

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

| Backlog (in thousands) | | | | | |
|------------------------|-------|-------|------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 43.4 | 41.2 | 41.2 |
| 2020 | 37.3 | 31.5 | 33.6 | 40.6 | 40.6 |
| 2021 | 60.7 | 84.9 | 98.8 | 105.3 | 105.3 |
| 2022 | 114.1 | 112.0 | | | |

| Unit Shipments (in thousands) | | | | | |
|-------------------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 23.5 | 24.8 | 100.3 |
| 2020 | 23.3 | 20.1 | 20.6 | 21.5 | 85.5 |
| 2021 | 22.3 | 22.7 | 23.2 | 26.7 | 94.9 |
| 2022 | 23.9 | 25.3 | | | |

| Revenues - Americas | | | | | |
|---------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 505.8 | 545.3 | 2,123.3 |
| 2020 | 550.7 | 454.8 | 426.9 | 458.8 | 1,891.2 |
| 2021 | 459.7 | 479.1 | 494.3 | 551.5 | 1,984.6 |
| 2022 | 557.7 | 596.6 | | | |

| Revenues - Americas - % change yr. over yr. | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 0.4% | 5.7% | 6.8% |
| 2020 | 3.0% | -15.4% | -15.6% | -15.9% | -10.9% |
| 2021 | -16.5% | 5.3% | 15.8% | 20.2% | 4.9% |
| 2022 | 21.3% | 24.5% | | | |

| Revenues - EMEA | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 161.7 | 197.3 | 751.2 |
| 2020 | 152.1 | 120.1 | 143.8 | 172.6 | 588.6 |
| 2021 | 170.7 | 175.1 | 153.4 | 179.7 | 678.9 |
| 2022 | 169.7 | 184.8 | | | |

| Revenues - EMEA - % change yr. over yr. | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | -6.1% | -5.0% | -2.3% |
| 2020 | -20.0% | -40.6% | -11.1% | -12.5% | -21.6% |
| 2021 | 12.2% | 45.8% | 6.7% | 4.1% | 15.3% |
| 2022 | -0.6% | 5.5% | | | |

| Revenues - JAPIC | | | | | |
|------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 57.8 | 55.6 | 249.7 |
| 2020 | 44.6 | 48.0 | 48.0 | 52.5 | 193.1 |
| 2021 | 60.5 | 65.0 | 56.1 | 52.3 | 233.9 |
| 2022 | 51.7 | 64.9 | | | |

| Revenues - JAPIC - % change yr. over yr. | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | -10.7% | -21.0% | 3.1% |
| 2020 | -29.7% | -34.2% | -17.0% | -5.6% | -22.7% |
| 2021 | 35.7% | 35.4% | 16.9% | -0.4% | 21.1% |
| 2022 | -14.5% | -0.2% | | | |

| Revenues - Bolzoni (7), (8) | | | | | |
|-----------------------------|------|------|------|------|-------|
| | 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 | 75.8 | 87.0 | 345.4 |
| 2020 | 87.9 | 64.2 | 63.3 | 68.3 | 283.7 |
| 2021 | 79.5 | 84.8 | 90.0 | 93.5 | 347.8 |
| 2022 | 95.1 | 86.4 | | | |

| Revenues - Bolzoni - % change yr. over yr. (7), (8) | | | | | |
|---|-------|--------|--------|--------|--------|
| | 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% | -10.2% | -0.1% | -1.0% |
| 2020 | -4.2% | -29.3% | -16.5% | -21.5% | -17.9% |
| 2021 | -9.6% | 32.1% | 42.2% | 36.9% | 22.6% |
| 2022 | 19.6% | 1.9% | | | |

| Revenues - Nuvera (6), (9) | | | | | |
|----------------------------|-----|-----|-----|------|------|
| | 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 | 2.4 | 1.0 | 10.1 |
| 2020 | 1.4 | 0.7 | 0.7 | 1.1 | 3.9 |
| 2021 | - | 0.3 | 0.2 | 0.2 | 0.7 |
| 2022 | 0.6 | 0.3 | | | |

| Revenues - Nuvera - % change yr. over yr. (6), (9) | | | | | |
|--|------|------|------|------|------|
| | 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. | n.m. | n.m. | n.m. |
| 2020 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2021 | n.m. | n.m. | n.m. | n.m. | n.m. |
| 2022 | n.m. | - | | | |

