Q2 2022 Results

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See slides 10 and 11 for important information on forward-looking information, currency, and specified financial measures, including non-GAAP financial measures

Consistent Execution of Strategic Plan with Sustainable Improvements

Drive Product Support

Strong product support growth rates

Improved customer value proposition closely aligned with Caterpillar

CVAs | Rebuilds

Connectivity | Priority Service Events

Reduce Costs

Productivity gains drive operating leverage

SG&A
% of net revenue

- Operating model efficiencies
- Sustainable improvements in inventory management
- Proactive deployment of digital capabilities

Reinvest to Compound

Significant earnings and ROIC expansion

- Improved profitability
- Accretive M&A
- Share repurchases

ROIC

EPS

Successfully navigating a dynamic global business environment

Backlog deliveries

Strong execution

Product support growth

Expect above mid-teens EPS growth in H2 2022 compared to H2 2021 (1)

Expect positive annual FCF in 2022 (1)
Amount dependent on supply and delivery schedules

Closely monitoring leading indicators and actively managing risks

High inflation and rising interest rates

Constrained supply environment

Chile constitutional reform process

Competition for technical talent

(1) This is forward-looking information. See slide 10 for more information.

FINNING

Strong Execution Demonstrates Improved Earnings Capacity

	Targets *Q3 2021 – Q2 2022*	Results *Q3 2021 – Q2 2022*	Performance Highlights
Net Revenue [1][2] ($B)	$7.1 - $7.5	**$7.3**	Achieved target as product support outperformance was offset by constrained availability of new equipment
Product Support Revenue CAGR [3]	8%	**14%**	Significant outperformance driven by strong execution, demand recovery, and price increases
SG&A (% of Net Revenue) [1]	17%	**18%**	▪ Period average above target due to high proportion of product support in revenue mix and inflationary pressures ▪ Q2 2022 SG&A as % of net revenue of 16.9%
Reinvestment ($M) [4]	$250	**$341**	HYDRAQUIP HOSE & HYDRAULICS ComTech Energy Share repurchases
EPS	**>$2.00**	**$2.66**	Significant outperformance driven by strong margins and operating leverage, as well as accretive M&A and share repurchases
ROIC [1]	**>15%**	**18%**	ROIC outperformance driven by significantly improved profitability across all regions
Canada ***South America*** ***UK & Ireland***	***17%*** ***18%*** ***15%***	***17%*** ***22%*** ***16%***	South America achieved the strongest improvement in both profitability and invested capital turnover relative to target

(1) This is a specified financial measure. See slide 11 for more information. (2) Revenue for LTM ended Q2 2022 was $8.1B (3) LTM ended Q2 2022 vs LTM ended Q2 2021 (4) Reinvestment is defined as cash flow deployed for acquisitions and share repurchases

Q2 2022 Results

	vs Q2 2021
Net Revenue $2.0B	↑ 18 %
EBITDA (1) $271M	↑ 27 %
EPS $0.80	↑ 43 %

Q2 2022 Summary

- Strong market conditions, backlog deliveries, and successful execution of our product support growth strategy
- Strong operating leverage through productivity gains across people, facilities, and supply chain, as well as inflation management
- EBIT as % of net revenue (1) of 10.0% in Canada and 10.1% in South America
- EBIT as % of net revenue of 6.4% in UK & Ireland reflects structural improvement in profitability, including the addition of Hydraquip

