

Hyster-Yale Materials Handling, Inc.
(in millions, except percentage data)

| Backlog (in thousands) | | | | | |
|------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 29.1 | 28.4 | 26.0 | 14.9 | 14.9 |
| 2009 | 12.8 | 12.3 | 13.2 | 13.2 | 13.2 |
| 2010 | 16.9 | 21.7 | 24.5 | 23.0 | 23.0 |
| 2011 | 24.8 | 25.1 | 25.6 | 24.7 | 24.7 |
| 2012 | 22.3 | 24.2 | 25.6 | 27.3 | 27.3 |
| 2013 | 27.5 | 29.3 | 28.4 | 28.2 | 28.2 |
| 2014 | 28.9 | 28.8 | 26.8 | 28.1 | 28.1 |
| 2015 | 31.9 | 30.9 | 27.1 | 26.9 | 26.9 |
| 2016 | 29.9 | 30.5 | 30.6 | 29.6 | 29.6 |
| 2017 | 30.0 | 35.3 | 35.1 | 33.8 | 33.8 |
| 2018 | 36.1 | 41.7 | 42.3 | 43.9 | 43.9 |
| 2019 | 40.2 | 44.1 | | | |

| Unit Shipments (in thousands) | | | | | |
|-------------------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 22.3 | 23.4 | 20.7 | 20.8 | 87.2 |
| 2009 | 10.8 | 9.9 | 9.4 | 11.5 | 41.6 |
| 2010 | 11.1 | 13.8 | 15.4 | 19.7 | 60.0 |
| 2011 | 19.4 | 19.9 | 19.6 | 20.8 | 79.7 |
| 2012 | 20.1 | 18.7 | 18.0 | 20.1 | 76.9 |
| 2013 | 20.8 | 20.9 | 21.2 | 22.7 | 85.5 |
| 2014 | 20.6 | 21.7 | 21.7 | 23.5 | 87.6 |
| 2015 | 19.9 | 22.4 | 22.4 | 22.2 | 86.9 |
| 2016 | 20.5 | 21.1 | 20.3 | 22.9 | 84.8 |
| 2017 | 23.3 | 22.2 | 22.0 | 25.9 | 93.4 |
| 2018 | 24.8 | 23.9 | 25.6 | 27.6 | 101.9 |
| 2019 | 25.7 | 26.3 | | | |

| Revenues - Americas (6) | | | | | |
|-------------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 394.1 | 416.6 | 394.6 | 387.3 | 1,592.6 |
| 2009 | 228.9 | 186.3 | 197.4 | 240.8 | 853.4 |
| 2010 | 228.3 | 259.8 | 295.2 | 357.4 | 1,140.7 |
| 2011 | 359.3 | 401.4 | 390.6 | 422.1 | 1,573.4 |
| 2012 | 395.3 | 378.6 | 379.2 | 410.6 | 1,563.7 |
| 2013 | 418.5 | 433.2 | 448.6 | 462.0 | 1,762.3 |
| 2014 | 456.9 | 440.8 | 479.1 | 490.1 | 1,866.9 |
| 2015 | 415.9 | 463.9 | 454.1 | 441.6 | 1,775.5 |
| 2016 | 417.2 | 414.0 | 410.7 | 433.8 | 1,675.7 |
| 2017 | 466.0 | 432.9 | 447.8 | 487.4 | 1,834.1 |
| 2018 | 495.9 | 471.6 | 503.9 | 516.1 | 1,987.5 |
| 2019 | 534.5 | 537.7 | | | |

| Revenues - Americas - % change yr. over yr. (6) | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 6.2% | 9.1% | 3.7% | -7.4% | 2.6% |
| 2009 | -41.9% | -55.3% | -50.0% | -37.8% | -46.4% |
| 2010 | -0.3% | 39.5% | 49.5% | 48.4% | 33.7% |
| 2011 | 57.4% | 54.5% | 32.3% | 18.1% | 37.9% |
| 2012 | 10.0% | -5.7% | -2.9% | -2.7% | -0.6% |
| 2013 | 5.9% | 14.4% | 18.3% | 12.5% | 12.7% |
| 2014 | 9.2% | 1.8% | 6.8% | 6.1% | 5.9% |
| 2015 | -9.0% | 5.2% | -5.2% | -9.9% | -4.9% |
| 2016 | 0.3% | -10.8% | -9.6% | -1.8% | -5.6% |
| 2017 | 11.7% | 4.6% | 9.0% | 12.4% | 9.5% |
| 2018 | 6.4% | 8.9% | 12.5% | 5.9% | 8.4% |
| 2019 | 7.8% | 14.0% | | | |

| Revenues - EMEA (6) | | | | | |
|---------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 222.7 | 256.1 | 211.7 | 204.8 | 895.3 |
| 2009 | 100.3 | 108.6 | 80.3 | 100.9 | 390.1 |
| 2010 | 91.0 | 112.9 | 110.5 | 162.2 | 476.6 |
| 2011 | 174.1 | 194.8 | 180.3 | 202.5 | 751.7 |
| 2012 | 181.9 | 171.1 | 148.6 | 176.3 | 677.9 |
| 2013 | 174.6 | 171.3 | 147.0 | 202.5 | 695.4 |
| 2014 | 169.0 | 184.2 | 163.5 | 169.6 | 686.3 |
| 2015 | 157.6 | 146.2 | 145.1 | 157.5 | 606.4 |
| 2016 | 147.0 | 156.5 | 138.0 | 174.2 | 615.7 |
| 2017 | 162.4 | 172.6 | 165.6 | 215.2 | 715.8 |
| 2018 | 197.9 | 191.0 | 172.2 | 207.7 | 768.8 |
| 2019 | 190.1 | 202.1 | | | |

| Revenues - EMEA - % change yr. over yr. (6) | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 22.9% | 35.6% | 12.7% | -26.4% | 7.1% |
| 2009 | -55.0% | -57.6% | -62.1% | -50.7% | -56.4% |
| 2010 | -9.3% | 4.0% | 37.6% | 60.8% | 22.2% |
| 2011 | 91.3% | 72.5% | 63.2% | 24.8% | 57.7% |
| 2012 | 4.5% | -12.2% | -17.6% | -12.9% | -9.8% |
| 2013 | -4.0% | 0.1% | -1.1% | 14.9% | 2.6% |
| 2014 | -3.2% | 7.5% | 11.2% | -16.2% | -1.3% |
| 2015 | -6.7% | -20.6% | -11.3% | -7.1% | -11.6% |
| 2016 | -6.7% | 7.0% | -4.9% | 10.6% | 1.5% |
| 2017 | 10.5% | 10.3% | 20.0% | 23.5% | 16.3% |
| 2018 | 21.9% | 10.7% | 4.0% | -3.5% | 7.4% |
| 2019 | -3.9% | 5.8% | | | |

| Revenues - JAPIC (6) | | | | | |
|----------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2011 | 53.2 | 51.8 | 57.9 | 52.8 | 215.7 |
| 2012 | 52.3 | 52.3 | 57.8 | 65.1 | 227.5 |
| 2013 | 51.8 | 55.1 | 48.3 | 53.4 | 208.6 |
| 2014 | 50.1 | 59.7 | 53.2 | 51.0 | 214.0 |
| 2015 | 47.6 | 48.2 | 52.4 | 45.5 | 193.7 |
| 2016 | 39.7 | 39.1 | 46.2 | 44.5 | 169.5 |
| 2017 | 43.8 | 42.2 | 38.9 | 49.0 | 173.9 |
| 2018 | 49.5 | 57.5 | 64.7 | 70.4 | 242.1 |
| 2019 | 63.4 | 72.9 | | | |

| Revenues - JAPIC - % change yr. over yr. (6) | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2011 | -5.2% | 27.0% | 55.6% | 4.6% | 16.8% |
| 2012 | -1.7% | 1.0% | -0.2% | 23.3% | 5.5% |
| 2013 | -1.0% | 5.4% | -16.4% | -18.0% | -8.3% |
| 2014 | -3.3% | 8.3% | 10.1% | -4.5% | 2.6% |
| 2015 | -5.0% | -19.3% | -1.5% | -10.8% | -9.5% |
| 2016 | -16.6% | -18.9% | -11.8% | -2.2% | -12.5% |
| 2017 | 10.3% | 7.9% | -15.8% | 10.1% | 2.6% |
| 2018 | 13.0% | 36.3% | 66.3% | 43.7% | 39.2% |
| 2019 | 28.1% | 26.8% | | | |

| Revenues - Bolzoni (9), (10) | | | | | |
|------------------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 38.9 | 36.2 | 40.5 | 115.6 |
| 2017 | 78.4 | 75.3 | 76.4 | 82.4 | 312.5 |
| 2018 | 89.5 | 88.0 | 84.4 | 87.1 | 349.0 |
| 2019 | 91.8 | 90.8 | | | |

| Revenues - Bolzoni - % change yr. over yr. (9), (10) | | | | | |
|--|-------|-------|-------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | n.m. | n.m. | n.m. | n.m. |
| 2017 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2018 | 14.2% | 16.9% | 10.5% | 5.7% | 11.7% |
| 2019 | 2.6% | 3.2% | | | |

| Revenues - Nuvera (8), (11) | | | | | |
|-----------------------------|-----|-----|-----|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2015 | 1.2 | 0.4 | 0.5 | 0.4 | 2.5 |
| 2016 | 0.3 | 0.2 | 1.4 | 0.6 | 2.5 |
| 2017 | 2.6 | 0.4 | 0.3 | 0.4 | 3.7 |
| 2018 | 0.6 | 0.7 | 2.0 | 13.7 | 17.0 |
| 2019 | 4.5 | 2.2 | | | |

| Revenues - Nuvera - % change yr. over yr. (8), (11) | | | | | |
|---|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2015 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2016 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2017 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2018 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2019 | n.m. | n.m. | | | |

| Revenues - Other (6) | | | | | |
|----------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 82.1 | 94.8 | 90.1 | 69.4 | 336.4 |
| 2009 | 59.9 | 67.1 | 50.7 | 54.0 | 231.7 |
| 2010 | 56.1 | 40.8 | 37.2 | 50.5 | 184.6 |

| Revenues - Other - % change yr. over yr. (6) | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 1.6% | 13.1% | 3.0% | -12.7% | 1.4% |
| 2009 | -27.0% | -29.2% | -43.7% | -22.2% | -31.1% |
| 2010 | -6.3% | -39.2% | -26.6% | -6.5% | -20.3% |

