. Free Cash Flow absorption in the quarter was €(166)mn, €137mn better than Q1 2021 mainly driven by lower working capital outflow
- Available Liquidity was at €3.4bn on 31<sup>st</sup> March 2022, including €200mn committed RCF signed in February and March 2022
- Negative after-tax impact of €51mn in connection with our Russian and Ukrainian operations, primarily due to the impairment of certain assets

Note: All figures are provided herein on a IFRS € basis unless otherwise indicated.



Iveco Group and **Hyundai Motor Company** (HYMTF) have signed a Memorandum of Understanding (MoU) on the 4th of March to explore possible collaborations on shared vehicle technology, joint sourcing, and mutual supply



## New Investment plan of 1bn Reais to promote the sustainable growth in SA

The contribution is intended for the development of products and services, the expansion of the dealer network, the locating parts and components, improving processes productivity and increased hiring






IVECO BUS, a brand of Iveco Group and a leading manufacturer of buses and coaches, has signed three framework agreements with **DPP**, the Prague Public Transit Company, for the supply of up to 253 buses between 2022 and 2027 for the Czech Republic's capital



IVECO signs MoU with **Enel X** to develop e-mobility for commercial vehicles in Europe

# Q1 2022 | Industry Volume

Industry statistics in units (% change vs. Q1 2021)

		Europe (*)	South America (*)	Rest of World (*)	Worldwide
	<b>LCV</b> (3.5-7.49T)	(20%)	4%	(13%)	(17%)
	<b>M&amp;H</b> (>7.5T)	(1%)	3%	(1%)	FLAT
	<b>Buses</b>	(3%)	2%	4%	2%

NOTE: Total Industry Volume % change Q1 2022 vs. Q1 2021 reflecting aggregate for key markets where Company competes.

(\*) Regional split definition in Appendix

# Q1 2022 | Channel Inventory

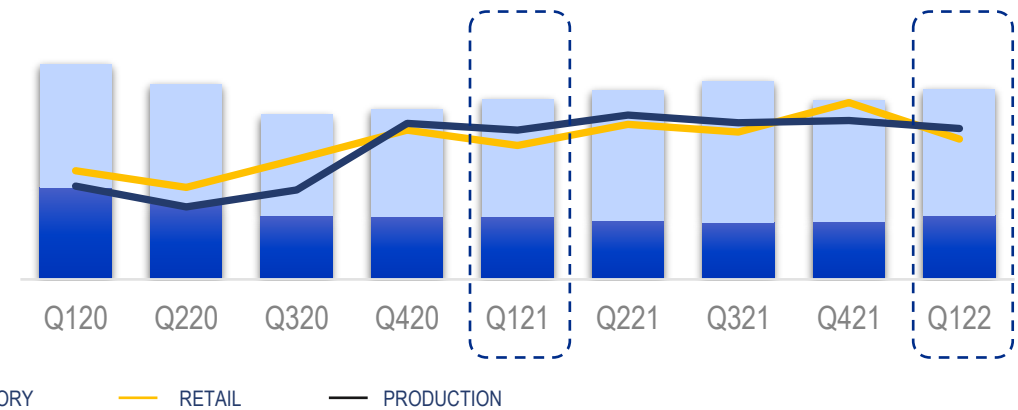
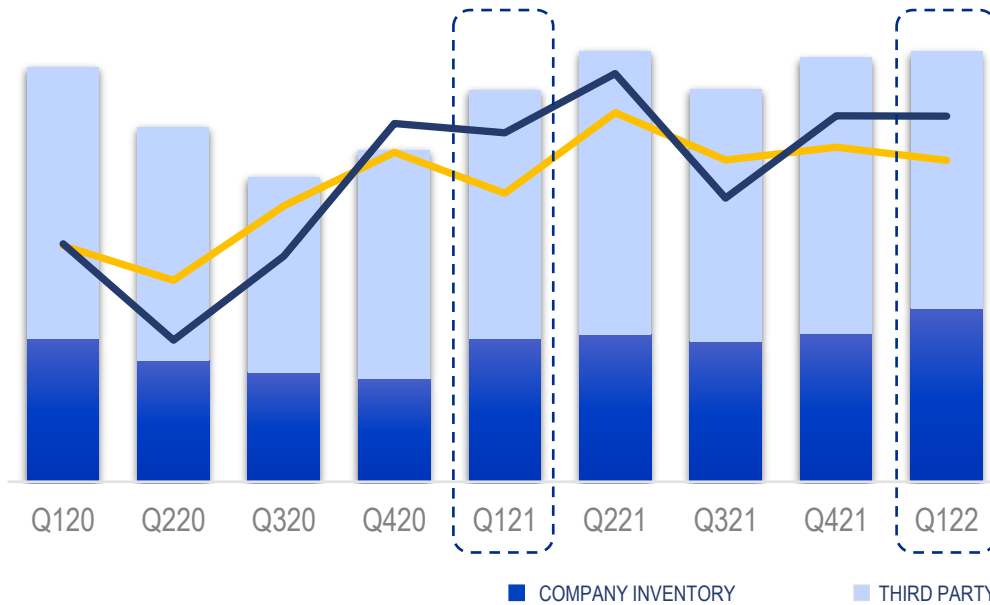
Iveco Group and Dealer units statistics



**LCV**  
(3.5-7.49T)



**M&H**  
(>7.5T)



# Q1 2022 | WW - Deliveries and Order Intake

Iveco Group | Trucks and Buses units statistics



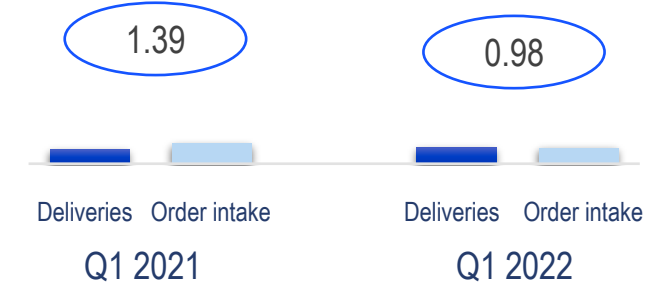
**LCV**  
(3.5-7.49T)