Q2 2022 Financial Statistics

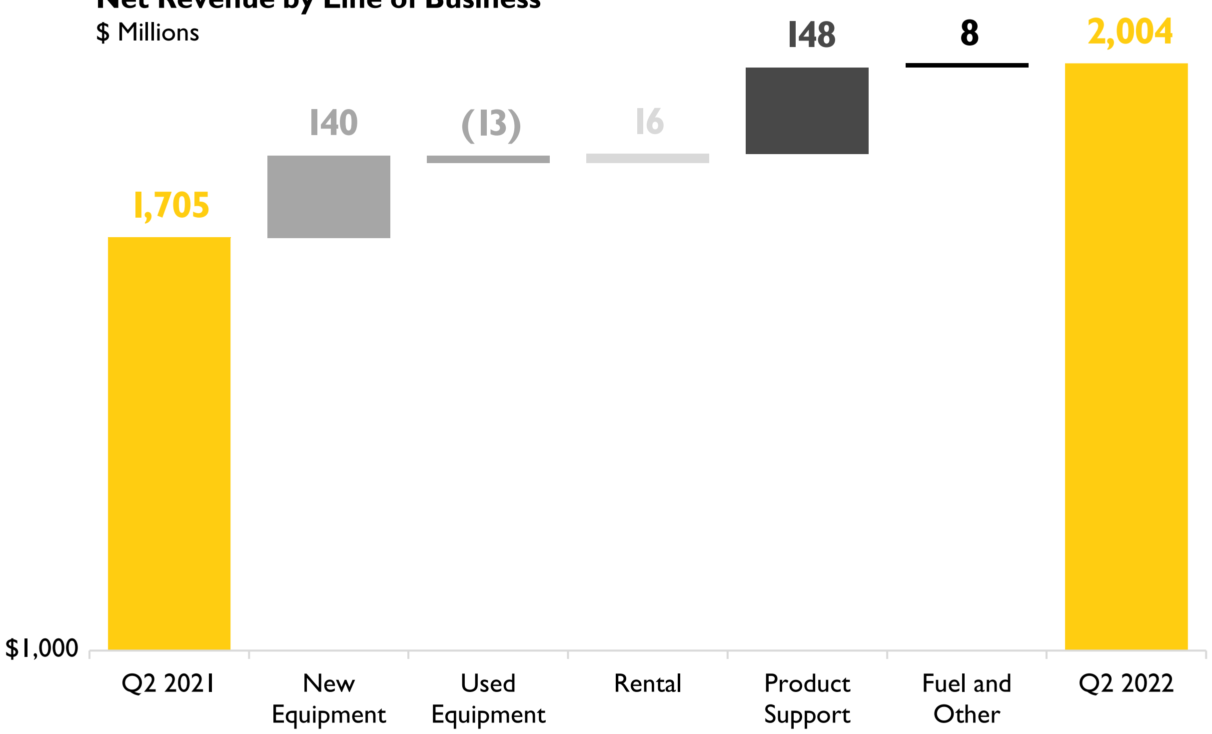
$ millions, except EPS		*Key Ratios*	
Revenue	2,289	Invested capital turnover (1)	2.00 *times*
Net revenue	2,004	Working capital to net revenue (1)	25.1 %
EBIT	190	Inventory turns (dealership) (1)	2.50 *times*
EPS	$0.80	ROIC	17.5 %
Free cash flow (2)	(142)	Net debt to Adjusted EBITDA (1)	1.8 *times*

(1) This is a specified financial measure. See slide 11 for more information.

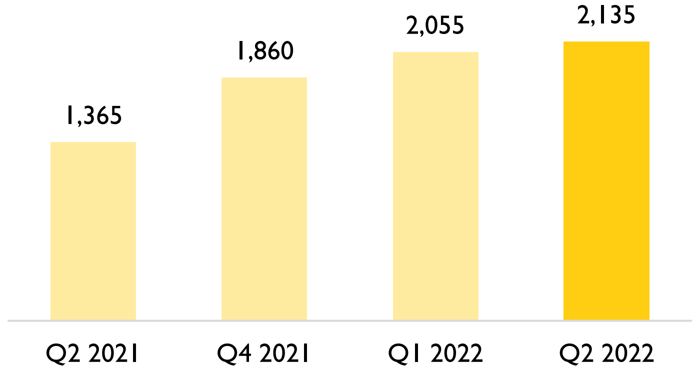
(2) This is a non-GAAP financial measure. See slide 11 for more information.

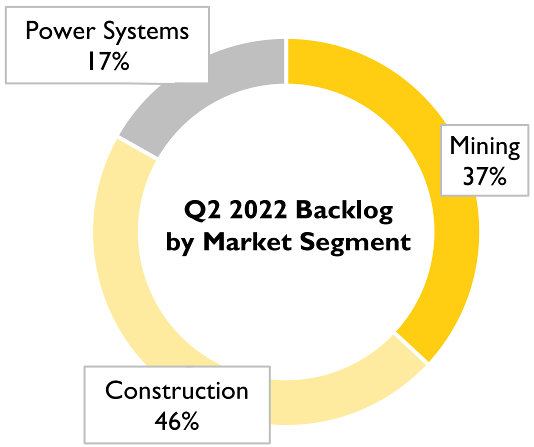
Q2 2022 Net Revenue

Net Revenue by Line of Business
$ Millions



Equipment Backlog (1)
$ Millions





Mining Order Intake

110%

Q2 2022 vs. Q1 2022

Expected Timing of Backlog Delivery (2)

