

PACCAR Inc
SUMMARY INCOME STATEMENTS
(in millions except per share amounts)

	Three Months Ended		Twelve Months Ended	
	December 31		December 31	
	2012	2011	2012	2011
Truck, Parts and Other:				
Net sales and revenues	\$ 3,699.2	\$ 4,587.6	\$ 15,951.7	\$ 15,325.9
Cost of sales and revenues <i>(a)</i>	3,247.4	3,994.4	13,908.3	13,341.8
Research and development	66.4	72.3	279.3	288.2
Selling, general and administrative	114.2	121.3	476.4	452.9
Interest and other (income) expense, net	(.1)	3.6	(.3)	10.7
<i>Truck, Parts and Other Income Before Income Taxes</i>	271.3	396.0	1,288.0	1,232.3
Financial Services:				
Revenues	297.8	266.2	1,098.8	1,029.3
Interest and other	189.9	167.4	675.8	657.5
Selling, general and administrative	24.4	22.2	95.2	94.0
Provision for losses on receivables	4.8	9.2	20.0	41.4
<i>Financial Services Income Before Income Taxes</i>	78.7	67.4	307.8	236.4
Investment income	8.2	9.3	33.1	38.2
<i>Total Income Before Income Taxes</i>	358.2	472.7	1,628.9	1,506.9
Income taxes	104.7	145.0	517.3	464.6
<i>Net Income</i>	\$ 253.5	\$ 327.7	\$ 1,111.6	\$ 1,042.3
Net Income Per Share:				
Basic	\$.72	\$.91	\$ 3.13	\$ 2.87
Diluted	\$.72	\$.91	\$ 3.12	\$ 2.86
Weighted Average Shares Outstanding:				
Basic	353.6	358.3	355.1	363.3
Diluted	354.3	359.1	355.8	364.4
Dividends declared per share	\$ 1.00	\$.88	\$ 1.58	\$ 1.30

(a) The fourth quarter 2012 includes the benefit of a \$12.7 million reduction in cost of sales related to the capitalization of new product tooling that had been expensed in the first nine months of 2012. The positive effect on net income for the fourth quarter was \$9.0 million (\$0.03 per share).

PACCAR Inc
CONDENSED BALANCE SHEETS
(in millions)

	December 31	December 31
	2012	2011
ASSETS		
Truck and Other:		
Cash and marketable debt securities	\$ 2,395.9	\$ 2,900.7
Trade and other receivables, net	902.1	977.8
Inventories	782.4	710.4
Property, plant and equipment, net	2,312.9	1,973.3
Equipment on operating lease and other	1,439.0	1,209.1
Financial Services Assets	10,795.5	9,401.4
	\$ 18,627.8	\$ 17,172.7
LIABILITIES AND STOCKHOLDERS' EQUITY		
Truck and Other:		
Accounts payable, deferred revenues and other	\$ 3,651.3	\$ 3,846.7
Long-term debt	150.0	150.0
Financial Services Liabilities	8,979.6	7,811.6
STOCKHOLDERS' EQUITY	5,846.9	5,364.4
	\$ 18,627.8	\$ 17,172.7
Common Shares Outstanding	353.4	356.8

GEOGRAPHIC REVENUE DATA

	Three Months Ended		Twelve Months Ended	
	December 31		December 31	
	2012	2011	2012	2011
United States and Canada	\$ 2,179.2	\$ 2,773.6	\$ 9,739.7	\$ 8,792.9
Europe	1,121.1	1,347.5	4,282.3	5,104.0
Other	696.7	732.7	3,028.5	2,458.3
	\$ 3,997.0	\$ 4,853.8	\$ 17,050.5	\$ 16,355.2

PACCAR Inc
CONDENSED CASH FLOW STATEMENTS
(in millions)

Twelve Months Ended December 31	2012	2011
OPERATING ACTIVITIES:		
Net income	\$ 1,111.6	\$ 1,042.3
Depreciation and amortization:		
Property, plant and equipment	188.8	196.5
Equipment on operating leases and other	512.1	477.3
Net increase in wholesale receivables on new trucks	(6.5)	(551.1)
Net increase in sales-type finance leases and dealer direct loans on new trucks	(186.6)	(141.3)
All other operating activities	(100.4)	568.9
Net Cash Provided by Operating Activities	1,519.0	1,592.6
INVESTING ACTIVITIES:		
Acquisition of property, plant and equipment	(515.4)	(340.7)
Acquisition of equipment for operating leases	(1,288.0)	(1,306.6)
Net increase in financial services receivables	(836.9)	(629.0)
Net increase in marketable securities	(280.6)	(471.8)
All other investing activities	332.9	329.1
Net Cash Used in Investing Activities	(2,588.0)	(2,419.0)
FINANCING ACTIVITIES:		
Cash dividends paid	(809.5)	(217.4)
Purchase of treasury stock	(162.1)	(337.6)
Stock compensation transactions	13.9	10.9
Net increase in debt	1,167.2	1,490.2
Net Cash Provided by Financing Activities	209.5	946.1
Effect of exchange rate changes on cash	25.2	(53.8)
Net (Decrease) Increase in Cash and Cash Equivalents	(834.3)	65.9
Cash and cash equivalents at beginning of period	2,106.7	2,040.8
Cash and cash equivalents at end of period	\$ 1,272.4	\$ 2,106.7