

# Q4 2024 Results

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See slides 11 and 12 for important information on forward-looking information, currency, and specified financial measures, including non-GAAP financial measures

# Executing our Strategy

**FY 2024 Net Revenue <sup>(1)</sup>**

**\$10.1<sup>B</sup>**

Up 6% vs FY 2023



**International  
FY 2024 Net Revenue <sup>(2)</sup>**

**\$4.9<sup>B</sup>**

Up 9% vs FY 2023



**Equipment Backlog <sup>(1)</sup>**

**↑ \$560<sup>M</sup>**

Dec 2024 vs Dec 2023

## Product Support

**Product Support  
Revenue**

**↑ 2%**

2024 vs 2023

**↑ 6%**

Q4 2024 vs Q4 2023

- Overall positive growth led by South America, with increased capacity, capability, and technician headcount
- Exit rate improvement in the UK & Ireland and stability in Canada

## Full Cycle Resilience

**SG&A  
as a % of Net Revenue <sup>(1)</sup>**

**16.3%**

**Free Cash  
Flow <sup>(3)</sup>**

**\$865<sup>M</sup>**

2024

- Record low annual SG&A as a % of net revenue reflected continuous cost control efforts across our business
- Significant free cash flow generation and working capital velocity improvement

## Sustainable Growth

**Used Equipment  
Revenue**

**↑ 29%**

2024 vs 2023

**Power Systems  
Revenue**

**↑ 14%**

- Expanded presence in the used equipment market
- Continued to capture strong demand in oil & gas and data centre markets
- Committed to growing our rental business in the long term <sup>(4)</sup>

<sup>(1)</sup> This is a specified financial measure. See slide 12 for more information.

<sup>(2)</sup> International net revenue comprises net revenue of our South American and UK & Ireland operations.

<sup>(3)</sup> This is a non-GAAP financial measure. See slide 12 for more information.

<sup>(4)</sup> This is forward-looking information. See slide 11 for more information.

# Q4 2024 Results

vs Adjusted Q4 2023<sup>(1)(2)</sup>

<p>Net Revenue</p> <p><b>\$2.6B</b></p>	<p><b>↑ 7%</b></p>
<p>EBIT</p> <p><b>\$223M</b></p>	<p><b>↓ 4%</b></p>
<p>EPS</p> <p><b>\$1.02</b></p>	<p><b>↑ 7%</b></p>

## Q4 2024 Summary

- Strong momentum and healthy customer activity in the mining and power sectors
- Diligent execution of strategy across all regions:
  - South America achieved 10% year over year growth in product support revenue
  - Canada demonstrated strong resilience with notable sequential EBIT improvement
  - UK & Ireland EBIT more than doubled from Adjusted EBIT in Q4 2023