Hyster-Yale Materials Handling, Inc.
(in millions, except percentage data)

| Revenues - Consolidated (11) | | | | | |
|------------------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 698.9 | 767.5 | 696.4 | 661.5 | 2,824.3 |
| 2009 | 389.1 | 362.0 | 328.4 | 395.7 | 1,475.2 |
| 2010 | 375.4 | 413.5 | 442.9 | 570.1 | 1,801.9 |
| 2011 | 586.6 | 648.0 | 628.8 | 677.4 | 2,540.8 |
| 2012 | 629.5 | 602.0 | 585.6 | 652.0 | 2,469.1 |
| 2013 | 644.9 | 659.6 | 643.9 | 717.9 | 2,666.3 |
| 2014 | 676.0 | 684.7 | 695.8 | 710.7 | 2,767.2 |
| 2015 | 622.3 | 658.7 | 652.1 | 645.0 | 2,578.1 |
| 2016 | 604.2 | 645.6 | 629.3 | 690.6 | 2,569.7 |
| 2017 | 713.1 | 685.5 | 691.1 | 795.5 | 2,885.2 |
| 2018 | 788.5 | 765.9 | 783.9 | 840.8 | 3,179.1 |
| 2019 | 834.8 | 856.2 | | | |

| Revenues - Consolidated - % change yr. over yr. (11) | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 10.4% | 17.2% | 6.2% | -14.8% | 3.8% |
| 2009 | -44.3% | -52.8% | -52.8% | -40.2% | -47.8% |
| 2010 | -3.5% | 14.2% | 34.9% | 44.1% | 22.1% |
| 2011 | 56.3% | 56.7% | 42.0% | 18.8% | 41.0% |
| 2012 | 7.3% | -7.1% | -6.9% | -3.7% | -2.8% |
| 2013 | 2.4% | 9.6% | 10.0% | 10.1% | 8.0% |
| 2014 | 4.8% | 3.8% | 8.1% | -1.0% | 3.8% |
| 2015 | -7.9% | -3.8% | -6.3% | -9.2% | -6.8% |
| 2016 | -2.9% | -2.0% | -3.5% | 7.1% | -0.3% |
| 2017 | 18.0% | 6.2% | 9.8% | 15.2% | 12.3% |
| 2018 | 10.6% | 11.7% | 13.4% | 5.7% | 10.2% |
| 2019 | 5.9% | 11.8% | | | |

| Gross Profit (11) | | | | | |
|-------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 92.8 | 85.4 | 62.6 | 69.3 | 310.1 |
| 2009 | 44.9 | 46.5 | 41.2 | 52.1 | 184.7 |
| 2010 | 57.0 | 67.9 | 71.7 | 83.2 | 279.8 |
| 2011 | 95.8 | 97.9 | 89.0 | 100.8 | 383.5 |
| 2012 | 99.0 | 96.9 | 100.0 | 107.3 | 403.2 |
| 2013 | 109.2 | 114.3 | 111.6 | 125.9 | 461.0 |
| 2014 | 111.7 | 107.3 | 111.3 | 117.4 | 447.7 |
| 2015 | 102.9 | 110.6 | 106.7 | 110.6 | 430.8 |
| 2016 | 97.9 | 114.0 | 104.6 | 111.0 | 427.5 |
| 2017 | 126.1 | 121.7 | 121.4 | 133.4 | 502.6 |
| 2018 | 132.1 | 125.3 | 117.7 | 121.9 | 497.0 |
| 2019 | 126.2 | 139.4 | | | |

| Gross Profit % (11) | | | | | |
|---------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 13.3% | 11.1% | 9.0% | 10.5% | 11.0% |
| 2009 | 11.5% | 12.8% | 12.5% | 13.2% | 12.5% |
| 2010 | 15.2% | 16.4% | 16.2% | 14.6% | 15.5% |
| 2011 | 16.3% | 15.1% | 14.2% | 14.9% | 15.1% |
| 2012 | 15.7% | 16.1% | 17.1% | 16.5% | 16.3% |
| 2013 | 16.9% | 17.3% | 17.3% | 17.5% | 17.3% |
| 2014 | 16.5% | 15.7% | 16.0% | 16.5% | 16.2% |
| 2015 | 16.5% | 16.8% | 16.4% | 17.1% | 16.7% |
| 2016 | 16.2% | 17.7% | 16.6% | 16.1% | 16.6% |
| 2017 | 17.7% | 17.8% | 17.6% | 16.8% | 17.4% |
| 2018 | 16.8% | 16.4% | 15.0% | 14.5% | 15.6% |
| 2019 | 15.1% | 16.3% | | | |

| Operating Expenses (11) | | | | | |
|-------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 79.6 | 78.2 | 68.2 | 428.1 | 654.1 |
| 2009 | 57.5 | 48.2 | 61.6 | 48.6 | 215.9 |
| 2010 | 46.7 | 58.1 | 63.5 | 65.4 | 233.7 |
| 2011 | 65.4 | 70.4 | 64.9 | 72.8 | 273.5 |
| 2012 | 69.2 | 72.3 | 71.7 | 78.3 | 291.5 |
| 2013 | 77.1 | 78.4 | 80.3 | 90.9 | 326.7 |
| 2014 (2) | 80.1 | 59.6 | 75.0 | 84.2 | 298.9 |
| 2015 | 81.9 | 83.3 | 77.7 | 84.4 | 327.3 |
| 2016 | 88.2 | 102.6 | 99.2 | 102.6 | 392.6 |
| 2017 | 103.5 | 104.2 | 103.3 | 117.7 | 428.7 |
| 2018 | 112.9 | 114.5 | 105.5 | 125.3 | 458.2 |
| 2019 | 122.8 | 116.5 | | | |

| Operating Expenses as a % of revenues (11) | | | | | |
|--|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 11.4% | 10.2% | 9.8% | 64.7% | 23.2% |
| 2009 | 14.8% | 13.3% | 18.8% | 12.3% | 14.6% |
| 2010 | 12.4% | 14.1% | 14.3% | 11.5% | 13.0% |
| 2011 | 11.1% | 10.9% | 10.3% | 10.7% | 10.8% |
| 2012 | 11.0% | 12.0% | 12.2% | 12.0% | 11.8% |
| 2013 | 12.0% | 11.9% | 12.5% | 12.7% | 12.3% |
| 2014 | 11.8% | 8.7% | 10.8% | 11.8% | 10.8% |
| 2015 | 13.2% | 12.6% | 11.9% | 13.1% | 12.7% |
| 2016 | 14.6% | 15.9% | 15.8% | 14.9% | 15.3% |
| 2017 | 14.5% | 15.2% | 14.9% | 14.8% | 14.9% |
| 2018 | 14.3% | 14.9% | 13.5% | 14.9% | 14.4% |
| 2019 | 14.7% | 13.6% | | | |

| Operating Profit (Loss) | | | | | |
|-------------------------|--------|-------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 13.2 | 7.2 | (5.6) | (358.8) | (344.0) |
| 2009 | (12.6) | (1.7) | (20.4) | 3.5 | (31.2) |
| 2010 | 10.3 | 9.8 | 8.2 | 17.8 | 46.1 |
| 2011 | 30.4 | 27.5 | 24.1 | 28.0 | 110.0 |
| 2012 | 29.8 | 24.6 | 28.3 | 29.0 | 111.7 |
| 2013 | 32.1 | 35.9 | 31.3 | 35.0 | 134.3 |
| 2014 (2) | 31.6 | 47.7 | 36.3 | 33.2 | 148.8 |
| 2015 | 21.0 | 27.3 | 29.0 | 26.2 | 103.5 |
| 2016 | 9.7 | 11.4 | 5.4 | 8.4 | 34.9 |
| 2017 | 22.6 | 17.5 | 18.1 | 15.7 | 73.9 |
| 2018 | 19.2 | 10.8 | 12.2 | (3.4) | 38.8 |
| 2019 | 3.4 | 22.9 | | | |

| Operating Profit (Loss) % | | | | | |
|---------------------------|-------|-------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 1.9% | 0.9% | -0.8% | -54.2% | -12.2% |
| 2009 | -3.2% | -0.5% | -6.2% | 0.9% | -2.1% |
| 2010 | 2.7% | 2.4% | 1.9% | 3.1% | 2.6% |
| 2011 | 5.2% | 4.2% | 3.8% | 4.1% | 4.3% |
| 2012 | 4.7% | 4.1% | 4.8% | 4.4% | 4.5% |
| 2013 | 5.0% | 5.4% | 4.9% | 4.9% | 5.0% |
| 2014 | 4.7% | 7.0% | 5.2% | 4.7% | 5.4% |
| 2015 | 3.4% | 4.1% | 4.4% | 4.1% | 4.0% |
| 2016 | 1.6% | 1.8% | 0.9% | 1.2% | 1.4% |
| 2017 | 3.2% | 2.6% | 2.6% | 2.0% | 2.6% |
| 2018 | 2.4% | 1.4% | 1.6% | -0.4% | 1.2% |
| 2019 | 0.4% | 2.7% | | | |

| Interest (Income) Expense | | | | | |
|---------------------------|-----|-----|-----|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 5.6 | 5.9 | 5.3 | 4.7 | 21.5 |
| 2009 | 4.2 | 4.0 | 3.8 | 4.2 | 16.2 |
| 2010 | 3.5 | 3.3 | 3.9 | 3.6 | 14.3 |
| 2011 | 3.5 | 3.3 | 3.6 | 3.6 | 14.0 |
| 2012 | 3.4 | 3.1 | 2.0 | 2.4 | 10.9 |
| 2013 | 2.2 | 2.0 | 1.6 | 1.4 | 7.2 |
| 2014 | 0.5 | 0.6 | 1.2 | 0.5 | 2.8 |
| 2015 | 0.7 | 1.0 | 1.0 | 0.5 | 3.2 |
| 2016 | 0.7 | 1.3 | 1.4 | 1.3 | 4.7 |
| 2017 | 1.5 | 2.1 | 4.2 | 3.2 | 11.0 |
| 2018 | 3.2 | 3.0 | 3.2 | 4.2 | 13.6 |
| 2019 | 4.1 | 4.7 | | | |

| Other (Income) Expense | | | | | |
|------------------------|-------|-------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (1.3) | (1.7) | (1.4) | (0.8) | (5.2) |
| 2009 | 0.1 | (0.3) | 0.1 | (0.5) | (0.6) |
| 2010 | 0.5 | (0.7) | (0.4) | (1.7) | (2.3) |
| 2011 | (0.7) | (0.4) | (1.1) | (3.3) | (5.5) |
| 2012 | (0.5) | 0.0 | (2.8) | (1.0) | (4.3) |
| 2013 | (0.8) | (0.6) | (0.5) | 1.6 | (0.3) |
| 2014 | (0.5) | (1.6) | (1.8) | (0.2) | (4.1) |
| 2015 | 0.6 | (1.1) | (0.4) | (3.3) | (4.2) |
| 2016 | 0.1 | (1.7) | (2.9) | (3.6) | (8.1) |
| 2017 (7) | (2.4) | (2.1) | (2.2) | (22.1) | (28.8) |
| 2018 | (3.8) | (1.7) | (1.2) | (4.7) | (11.4) |
| 2019 | (5.4) | (3.1) | | | |