**M&H**  
(>7.5T)



**Buses**



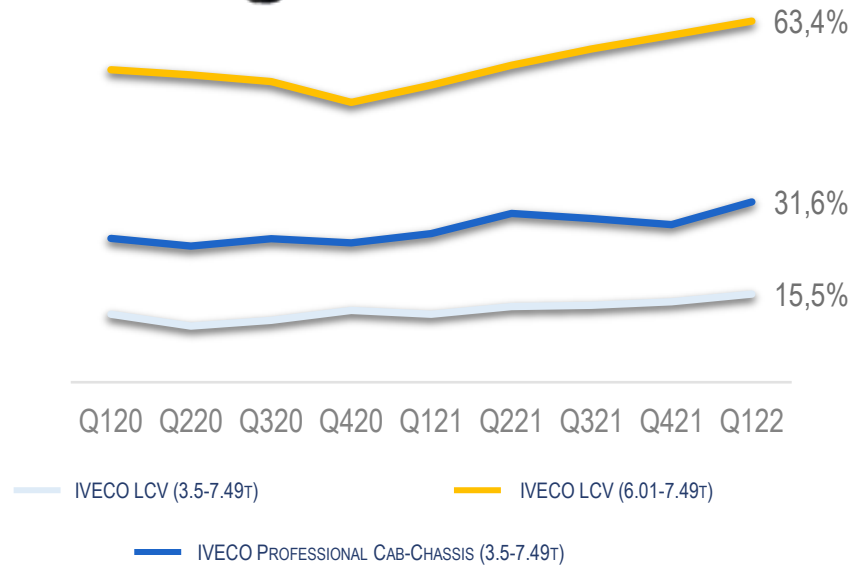
BOOK TO BILL

# Q1 2022 | EU Preliminary Market share

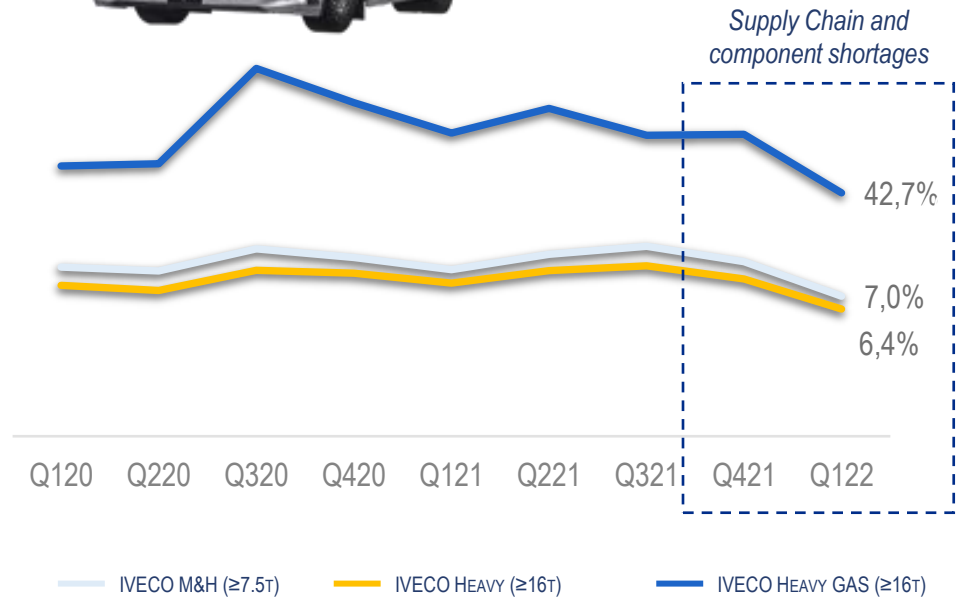
Registration units



**LCV**  
(3.5-7.49T)



**M&H**  
(>7.5T)



(\*) EU registrations exclude UK and Ireland Note: source of data in appendix



# DRIVE | Operational Excellence Programme

Groupwide programme to lift profitability

## Commercial

- Grow Iveco customer and connected services offering
- Roll out commercial excellence initiative
- Enlarge FPTs non-captive engine customer base
- Optimise pricing and mix using advanced analytics

## Business model innovation

- Model for future of low-to-zero CV mobility through a usage-based one-stop-solution for all client needs (equipment and services)
- Attractive pricing and best-in-class service level to facilitate customer transition to alternative propulsion
- Independent company under Financial Services

# DRIVE.



## Product, Cost and Quality

- Redesign the extended logistics ecosystem
- De-complexity starting from manufacturing processes
- Full Leverage of telematics applications
- Optimise direct materials costs jointly with suppliers
- Improve our product quality substantially

## Cash

- Increase cash conversion rate through targeted actions across the cash funnel
- Achieve industry standard in resilience to business cyclicality
- Embed best practices in reporting & planning processes for better and timely optimizing cash & funding position

€1bn profitability improvements by 2026E (as per our SBP presented on 18th Nov. 21)

# Q1 2022 | Iveco Group 2022 Sustainability Essentials



## Selected information on Iveco Group's:

- Sustainability strategy
- Strategic Sustainability Targets
- ESG Governance
- Main KPIs (occupational safety, waste recovered, CO<sub>2</sub> emissions and energy consumption)
- Assurance statement by an independent certification body (SGS)



The publication also contains the **SASB index** (as per Industrial Machinery & Goods Industry standard), an initial disclosure in accordance with the recommendations of the **Task Force on Climate-related Financial Disclosures (TCFD)** and the **SGS assurance statement**.



# IVECO • GROUP

IVECO  
CAPITAL

HEULIEZ

IVECO  
BUS

IVECO

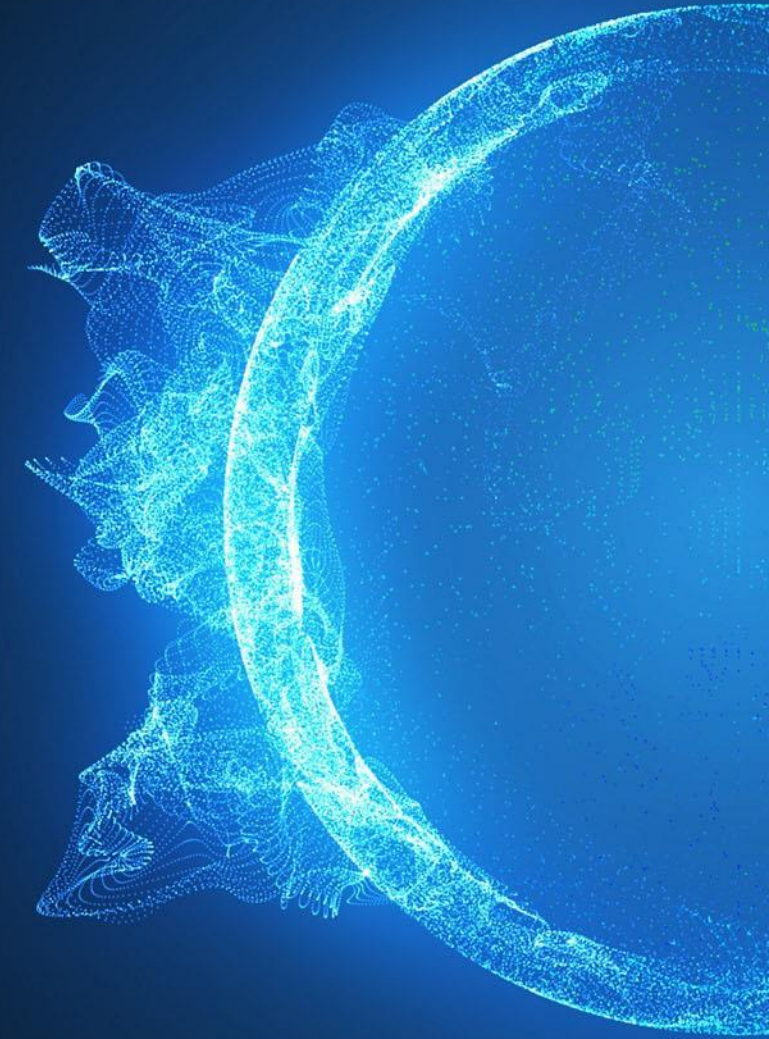
FPT  
POWERTRAIN TECHNOLOGIES

IVECO  
DEFENCE VEHICLES

ASTRA

MAGIRUS

## Financials | Q1 2022



# Q1 2022 | Financial Summary

Financial results presented under IFRS

€3.0bn

## Net Revenues

- Industrial Activities Net Revenues were up 1.5% to €3.0bn mainly due to positive price realization and better mix more than offsetting negative volumes

€(166)mn

## Industrial Free Cash Flow

- €137mn improvement vs. Q1 2021 due to lower seasonal working capital absorption, notwithstanding the impact of component shortages on inventory level

