

2017 Segment Sales by Region by Quarter

In USD/ millions

Three Months Ended March 31, 2017

Net Sales by Region	AWP	Cranes	MP	Corporate and Other / Eliminations	Total
North America	\$ 279.6	\$ 125.6	\$ 129.4	\$ 11.6	\$ 546.2
Western Europe	103.0	61.3	60.4	17.5	242.2
Asia-Pacific	56.4	24.2	32.8	8.4	121.8
Rest of World (1)	33.4	52.8	26.5	(16.0)	96.7
Total	\$ 472.4	\$ 263.9	\$ 249.1	\$ 21.5	\$ 1,006.9

Three Months Ended June 30, 2017

Net Sales by Region	AWP	Cranes	MP	Corporate and Other / Eliminations	Total
North America	\$ 363.6	\$ 121.5	\$ 138.4	\$ 37.1	\$ 660.6
Western Europe	112.9	74.6	74.8	0.9	263.2
Asia-Pacific	64.8	56.6	35.0	3.1	159.5
Rest of World (1)	51.7	51.1	32.3	(36.7)	98.4
Total	\$ 593.0	\$ 303.8	\$ 280.5	\$ 4.4	\$ 1,181.7

Three Months Ended September 30, 2017

Net Sales by Region	AWP	Cranes	MP	Corporate and Other / Eliminations	Total
North America	\$ 331.2	\$ 126.6	\$ 118.4	\$ 26.1	\$ 602.3
Western Europe	105.7	77.1	68.9	-	251.7
Asia-Pacific	69.8	36.9	43.9	0.4	151.0
Rest of World (1)	50.0	61.3	28.7	(33.8)	106.2
Total	\$ 556.7	\$ 301.9	\$ 259.9	\$ (7.3)	\$ 1,111.2

Three Months Ended December 31, 2017

Net Sales by Region	AWP	Cranes	MP	Corporate and Other / Eliminations	Total
North America	\$ 270.5	\$ 127.4	\$ 120.8	\$ 27.3	\$ 546.0
Western Europe	82.5	90.8	78.5	0.4	252.2
Asia-Pacific	51.6	62.9	48.7	0.3	163.5
Rest of World (1)	44.8	43.3	35.0	(21.2)	101.9
Total	\$ 449.4	\$ 324.4	\$ 283.0	\$ 6.8	\$ 1,063.6

Twelve Months Ended December 31, 2017

Net Sales by Region	AWP	Cranes	MP	Corporate and Other / Eliminations	Total
North America	\$ 1,244.9	\$ 501.1	\$ 507.0	\$ 102.1	\$ 2,355.1
Western Europe	404.1	303.8	282.6	18.8	1,009.3
Asia-Pacific	242.6	180.6	160.4	12.2	595.8
Rest of World (1)	179.9	208.5	122.5	(107.7)	403.2
Total	\$ 2,071.5	\$ 1,194.0	\$ 1,072.5	\$ 25.4	\$ 4,363.4

(1) Includes intercompany sales and eliminations.