## Q4 2024 Financial Statistics

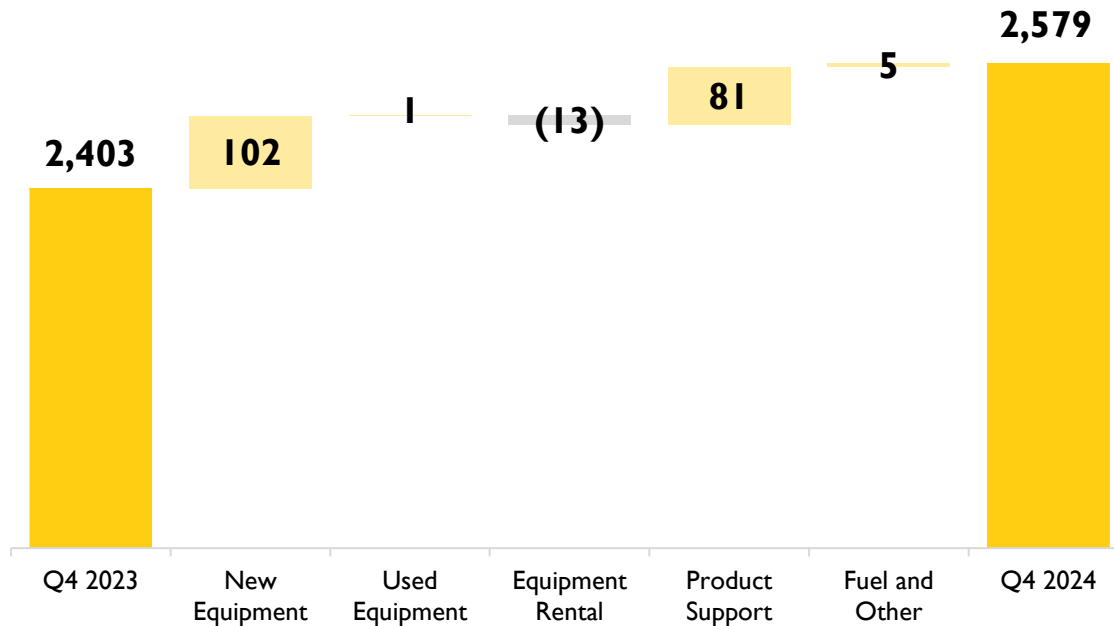
\$ millions, except EPS		Key Ratios	
Revenue	2,873	Invested capital turnover <sup>(1)</sup>	2.08 times
Net revenue	2,579	Working capital to net revenue <sup>(1)</sup>	28.1%
EBIT	223	Inventory turns (dealership) <sup>(1)</sup>	2.78 times
EPS	\$1.02	Adjusted ROIC <sup>(1)</sup>	17.6%
Free cash flow	399	Net debt to Adjusted EBITDA <sup>(1)</sup>	1.5 times

<sup>(1)</sup> This is a specified financial measure. See slide 12 for more information.

<sup>(2)</sup> This is a non-GAAP financial measure. See slide 12 for more information.