Hyster-Yale Materials Handling, Inc.
(in millions, except percentage data)

| Income (Loss) Before Taxes | | | | | |
|----------------------------|--------|-------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 8.9 | 3.0 | (9.5) | (362.7) | (360.3) |
| 2009 | (16.9) | (5.4) | (24.3) | (0.2) | (46.8) |
| 2010 | 6.3 | 7.2 | 4.7 | 15.9 | 34.1 |
| 2011 | 27.6 | 24.6 | 21.6 | 27.7 | 101.5 |
| 2012 | 26.9 | 21.5 | 29.1 | 27.6 | 105.1 |
| 2013 | 30.7 | 34.5 | 30.2 | 32.0 | 127.4 |
| 2014 (2) | 31.6 | 48.7 | 36.9 | 32.9 | 150.1 |
| 2015 | 19.7 | 27.4 | 28.4 | 29.0 | 104.5 |
| 2016 | 8.9 | 11.8 | 6.9 | 10.7 | 38.3 |
| 2017 (7) | 24.3 | 18.3 | 15.9 | 35.3 | 93.8 |
| 2018 | 19.8 | 9.5 | 10.2 | (2.9) | 36.6 |
| 2019 | 4.7 | 21.3 | | | |

| Effective Income Tax Rate | | | | | |
|---------------------------|-------|-------|-------|--------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 18.0% | 10.0% | n.m. | n.m. | n.m. |
| 2009 | n.m. | 38.9% | 7.4% | n.m. | 7.7% |
| 2010 | n.m. | n.m. | 23.4% | 15.7% | 5.3% |
| 2011 | 19.2% | 22.4% | 19.0% | 14.4% | 18.6% |
| 2012 | 21.2% | 9.3% | 14.4% | -17.8% | 6.7% |
| 2013 | 19.9% | -4.9% | 21.9% | 19.4% | 13.5% |
| 2014 | 30.1% | 32.2% | 22.8% | 19.1% | 26.6% |
| 2015 | 28.9% | 16.8% | 26.1% | 40.3% | 28.1% |
| 2016 | n.m. | 29.7% | n.m. | n.m. | n.m. |
| 2017 (7) | 25.5% | 10.4% | n.m. | n.m. | 47.9% |
| 2018 | 24.7% | 40.0% | n.m. | n.m. | 6.3% |
| 2019 | 31.9% | 20.7% | | | |

| Net Income (Loss) Attributable to Stockholders | | | | | |
|--|--------|-------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 7.3 | 2.6 | (20.1) | (365.8) | (376.0) |
| 2009 | (18.5) | (3.1) | (22.4) | 0.9 | (43.1) |
| 2010 | 8.0 | 7.3 | 3.8 | 13.3 | 32.4 |
| 2011 | 22.3 | 19.2 | 17.5 | 23.6 | 82.6 |
| 2012 | 21.2 | 19.5 | 24.9 | 32.4 | 98.0 |
| 2013 | 24.6 | 36.2 | 23.5 | 25.7 | 110.0 |
| 2014 (2) | 22.1 | 32.9 | 28.4 | 26.4 | 109.8 |
| 2015 | 13.9 | 22.7 | 20.9 | 17.2 | 74.7 |
| 2016 | 10.0 | 8.3 | 12.3 | 12.2 | 42.8 |
| 2017 (7) | 18.1 | 16.4 | 16.5 | (2.4) | 48.6 |
| 2018 | 14.9 | 5.6 | 15.4 | (1.2) | 34.7 |
| 2019 | 3.4 | 16.2 | | | |

| Restructuring Expense (Reversal) | | | | | |
|----------------------------------|-------|-----|-----|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 0.6 | 0.8 | 1.7 | 6.0 | 9.1 |
| 2009 | 0.7 | 1.5 | 6.9 | 0.2 | 9.3 |
| 2010 | (1.9) | - | - | - | (1.9) |
| 2011 | - | - | - | - | - |
| 2012 | - | - | - | (0.2) | (0.2) |
| 2013 | - | - | - | (0.3) | (0.3) |

| Restructuring Accrual Balance | | | | | |
|-------------------------------|-----|-----|-----|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 5.3 | 5.7 | 6.6 | 10.0 | 10.0 |
| 2009 | 5.6 | 3.9 | 9.4 | 8.8 | 8.8 |
| 2010 | 5.3 | 3.8 | 3.3 | 2.4 | 2.4 |
| 2011 | 2.1 | 1.8 | 1.6 | 1.4 | 1.4 |
| 2012 | 1.3 | 1.1 | 1.1 | 0.5 | 0.5 |
| 2013 | 0.5 | 0.4 | 0.4 | - | - |

| Depreciation and Amortization Expense | | | | | |
|---------------------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 10.9 | 10.5 | 10.6 | 10.0 | 42.0 |
| 2009 | 9.2 | 8.4 | 9.3 | 9.3 | 36.2 |
| 2010 | 9.0 | 8.7 | 8.1 | 8.1 | 33.9 |
| 2011 | 8.0 | 8.1 | 7.5 | 7.7 | 31.3 |
| 2012 | 6.9 | 6.9 | 6.7 | 7.5 | 28.0 |
| 2013 | 7.5 | 7.4 | 7.5 | 7.8 | 30.2 |
| 2014 | 7.5 | 7.4 | 7.5 | 7.3 | 29.7 |
| 2015 | 7.3 | 7.6 | 7.2 | 6.8 | 28.9 |
| 2016 | 6.9 | 10.2 | 11.6 | 10.4 | 39.1 |
| 2017 | 10.5 | 10.8 | 10.4 | 11.1 | 42.8 |
| 2018 | 11.4 | 9.4 | 11.6 | 11.6 | 44.0 |
| 2019 | 11.2 | 10.8 | | | |

| Net Working Capital (3) | | | | | |
|-------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 448.5 | 451.7 | 413.2 | 377.7 | 377.7 |
| 2009 | 349.4 | 316.0 | 276.1 | 228.6 | 228.6 |
| 2010 | 247.5 | 218.0 | 293.2 | 286.5 | 286.5 |
| 2011 | 356.9 | 363.5 | 383.5 | 354.5 | 354.5 |
| 2012 | 347.2 | 328.0 | 356.8 | 331.3 | 331.3 |
| 2013 | 346.6 | 331.4 | 342.6 | 328.8 | 328.8 |
| 2014 | 354.0 | 389.4 | 367.3 | 350.2 | 350.2 |
| 2015 | 322.5 | 369.6 | 357.8 | 333.3 | 333.3 |
| 2016 | 336.7 | 367.1 | 365.6 | 468.6 | 468.6 |
| 2017 | 387.6 | 394.4 | 422.5 | 461.0 | 461.0 |
| 2018 | 463.1 | 441.4 | 518.6 | 562.3 | 562.3 |
| 2019 | 594.3 | 679.7 | | | |

Hyster-Yale Materials Handling, Inc.
(in millions, except percentage data)

| Capital Expenditures | | | | | |
|----------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 10.9 | 12.3 | 13.2 | 4.8 | 41.2 |
| 2009 | 1.7 | 1.2 | 1.5 | 1.4 | 5.8 |
| 2010 | 1.0 | 2.2 | 3.1 | 5.8 | 12.1 |
| 2011 | 2.8 | 3.9 | 4.3 | 5.5 | 16.5 |
| 2012 | 1.6 | 4.3 | 4.8 | 9.1 | 19.8 |
| 2013 | 9.0 | 8.0 | 6.6 | 12.9 | 36.5 |
| 2014 | 4.9 | 12.0 | 15.0 | 16.6 | 48.5 |
| 2015 | 9.8 | 8.9 | 10.2 | 17.7 | 46.6 |
| 2016 | 6.6 | 10.6 | 11.1 | 14.4 | 42.7 |
| 2017 | 6.4 | 10.5 | 8.2 | 15.9 | 41.0 |
| 2018 | 7.4 | 8.6 | 8.7 | 14.1 | 38.8 |
| 2019 | 8.6 | 9.8 | | | |

| Net Cash Provided By (Used For) Operating Activities | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (62.6) | 16.3 | 0.0 | 19.0 | (27.3) |
| 2009 | (8.9) | 53.4 | 24.7 | 46.7 | 115.9 |
| 2010 | 13.4 | 31.4 | (27.9) | 30.6 | 47.5 |
| 2011 | (35.3) | 31.5 | (7.2) | 65.6 | 54.6 |
| 2012 | 19.1 | 34.0 | 15.6 | 60.0 | 128.7 |
| 2013 | 0.4 | 39.7 | 48.7 | 64.1 | 152.9 |
| 2014 | (16.9) | 3.3 | 54.8 | 58.8 | 100.0 |
| 2015 | (3.4) | 0.6 | 34.1 | 58.1 | 89.4 |
| 2016 | (18.3) | (4.6) | 45.8 | (71.8) | (48.9) |
| 2017 | 102.0 | 38.3 | 17.0 | 7.4 | 164.7 |
| 2018 | 28.5 | 23.5 | 40.3 | (24.7) | 67.6 |
| 2019 | (22.4) | (48.5) | | | |