70%	30%
2022	*2023*

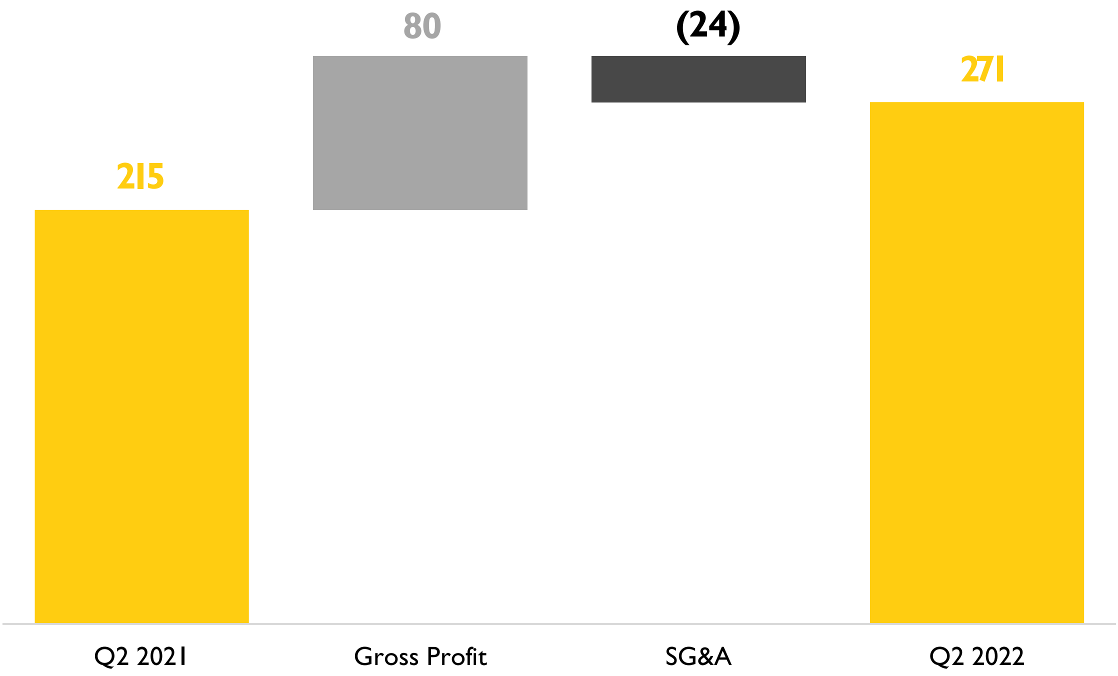
Dependent on supply and delivery schedules

- New equipment sales driven by mining deliveries in Chile and construction deliveries in the UK, including HS2
- Equipment backlog up 4% from March 31, 2022, up 15% from December 31, 2021, and up 56% from June 30, 2021, with a growing proportion of mining orders
- Strong demand for rental globally with high utilization rates
- Product support revenue growth in all regions, led by Canada

(1) This is a specified financial measure. See slide 11 for more information. (2) This is forward-looking information. See slide 10 for more information.

Q2 2022 EBITDA

EBITDA
$ Millions



Q2 2021	Q2 2022
12.6%	13.5%
As % of Net Revenue [1]	As % of Net Revenue

Q2 2022 EBITDA Drivers

- Increase in gross profit was in line with net revenue growth
- Increase in SG&A from additional workforce and higher variable costs to support revenue growth was partly offset by LTIP recovery and lower facility expenses
- Managing inflationary pressures and driving productivity improvements across people, facilities, and supply chain

Significantly Improved Profitability vs. Pre-Pandemic

	Q2 2022	Q2 2019	
Net Revenue *$ billions*	**$2.0**	$2.0	*similar level*
EBIT *As % of net revenue*	**9.4%**	6.9%	↑ 250 bps
ROIC *Adjusted* [1]	**17.5%**	12.3%	↑ 520 bps
EPS	**$0.80**	$0.54	↑ 48%