# Q4 2024 Net Revenue

**Net Revenue by Line of Business**  
\$ millions

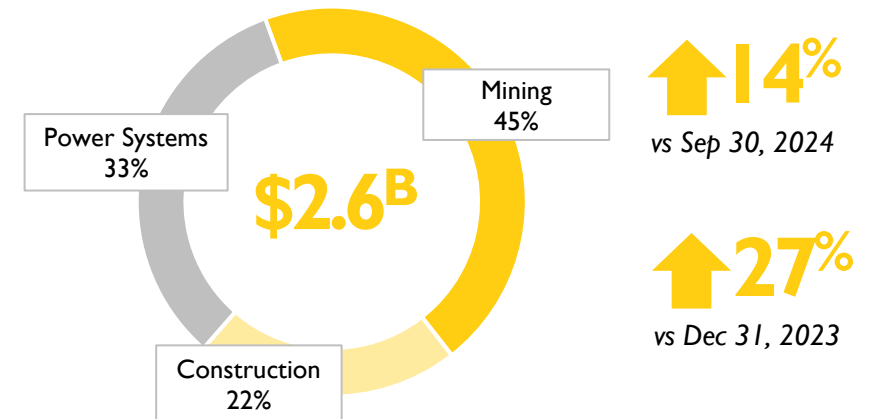


All comparisons are to Q4 2023 results unless indicated otherwise

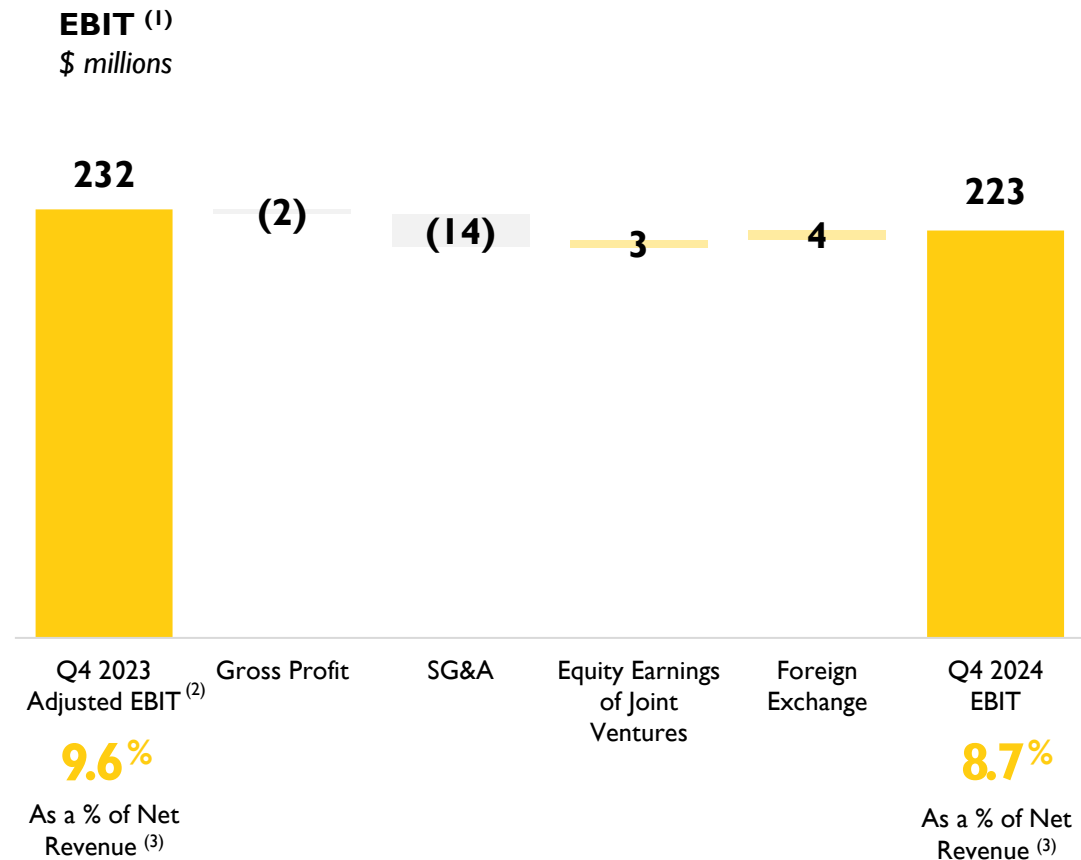
## Q4 2024 Revenue Highlights

- New equipment sales up 12%, driven by strong mining deliveries in South America and power project activities in UK & Ireland
- Rental revenue down 14% due to reduced fleet size and lower utilization
- Product support revenue up 6%, led by South America
- Equipment backlog up 14% from Sep 30, 2024, reflecting strong order intake from mining and construction customers

**Q4 2024 Equipment Backlog**  
At Dec 31, 2024



# Q4 2024 EBIT



All comparisons are to Q4 2023 results unless indicated otherwise

## Q4 2024 EBIT Highlights

- Gross profit as a % of net revenue <sup>(3)</sup> of 24.5% down 140 bps primarily due to a high proportion of lower margin mining equipment deliveries
- SG&A as a % of net revenue of 16.0% reflecting strong cost control

## Q4 2024 EBIT as % of Net Revenue

**South America**

**10.9%**

**Canada**

**8.1%**

**UK & Ireland**

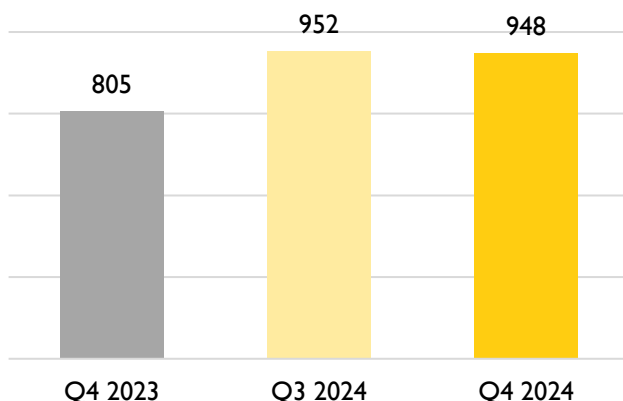
**5.8%**

<sup>(1)</sup> Change presented on a currency neutral basis. <sup>(2)</sup> This is a non-GAAP financial measure. See slide 12 for more information.