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

| Revenues - Consolidated (9) | | | | | |
|-----------------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 766.0 | 834.8 | 3,291.8 |
| 2020 | 785.7 | 654.4 | 652.4 | 719.6 | 2,812.1 |
| 2021 | 732.2 | 765.6 | 748.2 | 829.7 | 3,075.7 |
| 2022 | 827.6 | 895.4 | | | |

| Revenues - Consolidated - % change yr. over yr. (9) | | | | | |
|---|-------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | -2.3% | -0.7% | 3.5% |
| 2020 | -5.9% | -23.6% | -14.8% | -13.8% | -14.6% |
| 2021 | -6.8% | 17.0% | 14.7% | 15.3% | 9.4% |
| 2022 | 13.0% | 17.0% | | | |

| Gross Profit (9) | | | | | |
|------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 135.0 | 141.2 | 541.8 |
| 2020 | 136.7 | 103.6 | 103.4 | 121.7 | 465.4 |
| 2021 (10) | 118.4 | 116.4 | 65.1 | 63.5 | 363.4 |
| 2022 | 101.2 | 99.1 | | | |

| Gross Profit % (9) | | | | | |
|--------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 17.6% | 16.9% | 16.5% |
| 2020 | 17.4% | 15.8% | 15.8% | 16.9% | 16.5% |
| 2021 (10) | 16.2% | 15.2% | 8.7% | 7.7% | 11.8% |
| 2022 | 12.2% | 11.1% | | | |

| Operating Expenses (9) | | | | | |
|------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | 69.2 | 72.3 | 71.7 | 78.3 | 291.5 |
| 2013 | 77.1 | 78.4 | 80.3 | 90.9 | 326.7 |
| 2014 (1) | 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 | 115.5 | 133.1 | 487.9 |
| 2020 | 116.5 | 94.9 | 96.1 | 108.0 | 415.5 |
| 2021 | 115.3 | 110.5 | 119.4 | 170.5 | 515.7 |
| (10)(11)(12) | 119.5 | 114.8 | | | |
| 2022 | | | | | |

| Operating Expenses as a % of revenues (9) | | | | | |
|---|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 15.1% | 15.9% | 14.8% |
| 2020 | 14.8% | 14.5% | 14.7% | 15.0% | 14.8% |
| 2021 | 15.7% | 14.4% | 16.0% | 20.5% | 16.8% |
| (10)(11)(12) | 14.4% | 12.8% | | | |
| 2022 | | | | | |

| Operating Profit (Loss) | | | | | |
|-------------------------|--------|--------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | 29.8 | 24.6 | 28.3 | 29.0 | 111.7 |
| 2013 | 32.1 | 35.9 | 31.3 | 35.0 | 134.3 |
| 2014 (1) | 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 | 19.5 | 8.1 | 53.9 |
| 2020 | 20.2 | 8.7 | 7.3 | 13.7 | 49.9 |
| 2021 | 3.1 | 5.9 | (54.3) | (107.0) | (152.3) |
| (10)(11)(12) | (18.3) | (15.7) | | | |
| 2022 | | | | | |

| Operating Profit (Loss) % | | | | | |
|---------------------------|-------|-------|-------|--------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 2.5% | 1.0% | 1.6% |
| 2020 | 2.6% | 1.3% | 1.1% | 1.9% | 1.8% |
| 2021 | 0.4% | 0.8% | -7.3% | -12.9% | -5.0% |
| (10)(11)(12) | -2.2% | -1.8% | | | |
| 2022 | | | | | |

