

Financial Results for Selected Publicly-Traded Companies

(millions of dollars, percent)

Manufacturers	1st Quarter					
	<u>2013</u>	<u>2012</u>	% change 13 vs 12	<u>2013</u>	<u>2012</u>	13 vs 12
	Revenues			Profit		
AGCO	\$2,403.0	\$2,273.7	5.7%	\$118.0	\$120.2	-1.8%
Astec Industries	\$247.8	\$247.8	0.0%	\$13.3	\$12.0	10.8%
Caterpillar	\$13,210.0	\$14,230.0	-7.2%	\$880.0	\$1,586.0	-44.5%
CNH	\$4,697.0	\$4,881.0	-3.8%	\$326.0	\$269.0	21.2%
Deere	\$10,914.0 *	\$8,372.0	30.4%	\$1,084.0	\$1,056.0	2.7%
Joy Global	\$1,149.0	\$1,136.4	1.1%	\$142.1	\$142.4	-0.2%
Komatsu North America	\$2,709.0 **	\$2,330.0	16.3%			
Manitex	\$59.6	\$37.1	60.6%	\$1.9	\$1.3	46.2%
Manitowoc	\$898.0	\$949.8	-5.5%	\$10.4	-\$0.3	
Terex	\$1,723.1	\$1,488.2	15.8%	\$22.3	\$24.1	-7.5%
Toro	\$444.7	\$501.0	-11.2%	\$31.4	\$19.9	57.8%
Volvo CE	\$1,827.7 ***	\$2,710.7	-32.6%			
Total	\$40,282.9	\$39,157.7 ▲	2.9% ▲	\$2,629.4 ▲	\$3,230.6	-18.6%

*2nd Fiscal Quarter ending April 30th

***Fiscal year ending March 31st

*** Volvo does not report division net profit

Distributors	1st Quarter					
	<u>2013</u>	<u>2012</u>	% change 13 vs 12	<u>2013</u>	<u>2012</u>	13 vs 12
	Revenues			Profit		
Cervus	\$148.9 **	109.8	35.6%	\$0.5	\$4.6	-89.1%
Ferreyros (Peru)	\$483.0	485	-0.4%	\$27.4	\$1.7	1511.8%
Finning	\$1,584.0 **	\$1,472.0	7.6%	\$73.0	\$64.0	14.1%
Rocky Mountain	\$206.5 **	\$192.0	7.6%	\$2.8	\$2.1	33.3%
Strongco	\$97.5 **	\$96.8	0.7%	-\$2.2	\$1.1	
Titan Machinery	\$784.5 *	\$607.0	29.2%	\$15.4	\$17.6	-12.5%
Toromont	\$313.1 **	\$281.5	11.2%	\$17.8	\$17.0	4.7%
Wajax	\$336.3 **	\$358.1	-6.1%	\$10.4	\$17.1	-39.2%
Total	\$3,953.8	\$3,602.2 ▲	9.8%	\$145.1	\$125.2	15.9%

*1st fiscal quarter

** Canadian dollars

Rental Companies	1st Quarter					
	<u>2013</u>	<u>2012</u>	% change 13 vs 12	<u>2013</u>	<u>2012</u>	13 vs 12
	Revenues			Profit		
United Rental	\$1,100.0	\$656.0	67.7%	\$21.0	\$13.0	61.5%
Hertz Equipment Rental	\$351.0	\$302.1	16.2%			
H&E	\$212.4	\$173.7	22.3%	\$4.8	\$4.0	20.0%
Essex Crane	\$24.6	\$20.1	22.4%	-\$2.1	-\$4.6	-54.3%
Sunbelt	\$1,368.0 *	\$1,130.0	21.1%			
Total	\$3,056.0	\$2,281.9	33.9% ▲	\$23.7 ▲	\$12.4	91.1%

*Sunbelt 9 month results ending January 31st. Parent company is Ashtead