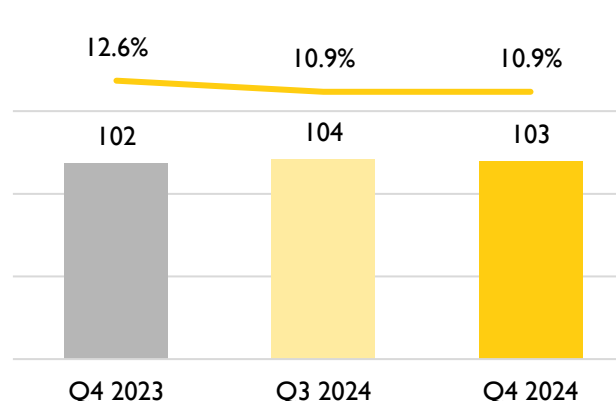
<sup>(3)</sup> This is a specified financial measure. See slide 12 for more information.

# Q4 2024 Results – South America

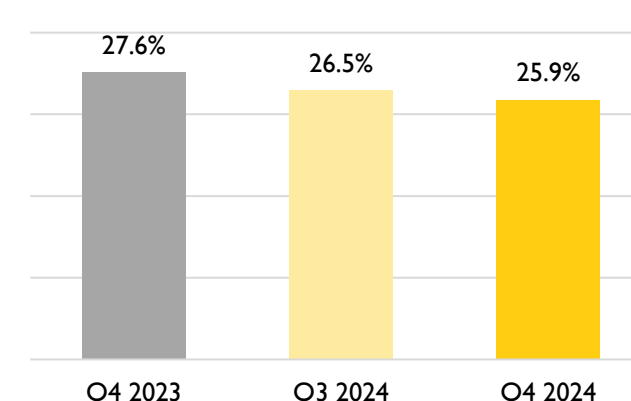
**Net Revenue**  
\$ Millions



**Adjusted EBIT**  
\$ Millions, as a % of Net Revenue



**Adjusted ROIC**



All comparisons are to Adjusted Q4 2023 results in functional currency unless indicated otherwise

## Q4 2024 Commentary

- New equipment sales up 29% driven by mining deliveries
- Product support revenue up 10%, led by strong demand in mining and oil and gas
- EBIT as a % of net revenue down 170 bps primarily due to a higher proportion of lower margin mining equipment deliveries
- Argentina operations were profitable in the quarter

## Market Outlook <sup>(1)</sup>

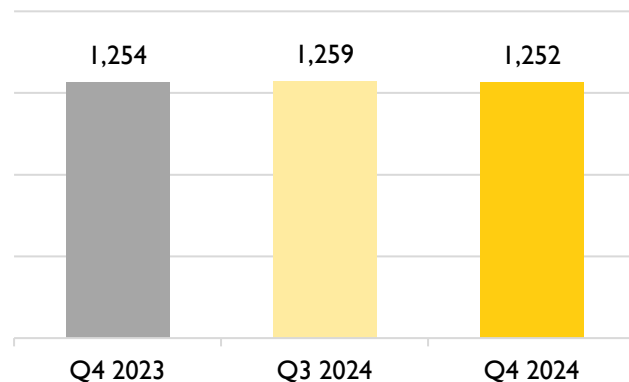
- Strong outlook for Chile mining underpinned by growing demand for copper, strong copper prices, capital deployment into large-scale brownfield expansions, and increasing customer confidence to invest
- Broad-based level of quoting, tender and award activity for mining equipment, product support, and technology solutions. However, expect a more challenging environment in attracting and retaining qualified labour
- Healthy demand from large contractors supporting mining operations and steady infrastructure construction activity in Chile
- Strong power systems activity in industrial and data centre markets in Chile
- In Argentina, continue to take a low-risk approach while positioning the business to capture opportunities

<sup>(1)</sup> This is forward-looking information. See slide 11 for more information.