€102mn

## Adj EBIT

- Consolidated Adj. EBIT was down €32mn to €102mn
- Industrial Activities Adj EBIT was down €34mn to €82mn, with margin at 2.7% (3.9% in Q1 2021)

€765mn

## Net Industrial Cash / (Debt)

- Down €298mn from 31<sup>st</sup> December 2021
- Including €(141)mn cash-out from restructuring of Chinese JVs

€42mn

## Adj Net Income

- Adjusted net profit attributable to Iveco Group N.V. was €40mn, down €17mn vs. Q1 2021
- Adjusted Diluted EPS at €0.15 (€0.21 in Q1 2021)

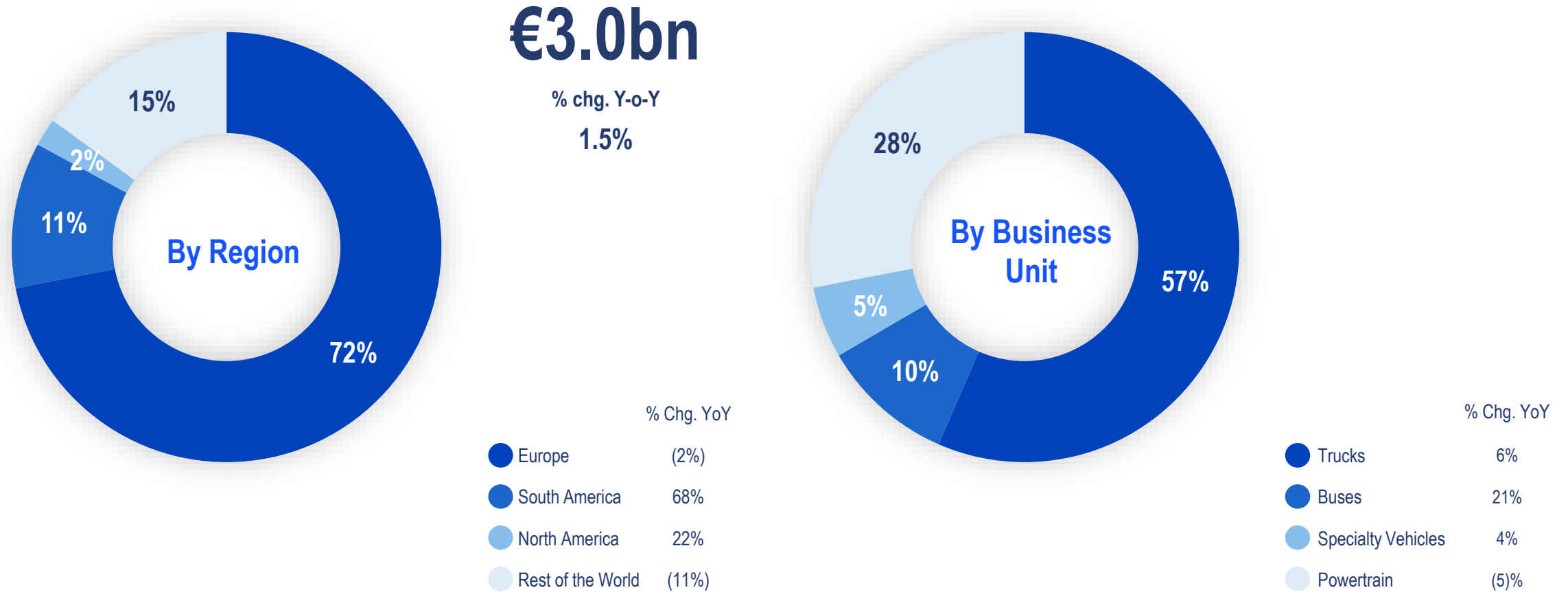
€3.4bn

## Available Liquidity

- Up ~€2.0bn from 31<sup>st</sup> December 2021, including €1.4bn undrawn syndicated committed revolving credit facility (€500mn syndicated term facility was executed and fully utilized in Q1 2022) and €200mn undrawn committed revolving credit facilities signed in Q1 2022

# Q1 2022 | Industrial Activities Net Revenues

Split by region and segment

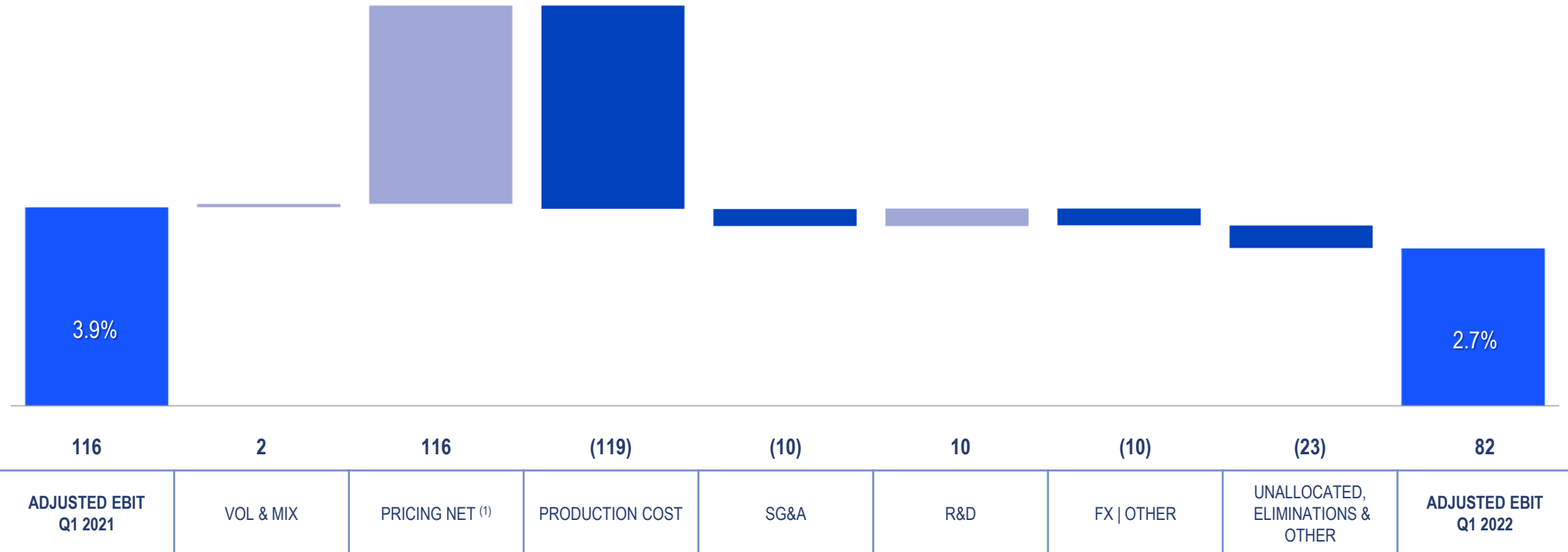


NOTE: Net Revenues | Excluding Other Activities, Unallocated Items and Adjustment & Eliminations.