| Interest (Income) Expense | | | | | |
|---------------------------|-----|-----|-----|-----|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 5.1 | 4.1 | 18.0 |
| 2020 | 3.8 | 3.0 | 2.7 | 2.8 | 12.3 |
| 2021 | 2.7 | 3.7 | 4.0 | 4.5 | 14.9 |
| 2022 | 4.9 | 5.9 | | | |

| Other (Income) Expense | | | | | |
|------------------------|-------|-------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 (5) | (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) | (3.6) | 0.1 | (12.0) |
| 2020 | (3.3) | 4.0 | (1.8) | (3.5) | (4.6) |
| 2021 | (8.1) | 2.3 | (2.0) | (4.5) | (12.3) |
| 2022 | (1.9) | 0.2 | | | |

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

| Income (Loss) Before Taxes | | | | | |
|----------------------------|--------|--------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | 26.9 | 21.5 | 29.1 | 27.6 | 105.1 |
| 2013 | 30.7 | 34.5 | 30.2 | 32.0 | 127.4 |
| 2014 (1) | 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 (5) | 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 | 18.0 | 3.9 | 47.9 |
| 2020 | 19.7 | 1.7 | 6.4 | 14.4 | 42.2 |
| 2021 | 8.5 | (0.1) | (56.3) | (107.0) | (154.9) |
| 2022 | (21.3) | (21.8) | | | |

| Effective Income Tax Rate | | | | | |
|---------------------------|--------|-------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 (5) | 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% | 27.2% | 12.8% | 23.6% |
| 2020 | 20.8% | n.m. | 10.9% | 8.3% | 8.8% |
| 2021 (13) | 28.2% | n.m. | -36.4% | -7.3% | -18.3% |
| 2022 | -13.6% | 14.2% | | | |

| Net Income (Loss) Attributable to Stockholders | | | | | |
|--|--------|--------|--------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | 21.2 | 19.5 | 24.9 | 32.4 | 98.0 |
| 2013 | 24.6 | 36.2 | 23.5 | 25.7 | 110.0 |
| 2014 (1) | 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 (5) | 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 | 12.8 | 3.4 | 35.8 |
| 2020 | 15.3 | 3.6 | 5.1 | 13.1 | 37.1 |
| 2021 (13) | 5.6 | 1.9 | (77.2) | (103.3) | (173.0) |
| 2022 | (25.0) | (19.4) | | | |

| Depreciation and Amortization Expense | | | | | |
|---------------------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 10.3 | 11.0 | 43.3 |
| 2020 | 10.4 | 10.4 | 11.0 | 11.1 | 42.9 |
| 2021 | 11.7 | 11.6 | 11.4 | 11.5 | 46.2 |
| 2022 | 11.1 | 11.0 | | | |

| Net Working Capital (2) | | | | | |
|-------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 643.0 | 611.1 | 611.1 |
| 2020 | 595.7 | 577.4 | 517.5 | 493.4 | 493.4 |
| 2021 | 539.7 | 645.9 | 692.4 | 697.0 | 697.0 |
| 2022 | 704.7 | 751.9 | | | |

| Capital Expenditures | | | | | |
|----------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 13.0 | 18.3 | 49.7 |
| 2020 | 17.6 | 12.3 | 7.3 | 14.5 | 51.7 |
| 2021 | 7.7 | 10.4 | 11.4 | 14.8 | 44.3 |
| 2022 | 9.7 | 5.6 | | | |

| Net Cash Provided By (Used For) Operating Activities | | | | | |
|--|--------|--------|--------|--------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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) | 53.6 | 94.0 | 76.7 |
| 2020 | (45.7) | 33.7 | 88.1 | 90.8 | 166.9 |
| 2021 | (47.1) | (53.6) | (91.1) | (61.7) | (253.5) |
| 2022 | 59.1 | (58.9) | | | |