| Net Cash Provided By (Used For) Investing Activities | | | | | |
|--|--------|---------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (10.4) | (11.8) | (12.7) | (2.6) | (37.5) |
| 2009 | 4.2 | 3.9 | (1.2) | (1.1) | 5.8 |
| 2010 | (0.9) | (2.1) | 0.3 | (5.8) | (8.5) |
| 2011 | (2.6) | (3.8) | (4.1) | (5.4) | (15.9) |
| 2012 | (1.6) | (4.1) | (4.8) | (9.0) | (19.5) |
| 2013 | (9.0) | 2.5 | (7.0) | (12.6) | (26.1) |
| 2014 | (5.5) | (3.9) | (14.8) | (20.2) | (44.4) |
| 2015 | (8.0) | (1.7) | (7.3) | (14.3) | (31.3) |
| 2016 | 1.8 | (118.0) | (10.3) | (18.6) | (145.1) |
| 2017 | (7.1) | (15.6) | (7.9) | (16.7) | (47.3) |
| 2018 | (7.0) | (82.5) | (7.8) | (13.6) | (110.9) |
| 2019 | (8.0) | (9.6) | | | |

| Cash Flow Before Financing Activities (4) | | | | | |
|---|--------|---------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (73.0) | 4.5 | (12.7) | 16.4 | (64.8) |
| 2009 | (4.7) | 57.3 | 23.5 | 45.6 | 121.7 |
| 2010 | 12.5 | 29.3 | (27.6) | 24.8 | 39.0 |
| 2011 | (37.9) | 27.7 | (11.3) | 60.2 | 38.7 |
| 2012 | 17.5 | 29.9 | 10.8 | 51.0 | 109.2 |
| 2013 | (8.6) | 42.2 | 41.7 | 51.5 | 126.8 |
| 2014 | (22.4) | (0.6) | 40.0 | 38.6 | 55.6 |
| 2015 | (11.4) | (1.1) | 26.8 | 43.8 | 58.1 |
| 2016 | (16.5) | (122.6) | 35.5 | (90.4) | (194.0) |
| 2017 | 94.9 | 22.7 | 9.1 | (9.3) | 117.4 |
| 2018 | 21.5 | (59.0) | 32.5 | (38.3) | (43.3) |
| 2019 | (30.4) | (58.1) | | | |

| Net Cash Provided By (Used For) Financing Activities | | | | | |
|--|--------|--------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 43.9 | (4.7) | 28.9 | (20.1) | 48.0 |
| 2009 | 20.9 | (11.5) | (11.2) | (16.5) | (18.3) |
| 2010 | (8.7) | (4.7) | (12.2) | 1.2 | (24.4) |
| 2011 | (8.1) | (4.8) | (6.2) | (0.4) | (19.5) |
| 2012 | (3.5) | (85.5) | (9.9) | (45.5) | (144.4) |
| 2013 | (10.2) | (10.8) | (22.2) | (61.2) | (104.4) |
| 2014 | (45.8) | (7.8) | (34.9) | (22.0) | (110.5) |
| 2015 | (0.6) | 6.1 | (10.3) | (2.3) | (7.1) |
| 2016 | (5.1) | 36.1 | (3.0) | 49.9 | 77.9 |
| 2017 | (73.6) | 149.6 | (13.1) | (9.8) | 53.1 |
| 2018 | (14.3) | (11.8) | (62.2) | 0.7 | (87.6) |
| 2019 | 3.6 | 52.5 | | | |

Hyster-Yale Materials Handling, Inc.
(in millions, except percentage data)

| | Cash Dividends to (Capital Contributions from) NACCO | | | | |
|------|---|--------|--------|----|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | - | - | (25.0) | - | (25.0) |
| 2009 | (25.0) | (10.0) | - | - | (35.0) |
| 2010 | 5.0 | - | - | - | 5.0 |
| 2011 | 5.0 | - | 5.0 | - | 10.0 |
| 2012 | - | - | 5.0 | - | 5.0 |

| | Dividends Paid to Stockholders | | | | |
|------|---------------------------------------|-----|-----|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | - | - | - | 42.8 | 42.8 |
| 2013 | 4.2 | 4.2 | 4.2 | 4.1 | 16.7 |
| 2014 | 4.2 | 4.6 | 4.6 | 4.4 | 17.8 |
| 2015 | 4.5 | 4.7 | 4.6 | 4.6 | 18.4 |
| 2016 | 4.7 | 4.8 | 4.8 | 4.9 | 19.2 |
| 2017 | 4.9 | 5.0 | 4.9 | 5.0 | 19.8 |
| 2018 | 5.0 | 5.1 | 5.2 | 5.1 | 20.4 |
| 2019 | 5.2 | 5.2 | | | |

| | Total Debt | | | | |
|------|-------------------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 349.8 | 349.6 | 352.1 | 291.0 | 291.0 |
| 2009 | 287.5 | 270.7 | 261.7 | 246.4 | 246.4 |
| 2010 | 243.1 | 242.2 | 233.1 | 234.5 | 234.5 |
| 2011 | 231.4 | 227.4 | 226.2 | 226.0 | 226.0 |
| 2012 | 224.2 | 142.6 | 144.7 | 142.2 | 142.2 |
| 2013 | 138.8 | 134.8 | 121.8 | 69.5 | 69.5 |
| 2014 | 33.0 | 41.7 | 38.3 | 31.5 | 31.5 |
| 2015 | 35.1 | 53.7 | 47.0 | 53.1 | 53.1 |
| 2016 | 63.0 | 150.6 | 152.8 | 211.2 | 211.2 |
| 2017 | 143.1 | 300.4 | 294.1 | 290.7 | 290.7 |
| 2018 | 283.4 | 273.1 | 296.5 | 301.5 | 301.5 |
| 2019 | 309.4 | 370.9 | | | |

| | Equity | | | | |
|----------|---------------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 538.6 | 553.1 | 530.6 | 154.2 | 154.2 |
| 2009 | 162.8 | 226.5 | 212.4 | 207.6 | 207.6 |
| 2010 | 201.1 | 197.7 | 214.6 | 231.5 | 231.5 |
| 2011 | 261.8 | 284.5 | 287.5 | 297.1 | 297.1 |
| 2012 | 329.2 | 336.5 | 365.6 | 342.2 | 342.2 |
| 2013 | 360.7 | 383.5 | 416.2 | 450.9 | 450.9 |
| 2014 | 471.7 | 498.5 | 472.5 | 456.0 | 456.0 |
| 2015 | 422.0 | 457.9 | 458.4 | 462.7 | 462.7 |
| 2016 | 495.9 | 501.4 | 513.0 | 470.4 | 470.4 |
| 2017 | 498.3 | 530.2 | 557.7 | 572.4 | 572.4 |
| 2018 | 608.0 | 589.9 | 589.7 | 527.4 | 527.4 |
| 2019 | 551.4 | 570.1 | | | |

| | Return on Equity (5) | | | | |
|----------|-----------------------------|---------|---------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 8.1% | 7.5% | 2.4% | -81.7% | -81.7% |
| 2009 | -103.6% | -125.2% | -159.2% | -22.4% | -22.4% |
| 2010 | -8.2% | -3.0% | 9.7% | 15.4% | 15.4% |
| 2011 | 21.1% | 24.6% | 28.2% | 30.3% | 30.3% |
| 2012 | 27.9% | 26.6% | 27.6% | 29.3% | 29.3% |
| 2013 | 29.2% | 33.0% | 31.2% | 28.2% | 28.2% |
| 2014 | 25.8% | 23.5% | 23.6% | 23.4% | 23.4% |
| 2015 | 21.9% | 19.8% | 18.5% | 16.5% | 16.5% |
| 2016 | 15.4% | 11.9% | 9.8% | 8.8% | 8.8% |
| 2017 | 10.3% | 11.7% | 12.3% | 9.2% | 9.2% |
| 2018 | 8.2% | 6.1% | 5.7% | 6.0% | 6.0% |
| 2019 | 4.0% | 6.0% | | | |

- (1) During the fourth quarter of 2008, Hyster-Yale's former parent, NACCO Industries Inc.'s stock price significantly declined compared with previous periods and NACCO Industries, Inc.'s market value of equity was below the book value of tangible assets and the book value of equity. NACCO Industries, Inc. performed an interim impairment test, which indicated that goodwill and certain other intangibles were impaired at December 31, 2008. Therefore, Hyster-Yale recorded a noncash impairment charge of \$351.1 million during the fourth quarter of 2008.
- (2) The 2nd quarter of 2014 includes a gain of \$17.7 million related to the sale of the Brazil real estate and operating facility.
- (3) Net working capital is equal to accounts receivable, net plus inventories, net less accounts payable.
- (4) Cash flow before financing activities is equal to net cash provided by (used for) operating activities plus net cash provided by (used for) investing activities.
- (5) Return on equity is equal to the sum of the previous 4 quarters net income divided by average equity calculated over the last 5 quarters.
- (6) As of September 30, 2012, the Company changed its segment reporting to include Americas, Europe and Asia-Pacific. The 2011 and 2012 results have been reclassified to reflect this change. The results for 2010 and prior reflect the historical segment presentation of Americas, Europe and Other.
- (7) During the fourth quarter of 2017, the Company recognized \$19.8 million of equity income from HYGFS and \$38.2 million of income tax expense as a result of the Tax Cuts and Jobs Act, which was signed into law on December 22, 2017.
- (8) Nuvera was acquired on December 18, 2014.
- (9) Bolzoni was acquired on April 1, 2016.
- (10) The results of the Sulligent facility have been included in the Bolzoni segment from January 1, 2017
- (11) The results of Nuvera include product development funding from third-parties as revenue and related costs in cost of sales from January 1, 2018.