# Q1 2022 | Industrial Activities Adj. EBIT

Walk by segment & driver

IFRS (€m)



## Segments View

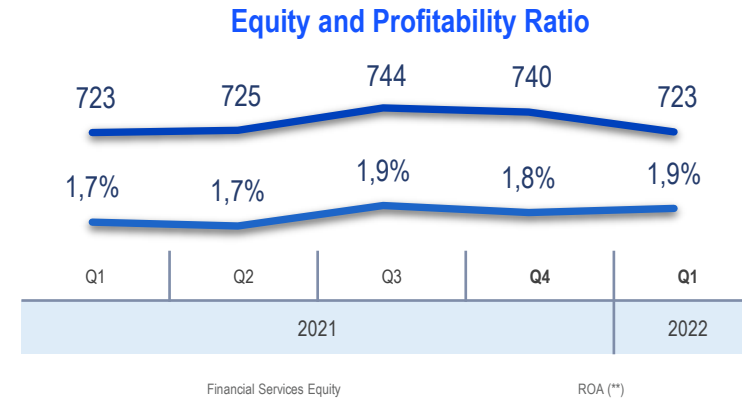
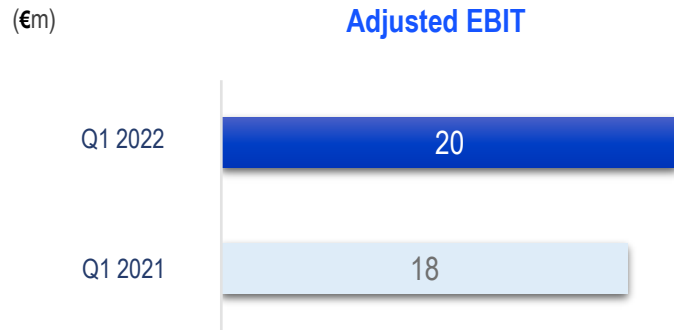
Segment	Adjusted EBIT Q1 2021	Vol & Mix	Pricing Net <sup>(1)</sup>	Production Cost	SG&A	R&D	FX   Other	Unallocated, Eliminations & Other	Adjusted EBIT Q1 2022
C&SV	59	39	116	(104)	(10)	5	(12)		93
PT	89	(37)		(15)	-	5	1		45

Note: numbers may not add due to rounding.

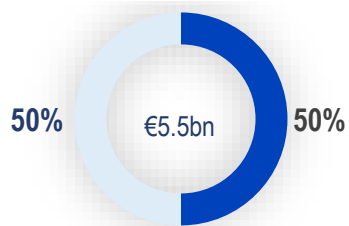
(1) Pricing net in Powertrain included in Production Cost

# Q1 2022 | Financial Services

## Adj EBIT and Managed Portfolio



### Managed Portfolio (\*) & Retail Originations(\*\*)

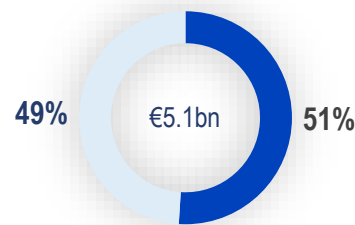


31<sup>st</sup> March 2022

Q1 '22 retail originations at €310mn slightly lower compared to 31 March 2021

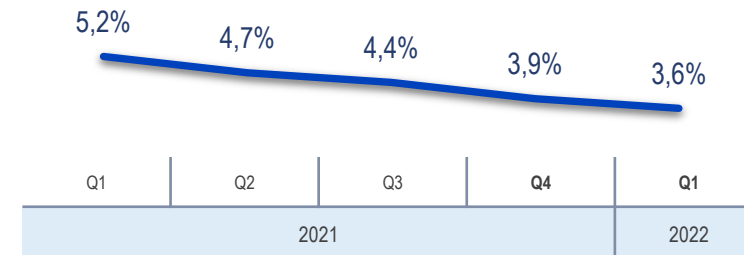
Managed portfolio\* at €5.5bn, up by €0.4bn compared to 31 March 2021

■ RETAIL ■ WHOLESALE



31<sup>st</sup> March 2021

### Delinquencies on Book (>30 days)

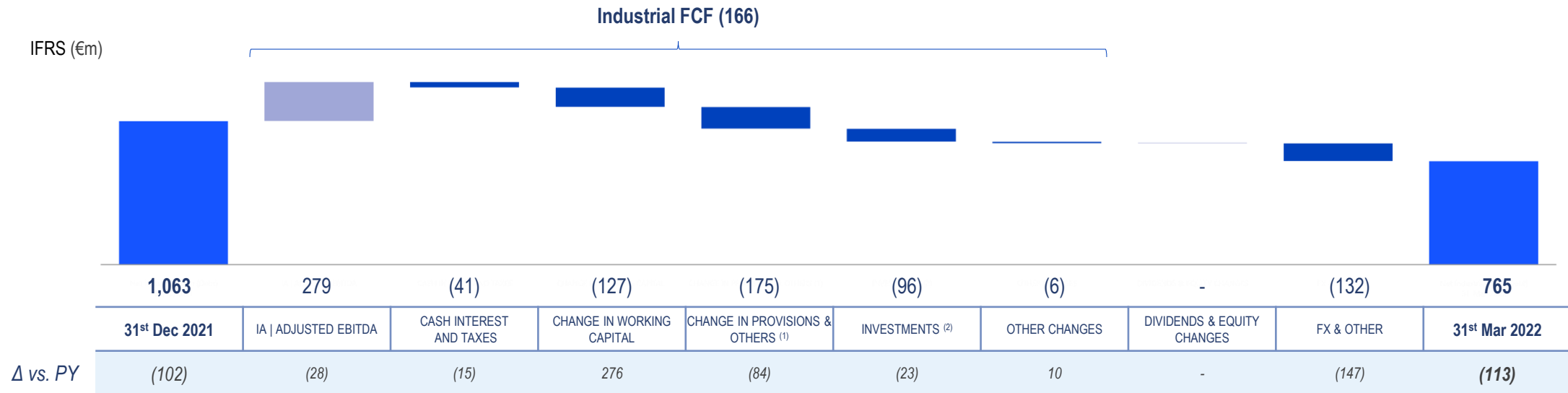


(\*) RoA Expressed as % of Adjusted EBIT on Average Iveco Capital On Book Receivables and IVG JVs Receivables at pro-quota for the stake in the JVs

(\*\*) Iveco Capital Portfolio and Originations including unconsolidated JVs

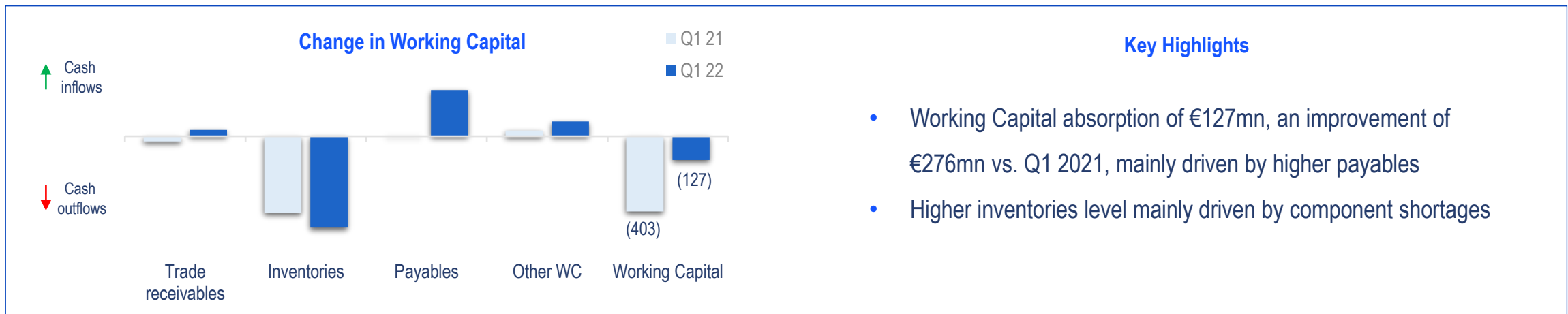
# Q1 2022 | Net Industrial Cash / (Debt) walk

Focus on Working Capital dynamics



(1) Including other cash flow items related to operating lease and buy-back activities.