# Q4 2024 Results – Canada

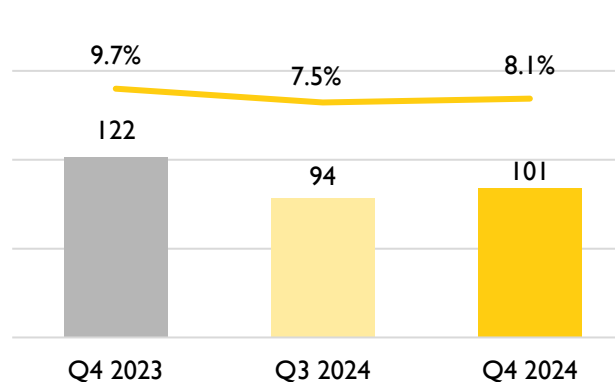
## Net Revenue

\$ Millions

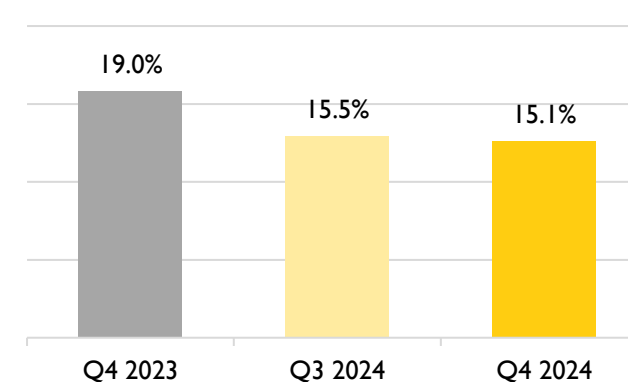


## Adjusted EBIT

\$ Millions, as a % of Net Revenue



## Adjusted ROIC



All comparisons are to Adjusted Q4 2023 results unless indicated otherwise

### Q4 2024 Commentary

- New equipment sales down 3% with slower construction sector activity
- Used equipment sales up 15% with strong growth in the mining and power sectors
- Product support revenue was comparable to Q4 2023, higher activity in the power sector and higher spending by mining customers offset by continued slower activity levels in construction
- EBIT as a % of net revenue down 160 bps primarily due to a higher proportion of lower margin mining equipment deliveries. SG&A was comparable to Q4 2023

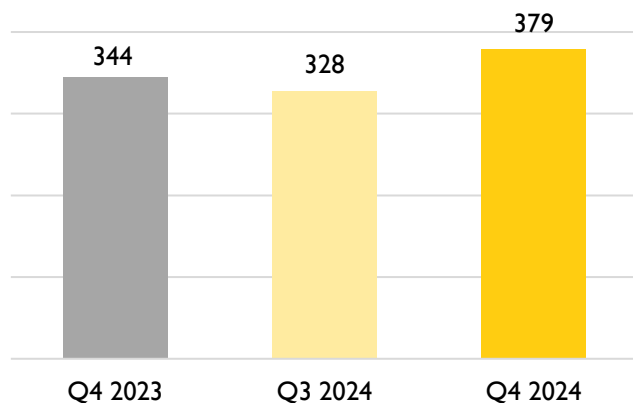
### Market Outlook <sup>(1)</sup>

- Expect continued spending discipline from large customers as they work to achieve operating cost targets. Based on customer commitments and discussions, we anticipate stable demand for product support
- Ongoing commitment from federal and provincial governments as well as private sector projects for infrastructure development, but projects will take time to advance
- Healthy demand for reliable and efficient electric power solutions
- Additional uncertainty from recent government changes and announcements in Canada and the US, including tariffs
- Focused on unlocking invested capital and creating increased resiliency in cost structure

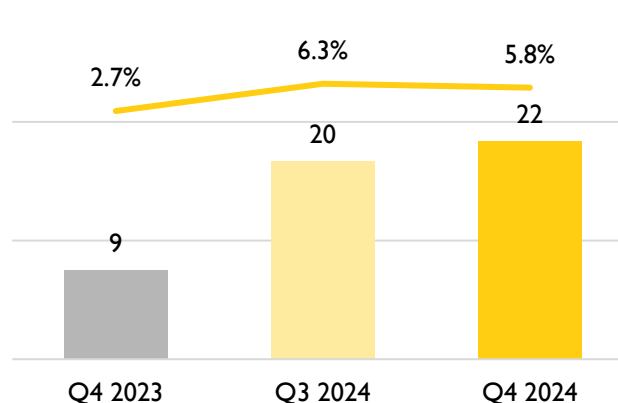
<sup>(1)</sup> This is forward-looking information. See slide 11 for more information.

