



Recast: Moves Cranes from Corp & Other to Materials Processing ⁽¹⁾
in (000's)

	FY-18	Q1-19	Q2-19	Q3-19	Q4-19	FY-19
Net Sales						
AWP	\$2,950.4	\$727.9	\$870.4	\$628.2	\$500.1	\$2,726.6
Materials Processing	1,576.8	410.5	430.9	382.7	378.5	1,602.6
Corp & Other/Eliminations	(10.0)	(1.8)	5.6	13.7	6.4	23.9
Total Net Sales	\$4,517.2	\$1,136.6	\$1,306.9	\$1,024.6	\$885.0	\$4,353.1
Income from Operations						
AWP	\$300.5	\$59.6	\$86.3	\$45.9	\$4.4	\$196.2
Materials Processing	211.1	59.5	65.3	58.4	44.7	227.9
Corp & Other/Eliminations	(99.1)	(19.4)	(25.6)	(17.9)	(26.2)	(89.1)
Total Income from Operations	\$412.5	\$99.7	\$126.0	\$86.4	\$22.9	\$335.0
Adjustments						
AWP	\$1.4	\$1.6	\$5.1	\$0.4	\$1.8	\$8.9
Materials Processing	(2.5)	-	-	0.4	-	0.4
Corp & Other/Eliminations	29.1	4.4	0.6	2.7	11.6	19.3
Total Adjustments	\$28.0	\$6.0	\$5.7	\$3.5	\$13.4	\$28.6
Income from Operations (Adjusted)						
AWP	\$301.9	\$61.2	\$91.4	\$46.3	\$6.2	\$205.1
Materials Processing	208.6	59.5	65.3	58.8	44.7	228.3
Corp & Other/Eliminations	(70.0)	(15.0)	(25.0)	(15.2)	(14.6)	(69.8)
Total Income from Operations (Adjusted)	\$440.5	\$105.7	\$131.7	\$89.9	\$36.3	\$363.6
Depreciation and Amortization ⁽²⁾						
AWP	\$20.9	\$5.5	\$5.4	\$7.1	\$5.0	\$23.0
Materials Processing	9.0	2.2	2.2	2.2	2.5	9.1
Corp & Other/Eliminations	10.9	2.4	2.3	2.2	2.4	9.3
Total Depreciation and Amortization	\$40.8	\$10.1	\$10.0	\$11.4	\$9.8	\$41.3
EBITDA						
AWP	\$321.4	\$65.1	\$91.7	\$53.0	\$9.4	\$219.2
Materials Processing	220.1	61.7	67.5	60.6	47.2	237.0
Corp & Other/Eliminations	(88.2)	(17.0)	(23.3)	(15.7)	(23.8)	(79.8)
Total EBITDA	\$453.3	\$109.8	\$136.0	\$97.8	\$32.7	\$376.4
EBITDA (Adjusted)						
AWP	\$322.8	\$66.7	\$96.8	\$53.4	\$11.2	\$228.1
Materials Processing	217.6	61.7	67.5	61.0	47.2	237.4
Corp & Other/Eliminations	(59.1)	(12.6)	(22.7)	(13.0)	(12.2)	(60.5)
Total EBITDA (Adjusted)	\$481.3	\$115.8	\$141.7	\$101.3	\$46.1	\$405.0
Backlog						
AWP	\$1,098	\$1,088	\$746	\$494	\$753	\$753
Materials Processing	\$563	\$563	\$412	\$315	\$328	\$328
Corp & Other/Eliminations	\$0	\$0	\$0	\$0	\$0	\$0
Total Backlog	\$1,661	\$1,651	\$1,158	\$809	\$1,081	\$1,081

Note: Total amounts in this presentation may not add due to rounding

⁽¹⁾ Recast results presented are unaudited

⁽²⁾ Excludes bank fee amortization not included in income (loss) from operations