(2) Property, plant and equipment, and intangible assets. Excluding assets sold under buy-back commitments and assets under operating leases.





# 31 March 2022 | Debt Maturity Profile

Focus on Group Available Liquidity



IFRS – €m	31 <sup>st</sup> March 2022
Cash and cash equivalents	1.7
Undrawn committed facilities	1.6
Other current financial assets <sup>(1)</sup>	0.0
<b>Available Liquidity</b>	<b>3.4</b>

(1) This item includes short-term deposits and investments towards high-credit rating counterparties

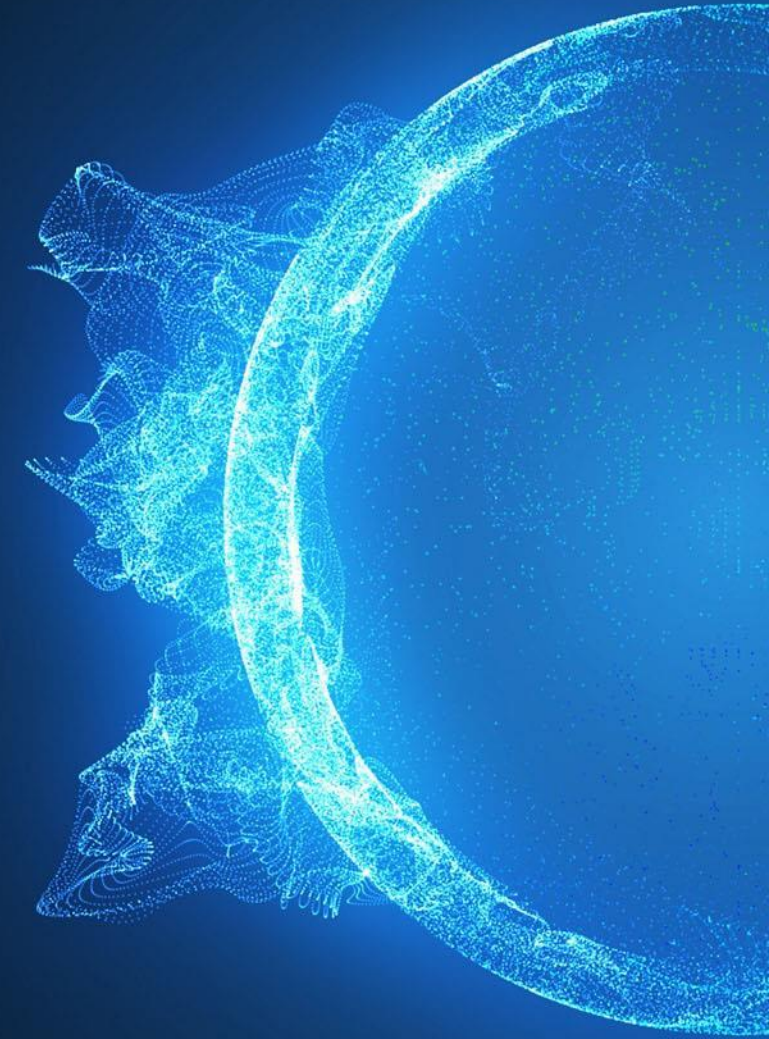
<sup>1</sup> Of which €0.1bn Restricted Cash & Current Securities

Note: numbers may not add due to rounding.

# IVECO • GROUP




IVECO CAPITAL HEULIEZ IVECO BUS | IVECO POWERED BY FPT | IVECO DEFENCE VEHICLES TRUCKS ASTRA MAGIRUS

## CEO | Closing Remarks



# FY 2022E | Preliminary Industry Outlook

Units (% change vs. FY 2021)

		Europe (*)	South America (*)	Rest of World (*)	Worldwide
	<b>LCV</b> (3.5-7.49T)	FLAT	(10%)	(15%)	(5%)
	<b>M&amp;H</b> (>7.5T)	FLAT – 5%	5% - 10%	(15%)	(5%)
	<b>Buses</b>	5%	~ 30%	~ 5%	10%

Preliminary Industry outlook based on current visibility.  
Significant uncertainties due to supply chain, COVID 19 pandemic and Russia / Ukraine war development

NOTE: Total Industry Volume % change FY 2022 vs. FY 2021 reflecting aggregate for key markets where Company competes.

(\*) Regional split definition in Appendix

# FY 2022E | Preliminary Financial Outlook

Euro IFRS

		<b>FY 2022E</b>
<b>Group</b>	<b>Adj EBIT</b>	<b>€350mn - €370mn</b>
<b>Industrial Activities</b>	<b>Net Revenues</b> <i>(including currency translation effects)</i>	<b>Flat to up 3%</b> <i>vs. FY 2021</i>
	<b>SG&amp;A</b>	<b>&lt; 6.5%</b> <i>over Net Sales</i>
	<b>Net Industrial Cash <sup>(1)</sup></b>	<b>Slightly up</b> <i>vs. 31 December 2021</i>

Preliminary Financial outlook based on current visibility.  
Significant uncertainties on Q2 and potentially Q3 due to supply chain, COVID 19 pandemic and Russia / Ukraine war development

(1) This item is a non-IFRS financial measure. Reconciliation in appendix

# CEO | Takeaway messages

---

- Q2 2022 is expected to be the quarter most severely impacted by supply chain issues and component shortages. FY 2022 product cost expected to be substantially offset by pricing
- The operational excellence programme – DRIVE – is proceeding in each of the main four categories providing significant self-help improvements to our future profitability path
- We are maintaining a tight control on working capital with laser focus on our inventories level managing our order book to preserve relative profitability
- Our Available liquidity level permits to navigate current challenging environment with solid and reassuring foundations allowing us to keep investing in our new energy future
- Continue to pursue “The Iveco Way” adding new partnerships and collaborations while implementing existing MoU in the various identified areas of cooperation

