

	ACTIONS	2013 RESULTS	TARGETS
CNH Industrial	<ul style="list-style-type: none"> ▶ Promotion of renewable energy generation and use ▶ Proactive management of regulatory risks and opportunities, through the ongoing monitoring of current and future emission trading regulations in the countries of operation (e.g., EU-ETS, CRC Energy Efficiency Scheme) 	<ul style="list-style-type: none"> ▲ 16% of the total (direct and indirect) energy consumption derived from renewable sources ■ One Trucks & Commercial Vehicles plant in Europe continued to participate in the EU-ETS scheme, accounting for approx. 90,000 GJ per year of total energy generation ■ One Agricultural & Construction Equipment plant in the UK continued to participate in the Carbon Reduction Commitment (CRC) Energy Efficiency Scheme 	<ul style="list-style-type: none"> ▶ 2014: 15% of the total (direct and indirect) energy consumption derived from renewable sources, with specific targets for each segment ▶ 2014: assurance of compliance with emission trading regulations in the countries of operation ▶ 2014: purchase of CRC emission reduction credits and submission of the Evidence Pack under the UK CRC Energy Efficiency Scheme

LOGISTICS PROCESSES



MINIMIZING ENVIRONMENTAL IMPACT

Commitment: Reduce environmental impact of logistics¹

	ACTIONS	2013 RESULTS	TARGETS
CNH Industrial	<ul style="list-style-type: none"> ▶ Definition of a standard set of environmental KPIs 	<ul style="list-style-type: none"> ▲ -2,260 tons of CO₂ emissions achieved at European level ■ Inbound -15 tons of cardboard achieved at European level ■ CO₂ emissions from air freight shipments monitored for Agricultural & Construction Equipment ■ CO₂ emissions monitoring process extended partially to Trucks & Commercial Vehicles and globally to Powertrain 	<ul style="list-style-type: none"> ▶ 2014: -1,580 tons overall reduction in CO₂ emissions at European level ▶ Inbound 2014: -22 tons overall cardboard reduction at European level ▶ 2014: monitoring of CO₂ emissions from air freight shipments for Trucks & Commercial Vehicles and Powertrain ▶ 2014: completion of CO₂ emissions monitoring process for Trucks & Commercial Vehicles worldwide ▶ 2014: setting of CO₂ emissions targets for all segments worldwide ▶ Inbound 2014: completion of cardboard monitoring process for all segments worldwide ▶ Inbound 2015: setting of cardboard targets for all segments worldwide
CNH Industrial	<ul style="list-style-type: none"> ▶ Increase in low-emission transport 	<ul style="list-style-type: none"> ▲ Upgraded ecological clause (at least 70% of fleet compliant to Euro IV or more stringent standards) incorporated in new contracts: <ul style="list-style-type: none"> ▶ 93% at Agricultural & Construction Equipment ▶ 93% at Trucks & Commercial Vehicles ▶ 75% at Powertrain 	<ul style="list-style-type: none"> ▶ 2014: ongoing gradual introduction of upgraded clause (at least 75% of fleet compliant to Euro IV or more stringent standards) in transport supplier contracts (at European plants)
Agricultural & Construction Equipment, Trucks & Commercial Vehicles	<ul style="list-style-type: none"> ▶ Use of intermodal solutions 	<ul style="list-style-type: none"> ▲ -3,468 tons of CO₂ emissions from Agricultural & Construction Equipment cut worldwide (including Europe) ■ -1,350 tons vs 2011 of CO₂ emissions from Parma-Lecce rail route achieved 	<ul style="list-style-type: none"> ▶ 2014: -1,540 tons overall reduction in CO₂ emissions worldwide (including Europe)
Powertrain		<ul style="list-style-type: none"> ■ Inbound -410 tons of CO₂ emissions cut at European level 	<ul style="list-style-type: none"> ▶ Inbound 2014: -480 tons reduction in CO₂ emissions worldwide (including Europe)

⁽¹⁾ Unless otherwise specified, the results and targets refer to inbound and outbound flows.

Key

- ▲ Target exceeded
- Target achieved or in line with plan
- ▣ Target partially achieved
- ▼ Target postponed

ACTIONS	2013 RESULTS	TARGETS
Agricultural & Construction Equipment and Trucks & Commercial Vehicles	▶ Optimization of transport capacity	▲ -3,316 tons of CO ₂ emissions from Agricultural & Construction Equipment cut worldwide
Powertrain	■ Inbound Approx. 28% of cost of shipping in Europe managed through SDP	▶ Inbound 2014: management of approx. 19% of cost of shipping in Europe through SDP for Powertrain
Agricultural & Construction Equipment	▣ Inbound -0.5% vs 2012 achieved in weight of cardboard and wood for container shipments from Europe to North America and Latin America	▶ Inbound 2014: -0.8% vs 2013 in weight of cardboard and wood for container shipments from Europe to North America and Latin America
Trucks & Commercial Vehicles	▶ Reduction in the use of packaging and protective materials	■ Inbound -5% vs 2012 achieved in disposable wood packaging (from 10.8 to 10.3 kg/m ³) for shipments from Italy to Latin America under the WMF program
Powertrain		▶ Inbound 2014: -35% vs 2013 in disposable wood packaging for shipments under the WMF program

SALES AND POST-SALES



SPREADING PRODUCT ENVIRONMENTAL AND SAFETY KNOWLEDGE

Commitment: Enhance customer relations and satisfaction

ACTIONS	2013 RESULTS	TARGETS
Agricultural & Construction Equipment	▶ Design and offer of targeted training courses to the sale force that leverage best practice within each segment and exploration of all potential synergies	■ 301,398 hours of instructor led training provided (+9.7 % vs. 2012)
	▶ Latin America training team consolidated	▶ 2014: delivery of same number of training hours provided in 2013
Trucks & Commercial Vehicles	▶ 65,600 classroom training hours provided on eco features (+30% vs. 2012)	▶ 2014: introduction of courses on products launched during the year
	▶ 4,800 students involved in product launches of Stralis Euro VI, complete Bus Range Euro VI, and Eurocargo Euro VI, including test drives and benchmark events	▶ 2014: delivery of same number of training hours provided in 2013
		▶ 2014: introduction of courses on products and services launched during the year
		▶ 2014: improvement of training on selling-skills to develop dealer network best practice in product sales