

PACCAR Inc - Summary Financial Statements
(in 000's)

	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
INCOME STATEMENTS										
Truck and Other:										
Net sales and revenues	\$ 8,648,200	\$ 7,457,400	\$ 5,641,700	\$ 6,786,000	\$ 7,721,100	\$ 10,833,700	\$ 13,298,400	\$ 15,503,300	\$ 14,030,400	\$ 13,709,600
Cost of sales	7,157,400	6,405,900	5,005,100	5,891,200	6,650,900	9,165,400	11,222,700	13,036,600	11,917,300	11,736,900
Research and development	125,000	102,000	74,000	56,000	81,100	103,200	117,800	163,100	255,500	341,800
Selling, general and administrative	582,500	385,300	367,100	354,500	345,000	390,400	429,900	457,300	491,400	470,200
Interest and other (income) expense, net	9,100	10,400	10,500	10,900	3,500	34,800	11,200	(300)	(18,600)	(1,800)
Costs and Expenses	7,874,000	6,903,600	5,456,700	6,312,600	7,080,500	9,693,800	11,781,600	13,656,700	12,645,600	12,547,100
Truck & Other Income Before Income Taxes	774,200	553,800	185,000	473,400	640,600	1,139,900	1,516,800	1,846,600	1,384,800	1,162,500
Financial Services:										
Revenues	372,800	479,100	458,800	432,600	473,800	562,600	759,000	950,800	1,191,300	1,262,900
Interest and other	219,900	300,400	275,300	237,700	248,700	296,100	433,800	573,700	755,300	831,900
Selling, general and administrative	54,400	59,900	62,000	69,500	72,900	80,000	84,900	95,900	110,900	111,200
Provision for losses on receivables	20,700	42,400	86,500	53,200	28,600	18,100	40,400	33,800	41,000	102,900
Costs and Expenses	295,000	402,700	423,800	360,400	350,200	394,200	559,100	703,400	907,200	1,046,000
Financial Services Income Before Income Taxes	77,800	76,400	35,000	72,200	123,600	168,400	199,900	247,400	284,100	216,900
Gain on sale of subsidiary	33,200	-	-	-	-	-	-	-	-	-
Investment income	38,000	34,900	35,300	28,500	41,300	59,900	56,900	81,300	95,400	84,600
Total Income Before Income Taxes	923,200	665,100	255,300	574,100	805,500	1,368,200	1,773,600	2,175,300	1,764,300	1,464,000
Income taxes	339,600	223,300	81,700	202,100	279,000	461,400	640,400	679,300	537,000	446,100
Net Income	\$ 583,600	\$ 441,800	\$ 173,600	\$ 372,000	\$ 526,500	\$ 906,800	\$ 1,133,200	\$ 1,496,000	\$ 1,227,300	\$ 1,017,900

BALANCE SHEETS

Truck and Other Assets:

Cash and marketable debt securities	\$ 1,042,200	\$ 909,700	\$ 1,023,100	\$ 1,273,400	\$ 1,700,300	\$ 2,184,100	\$ 2,215,800	\$ 2,628,000	\$ 2,515,000	\$ 2,074,600
Trade and other receivables, net	570,200	530,800	396,300	404,700	479,100	538,700	582,200	665,000	652,000	698,700
Inventories	384,500	303,100	267,800	310,600	334,500	495,600	495,500	693,700	628,300	658,100
Property, plant and equipment, net	875,300	882,600	828,800	818,400	893,400	1,037,800	1,143,000	1,347,200	1,642,600	1,782,800
Equipment on lease, taxes and other	478,300	530,500	639,400	783,100	926,900	991,700	923,000	962,300	1,162,000	1,005,200
Financial Services Assets	4,582,500	5,114,200	4,758,500	5,112,300	5,605,400	6,980,100	8,355,900	9,811,200	10,710,300	10,030,400
	\$ 7,933,000	\$ 8,270,900	\$ 7,913,900	\$ 8,702,500	\$ 9,939,600	\$ 12,228,000	\$ 13,715,400	\$ 16,107,400	\$ 17,310,200	\$ 16,249,800

Truck and Other Liabilities:

Accounts payable, deferred revenues and other	\$ 1,734,100	\$ 1,634,900	\$ 1,709,500	\$ 1,955,600	\$ 2,225,300	\$ 2,693,500	\$ 2,589,300	\$ 3,101,700	\$ 3,216,100	\$ 2,899,700
Dividend payable	125,300	76,400	19,200	71,400	140,100	347,800	338,700	497,000	367,100	36,300
Debt	252,300	193,800	141,900	71,600	41,500	36,200	28,800	20,200	23,600	19,300
Financial Services Liabilities	3,710,700	4,116,700	3,790,700	4,003,200	4,286,300	5,388,100	6,857,500	8,032,300	8,690,300	8,447,800
Stockholders' Equity	2,110,600	2,249,100	2,252,600	2,600,700	3,246,400	3,762,400	3,901,100	4,456,200	5,013,100	4,846,700
	\$ 7,933,000	\$ 8,270,900	\$ 7,913,900	\$ 8,702,500	\$ 9,939,600	\$ 12,228,000	\$ 13,715,400	\$ 16,107,400	\$ 17,310,200	\$ 16,249,800