# IVECO • GROUP

IVECO  
CAPITAL

HEULIEZ

IVECO  
BUS

IVECO

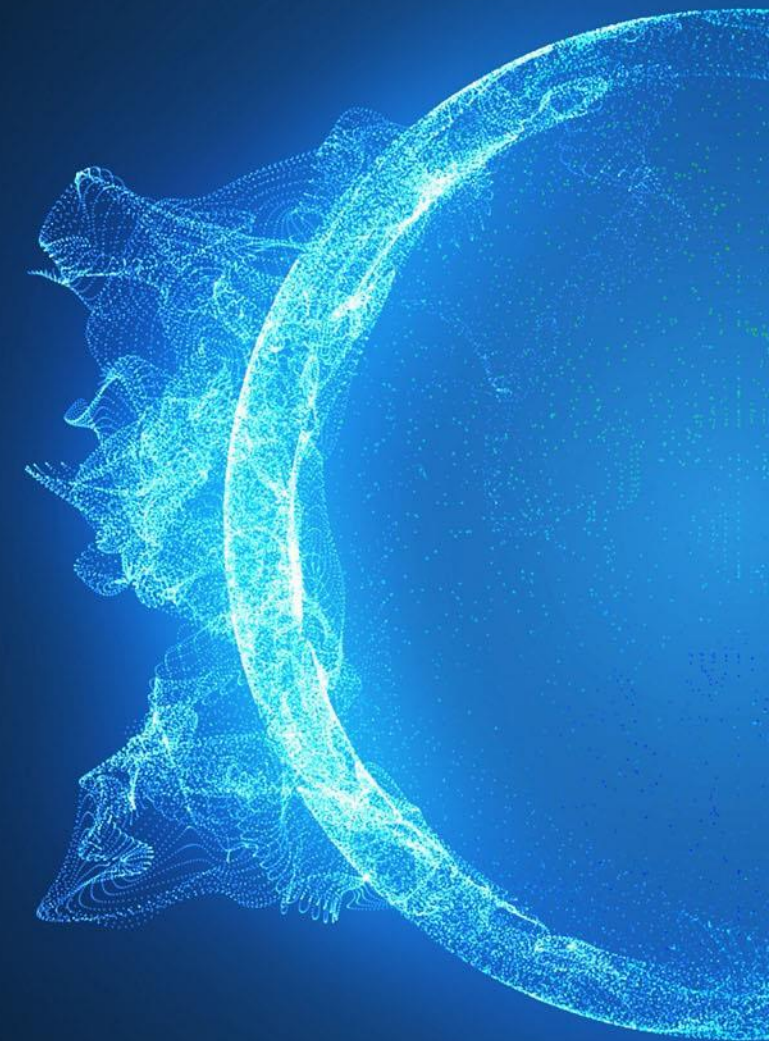


IVECO  
DEFENCE VEHICLES



MAGIRUS

## Appendix



# Financial Services

*Main economic and financial flows between Industrial Activities and Financial Services*

## Wholesales

- **Wholesale Financing and Factoring:** FS purchases from Industrial Activities the receivables originated when a product is sold, applying a discount fee to remunerate the services provided by FS in managing the receivables portfolio (Credit risk management, ICT, digital and operation activities, treasury and finance etc.)
- FS manages the receivables vs Dealers-Importers- Municipalities-Key Accounts-Customers, assumes risks and funds operations more efficiently vs. the industrial companies
- Dealers use FS **wholesale financing** to maintain representative stock of trucks and parts in their stores also through financial products provided by FS

## Accounting Treatment

- **Wholesale Financing:** The cost charged by FS (including the compensation for any “interest free period” for the dealer) is recognized as a reduction in net sales for the applicable Industrial Activities segment. After the expiration of any “interest-free” period, interest is charged to dealers on outstanding balances until Financial Services receives payment in full.
- **Factoring:** The cost charged by FS is recognized as financial expense.

## Retail

- **Retail Financing:** FS provides loans, leasing and rental to end customers, offering financial products designed to provide regular payments in the purchasing of products
- FS uses different structures to support Retail Financing: mainly through JVs as primary banks, but also through On Book and Vendor Programs
- End customers use FS retail financing (loan or leases or rental) to purchase trucks for various uses

## Accounting Treatment

- **Retail JVs:** Net Result recognized through the adoption of the equity method
- **Retail On book:** Results and Portfolio fully recognized through Profit and Loss and Balance sheet
- **Retail Vendor Programs:** Vendor program fees recognized in Profit and Loss (where applicable)

# Reconciliation of EBIT to Adjusted EBIT by segment

Q1 2022 vs. Q1 2021

## Q1 2022

€m	Commercial and Specialty Vehicles	Powertrain	Unallocated items, eliminations and other	Total Industrial Activities	Financial Services	Eliminations	Total
<b>EBIT</b>	<b>61</b>	<b>45</b>	<b>(63)</b>	<b>43</b>	<b>(2)</b>	<b>-</b>	<b>41</b>
Adjustments:							
Restructuring costs	1	-	-	1	-	-	1
Other discrete items <sup>(1)</sup>	31	-	7	38	22	-	60
<b>Adjusted EBIT</b>	<b>93</b>	<b>45</b>	<b>(56)</b>	<b>82</b>	<b>20</b>	<b>-</b>	<b>102</b>

## Q1 2021

€m	Commercial and Specialty Vehicles	Powertrain	Unallocated items, eliminations and other	Total Industrial Activities	Financial Services	Eliminations	Total
<b>EBIT</b>	<b>58</b>	<b>89</b>	<b>(32)</b>	<b>115</b>	<b>18</b>	<b>-</b>	<b>133</b>
Adjustments:							
Restructuring costs	1	-	-	1	-	-	1
<b>Adjusted EBIT</b>	<b>59</b>	<b>89</b>	<b>(32)</b>	<b>116</b>	<b>18</b>	<b>-</b>	<b>134</b>

(1) In the three months ended 31st March 2022, this item includes €53 million in connection with our Russian and Ukrainian operations, primarily due to the impairment of certain assets, €4 million separation costs related to the spin-off of the Iveco Group business, and €3 million related to the impairment of certain assets held for sale.



# Q1 2022 | Reconciliation table

Q1 2022 vs. Q1 2021

Reconciliation of Adj. net profit / (loss) and Adj. income tax (expense) benefit to Consolidated Profit/(loss) and Income tax (expense) benefit and calculation Adj. ETR under IFRS

IFRS – €m	Q1 2022 <sup>(1)</sup>	Q1 2021 <sup>(1)</sup>
<b>Profit (Loss)</b>	<b>(15)</b>	<b>67</b>
(a) Adjustments impacting Profit /(loss) before income tax (expense) benefit	61	1
(b) Adjustments impacting Income tax (expense) benefit	(4)	1
<b>Adjusted net profit (loss)</b>	<b>42</b>	<b>69</b>
Adjusted net profit (loss) attributable to Iveco Group N.V.	40	57
Weighted average shares outstanding – diluted (#m)	272	271
<b>Adjusted diluted EPS (€)</b>	<b>0.15</b>	<b>0.21</b>
<b>Profit (Loss) before taxes</b>	<b>7</b>	<b>99</b>
(a) Adjustments impacting Profit (Loss) before income tax (expense) benefit	61	1
<b>(A) Adjusted profit/(loss) before income tax (expense) benefit</b>	<b>68</b>	<b>100</b>
Income tax (expense) benefit	(22)	(32)
(b) Adjustments impacting Income tax (expense) benefit	(4)	1
<b>(B) Adjusted income tax (expense) benefit</b>	<b>(26)</b>	<b>(31)</b>
<b>(C=B/A) Adjusted Effective Tax Rate (ETR)</b>	<b>38%</b>	<b>31%</b>

# Q1 2022 | Reconciliation table

Q1 2022 vs. Q1 2021

Reconciliation of Adj. net profit / (loss) and Adj. income tax (expense) benefit to Consolidated Profit/(loss) and Income tax (expense) benefit and calculation Adj. ETR under IFRS

IFRS – €m	Q1 2022	Q1 2021
<b>(a) Adjustments impacting Profit/(loss) before income tax (expense) benefit</b>		
Restructuring costs	1	1
Spin-off costs	4	-
Russia and Ukraine – impairment of certain	53	-
Impairment of certain assets held for sale	3	-
<b>Total</b>	<b>61</b>	<b>1</b>
<b>(b) Adjustments impacting Income tax (expense) benefit</b>		
Tax effect of adjustments impacting income tax (expense) benefit	(6)	-
Valuation allowance on Russian deferred tax assets	3	-
Other	(1)	1
<b>Total</b>	<b>(4)</b>	<b>1</b>