# Q4 2024 Results – UK & Ireland

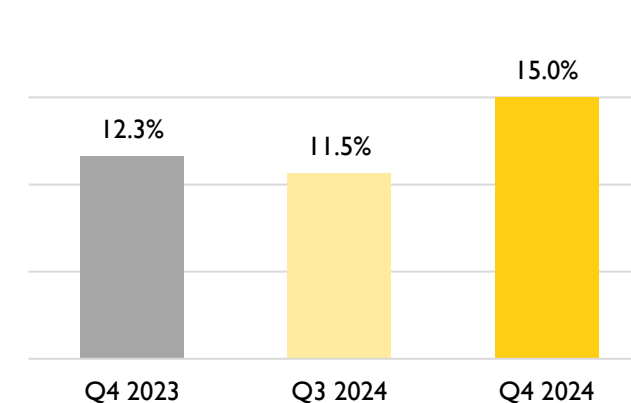
## Net Revenue \$ Millions



## Adjusted EBIT \$ Millions, as a % of Net Revenue



## Adjusted ROIC



All comparisons are to Adjusted Q4 2023 results in functional currency unless indicated otherwise

### Q4 2024 Commentary

- New equipment sales up 11%, driven by strong activities in the power sector
- Product support revenue up 5%, reflecting strong strategy execution and capture of rebuild opportunities as well as improved activity levels in the power sector
- EBIT more than doubled, with higher new equipment and product support revenue coupled with an 8% lower SG&A through execution of structural changes and overhead reductions in our cost base

### Market Outlook <sup>(1)</sup>

- Expect demand in the construction sector to remain soft, in line with low projected GDP growth
- Expect growing contribution from used equipment and power systems as we continue to execute on our strategy
- Healthy demand and strong quoting activity for both primary and backup power generation, particularly in the data centre market
- Product support business expected to remain resilient

<sup>(1)</sup> This is forward-looking information. See slide 11 for more information.



# 2023 Investor Day Invested Capital Improvements Plan Update <sup>(1)</sup>

Invested Capital Opportunities	Status Update
<p><b>Exit   Optimization</b></p> <p><b>&gt;\$125<sup>M</sup></b></p> <ul style="list-style-type: none"> <li>▪ Low ROIC activities</li> <li>▪ Minority equity positions</li> <li>▪ Pension optimization</li> </ul>	<ul style="list-style-type: none"> <li>▪ Continue to evaluate opportunities</li> <li>▪ Continue to evaluate opportunities</li> <li>✓ Completed in Q4 2024</li> </ul>
<p><b>Real Estate Sales</b></p> <p><b>&gt;\$50<sup>M</sup></b></p>	<ul style="list-style-type: none"> <li>▪ South America master plan ✓ Completed real estate sales &amp; ongoing development</li> <li>▪ CA long-term network strategy ✓ Completed / ongoing</li> </ul>
<p><b>Increased Velocity</b></p> <p><b>&gt;\$275<sup>M</sup></b></p> <p><i>In a steady growth environment</i></p>	<ul style="list-style-type: none"> <li>▪ New equipment preparation ✓ Higher new equipment revenue and lower inventory</li> <li>▪ Service work in progress</li> <li>▪ Component exchange</li> <li>▪ Increasing parts velocity ✓ Streamlined remanufacturing operations in Canada</li> <li>▪ In-transit reduction ✓ Process improvement and warehouse automation</li> <li>✓ Diligent logistic and inventory planning</li> </ul>

**Invested Capital <sup>(2)</sup>**  
Dec-24

**↓ \$200<sup>M</sup>**

vs Dec-23

**Solid progress with continued focus on low-ROIC activities and working capital velocity in 2025**

<sup>(1)</sup> This slide contains forward-looking information. See slide 11 for more information.

<sup>(2)</sup> This is a specified financial measure. See slide 12 for more information.