PACCAR Inc - Selected Statistics
(\$ in 000's)

	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
TRUCK AND OTHER										
Gross Margin (excluding R&D)	\$ 1,490,800	\$ 1,051,500	\$ 636,600	\$ 894,800	\$ 1,070,200	\$ 1,668,300	\$ 2,075,700	\$ 2,466,700	\$ 2,113,100	\$ 1,972,700
Gross Margin %*	17.2%	14.1%	11.3%	13.2%	13.9%	15.4%	15.6%	15.9%	15.1%	14.4%
Research and Development %*	1.4%	1.4%	1.3%	0.8%	1.1%	1.0%	0.9%	1.1%	1.8%	2.5%
Selling General & Administrative %*	6.7%	5.2%	6.5%	5.2%	4.5%	3.6%	3.2%	2.9%	3.5%	3.4%
Operating Margin %*	9.1%	7.6%	3.5%	7.1%	8.3%	10.8%	11.5%	11.9%	9.7%	8.5%
Truck & Other Income %*	9.0%	7.4%	3.3%	7.0%	8.3%	10.5%	11.4%	11.9%	9.9%	8.5%
FINANCIAL SERVICES										
Average Assets	\$ 4,108,850	\$ 4,848,350	\$ 4,936,350	\$ 4,935,400	\$ 5,358,850	\$ 6,292,750	\$ 7,668,000	\$ 9,083,550	\$ 10,260,750	\$ 10,370,350
Finance Margin	152,900	178,700	183,500	194,900	225,100	266,500	325,200	377,100	436,000	431,000
Finance Margin %**	3.7%	3.7%	3.7%	3.9%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%
Selling General & Administrative %**	1.3%	1.2%	1.3%	1.4%	1.4%	1.3%	1.1%	1.1%	1.1%	1.1%
Provision for Losses %**	0.5%	0.9%	1.8%	1.1%	0.5%	0.3%	0.5%	0.4%	0.4%	1.0%
Pretax Return on Average Assets	1.9%	1.6%	0.7%	1.5%	2.3%	2.7%	2.6%	2.7%	2.8%	2.1%
CONSOLIDATED										
Return on Beginning Equity (After-tax)	33.1%	20.9%	7.7%	16.5%	20.2%	27.9%	30.1%	38.3%	27.5%	20.3%
Return on Revenues (Pre-tax)	10.2%	8.4%	4.2%	8.0%	9.8%	12.0%	12.6%	13.2%	11.6%	9.8%
Return on Revenues (After-tax)	6.5%	5.6%	2.8%	5.2%	6.4%	8.0%	8.1%	9.1%	8.1%	6.8%
Tax Rate %	36.8%	33.6%	32.0%	35.2%	34.6%	33.7%	36.1%	31.2%	30.4%	30.5%
Acquisition of Property, Plant and Equipment	\$ 256,000	\$ 142,900	\$ 83,900	\$ 78,800	\$ 111,200	\$ 231,900	\$ 300,400	\$ 312,000	\$ 425,700	\$ 462,800
Depreciation on Property, Plant and Equipment	114,000	98,800	107,500	118,000	116,100	122,000	133,300	163,400	196,400	226,500
Actual Shares Outstanding	396.5	387.0	388.9	391.2	394.0	391.2	380.0	372.7	368.4	363.1
Weighted Average Diluted Shares Outstanding	398.8	390.4	389.5	392.8	396.1	395.4	388.7	377.2	373.3	365.9
Earnings Per Share (Diluted)	\$ 1.46	\$ 1.13	\$ 0.45	\$ 0.95	\$ 1.33	\$ 2.29	\$ 2.92	\$ 3.97	\$ 3.29	\$ 2.78
REVENUES:										
United States	63.4%	56.7%	45.9%	51.1%	44.6%	47.5%	51.0%	51.6%	36.2%	31.8%
Europe	23.7%	27.1%	34.6%	29.5%	34.2%	32.7%	29.1%	27.9%	40.5%	46.9%
Rest of World	<u>12.9%</u>	<u>16.2%</u>	<u>19.5%</u>	<u>19.4%</u>	<u>21.2%</u>	<u>19.8%</u>	<u>19.9%</u>	<u>20.5%</u>	<u>23.3%</u>	<u>21.3%</u>
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* As a percent of Truck and Other Net Sales and Revenues

**As a percent of Financial Services average assets