Lift Truck Business
(in millions, except percentage data)

| Backlog (in thousands) | | | | | |
|------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 29.1 | 28.4 | 26.0 | 14.9 | 14.9 |
| 2009 | 12.8 | 12.3 | 13.2 | 13.2 | 13.2 |
| 2010 | 16.9 | 21.7 | 24.5 | 23.0 | 23.0 |
| 2011 | 24.8 | 25.1 | 25.6 | 24.7 | 24.7 |
| 2012 | 22.3 | 24.2 | 25.6 | 27.3 | 27.3 |
| 2013 | 27.5 | 29.3 | 28.4 | 28.2 | 28.2 |
| 2014 | 28.9 | 28.8 | 26.8 | 28.1 | 28.1 |
| 2015 | 31.9 | 30.9 | 27.1 | 26.9 | 26.9 |
| 2016 | 29.9 | 30.5 | 30.6 | 29.6 | 29.6 |
| 2017 | 30.0 | 35.3 | 35.1 | 33.8 | 33.8 |
| 2018 | 36.1 | 41.7 | 42.3 | 43.9 | 43.9 |
| 2019 | 40.2 | 44.1 | | | |

| Unit Shipments (in thousands) | | | | | |
|-------------------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 22.3 | 23.4 | 20.7 | 20.8 | 87.2 |
| 2009 | 10.8 | 9.9 | 9.4 | 11.5 | 41.6 |
| 2010 | 11.1 | 13.8 | 15.4 | 19.7 | 60.0 |
| 2011 | 19.4 | 19.9 | 19.6 | 20.8 | 79.7 |
| 2012 | 20.1 | 18.7 | 18.0 | 20.1 | 76.9 |
| 2013 | 20.8 | 20.9 | 21.2 | 22.7 | 85.5 |
| 2014 | 20.6 | 21.7 | 21.7 | 23.5 | 87.6 |
| 2015 | 19.9 | 22.4 | 22.4 | 22.2 | 86.9 |
| 2016 | 20.5 | 21.1 | 20.3 | 22.9 | 84.8 |
| 2017 | 23.3 | 22.2 | 22.0 | 25.9 | 93.4 |
| 2018 | 24.8 | 23.9 | 25.6 | 27.6 | 101.9 |
| 2019 | 25.7 | 26.3 | | | |

| Revenues - Americas (5) | | | | | |
|-------------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 394.1 | 416.6 | 394.6 | 387.3 | 1,592.6 |
| 2009 | 228.9 | 186.3 | 197.4 | 240.8 | 853.4 |
| 2010 | 228.3 | 259.8 | 295.2 | 357.4 | 1,140.7 |
| 2011 | 359.3 | 401.4 | 390.6 | 422.1 | 1,573.4 |
| 2012 | 395.3 | 378.6 | 379.2 | 410.6 | 1,563.7 |
| 2013 | 418.5 | 433.2 | 448.6 | 462.0 | 1,762.3 |
| 2014 | 456.9 | 440.8 | 479.1 | 490.1 | 1,866.9 |
| 2015 | 415.9 | 463.9 | 454.1 | 441.6 | 1,775.5 |
| 2016 | 417.2 | 414.0 | 410.7 | 433.8 | 1,675.7 |
| 2017 | 466.0 | 432.9 | 447.8 | 487.4 | 1,834.1 |
| 2018 | 495.9 | 471.6 | 503.9 | 516.1 | 1,987.5 |
| 2019 | 534.5 | 537.7 | | | |

| Revenues - Americas - % change yr. over yr. (5) | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 6.2% | 9.1% | 3.7% | -7.4% | 2.6% |
| 2009 | -41.9% | -55.3% | -50.0% | -37.8% | -46.4% |
| 2010 | -0.3% | 39.5% | 49.5% | 48.4% | 33.7% |
| 2011 | 57.4% | 54.5% | 32.3% | 18.1% | 37.9% |
| 2012 | 10.0% | -5.7% | -2.9% | -2.7% | -0.6% |
| 2013 | 5.9% | 14.4% | 18.3% | 12.5% | 12.7% |
| 2014 | 9.2% | 1.8% | 6.8% | 6.1% | 5.9% |
| 2015 | -9.0% | 5.2% | -5.2% | -9.9% | -4.9% |
| 2016 | 0.3% | -10.8% | -9.6% | -1.8% | -5.6% |
| 2017 | 11.7% | 4.6% | 9.0% | 12.4% | 9.5% |
| 2018 | 6.4% | 8.9% | 12.5% | 5.9% | 8.4% |
| 2019 | 7.8% | 14.0% | | | |

| Revenues - EMEA (5) | | | | | |
|---------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 222.7 | 256.1 | 211.7 | 204.8 | 895.3 |
| 2009 | 100.3 | 108.6 | 80.3 | 100.9 | 390.1 |
| 2010 | 91.0 | 112.9 | 110.5 | 162.2 | 476.6 |
| 2011 | 174.1 | 194.8 | 180.3 | 202.5 | 751.7 |
| 2012 | 181.9 | 171.1 | 148.6 | 176.3 | 677.9 |
| 2013 | 174.6 | 171.3 | 147.0 | 202.5 | 695.4 |
| 2014 | 169.0 | 184.2 | 163.5 | 169.6 | 686.3 |
| 2015 | 157.6 | 146.2 | 145.1 | 157.5 | 606.4 |
| 2016 | 147.0 | 156.5 | 138.0 | 174.2 | 615.7 |
| 2017 | 162.4 | 172.6 | 165.6 | 215.2 | 715.8 |
| 2018 | 197.9 | 191.0 | 172.2 | 207.7 | 768.8 |
| 2019 | 190.1 | 202.1 | | | |

| Revenues - EMEA - % change yr. over yr. (5) | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 22.9% | 35.6% | 12.7% | -26.4% | 7.1% |
| 2009 | -55.0% | -57.6% | -62.1% | -50.7% | -56.4% |
| 2010 | -9.3% | 4.0% | 37.6% | 60.8% | 22.2% |
| 2011 | 91.3% | 72.5% | 63.2% | 24.8% | 57.7% |
| 2012 | 4.5% | -12.2% | -17.6% | -12.9% | -9.8% |
| 2013 | -4.0% | 0.1% | -1.1% | 14.9% | 2.6% |
| 2014 | -3.2% | 7.5% | 11.2% | -16.2% | -1.3% |
| 2015 | -6.7% | -20.6% | -11.3% | -7.1% | -11.6% |
| 2016 | -6.7% | 7.0% | -4.9% | 10.6% | 1.5% |
| 2017 | 10.5% | 10.3% | 20.0% | 23.5% | 16.3% |
| 2018 | 21.9% | 10.7% | 4.0% | -3.5% | 7.4% |
| 2019 | -3.9% | 5.8% | | | |

| Revenues - JAPIC (5) | | | | | |
|----------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2011 | 53.2 | 51.8 | 57.9 | 52.8 | 215.7 |
| 2012 | 52.3 | 52.3 | 57.8 | 65.1 | 227.5 |
| 2013 | 51.8 | 55.1 | 48.3 | 53.4 | 208.6 |
| 2014 | 50.1 | 59.7 | 53.2 | 51.0 | 214.0 |
| 2015 | 47.6 | 48.2 | 52.4 | 45.5 | 193.7 |
| 2016 | 39.7 | 39.1 | 46.2 | 44.5 | 169.5 |
| 2017 | 43.8 | 42.2 | 38.9 | 49.0 | 173.9 |
| 2018 | 49.5 | 57.5 | 64.7 | 70.4 | 242.1 |
| 2019 | 63.4 | 72.9 | | | |

| Revenues - JAPIC - % change yr. over yr. (5) | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2011 | -5.2% | 27.0% | 55.6% | 4.6% | 16.8% |
| 2012 | -1.7% | 1.0% | -0.2% | 23.3% | 5.5% |
| 2013 | -1.0% | 5.4% | -16.4% | -18.0% | -8.3% |
| 2014 | -3.3% | 8.3% | 10.1% | -4.5% | 2.6% |
| 2015 | -5.0% | -19.3% | -1.5% | -10.8% | -9.5% |
| 2016 | -16.6% | -18.9% | -11.8% | -2.2% | -12.5% |
| 2017 | 10.3% | 7.9% | -15.8% | 10.1% | 2.6% |
| 2018 | 13.0% | 36.3% | 66.3% | 43.7% | 39.2% |
| 2019 | 28.1% | 26.8% | | | |

| Revenues - Other (5) | | | | | |
|----------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 82.1 | 94.8 | 90.1 | 69.4 | 336.4 |
| 2009 | 59.9 | 67.1 | 50.7 | 54.0 | 231.7 |
| 2010 | 56.1 | 40.8 | 37.2 | 50.5 | 184.6 |

| Revenues - Other - % change yr. over yr. (5) | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 1.6% | 13.1% | 3.0% | -12.7% | 1.4% |
| 2009 | -27.0% | -29.2% | -43.7% | -22.2% | -31.1% |
| 2010 | -6.3% | -39.2% | -26.6% | -6.5% | -20.3% |

