

Fiat Industrial



(30.01% of share capital.
Fiat also holds 2.8% of share capital)

The main consolidated results of the Fiat Industrial Group for the first nine months of 2012 are as follows:

9 Months to

September 30

Revenues (loss)
Profit (loss) attributable to owners of the parent
Equity attributable to owners of the parent

For the first 9 months of 2012, the Fiat Industrial Group with strong top-line growth for CNH more than offsetting the 1.8 billion or a 7.5% decline in the first nine months of 2011.

9 Months to September 30

Automotive and Construction Equipment (CNH)
Commercial Vehicles (IVECO)
and other

Reported revenues of €12.0 billion for the first nine months of 2012, an 18.5% increase over the same period in 2011.

Reported revenues of €6.2 billion for the first nine months of 2012, an 8.1% decline over the same period in 2011.

Reported revenues of €2.1 billion for the first nine months of 2012, an 8.8% year-over-year decline primarily attributable to the decline in the first nine months of 2011.

Trading profit (loss)

For the first 9 months of 2012, the Fiat Industrial Group representing a 27.1% increase over the €1,291 million for the same period in 2011.

9 months to September 30

Automotive and Construction Equipment (CNH)
Commercial Vehicles (IVECO)
and other

Trading profit of €1 billion (trading margin: 10.8%), up €370 million over the €930 million trading profit for the first nine months of 2011.

Reported trading profit of €301 million (trading margin: 4.8%), compared to €329 million for the first nine months of 2011.

Operating profit (loss)

Reported operating profit of €78 million for the first nine months (trading margin: 3.7%), compared to a trading profit of €150 million for the first nine months of 2011.

Profit (loss) for the period

For the first 9 months of 2012, the Fiat Industrial Group representing a 27.1% increase over the €1,291 million for the same period in 2011.

Resulted in a positive €6 million, down over the €74 million for the first nine months of 2011 due to lower earnings in the first nine months of 2012.

Profit for the period January-September 2012 was €1,239 million, compared to €936 million for the same period in 2011.

Reported cash and cash equivalents of €1,475 million for the first nine months of 2012 (€379 million for the same period in 2011) and mainly related to the 2012 cash flow.

The 2012 cash flow of the Fiat Industrial Group was €557 million for the first nine months of 2012, compared to €501 million for the first nine months of 2011.

Equity attributable to owners of the parent

Equity attributable to owners of the parent, Fiat Industrial, at September 30, 2012 is €4,960 million compared to December 31, 2011 (€4,555 million).

Net debt

Net debt at September 30, 2012, €2.3 billion from the beginning of the year (€14.6 billion).

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Balances of
Cash
Fiat Industrial Activities

(a) Methods of fair value recognition of derivative financial instruments.

Significant events

On October 15, 2012 Fiat Industrial S.p.A. was advised that the Special Committee of the Board of CNH Global

Periodi correlati:

- FY
- 1Q
- 1H