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

| Net Cash Provided By (Used For) Investing Activities | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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) | (6.9) | (17.5) | (42.0) |
| 2020 | (17.4) | (5.9) | (6.5) | (13.9) | (43.7) |
| 2021 | 9.5 | (8.7) | (10.9) | (14.4) | (24.5) |
| 2022 | (9.3) | (13.6) | | | |

| Cash Flow Before Financing Activities (3) | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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) | 46.7 | 76.5 | 34.7 |
| 2020 | (63.1) | 27.8 | 81.6 | 76.9 | 123.2 |
| 2021 | (37.6) | (62.3) | (102.0) | (76.1) | (278.0) |
| 2022 | 49.8 | (72.5) | | | |

| Net Cash Provided By (Used For) Financing Activities | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | (31.1) | (76.6) | (51.6) |
| 2020 | 53.1 | (18.7) | (53.5) | (21.5) | (40.6) |
| 2021 | (8.0) | 45.5 | 77.2 | 78.9 | 193.6 |
| 2022 | (50.9) | 84.4 | | | |

| Cash Dividends to (Capital Contributions from) NACCO | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 5.3 | 5.3 | 21.0 |
| 2020 | 5.3 | 5.3 | 5.4 | 5.3 | 21.3 |
| 2021 | 5.3 | 5.4 | 5.5 | 5.4 | 21.6 |
| 2022 | 5.4 | 5.5 | | | |

| Total Debt | | | | | |
|-------------------|-----------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 351.1 | 287.0 | 287.0 |
| 2020 | 340.1 | 337.7 | 297.7 | 289.2 | 289.2 |
| 2021 | 285.4 | 345.7 | 428.0 | 518.5 | 518.5 |
| 2022 | 479.0 | 580.6 | | | |

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

| | Equity | | | | |
|------|--------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 559.5 | 559.5 |
| 2019 | 551.4 | 570.1 | 542.5 | 577.0 | 577.0 |
| 2020 | 542.7 | 563.7 | 602.6 | 651.1 | 651.1 |
| 2021 | 615.8 | 630.0 | 510.2 | 382.9 | 382.9 |
| 2022 | 351.5 | 207.5 | | | |

| | Return on Equity (4) | | | | |
|------|----------------------|--------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 5.9% | 5.9% |
| 2019 | 4.0% | 5.9% | 5.5% | 6.4% | 6.4% |
| 2020 | 8.6% | 6.3% | 4.8% | 6.3% | 6.3% |
| 2021 | 4.6% | 4.2% | -9.4% | -31.0% | -31.0% |
| 2022 | -40.9% | -54.0% | | | |

- (1) The 2nd quarter of 2014 includes a gain of \$17.7 million related to the sale of the Brazil real estate and operating facility.
- (2) Net working capital is equal to accounts receivable, net plus inventories, net less accounts payable.
- (3) 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.
- (4) 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.
- (5) 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.
- (6) Nuvera was acquired on December 18, 2014.
- (7) Bolzoni was acquired on April 1, 2016.
- (8) The results of the Sulligent facility have been included in the Bolzoni segment from January 1, 2017
- (9) The results of Nuvera include product development funding from third-parties as revenue and related costs in cost of sales from January 1, 2018.
- (10) During the third and fourth quarters of 2021, Nuvera reduced its inventory to its estimated net realizable value by \$14.8 million and \$1.3 million, respectively.
- (11) During the third quarter of 2021, Nuvera recognized a \$10.0 million impairment charge of property, plant and equipment.
- (12) During the fourth quarter of 2021, JAPIC recognized a \$55.6 million goodwill impairment charge, of which \$11.7 million related to the non-controlling interest share.
- (13) During the third and fourth quarters of 2021, the Company recognized a valuation allowance of \$20.2 million and \$38.4 million, respectively, provided against deferred tax assets.