Lift Truck Business
(in millions, except percentage data)

| Revenues - Lift Truck Business | | | | | |
|--------------------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 698.9 | 767.5 | 696.4 | 661.5 | 2,824.3 |
| 2009 | 389.1 | 362.0 | 328.4 | 395.7 | 1,475.2 |
| 2010 | 375.4 | 413.5 | 442.9 | 570.1 | 1,801.9 |
| 2011 | 586.6 | 648.0 | 628.8 | 677.4 | 2,540.8 |
| 2012 | 629.5 | 602.0 | 585.6 | 652.0 | 2,469.1 |
| 2013 | 644.9 | 659.6 | 643.9 | 717.9 | 2,666.3 |
| 2014 | 676.0 | 684.7 | 695.8 | 710.7 | 2,767.2 |
| 2015 | 621.1 | 658.3 | 651.6 | 644.6 | 2,575.6 |
| 2016 | 603.9 | 609.6 | 594.9 | 652.5 | 2,460.9 |
| 2017 | 672.2 | 647.7 | 652.3 | 751.6 | 2,723.8 |
| 2018 | 743.3 | 720.1 | 740.8 | 794.2 | 2,998.4 |
| 2019 | 788.0 | 812.7 | | | |

| Gross Profit | | | | | |
|--------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 92.8 | 85.4 | 62.6 | 69.3 | 310.1 |
| 2009 | 44.9 | 46.5 | 41.2 | 52.1 | 184.7 |
| 2010 | 57.0 | 67.9 | 71.7 | 83.2 | 279.8 |
| 2011 | 95.8 | 97.9 | 89.0 | 100.8 | 383.5 |
| 2012 | 99.0 | 96.9 | 100.0 | 107.3 | 403.2 |
| 2013 | 109.2 | 114.3 | 111.6 | 125.9 | 461.0 |
| 2014 | 111.7 | 107.3 | 111.3 | 117.4 | 447.7 |
| 2015 | 103.7 | 111.0 | 106.9 | 111.0 | 432.6 |
| 2016 | 98.5 | 101.6 | 95.7 | 98.7 | 394.5 |
| 2017 | 112.9 | 110.5 | 108.5 | 118.6 | 450.5 |
| 2018 | 116.1 | 110.3 | 103.7 | 109.1 | 439.2 |
| 2019 | 112.6 | 126.9 | | | |

| Operating Expenses | | | | | |
|--------------------|-------|------|------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 79.6 | 78.2 | 68.2 | 428.1 | 654.1 |
| 2009 | 57.5 | 48.2 | 61.6 | 48.6 | 215.9 |
| 2010 | 46.7 | 58.1 | 63.5 | 65.4 | 233.7 |
| 2011 | 65.4 | 70.4 | 64.9 | 72.8 | 273.5 |
| 2012 | 69.2 | 72.3 | 71.7 | 78.3 | 291.5 |
| 2013 | 77.1 | 78.4 | 80.3 | 90.9 | 326.7 |
| 2014 (2) | 80.1 | 59.6 | 75.0 | 82.0 | 296.7 |
| 2015 | 76.7 | 77.8 | 71.3 | 78.7 | 304.5 |
| 2016 | 82.7 | 82.6 | 75.2 | 79.4 | 319.9 |
| 2017 | 83.1 | 82.7 | 84.2 | 90.4 | 340.4 |
| 2018 | 89.5 | 93.0 | 84.3 | 104.9 | 371.7 |
| 2019 | 101.8 | 97.8 | | | |

| Operating Profit (Loss) | | | | | |
|-------------------------|--------|-------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 13.2 | 7.2 | (5.6) | (358.8) | (344.0) |
| 2009 | (12.6) | (1.7) | (20.4) | 3.5 | (31.2) |
| 2010 | 10.3 | 9.8 | 8.2 | 17.8 | 46.1 |
| 2011 | 30.4 | 27.5 | 24.1 | 28.0 | 110.0 |
| 2012 | 29.8 | 24.6 | 28.3 | 29.0 | 111.7 |
| 2013 | 32.1 | 35.9 | 31.3 | 35.0 | 134.3 |
| 2014 (2) | 31.6 | 47.7 | 36.3 | 35.4 | 151.0 |
| 2015 | 27.0 | 33.2 | 35.6 | 32.3 | 128.1 |
| 2016 | 15.8 | 19.0 | 20.5 | 19.3 | 74.6 |
| 2017 | 29.8 | 27.8 | 24.3 | 28.2 | 110.1 |
| 2018 | 26.6 | 17.3 | 19.4 | 4.2 | 67.5 |
| 2019 | 10.8 | 29.1 | | | |

| Interest (Income) Expense | | | | | |
|---------------------------|-----|-----|-----|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 5.6 | 5.9 | 5.3 | 4.7 | 21.5 |
| 2009 | 4.2 | 4.0 | 3.8 | 4.2 | 16.2 |
| 2010 | 3.5 | 3.3 | 3.9 | 3.6 | 14.3 |
| 2011 | 3.5 | 3.3 | 3.6 | 3.6 | 14.0 |
| 2012 | 3.4 | 3.1 | 2.0 | 2.4 | 10.9 |
| 2013 | 2.2 | 2.0 | 1.6 | 1.4 | 7.2 |
| 2014 | 0.5 | 0.6 | 1.2 | 0.5 | 2.8 |
| 2015 | 0.7 | 1.0 | 1.0 | 0.5 | 3.2 |
| 2016 | 0.7 | 0.9 | 1.2 | 1.1 | 3.9 |
| 2017 | 1.3 | 1.9 | 4.0 | 3.0 | 10.2 |
| 2018 | 3.0 | 2.8 | 3.1 | 3.9 | 12.8 |
| 2019 | 3.9 | 4.5 | | | |

| Other (Income) Expense | | | | | |
|------------------------|-------|-------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (1.3) | (1.7) | (1.4) | (0.8) | (5.2) |
| 2009 | 0.1 | (0.3) | 0.1 | (0.5) | (0.6) |
| 2010 | 0.5 | (0.7) | (0.4) | (1.7) | (2.3) |
| 2011 | (0.7) | (0.4) | (1.1) | (3.3) | (5.5) |
| 2012 | (0.5) | 0.0 | (2.8) | (1.0) | (4.3) |
| 2013 | (0.8) | (0.6) | (0.5) | 1.6 | (0.3) |
| 2014 | (0.5) | (1.6) | (1.8) | (0.2) | (4.1) |
| 2015 | 0.6 | (1.1) | (0.4) | (3.3) | (4.2) |
| 2016 | 0.1 | (1.7) | (2.9) | (3.4) | (7.9) |
| 2017 | (2.3) | (2.0) | (2.2) | (22.3) | (28.8) |
| 2018 | (3.8) | (1.7) | (1.1) | (5.1) | (11.7) |
| 2019 | (5.4) | (2.9) | | | |

| Revenues - Lift Truck Business - % change yr. over yr. | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 10.4% | 17.2% | 6.2% | -14.8% | 3.8% |
| 2009 | -44.3% | -52.8% | -52.8% | -40.2% | -47.8% |
| 2010 | -3.5% | 14.2% | 34.9% | 44.1% | 22.1% |
| 2011 | 56.3% | 56.7% | 42.0% | 18.8% | 41.0% |
| 2012 | 7.3% | -7.1% | -6.9% | -3.7% | -2.8% |
| 2013 | 2.4% | 9.6% | 10.0% | 10.1% | 8.0% |
| 2014 | 4.8% | 3.8% | 8.1% | -1.0% | 3.8% |
| 2015 | -8.1% | -3.9% | -6.4% | -9.3% | -6.9% |
| 2016 | -2.8% | -7.4% | -8.7% | 1.2% | -4.5% |
| 2017 | 11.3% | 6.3% | 9.6% | 15.2% | 10.7% |
| 2018 | 10.6% | 11.2% | 13.6% | 5.7% | 10.1% |
| 2019 | 6.0% | 12.9% | | | |

| Gross Profit % | | | | | |
|----------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 13.3% | 11.1% | 9.0% | 10.5% | 11.0% |
| 2009 | 11.5% | 12.8% | 12.5% | 13.2% | 12.5% |
| 2010 | 15.2% | 16.4% | 16.2% | 14.6% | 15.5% |
| 2011 | 16.3% | 15.1% | 14.2% | 14.9% | 15.1% |
| 2012 | 15.7% | 16.1% | 17.1% | 16.5% | 16.3% |
| 2013 | 16.9% | 17.3% | 17.3% | 17.5% | 17.3% |
| 2014 | 16.5% | 15.7% | 16.0% | 16.5% | 16.2% |
| 2015 | 16.7% | 16.9% | 16.4% | 17.2% | 16.8% |
| 2016 | 16.3% | 16.7% | 16.1% | 15.1% | 16.0% |
| 2017 | 16.8% | 17.1% | 16.6% | 15.8% | 16.5% |
| 2018 | 15.6% | 15.3% | 14.0% | 13.7% | 14.6% |
| 2019 | 14.3% | 15.6% | | | |

| Operating Expenses as a % of revenues | | | | | |
|---------------------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 11.4% | 10.2% | 9.8% | 64.7% | 23.2% |
| 2009 | 14.8% | 13.3% | 18.8% | 12.3% | 14.6% |
| 2010 | 12.4% | 14.1% | 14.3% | 11.5% | 13.0% |
| 2011 | 11.1% | 10.9% | 10.3% | 10.7% | 10.8% |
| 2012 | 11.0% | 12.0% | 12.2% | 12.0% | 11.8% |
| 2013 | 12.0% | 11.9% | 12.5% | 12.7% | 12.3% |
| 2014 | 11.8% | 8.7% | 10.8% | 11.5% | 10.7% |
| 2015 | 12.3% | 11.8% | 10.9% | 12.2% | 11.8% |
| 2016 | 13.7% | 13.5% | 12.6% | 12.2% | 13.0% |
| 2017 | 12.4% | 12.8% | 12.9% | 12.0% | 12.5% |
| 2018 | 12.0% | 12.9% | 11.4% | 13.2% | 12.4% |
| 2019 | 12.9% | 12.0% | | | |

| Operating Profit (Loss) % | | | | | |
|---------------------------|-------|-------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 1.9% | 0.9% | -0.8% | -54.2% | -12.2% |
| 2009 | -3.2% | -0.5% | -6.2% | 0.9% | -2.1% |
| 2010 | 2.7% | 2.4% | 1.9% | 3.1% | 2.6% |
| 2011 | 5.2% | 4.2% | 3.8% | 4.1% | 4.3% |
| 2012 | 4.7% | 4.1% | 4.8% | 4.4% | 4.5% |
| 2013 | 5.0% | 5.4% | 4.9% | 4.9% | 5.0% |
| 2014 | 4.7% | 7.0% | 5.2% | 5.0% | 5.5% |
| 2015 | 4.3% | 5.0% | 5.5% | 5.0% | 5.0% |
| 2016 | 2.6% | 3.1% | 3.4% | 3.0% | 3.0% |
| 2017 | 4.4% | 4.3% | 3.7% | 3.8% | 4.0% |
| 2018 | 3.6% | 2.4% | 2.6% | 0.5% | 2.3% |
| 2019 | 1.4% | 3.6% | | | |