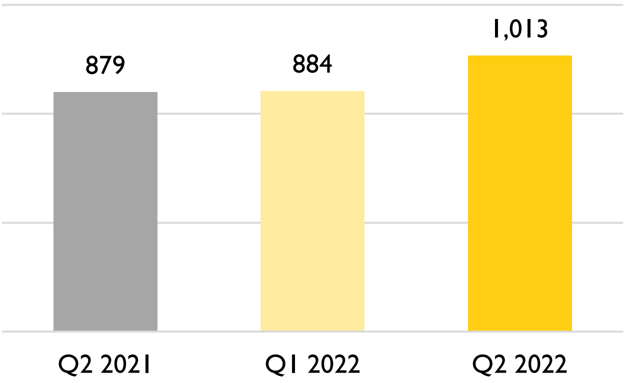
Order Intake ↑ 45% *Q2/22 vs. Q2/19*

Equipment Backlog ↑ 135% *Q2/22 vs. Q2/19*

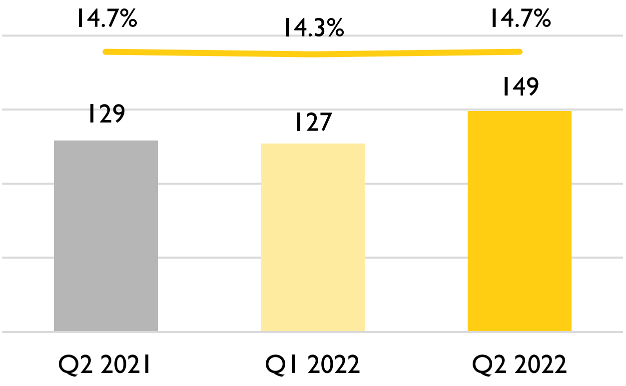
[1] This is a specified financial measure. See slide 11 for more information.

Q2 2022 Results – Canada

Net Revenue
$ Millions



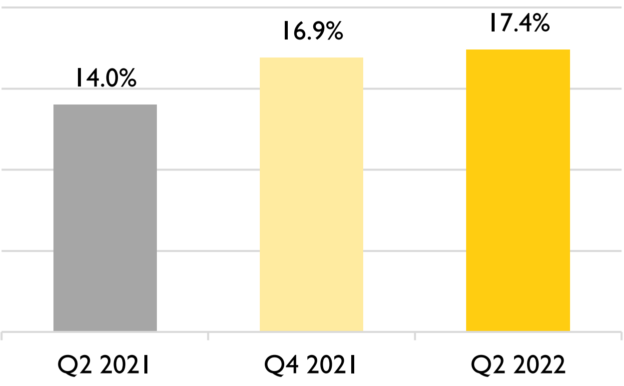
EBITDA
$ Millions, as % of Net Revenue



9.3%	9.1%	10.0%

EBIT as % of Net Revenue

Return on Invested Capital
Adjusted, 4 Quarter Average



All comparisons are to Q2 2021 results unless indicated otherwise

Q2 2022 Commentary

- Product support revenue up 23%, with increased spending by mining customers and increased volumes in construction reflecting high machine utilization and strong execution to capture growth
- New equipment sales up 3%, driven by mining
- Rental revenue up 32% on strong demand and utilization
- Improved profitability driven mostly by higher proportion of product support in the revenue mix

Greenfield project with pathway to fleet decarbonization [(1)]

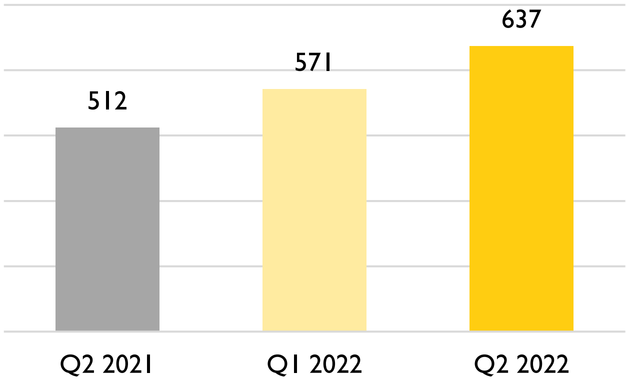
Market Outlook [(1)]

- Expect elevated energy prices, project backlogs, healthy customer balance sheets, and high machine utilization to continue supporting a strong demand environment
- In mining, customer balance sheet health and steady increases in capital budgets are expected to drive product support opportunities, renewals of aging fleets, and greenfield project developments
- Public and private sector investments in infrastructure and energy driving robust construction activity, including heavy rentals

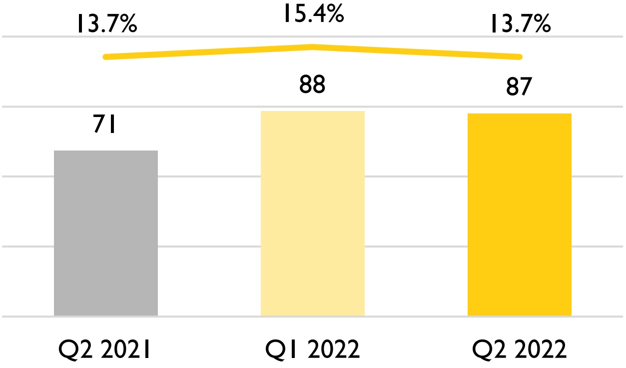
[(1)] This is forward-looking information. See slide 10 for more information.