Lift Truck Business
(in millions, except percentage data)

| Backlog (in thousands) | | | | | |
|------------------------|-------|-------|------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 43.4 | 41.2 | 41.2 |
| 2020 | 37.3 | 31.5 | 33.6 | 40.6 | 40.6 |
| 2021 | 60.7 | 84.9 | 98.8 | 105.3 | 105.3 |
| 2022 | 114.1 | 112.0 | | | |

| Unit Shipments (in thousands) | | | | | |
|-------------------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 23.5 | 24.8 | 100.3 |
| 2020 | 23.3 | 20.1 | 20.6 | 21.5 | 85.5 |
| 2021 | 22.3 | 22.7 | 23.2 | 26.7 | 94.9 |
| 2022 | 23.9 | 25.3 | | | |

| Revenues - Americas | | | | | |
|---------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 505.8 | 545.3 | 2,123.3 |
| 2020 | 550.7 | 454.8 | 426.9 | 458.8 | 1,891.2 |
| 2021 | 459.7 | 479.1 | 494.3 | 551.5 | 1,984.6 |
| 2022 | 557.7 | 596.6 | | | |

| Revenues - Americas - % change yr. over yr. | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 0.4% | 5.7% | 6.8% |
| 2020 | 3.0% | -15.4% | -15.6% | -15.9% | -10.9% |
| 2021 | -16.5% | 5.3% | 15.8% | 20.2% | 4.9% |
| 2022 | 21.3% | 24.5% | | | |

| Revenues - EMEA | | | | | |
|-----------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 161.7 | 197.3 | 751.2 |
| 2020 | 152.1 | 120.1 | 143.8 | 172.6 | 588.6 |
| 2021 | 170.7 | 175.1 | 153.4 | 179.7 | 678.9 |
| 2022 | 169.7 | 184.8 | | | |

| Revenues - EMEA - % change yr. over yr. | | | | | |
|---|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | -6.1% | -5.0% | -2.3% |
| 2020 | -20.0% | -40.6% | -11.1% | -12.5% | -21.6% |
| 2021 | 12.2% | 45.8% | 6.7% | 4.1% | 15.3% |
| 2022 | -0.6% | 5.5% | | | |

| Revenues - JAPIC | | | | | |
|------------------|------|------|------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 57.8 | 55.6 | 249.7 |
| 2020 | 44.6 | 48.0 | 48.0 | 52.5 | 193.1 |
| 2021 | 60.5 | 65.0 | 56.1 | 52.3 | 233.9 |
| 2022 | 51.7 | 64.9 | | | |

| Revenues - JAPIC - % change yr. over yr. | | | | | |
|--|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | -10.7% | -21.0% | 3.1% |
| 2020 | -29.7% | -34.2% | -17.0% | -5.6% | -22.7% |
| 2021 | 35.7% | 35.4% | 16.9% | -0.4% | 21.1% |
| 2022 | -14.5% | -0.2% | | | |

Lift Truck Business
(in millions, except percentage data)

| Revenues - Lift Truck Business | | | | | |
|--------------------------------|-------|-------|-------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 725.3 | 798.2 | 3,124.2 |
| 2020 | 747.4 | 622.9 | 618.7 | 683.9 | 2,672.9 |
| 2021 | 690.9 | 719.2 | 703.8 | 783.5 | 2,897.4 |
| 2022 | 779.1 | 846.3 | | | |

| Revenues - Lift Truck Business - % change yr. over yr. | | | | | |
|--|-------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | -2.1% | 0.5% | 4.2% |
| 2020 | -5.2% | -23.4% | -14.7% | -14.3% | -14.4% |
| 2021 | -7.6% | 15.5% | 13.8% | 14.6% | 8.4% |
| 2022 | 12.8% | 17.7% | | | |

| Gross Profit | | | | | |
|--------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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 | 125.0 | 130.5 | 495.0 |
| 2020 | 123.5 | 94.8 | 94.3 | 112.2 | 424.8 |
| 2021 | 105.4 | 103.2 | 66.9 | 54.4 | 329.9 |
| 2022 | 85.9 | 81.3 | | | |