# 31<sup>st</sup> March 2022 | Reconciliation table

## Total (Debt) to Net Cash / (Debt)

IFRS (€mn)	Consolidated		Industrial Activities		Financial Services	
	31 <sup>st</sup> March 2021	31 <sup>st</sup> December 2021	31 <sup>st</sup> March 2021	31 <sup>st</sup> December 2020	31 <sup>st</sup> March 2021	31 <sup>st</sup> December 2020
Third party (debt)	(3,262)	(2,709)	(750)	(220)	(2,512)	(2,489)
Intersegment notes (payable) <sup>(1)</sup>	-	-	(594)	(71)	(514)	(41)
(Debt) payables to CNHI pre-Demerger <sup>(2)</sup>	(256)	(3,076)	(2)	(2,370)	(254)	(706)
<b>Total (Debt)</b>	<b>(3,518)</b>	<b>(5,785)</b>	<b>(1,346)</b>	<b>(2,661)</b>	<b>(3,280)</b>	<b>(3,236)</b>
Cash and cash equivalents	1,738	897	1,572	726	166	171
Intersegment financial receivables <sup>(1)</sup>	-	-	514	41	594	71
Financial Receivables from CNHI pre-Demerger <sup>(3)</sup>	44	3,520	14	2,896	30	624
Other current financial assets <sup>(4)</sup>	25	54	25	54	-	-
Derivative assets <sup>(5)</sup>	59	50	61	49	1	1
Derivative (liabilities) <sup>(5)</sup>	(75)	(43)	(75)	(42)	(3)	(1)
<b>Net Cash (Debt)<sup>(6)</sup></b>	<b>(1,727)</b>	<b>(1,307)</b>	<b>765</b>	<b>1,063</b>	<b>(2,492)</b>	<b>(2,370)</b>

- (1) As a result of the role played by the central treasury, debt for Industrial Activities also includes funding raised by the central treasury on behalf of Financial Services (included under Intersegment financial receivables). Intersegment financial receivables for Financial Services, on the other hand, represent loans or advances to Industrial Activities – for receivables sold to Financial Services that do not meet the derecognition requirements – as well as cash deposited temporarily with the central treasury. Total Debt of Industrial Activities includes Intersegment notes payable to Financial Services of €594 million and €71 million as of 31st March 2022 and 31st December 2021 respectively. Total Debt of Financial Services includes Intersegment notes payable to Industrial Activities of €514 million and €41 million as of 31st March 2022 and 31st December 2021, respectively.
- (2) At 31st March 2022, it includes payables related to purchases of receivables or collections with settlement in the following days; at 31st December 2021, it mainly included overdraft and advances/utilizations under cash management and/or cash pooling arrangements and loans granted by the CNH Industrial central treasury.
- (3) At 31st March 2022, it includes receivables related to sales of receivables or collections with settlement in the following days; at 31st December 2021, it mainly referred to cash balances deposited with the CNH Industrial central treasury, including cash management and/or cash pooling arrangements.
- (4) This item includes short-term deposits and investments towards high-credit rating counterparties.
- (5) Derivative assets and Derivative liabilities include, respectively, the positive and negative fair values of derivative financial instruments.
- (6) The net intersegment receivable/(payable) balance recorded by Financial Services relating to Industrial Activities was €80 million and €30 million as of 31st March 2022 and 31st December 2021 respectively.

# 31<sup>st</sup> March 2022 | Reconciliation table

Q1 2022 vs. Q1 2021

IFRS – €mn	31 <sup>st</sup> March 2022	31 <sup>st</sup> December 2021
Cash and cash equivalents	1,738	897
Undrawn committed facilities	1,613	41
Other current financial assets <sup>(1)</sup>	25	54
Financial receivables from CNH Industrial <sup>(2)(*)</sup>	14	444
<b>Available Liquidity</b>	<b>3,390</b>	<b>1,436</b>

Reconciliation of Cash and cash equivalents to Available Liquidity under IFRS.

(1) This item includes short-term deposits and investments towards high-credit rating counterparties.

(2) This item includes financial receivables from CNH Industrial deriving from financing activities and sale of trade receivables

# Q1 2022 | Reconciliation table

Q1 2022 vs. Q1 2021

IFRS – €mn	Q1 2022	Q1 2021
<b>Net cash provided by (used in) Operating Activities</b>	<b>(101)</b>	<b>(194)</b>
Cash flows from Operating Activities of Financial Services net of eliminations	37	(20)
<b>Operating cash flow of Industrial Activities</b>	<b>(64)</b>	<b>(214)</b>
Investments in property, plant and equipment, and intangible assets of Industrial Activities	(96)	(73)
Other changes <sup>(1)</sup>	(6)	(16)
<b>Free Cash Flow of Industrial Activities</b>	<b>(166)</b>	<b>(303)</b>

Reconciliation of Net cash provided by (used in) Operating Activities to Free Cash Flow of Industrial Activities under IFRS.

(1) This item primarily includes change in intersegment financial receivables and capital increases in intersegment investments.

# Book to Bill

Q1 2022 vs. Q1 2021

		Book to Bill		
		Q1 2022	Q1 2021	Δ
Europe	Trucks	1.17	1.92	(39%)
	Light-duty trucks (LCV)	1.08	2	(46%)
	Medium and heavy trucks (M&H)	1.51	1.7	(11%)
	Bus	1.06	1.74	(39%)
	<b>Total (*)</b>	<b>1.16</b>	<b>1.91</b>	<b>(39%)</b>
South America	Trucks	1.1	1.29	(15%)
	Light-duty trucks (LCV)	0.82	1.48	(45%)
	Medium and heavy trucks (M&H)	1.21	1.17	3%
	Bus	0.3	1.00	(70%)
	<b>Total (*)</b>	<b>1.04</b>	<b>1.26</b>	<b>(17%)</b>
Rest of the world	Trucks	1.09	1.17	(7%)
	Light-duty trucks (LCV)	0.89	1.15	(23%)
	Medium and heavy trucks (M&H)	1.37	1.21	13%
	Bus	1.91	0.65	194%
	<b>Total (*)</b>	<b>1.11</b>	<b>1.14</b>	<b>(3%)</b>

Iveco Group	Trucks	1.15	1.75	(34%)
	Light-duty trucks (LCV)	1.05	1.87	(44%)
	Medium and heavy trucks (M&H)	1.39	1.51	(8%)
	Bus	0.98	1.39	(29%)
	<b>Total (*)</b>	<b>1.14</b>	<b>1.73</b>	<b>(34%)</b>

		Order intake		
		Q1 2022	Q1 2021	Δ
Europe	Trucks	30,893	49,387	(37%)
	Light-duty trucks (LCV)	22,891	37,888	(40%)
	Medium and heavy trucks (M&H)	8,002	11,499	(30%)
	Bus	1,683	1,913	(12%)
	<b>Total (*)</b>	<b>32,576</b>	<b>51,300</b>	<b>(36%)</b>
South America	Trucks	5,457	4,855	12%
	Light-duty trucks (LCV)	1,237	2,123	(42%)
	Medium and heavy trucks (M&H)	4,220	2,732	54%
	Bus	109	424	(74%)
	<b>Total (*)</b>	<b>5,566</b>	<b>5,279</b>	<b>5%</b>
Rest of the world	Trucks	5,211	5,307	(2%)
	Light-duty trucks (LCV)	2,509	3,049	(18%)
	Medium and heavy trucks (M&H)	2,702	2,258	20%
	Bus	239	190	26%
	<b>Total (*)</b>	<b>5,450</b>	<b>5,497</b>	<b>(1%)</b>