Q2 2022 Results – South America

Net Revenue
$ Millions



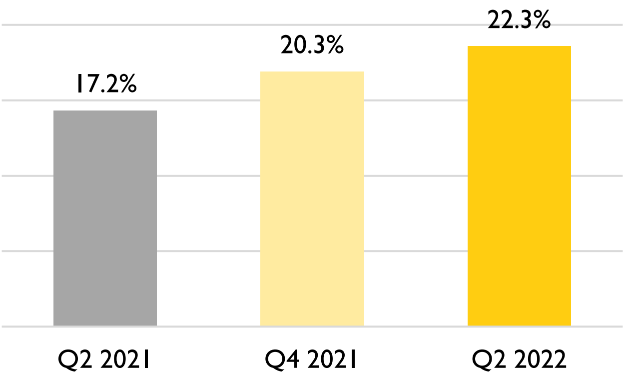
EBITDA
$ Millions, as % of Net Revenue



9.8%	11.4%	10.1%

EBIT as % of Net Revenue

Return on Invested Capital
Adjusted, 4 Quarter Average



All comparisons are to Q2 2021 results in functional currency unless indicated otherwise

Q2 2022 Commentary

- New equipment sales up 66%, driven by mining deliveries in Chile
- Product support revenue up 2%; growth constrained by challenging supply environment
- Strong profitability driven by improved cost structure, including favourable impact of CLP devaluation
- ROIC expansion supported by significantly improved profitability and higher invested capital turnover

CODELCO

First fleet of CAT 798 AC electric drive trucks (1)

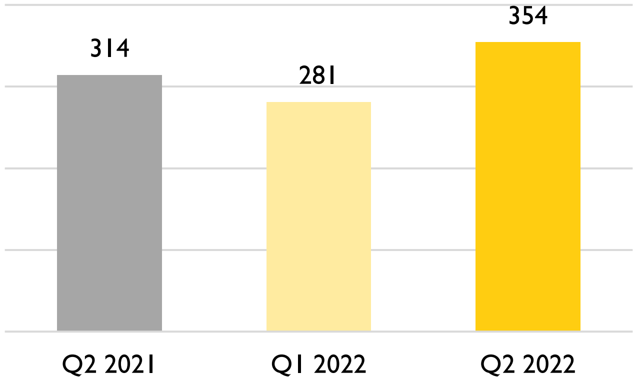
Market Outlook (1)

- Continue to closely monitor the constitutional reform process in Chile, including the proposal for a revised mining royalty framework
- Quoting activity for partial fleet replacement is expected to remain strong across our customer base
- Longer term, expect Chile to remain an attractive place to invest as electrification trends drive increasing global demand for copper
- Order intake for construction equipment in Chile has softened, impacted by rising interest rates and the weakening CLP, however, construction machine utilization expected to remain strong

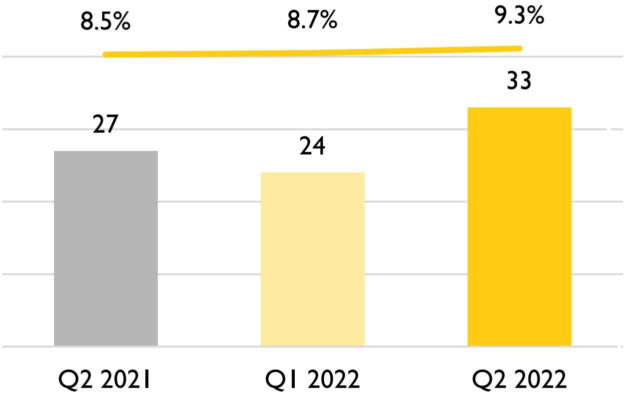
(1) This is forward-looking information. See slide 10 for more information.