| Gross Profit % | | | | | |
|----------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 17.2% | 16.3% | 15.8% |
| 2020 | 16.5% | 15.2% | 15.2% | 16.4% | 15.9% |
| 2021 | 15.3% | 14.3% | 9.5% | 6.9% | 11.4% |
| 2022 | 11.0% | 9.6% | | | |

| Operating Expenses | | | | | |
|--------------------|-------|------|------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | 69.2 | 72.3 | 71.7 | 78.3 | 291.5 |
| 2013 | 77.1 | 78.4 | 80.3 | 90.9 | 326.7 |
| 2014 (1) | 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 | 97.0 | 112.8 | 409.4 |
| 2020 | 95.5 | 77.8 | 78.1 | 87.8 | 339.2 |
| 2021 (2) | 93.2 | 87.8 | 88.2 | 147.6 | 416.8 |
| 2022 | 96.6 | 93.0 | | | |

| Operating Expenses as a % of revenues | | | | | |
|---------------------------------------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 13.4% | 14.1% | 13.1% |
| 2020 | 12.8% | 12.5% | 12.6% | 12.8% | 12.7% |
| 2021 (2) | 13.5% | 12.2% | 12.5% | 18.8% | 14.4% |
| 2022 | 12.4% | 11.0% | | | |

| Operating Profit (Loss) | | | | | |
|-------------------------|--------|--------|--------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2012 | 29.8 | 24.6 | 28.3 | 29.0 | 111.7 |
| 2013 | 32.1 | 35.9 | 31.3 | 35.0 | 134.3 |
| 2014 (1) | 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 | 28.0 | 17.7 | 85.6 |
| 2020 | 28.0 | 17.0 | 16.2 | 24.4 | 85.6 |
| 2021 (2) | 12.2 | 15.4 | (21.3) | (93.2) | (86.9) |
| 2022 | (10.7) | (11.7) | | | |

| Operating Profit (Loss) % | | | | | |
|---------------------------|-------|-------|-------|--------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 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% | 3.9% | 2.2% | 2.7% |
| 2020 | 3.7% | 2.7% | 2.6% | 3.6% | 3.2% |
| 2021 (2) | 1.8% | 2.1% | -3.0% | -11.9% | -3.0% |
| 2022 | -1.4% | -1.4% | | | |

(1) The 2nd quarter of 2014 includes a gain of \$17.7 million related to the sale of the Brazil real estate and operating facility.

(2) During the fourth quarter of 2021, JAPIC recognized a \$55.6 million goodwill impairment charge, of which \$11.7 million related to the non-controlling interest share.

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 | 75.8 | 87.0 | 345.4 |
| 2020 | 87.9 | 64.2 | 63.3 | 68.3 | 283.7 |
| 2021 | 79.5 | 84.8 | 90.0 | 93.5 | 347.8 |
| 2022 | 95.1 | 86.4 | | | |

| | 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 | 13.0 | 14.0 | 58.1 |
| 2020 | 16.9 | 11.5 | 12.1 | 12.9 | 53.4 |
| 2021 | 16.4 | 15.8 | 15.2 | 14.1 | 61.5 |
| 2022 | 18.8 | 18.9 | | | |

| | 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 | 12.3 | 13.5 | 53.4 |
| 2020 | 14.2 | 12.0 | 12.0 | 14.2 | 52.4 |
| 2021 | 15.6 | 16.2 | 15.2 | 16.3 | 63.3 |
| 2022 | 16.7 | 15.5 | | | |

| | 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 | 0.7 | 0.5 | 4.7 |
| 2020 | 2.7 | (0.5) | 0.1 | (1.3) | 1.0 |
| 2021 | 0.8 | (0.4) | - | (2.2) | (1.8) |
| 2022 | 2.1 | 3.4 | | | |