# 2024 Recap

Growth		Resiliency	Returns	
<p>A stronger company growing population, capacity and capability</p>		<p>Demonstrated resiliency and maintained healthy balance sheet</p>	<p>Expanded earnings capacity with strong shareholder returns</p>	
<b>Total Employees</b> <b>&gt;15,250</b> <small>At Dec 2024</small>	<b>Net Revenue</b> <b>\$10.1<sup>B</sup></b> <small>FY 2024</small>	<b>Free Cash Flow in excess of Net Income</b> <b>\$359<sup>M</sup></b> <small>FY 2024</small>	<b>Share Repurchases</b> <b>\$322<sup>M</sup></b> <small>FY 2024</small>	<b>Dividends Paid</b> <b>\$151<sup>M</sup></b> <small>FY 2024</small>
<b>Equipment Backlog</b> <b>\$2.6<sup>B</sup></b> <small>At Dec 2024</small>	<b>27%</b> <small>Dec 2024 vs Dec 2023</small>	<b>Net Debt to Adjusted EBITDA</b> <b>1.5x</b> <small>At Dec 2024</small>	<b>Consecutive Dividend Growth</b> <b>23 Years</b>	

Through 2025, we will continue to focus on executing our strategic plan: maximize product support, drive full-cycle resilience, and grow prudently in used, rental and power <sup>(1)</sup>

<sup>(1)</sup> This is forward-looking information. See slide 11 for more information.

# Disclosures

## Forward-looking information

This presentation includes “forward-looking information” (as defined in applicable Canadian securities legislation) that is based on expectations, estimates and projections that we believe are reasonable as of the date of this presentation, but may ultimately turn out to be incorrect. Forward looking information in this presentation includes: our plans and expectations for executing on our strategy; our commitment to grow our rental business in the long term on slide 2;-our market outlook for South America on slide 6, including in Chile, our outlook based on growing demand for copper, strong copper prices, capital deployment into large-scale brownfield expansions and increasing customer confidence to invest; our expectation of a broad-based level in quoting, tender and award activity for mining equipment, product support and technology solutions; our expectation of a more challenging environment in attracting and retaining qualified labour; our expectation that infrastructure construction in Chile will remain steady (based on assumptions of continued healthy demand from large contractors supporting mining operations); in the power systems sector, our expectation regarding strong activity in the industrial and data centre markets in Chile; and in Argentina, our expectation to continue a low-risk approach while positioning to capture opportunities; our market outlook for Canada on slide 7, including our expectation of continued spending discipline from our large customers as they work to achieve operating cost targets; our expectation for stable demand for product support (based on customer commitments and discussions); our expectation regarding ongoing commitments from federal and provincial governments as well as private sector projects for infrastructure development to support construction and that projects will take time to advance; our expectations of healthy demand for reliable and efficient electric power solutions; that there will be additional uncertainty from recent government changes and announcements in Canada and the US, including tariffs; our focus on unlocking invested capital and creating increased resiliency in cost structure; our market outlook for the UK and Ireland on slide 8, including our expectation for demand in the construction sector to remain soft, in line with low GDP growth projected; our expectation of a growing contribution from used equipment and power systems as we continue to execute on our strategy; our expectation of strong quoting activity in power systems (based on assumptions of healthy demand for primary and backup power generation, particularly in the data centre market); and our expectation of our product support business to remain resilient; our plan for continued focus on low-ROIC activities and working capital velocity in 2025, and our invested capital opportunities and targets, and plans for continuous evaluation on slide 9; and our areas of continued strategic focus in 2025 on slide 10. No assurances can be given that the information in this presentation will result in sustained or improved financial performance, or that past performance is indicative of future results. Information in this presentation has been furnished for information only and is accurate at the time of presentation but may later be superseded by more current information. Except as required by law, we do not undertake any obligation to update the information.