Lift Truck Business
(in millions, except percentage data)

| | Income (Loss) Before Taxes | | | | |
|----------|----------------------------|-------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 8.9 | 3.0 | (9.5) | (362.7) | (360.3) |
| 2009 | (16.9) | (5.4) | (24.3) | (0.2) | (46.8) |
| 2010 | 6.3 | 7.2 | 4.7 | 15.9 | 34.1 |
| 2011 | 27.6 | 24.6 | 21.6 | 27.7 | 101.5 |
| 2012 | 26.9 | 21.5 | 29.1 | 27.6 | 105.1 |
| 2013 | 30.7 | 34.5 | 30.2 | 32.0 | 127.4 |
| 2014 (2) | 31.6 | 48.7 | 36.9 | 35.1 | 152.3 |
| 2015 | 25.7 | 33.3 | 35.0 | 35.1 | 129.1 |
| 2016 | 15.0 | 19.8 | 22.2 | 21.6 | 78.6 |
| 2017 | 31.6 | 28.7 | 22.3 | 48.2 | 130.8 |
| 2018 | 27.4 | 16.2 | 17.4 | 5.4 | 66.4 |
| 2019 | 12.3 | 27.5 | | | |

| | Effective Income Tax Rate | | | | |
|------|---------------------------|-------|-------|--------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 18.0% | 10.0% | n.m. | n.m. | n.m. |
| 2009 | n.m. | 38.9% | 7.4% | n.m. | 7.7% |
| 2010 | n.m. | n.m. | 23.4% | 15.7% | 5.3% |
| 2011 | 19.2% | 22.4% | 19.0% | 14.4% | 18.6% |
| 2012 | 21.2% | 9.3% | 14.4% | -17.8% | 6.7% |
| 2013 | 19.9% | -4.9% | 21.9% | 19.4% | 13.5% |
| 2014 | 30.1% | 32.2% | 22.8% | 20.2% | 26.7% |
| 2015 | 31.5% | 21.0% | 28.6% | 40.7% | 30.5% |
| 2016 | 9.3% | 34.3% | n.m. | 16.7% | 15.5% |
| 2017 | 29.7% | 17.8% | 11.7% | n.m. | 45.4% |
| 2018 | 24.8% | 32.1% | n.m. | n.m. | 16.0% |
| 2019 | 25.2% | 24.7% | | | |

| | Net Income (Loss) Attributable to Stockholders | | | | |
|----------|--|-------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 (1) | 7.3 | 2.6 | (20.1) | (365.8) | (376.0) |
| 2009 | (18.5) | (3.1) | (22.4) | 0.9 | (43.1) |
| 2010 | 8.0 | 7.3 | 3.8 | 13.3 | 32.4 |
| 2011 | 22.3 | 19.2 | 17.5 | 23.6 | 82.6 |
| 2012 | 21.2 | 19.5 | 24.9 | 32.4 | 98.0 |
| 2013 | 24.6 | 36.2 | 23.5 | 25.7 | 110.0 |
| 2014 (2) | 22.1 | 32.9 | 28.4 | 27.8 | 111.2 |
| 2015 | 17.5 | 26.2 | 24.9 | 20.7 | 89.3 |
| 2016 | 13.7 | 13.1 | 21.9 | 18.2 | 66.9 |
| 2017 | 22.3 | 23.8 | 19.7 | 6.0 | 71.8 |
| 2018 | 20.7 | 11.0 | 18.7 | 6.3 | 56.7 |
| 2019 | 9.6 | 20.3 | | | |

| | Restructuring Expense (Reversal) | | | | |
|------|----------------------------------|-----|-----|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 0.6 | 0.8 | 1.7 | 6.0 | 9.1 |
| 2009 | 0.7 | 1.5 | 6.9 | 0.2 | 9.3 |
| 2010 | (1.9) | - | - | - | (1.9) |
| 2011 | - | - | - | - | - |
| 2012 | - | - | - | (0.2) | (0.2) |
| 2013 | - | - | - | (0.3) | (0.3) |

| | Restructuring Accrual Balance | | | | |
|------|-------------------------------|-----|-----|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 5.3 | 5.7 | 6.6 | 10.0 | 10.0 |
| 2009 | 5.6 | 3.9 | 9.4 | 8.8 | 8.8 |
| 2010 | 5.3 | 3.8 | 3.3 | 2.4 | 2.4 |
| 2011 | 2.1 | 1.8 | 1.6 | 1.4 | 1.4 |
| 2012 | 1.3 | 1.1 | 1.1 | 0.5 | 0.5 |
| 2013 | 0.5 | 0.4 | 0.4 | - | - |

| | Depreciation and Amortization Expense | | | | |
|------|---------------------------------------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 10.9 | 10.5 | 10.6 | 10.0 | 42.0 |
| 2009 | 9.2 | 8.4 | 9.3 | 9.3 | 36.2 |
| 2010 | 9.0 | 8.7 | 8.1 | 8.1 | 33.9 |
| 2011 | 8.0 | 8.1 | 7.5 | 7.7 | 31.3 |
| 2012 | 6.9 | 6.9 | 6.7 | 7.5 | 28.0 |
| 2013 | 7.5 | 7.4 | 7.5 | 7.8 | 30.2 |
| 2014 | 7.5 | 7.4 | 7.5 | 7.2 | 29.6 |
| 2015 | 6.9 | 7.1 | 6.9 | 6.4 | 27.3 |
| 2016 | 6.5 | 7.0 | 7.3 | 7.3 | 28.1 |
| 2017 | 7.2 | 7.6 | 7.3 | 7.5 | 29.6 |
| 2018 | 7.6 | 7.7 | 9.2 | 9.0 | 33.5 |
| 2019 | 7.9 | 7.7 | | | |

| | Net Working Capital (3) | | | | |
|------|-------------------------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 448.5 | 451.7 | 413.2 | 377.7 | 377.7 |
| 2009 | 349.4 | 316.0 | 276.1 | 228.6 | 228.6 |
| 2010 | 247.5 | 218.0 | 293.2 | 286.5 | 286.5 |
| 2011 | 356.9 | 363.5 | 383.5 | 354.5 | 354.5 |
| 2012 | 347.2 | 328.0 | 356.8 | 331.3 | 331.3 |
| 2013 | 346.6 | 331.4 | 342.6 | 328.8 | 328.8 |
| 2014 | 354.0 | 389.4 | 367.3 | 344.1 | 344.1 |
| 2015 | 318.7 | 365.3 | 353.3 | 327.2 | 327.2 |
| 2016 | 328.1 | 319.7 | 306.7 | 409.1 | 409.1 |
| 2017 | 321.6 | 330.4 | 353.4 | 391.2 | 391.2 |
| 2018 | 388.3 | 365.7 | 444.1 | 496.5 | 496.5 |
| 2019 | 497.4 | 584.2 | | | |

Lift Truck Business
(in millions, except percentage data)

| Capital Expenditures | | | | | |
|----------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 10.9 | 12.3 | 13.2 | 4.8 | 41.2 |
| 2009 | 1.7 | 1.2 | 1.5 | 1.4 | 5.8 |
| 2010 | 1.0 | 2.2 | 3.1 | 5.8 | 12.1 |
| 2011 | 2.8 | 3.9 | 4.3 | 5.5 | 16.5 |
| 2012 | 1.6 | 4.3 | 4.8 | 9.1 | 19.8 |
| 2013 | 9.0 | 8.0 | 6.6 | 12.9 | 36.5 |
| 2014 | 4.9 | 12.0 | 15.0 | 16.6 | 48.5 |
| 2015 | 9.8 | 7.9 | 9.6 | 16.6 | 43.9 |
| 2016 | 6.0 | 9.7 | 9.5 | 11.3 | 36.5 |
| 2017 | 4.9 | 8.0 | 7.0 | 15.4 | 35.3 |
| 2018 | 5.3 | 8.7 | 6.9 | 10.9 | 31.8 |
| 2019 | 5.5 | 7.1 | | | |

| Net Cash Provided By (Used For) Operating Activities | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (62.6) | 16.3 | 0.0 | 19.0 | (27.3) |
| 2009 | (8.9) | 53.4 | 24.7 | 46.7 | 115.9 |
| 2010 | 13.4 | 31.4 | (27.9) | 30.6 | 47.5 |
| 2011 | (35.3) | 31.5 | (7.2) | 65.6 | 54.6 |
| 2012 | 19.1 | 34.0 | 15.6 | 60.0 | 128.7 |
| 2013 | 0.4 | 39.7 | 48.7 | 64.1 | 152.9 |
| 2014 | (16.9) | 3.3 | 54.8 | 59.9 | 101.1 |
| 2015 | 1.1 | 3.6 | 38.0 | 63.3 | 106.0 |
| 2016 | (11.6) | 11.3 | 56.0 | (73.3) | (17.6) |
| 2017 | 109.7 | 35.5 | 22.4 | 9.1 | 176.7 |
| 2018 | 29.5 | 26.3 | 42.4 | (20.2) | 78.0 |
| 2019 | (19.0) | (66.2) | | | |

| Net Cash Provided By (Used For) Investing Activities | | | | | |
|--|--------|---------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (10.4) | (11.8) | (12.7) | (2.6) | (37.5) |
| 2009 | 4.2 | 3.9 | (1.2) | (1.1) | 5.8 |
| 2010 | (0.9) | (2.1) | 0.3 | (5.8) | (8.5) |
| 2011 | (2.6) | (3.8) | (4.1) | (5.4) | (15.9) |
| 2012 | (1.6) | (4.1) | (4.8) | (9.0) | (19.5) |
| 2013 | (9.0) | 2.5 | (7.0) | (12.6) | (26.1) |
| 2014 | (5.5) | (3.9) | (14.8) | (23.2) | (47.4) |
| 2015 | (8.0) | (0.7) | (6.8) | (13.2) | (28.7) |
| 2016 | 2.4 | (102.7) | (9.0) | (7.4) | (116.7) |
| 2017 | (5.8) | (17.4) | (6.9) | (16.5) | (46.6) |
| 2018 | (5.2) | (82.9) | (6.2) | (10.6) | (104.9) |
| 2019 | (5.4) | (6.9) | | | |