| | Revenues - Bolzoni - % change yr. over yr. | | | | |
|------|--|--------|--------|--------|--------|
| | 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% | -10.2% | -0.1% | -1.0% |
| 2020 | -4.2% | -29.3% | -16.5% | -21.5% | -17.9% |
| 2021 | -9.6% | 32.1% | 42.2% | 36.9% | 22.6% |
| 2022 | 19.6% | 1.9% | | | |

| | Gross Profit % | | | | |
|------|----------------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 32.9% | 25.4% | 33.8% | 30.9% |
| 2017 | 17.6% | 16.5% | 17.7% | 18.3% | 17.5% |
| 2018 | 19.0% | 19.1% | 17.1% | 17.8% | 18.3% |
| 2019 | 17.0% | 17.1% | 17.2% | 16.1% | 16.8% |
| 2020 | 19.2% | 17.9% | 19.1% | 18.9% | 18.8% |
| 2021 | 20.6% | 18.6% | 16.9% | 15.1% | 17.7% |
| 2022 | 19.8% | 21.9% | | | |

| | Operating Expenses as a % of revenues | | | | |
|------|---------------------------------------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 31.1% | 32.3% | 29.6% | 31.0% |
| 2017 | 14.7% | 15.8% | 14.9% | 16.5% | 15.5% |
| 2018 | 16.0% | 15.5% | 15.0% | 15.6% | 15.5% |
| 2019 | 15.7% | 14.5% | 16.2% | 15.5% | 15.5% |
| 2020 | 16.2% | 18.7% | 19.0% | 20.8% | 18.5% |
| 2021 | 19.6% | 19.1% | 16.9% | 17.4% | 18.2% |
| 2022 | 17.6% | 17.9% | | | |

| | Operating Profit (Loss) % | | | | |
|------|---------------------------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| 2016 | - | 1.8% | -6.9% | 4.2% | -0.1% |
| 2017 | 2.9% | 0.7% | 2.7% | 1.8% | 2.0% |
| 2018 | 3.0% | 3.6% | 2.0% | 2.2% | 2.7% |
| 2019 | 1.3% | 2.5% | 0.9% | 0.6% | 1.4% |
| 2020 | 3.1% | -0.8% | 0.2% | -1.9% | 0.4% |
| 2021 | 1.0% | -0.5% | - | -2.4% | -0.5% |
| 2022 | 2.2% | 3.9% | | | |

(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 | 2.4 | 1.0 | 10.1 |
| 2020 | 1.4 | 0.7 | 0.7 | 1.1 | 3.9 |
| 2021 | - | 0.3 | 0.2 | 0.2 | 0.7 |
| 2022 | 0.6 | 0.3 | | | |

| 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) | (3.1) | (3.6) | (11.2) |
| 2020 | (2.6) | (3.2) | (2.7) | (3.7) | (12.2) |
| 2021 (4) | (3.3) | (2.5) | (16.5) | (4.4) | (26.7) |
| 2022 | (1.9) | (1.6) | | | |

| 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 (3) | 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 | 6.2 | 6.8 | 25.1 |
| 2020 | 6.8 | 5.1 | 6.0 | 6.0 | 23.9 |
| 2021 (5) | 6.5 | 6.5 | 16.0 | 6.6 | 35.6 |
| 2022 | 6.2 | 6.3 | | | |

| 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) | (9.3) | (10.4) | (36.3) |
| 2020 | (9.4) | (8.3) | (8.7) | (9.7) | (36.1) |
| 2021 (4)(5) | (9.8) | (9.0) | (32.5) | (11.0) | (62.3) |
| 2022 | (8.1) | (7.9) | | | |

(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, including property, plant and equipment and intangible assets.

(4) During the third and fourth quarters of 2021, Nuvera reduced its inventory to its estimated net realizable value by \$14.8 million and \$1.3 million,

(5) During the third quarter of 2021, Nuvera recognized a \$10.0 million impairment charge of property, plant and equipment.