Forward-looking information is subject to known and unknown risks, uncertainties and other factors, and is based on a number of assumptions that we believe are reasonable as of the date of this presentation. Our actual results, performance or achievements may be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. Assumptions on which the forward-looking information is based include but are not limited to those assumptions and expectations mentioned above and that: we will be able to execute on our strategic plans, successfully manage our business through volatile commodity prices, high inflation, geopolitical and trade uncertainty, changing interest rates, and supply chain challenges, successfully execute our strategies to win customers, achieve full cycle resilience and continue business momentum; that we will be able to continue to source and hire technicians, build capabilities and capacity and successfully and sustainably improve workshop efficiencies; that commodity prices will remain at constructive levels; that our customers will not curtail their activities; that general economic and market conditions will be supportive; that the level of customer confidence and spending, and the demand for, and prices of, our products and services will be maintained; that support and demand for renewable energy will continue to grow; that our efforts of reducing our SG&A and invested capital base will produce positive results on our earnings capacity; that present supply chain and inflationary challenges will not materially impact large project deliveries in our equipment backlog; our ability to attract and retain skilled staff; market competition will remain at similar levels; the products and technology offered by our competitors will be as expected; identified opportunities for growth will result in revenue; that we have sufficient liquidity to meet operational needs; consistent and stable legislation in the various countries in which we operate; no disruptive changes in the technology environment; our current good relationships with Caterpillar, our customers and our suppliers, service providers and other third parties will be maintained and that Caterpillar and such other suppliers will deliver quality, competitive products with supply chain continuity; sustainment of oil prices; that demand for reliable and sustainable electric power solutions in Western Canada will continue to create opportunities for our power systems business; that maximizing product support will positively affect our strategic priorities going forward; quoting activity for requests for proposals for equipment and product support is reflective of opportunities; and market recoveries in the regions that we operate. Important information identifying and describing these and other risks, uncertainties, assumptions and other factors is contained in our most recently filed annual information form (AIF) and in our most recent annual and quarterly management’s discussion and analysis of financial results (MD&A), which are available on our website ([www.finning.com](http://www.finning.com)) and under our profile on SEDAR+ ([www.sedarplus.ca](http://www.sedarplus.ca)).

# Disclosures

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## Currency

Monetary amounts referred to in this presentation are in Canadian dollars unless noted otherwise. All variances and ratios in this presentation are based on the functional currency of each operation (Canada: CAD, South America: USD, UK & Ireland: GBP). These variances and ratios for South America and UK & Ireland exclude the foreign currency translation impact from the CAD relative to the USD and GBP, respectively, and are therefore, considered to be specified financial measures. We believe the variances and ratios in functional currency provide meaningful information about operational performance of the reporting segment.

## Specified financial measures

This presentation includes certain specified financial measures, including non-GAAP financial measures, which are identified as such the first time they are used. The specified financial measures we use do not have any standardized meaning under Generally Accepted Accounting Principles (GAAP) and therefore may not be comparable to similar measures presented by other issuers. For additional information regarding these financial measures, including descriptions, composition, and where applicable, reconciliations from certain specified financial measures to their most directly comparable measure under GAAP see the heading “Description of Specified Financial Measures and Reconciliations” in our Q4 and Annual 2024 MD&A. We believe that providing certain specified financial measures, including non-GAAP financial measures, provides users of our MD&A and consolidated financial statements with important information regarding the operational performance and related trends of our business. By considering these specified financial measures in combination with the comparable GAAP measures (where available), we believe that users are provided a better overall understanding of our business and financial performance during the relevant period than if they simply considered the GAAP measures alone.

Reported financial measures may be impacted by significant items we do not consider indicative of operational and financial trends either by nature or amount. Financial measures that have been adjusted to take these items into account are referred to as “Adjusted” measures. For a description of these significant items, please refer to our Q4 and Annual 2024 MD&A.

## 2025 Earnings Schedule

All dates and times are preliminary and subject to change

<b>Quarter</b>	<b>Release Date</b> <i>after market close</i>	<b>Investor Call Date</b>	<b>Investor Call Time</b> <i>Eastern</i>
Q1 2025	May 12, 2025	May 13, 2025	10:00 AM
Q2 2025	August 5, 2025	August 6, 2025	10:00 AM
Q3 2025	November 11, 2025	November 12, 2025	10:00 AM