Iveco Group	Trucks	41,561	59,549	(30%)
	Light-duty trucks (LCV)	26,637	43,060	(38%)
	Medium and heavy trucks (M&H)	14,924	16,489	(9%)
	Bus	2,031	2,527	(20%)
	<b>Total (*)</b>	<b>43,592</b>	<b>62,076</b>	<b>(30%)</b>

		Deliveries		
		Q1 2022	Q1 2021	Δ
Europe	Trucks	26,410	25,717	3%
	Light-duty trucks (LCV)	21,103	18,964	11%
	Medium and heavy trucks (M&H)	5,307	6,753	(21%)
	Bus	1,582	1,099	44%
	<b>Total (*)</b>	<b>27,992</b>	<b>26,816</b>	<b>4%</b>
South America	Trucks	4,978	3,765	32%
	Light-duty trucks (LCV)	1,500	1,430	5%
	Medium and heavy trucks (M&H)	3,478	2,335	49%
	Bus	368	424	(13%)
	<b>Total (*)</b>	<b>5,346</b>	<b>4,189</b>	<b>28%</b>
Rest of the world	Trucks	4,793	4,520	6%
	Light-duty trucks (LCV)	2,821	2,652	6%
	Medium and heavy trucks (M&H)	1,972	1,868	6%
	Bus	125	291	(57%)
	<b>Total (*)</b>	<b>4,918</b>	<b>4,811</b>	<b>2%</b>

Iveco Group	Trucks	36,181	34,002	6%
	Light-duty trucks (LCV)	25,424	23,046	10%
	Medium and heavy trucks (M&H)	10,757	10,956	(2%)
	Bus	2,075	1,814	14%
	<b>Total (*)</b>	<b>38,256</b>	<b>35,816</b>	<b>7%</b>

(\*) Excluding specialty vehicles (Defence and Fire fighting).

# Non-IFRS Financial Measures

Iveco Group monitors its operations through the use of several non-IFRS financial measures. Iveco Group's management believes that these non-IFRS financial measures provide useful and relevant information regarding its operating results and enhance the readers' ability to assess Iveco Group's financial performance and financial position. Management uses these non-IFRS measures to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions as they provide additional transparency with respect to our core operations. These non-IFRS financial measures have no standardized meaning under EU-IFRS and are unlikely to be comparable to other similarly titled measures used by other companies and are not intended to be substitutes for measures of financial performance and financial position as prepared in accordance with EU-IFRS.

Iveco Group's non-IFRS financial measures are defined as follows:

- Adjusted EBIT: is defined as EBIT before restructuring costs and non-recurring items. In particular, non-recurring items are specifically disclosed items that management considers rare or discrete events that are infrequent in nature and not reflective of on-going operational activities.
- Adjusted Net Profit/ (Loss): is defined as net profit/ (loss), less restructuring costs and non-recurring items, after tax.
- Adjusted Diluted EPS: is computed by dividing Adjusted Net Income (loss) attributable to Iveco Group N.V. by a weighted-average number of common shares outstanding during the period that takes into consideration potential common shares outstanding deriving from the Iveco Group share-based payment awards, when inclusion is not anti-dilutive. When we provide guidance for adjusted diluted EPS, we do not provide guidance on an earnings per share basis because the IFRS measure will include potentially significant items that have not yet occurred and are difficult to predict with reasonable certainty prior to year-end.
- Adjusted Income Taxes: is defined as income taxes less the tax effect of restructuring expenses and non-recurring items, and non-recurring tax charges or benefits.
- Adjusted Effective Tax Rate (Adjusted ETR): is computed by dividing a) adjusted income taxes by b) income (loss) before income taxes, less restructuring expenses and non-recurring items.
- Net Cash (Debt) and Net Cash (Debt) of Industrial Activities: Net Cash (Debt) is defined as total Debt plus Derivative liabilities, net of Cash and cash equivalents, Current securities, Derivative assets and other current financial assets (primarily current securities, short-term deposits and investments towards high-credit rating counterparties) and net financial amounts receivables from CNH Industrial deriving from financing activities and sale of trade receivables. Iveco Group provides the reconciliation of Net Cash (Debt) to Total (Debt), which is the most directly comparable EU-IFRS financial measure included in the Group's consolidated statement of financial position. Due to different sources of cash flows used for the repayment of the debt between Industrial Activities and Financial Services (by cash from operations for Industrial Activities and by collection of financing receivables for Financial Services), management separately evaluates o Group monitors its operations through the use of several non-IFRS financial measures. Iveco Group's management believes that these non-IFRS financial measures provide useful and relevant information regarding its operating the cash flow performance of Industrial Activities using Net Cash (Debt) of Industrial Activities.
- Free Cash Flow of Industrial Activities (or Industrial Free Cash Flow): refers to Industrial Activities, only, and is computed as consolidated cash flow from operating activities less: cash flow from operating activities of Financial Services; investments of Industrial Activities in property, plant and equipment and intangible assets; as well as other changes and intersegment eliminations.
- Available Liquidity: is defined as cash and cash equivalents including restricted cash, undrawn medium-term unsecured committed facilities, other current financial assets (primarily current securities, short-term deposits and investments towards high-credit rating counterparties), and net financial amounts receivables from CNH Industrial deriving from financing activities and sale of trade receivables.

# Geographic Information

## Financials - The composition of our regions part of the geographic information is as follow:

- Europe: member countries of the European Union, European Free Trade Association, the United Kingdom, Ukraine and Balkans;
- South America: Central and South America, and the Caribbean Islands;
- North America: United States, Canada and Mexico; and
- Rest of World: Continental Asia (including Turkey and Russia), Oceania and member countries of the Commonwealth of Independent States, the African continent and Middle East.

## Industry / Market Share / Market Position Data

- Certain industry and market share information in this report has been presented on a worldwide basis which includes all countries.
- In this presentation, management estimates of past market-share information are generally based on retail unit sales data in North America, on registrations of equipment in most of Europe, Brazil, and various Rest of the World markets, and on retail and shipment unit data collected by a central information bureau appointed by equipment manufacturers associations, including the ANFAVEA in Brazil, as well as on other shipment data collected by an independent service bureau.
- For Commercial Vehicles regions are defined as: Europe (the EU 27 countries where Commercial Vehicles competes, excluding United Kingdom and Ireland, for market share and total industry volume “TIV” reporting purpose); South America (Brazil, Argentina) and RoW (Russia, Turkey, South-East Asia, Australia, New Zealand). Iveco European LCV Cab chassis only considers the major EU 15 markets.
- In addition, there may be a period of time between the shipment, delivery, sale and/or registration of a unit, which must be estimated, in making any adjustments to the shipment, delivery, sale, or registration data to determine our estimates of retail unit data in any period.



IVECO • GROUP

IVECO  
CAPITAL

HEULIEZ

IVECO  
BUS

IVECO

FPT  
POWERTRAIN TECHNOLOGIES

IVECO  
DEFENCE VEHICLES

ASTRA

MAGIRUS

## Investor Relations Team

**Federico Donati – Head of Investor Relations**

*Luis Cordova – Investor Relations*

*Claudia Zolin – Investor Relations Analyst*

*Enza Marsala – Investor Relations Assistant*

e-mail: [investor.relations@ivecogroup.com](mailto:investor.relations@ivecogroup.com)

website: [www.ivecogroup.com](http://www.ivecogroup.com)