Q2 2022 Results – UK & Ireland

Net Revenue
$ Millions



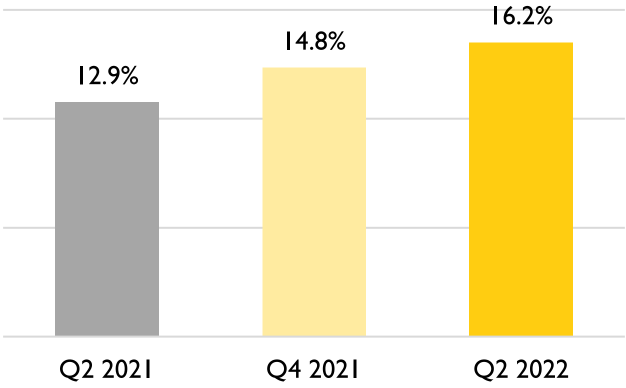
EBITDA
$ Millions, as % of Net Revenue



5.3%	5.0%	6.4%

EBIT as % of Net Revenue

Return on Invested Capital
Adjusted, 4 Quarter Average



All comparisons are to Q2 2021 results in functional currency unless indicated otherwise

Q2 2022 Commentary

- New equipment sales up 23%, driven by construction, including HS2 deliveries
- Product support revenue up 25%, with higher activity in construction and the contribution from Hydraquip
- Operating leverage on strong revenue growth
- Structural profitability improvement, including the addition of Hydraquip

Market Outlook [1]

- HS2 deliveries, investments in other infrastructure projects, and high machine utilization hours expected to support strong revenue outlook in the UK
- Expect continued strong demand for power systems solutions, including in the data centre market, with a solid backlog of power systems projects for deliveries in the second half of 2022 and in 2023

[1] This is forward-looking information. See slide 10 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 expectation to generate positive annual free cash flow (FCF) in 2022 on slide 2 (assumes no disruptions to our ability to deliver our backlog); our expectation for above mid-teens EPS growth in H2 2022 compared to H2 2021 on slide 2 (assumes continued strong commodity prices, public and private sector investment, economic forecasts, delivery of our backlog, continued growth in product support, disciplined operational execution, inventory management and deployment of our digital capabilities, and that we and our customers can successfully navigate supply chain, labour, inflation, and interest rate challenges); our expected timing of our backlog delivery on slide 5 (assumes no disruptions to our supply and delivery schedules); our market outlook for Canada on slide 7 (assumes continued strong energy prices, project backlogs, healthy customer balance sheets and increases in capital budgets, high machine utilization, government infrastructure programs and private sector investments in infrastructure and energy); our expectations related to the Artemis greenfield project pathway to decarbonization on slide 7 (assumes Caterpillar's future zero emissions haul trucks will be successfully brought to market and Artemis exercises its option to order these trucks under its agreement with Caterpillar); our market outlook for South America on slide 8 (assumes continued strong copper price, stable mining activity driving demand for maintenance and replacement of maturing equipment fleets, expectations that construction machine utilization will remain strong supporting infrastructure projects, and electrification trends driving increased global demand for copper in the longer term); our expectations to supply CAT 798 AC electric drive trucks to Codelco’s Ministro Hales mine on slide 8 (assumes Codelco continues to place binding purchase orders under our agreement with Codelco and our ability to continue to supply these trucks); and our market outlook for UK and Ireland on slide 9 (assumes continued HS2 deliveries and investments in other infrastructure projects, projections of continued demand in power systems and growth in the data centre market and our ability to capture opportunities in that market, and no disruptions to our ability to deliver our power systems project backlog within the anticipated timeframe). No assurances can be given that the information in this presentation will result in sustained or improved financial performance. 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 mentioned above and that: we will be able to execute on our strategic plans, take advantage of growth opportunities, control our costs, inflation and pricing pressures, drive continuous cost efficiency in a recovering market, and manage the impacts of COVID-19; we will be able to manage continued supply chain challenges; we will be able to capitalize on further productivity initiatives underway; and we are assuming an undisrupted market recovery, for example, undisrupted by COVID-19 impacts, commodity price volatility or social unrest. Important information identifying and describing such 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) and under our profile on SEDAR (www.sedar.com).

Disclosures

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 called out 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 Non-GAAP Financial Measures and Reconciliations" in our Q2 2022 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 Q2 2022 MD&A.

2022 Earnings Schedule

All dates and times are preliminary and subject to change

Quarter	**Release Date** *after market close*	**Investor Call Date**	**Investor Call Time** *Eastern*
Q3 2022	November 7, 2022	November 8, 2022	10:00 AM
Q4 2022	February 6, 2023	February 7, 2023	10:00 AM