| Cash Flow Before Financing Activities (4) | | | | | |
|---|--------|--------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | (73.0) | 4.5 | (12.7) | 16.4 | (64.8) |
| 2009 | (4.7) | 57.3 | 23.5 | 45.6 | 121.7 |
| 2010 | 12.5 | 29.3 | (27.6) | 24.8 | 39.0 |
| 2011 | (37.9) | 27.7 | (11.3) | 60.2 | 38.7 |
| 2012 | 17.5 | 29.9 | 10.8 | 51.0 | 109.2 |
| 2013 | (8.6) | 42.2 | 41.7 | 51.5 | 126.8 |
| 2014 | (22.4) | (0.6) | 40.0 | 36.7 | 53.7 |
| 2015 | (6.9) | 2.9 | 31.2 | 50.1 | 77.3 |
| 2016 | (9.2) | (91.4) | 47.0 | (80.7) | (134.3) |
| 2017 | 103.9 | 18.1 | 15.5 | (7.4) | 130.1 |
| 2018 | 24.3 | (56.6) | 36.2 | (30.8) | (26.9) |
| 2019 | (24.4) | (73.1) | | | |

| Net Cash Provided By (Used For) Financing Activities | | | | | |
|--|--------|--------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2008 | 43.9 | (4.7) | 28.9 | (20.1) | 48.0 |
| 2009 | 20.9 | (11.5) | (11.2) | (16.5) | (18.3) |
| 2010 | (8.7) | (4.7) | (12.2) | 1.2 | (24.4) |
| 2011 | (8.1) | (4.8) | (6.2) | (0.4) | (19.5) |
| 2012 | (3.5) | (85.5) | (9.9) | (45.5) | (144.4) |
| 2013 | (10.2) | (10.8) | (22.2) | (61.2) | (104.4) |
| 2014 | (45.8) | (7.8) | (34.9) | (21.2) | (109.7) |
| 2015 | (4.3) | 2.1 | (14.7) | (8.5) | (25.4) |
| 2016 | (12.3) | (3.3) | (13.4) | 37.2 | 8.2 |
| 2017 | (81.9) | 151.6 | (17.4) | (9.6) | 42.7 |
| 2018 | (17.2) | (15.2) | (67.4) | (8.9) | (108.7) |
| 2019 | 0.4 | 64.9 | | | |

- (1) During the fourth quarter of 2008, Hyster-Yale's former parent, NACCO Industries Inc.'s stock price significantly declined compared with previous periods and NACCO Industries, Inc.'s market value of equity was below the book value of tangible assets and the book value of equity. NACCO Industries, Inc. performed an interim impairment test, which indicated that goodwill and certain other intangibles were impaired at December 31, 2008. Therefore, Hyster-Yale recorded a noncash impairment charge of \$351.1 million during the fourth quarter of 2008.
- (2) The 2nd quarter of 2014 includes a gain of \$17.7 million related to the sale of the Brazil real estate and operating facility.
- (3) Net working capital is equal to accounts receivable, net plus inventories, net less accounts payable.
- (4) Cash flow before financing activities is equal to net cash provided by (used for) operating activities plus net cash provided by (used for) investing
- (5) As of September 30, 2012, the Company changed its segment reporting to include Americas, Europe and Asia-Pacific. The 2011 and 2012 results have been reclassified to reflect this change. The results for 2010 and prior reflect the historical segment presentation of Americas, Europe and Other.

Bolzoni (1)
(in millions, except percentage data)

| | Revenues (2) | | | | |
|------|---------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 38.9 | 36.2 | 40.5 | 115.6 |
| 2017 | 78.4 | 75.3 | 76.4 | 82.4 | 312.5 |
| 2018 | 89.5 | 88.0 | 84.4 | 87.1 | 349.0 |
| 2019 | 91.8 | 90.8 | | | |

| | Gross Profit (Loss) | | | | |
|------|----------------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 12.8 | 9.2 | 13.7 | 35.7 |
| 2017 | 13.8 | 12.4 | 13.5 | 15.1 | 54.8 |
| 2018 | 17.0 | 16.8 | 14.4 | 15.5 | 63.7 |
| 2019 | 15.6 | 15.5 | | | |

| | Operating Expenses | | | | |
|------|---------------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 12.1 | 11.7 | 12.0 | 35.8 |
| 2017 | 11.5 | 11.9 | 11.4 | 13.6 | 48.4 |
| 2018 | 14.3 | 13.6 | 12.7 | 13.6 | 54.2 |
| 2019 | 14.4 | 13.2 | | | |

| | Operating Profit (Loss) | | | | |
|------|--------------------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 0.7 | (2.5) | 1.7 | (0.1) |
| 2017 | 2.3 | 0.5 | 2.1 | 1.5 | 6.4 |
| 2018 | 2.7 | 3.2 | 1.7 | 1.9 | 9.5 |
| 2019 | 1.2 | 2.3 | | | |

| | Income (Loss) Before Taxes | | | | |
|------|-----------------------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 0.3 | (2.7) | 1.7 | (0.7) |
| 2017 | 2.2 | 0.4 | 1.9 | 1.1 | 5.6 |
| 2018 | 2.5 | 3.0 | 1.7 | 1.2 | 8.4 |
| 2019 | 1.0 | 2.3 | | | |

| | Effective Income Tax Rate | | | | |
|------|----------------------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 33.3% | 18.5% | n.m. | n.m. |
| 2017 | 27.3% | n.m. | n.m. | 27.3% | 17.9% |
| 2018 | 20.0% | 26.7% | 5.9% | n.m. | 25.0% |
| 2019 | n.m. | 17.4% | | | |

| | Net Income (Loss) Attributable to Stockholders | | | | |
|------|---|-------|-------|-----|-------|
| 2016 | - | 0.1 | (2.0) | 1.6 | (0.3) |
| 2017 | 1.5 | (0.1) | 1.9 | 0.6 | 3.9 |
| 2018 | 1.9 | 2.1 | 1.4 | 0.4 | 5.8 |
| 2019 | 0.3 | 1.6 | | | |

(1) Bolzoni was acquired on April 1, 2016.

(2) The results of the Sulligent facility have been included in the Bolzoni segment from January 1, 2017.

Nuvera (1)
(in millions, except percentage data)

| Revenues (2) | | | | | |
|--------------|-----|-----|-----|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2015 | 1.2 | 0.4 | 0.5 | 0.4 | 2.5 |
| 2016 | 0.3 | 0.2 | 1.4 | 0.6 | 2.5 |
| 2017 | 2.6 | 0.4 | 0.3 | 0.4 | 3.7 |
| 2018 | 0.6 | 0.7 | 2.0 | 13.7 | 17.0 |
| 2019 | 4.5 | 2.2 | | | |

| Gross Profit (Loss) (2) | | | | | |
|-------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2015 | (0.8) | (0.4) | (0.2) | (0.4) | (1.8) |
| 2016 | (0.6) | (0.4) | (0.3) | (1.4) | (2.7) |
| 2017 | (0.6) | (0.9) | (0.4) | (0.2) | (2.1) |
| 2018 | (0.9) | (1.6) | (0.5) | (3.0) | (6.0) |
| 2019 | (1.8) | (2.7) | | | |

| Operating Expenses (2) | | | | | |
|------------------------|-----|-----|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2014 | - | - | - | 2.2 | 2.2 |
| 2015 | 5.2 | 5.5 | 6.4 | 5.7 | 22.8 |
| 2016 | 5.5 | 7.9 | 12.3 | 11.2 | 36.9 |
| 2017 | 8.9 | 9.6 | 7.7 | 13.7 | 39.9 |
| 2018 | 9.1 | 7.9 | 8.5 | 6.8 | 32.3 |
| 2019 | 6.6 | 5.5 | | | |

| Operating Profit (Loss) | | | | | |
|-------------------------|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2014 | - | - | - | (2.2) | (2.2) |
| 2015 | (6.0) | (5.9) | (6.6) | (6.1) | (24.6) |
| 2016 | (6.1) | (8.3) | (12.6) | (12.6) | (39.6) |
| 2017 (3) | (9.5) | (10.5) | (8.1) | (13.9) | (42.0) |
| 2018 | (10.0) | (9.5) | (9.0) | (9.8) | (38.3) |
| 2019 | (8.4) | (8.2) | | | |

| Income (Loss) Before Taxes | | | | | |
|----------------------------|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2014 | - | - | - | (2.2) | (2.2) |
| 2015 | (6.0) | (5.9) | (6.6) | (6.1) | (24.6) |
| 2016 | (6.1) | (8.3) | (12.6) | (12.6) | (39.6) |
| 2017 | (9.5) | (10.5) | (8.1) | (13.9) | (42.0) |
| 2018 | (10.0) | (9.5) | (9.0) | (9.9) | (38.4) |
| 2019 | (8.4) | (8.2) | | | |

| Effective Income Tax Rate | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2014 | - | - | - | 36.4% | 36.4% |
| 2015 | 40.0% | 40.7% | 39.4% | 42.6% | 40.7% |
| 2016 | 39.3% | 41.0% | 39.7% | 39.7% | 39.9% |
| 2017 | 40.0% | 40.0% | 39.5% | 29.5% | 36.4% |
| 2018 | 27.0% | 27.4% | 28.9% | 26.3% | 27.3% |
| 2019 | 27.4% | 26.8% | | | |

| Net Income (Loss) Attributable to Stockholders | | | | | |
|--|-------|-------|-------|-------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2014 | - | - | - | (1.4) | (1.4) |
| 2015 | (3.6) | (3.5) | (4.0) | (3.5) | (14.6) |
| 2016 | (3.7) | (4.9) | (7.6) | (7.6) | (23.8) |
| 2017 | (5.7) | (6.3) | (4.9) | (9.8) | (26.7) |
| 2018 | (7.3) | (6.9) | (6.4) | (7.3) | (27.9) |
| 2019 | (6.1) | (6.0) | | | |

(1) Nuvera was acquired on December 18, 2014.

(2) The results of Nuvera include product development funding from third-parties as revenue and related costs in cost of sales from January 1, 2018.

(3) During the fourth quarter of 2017, the Nuvera recognized a \$4.9 million impairment charge of long-lived assets, included property, plant and equipment and intangible assets.