

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

	Three Months Ended		Twelve Months Ended	
	December 31		December 31	
	2011	2010	2011	2010
Truck and Other:				
Net sales and revenues	\$ 4,587.6	\$ 2,811.8	\$ 15,325.9	\$ 9,325.1
Cost of sales and revenues	3,994.4	2,456.9	13,341.8	8,198.8
Research and development	72.3	65.4	288.2	238.5
Selling, general and administrative	121.3	107.1	452.9	392.8
Interest and other expense, net	3.6	.2	10.7	9.3
<i>Truck and Other Income Before Income Taxes</i>	396.0	182.2	1,232.3	485.7
Financial Services:				
Revenues	266.2	243.8	1,029.3	967.8
Interest and other	167.4	158.8	657.5	664.6
Selling, general and administrative	22.2	22.8	94.0	88.7
Provision for losses on receivables	9.2	12.3	41.4	61.0
<i>Financial Services Income Before Income Taxes</i>	67.4	49.9	236.4	153.5
Investment income	9.3	6.8	38.2	21.1
<i>Total Income Before Income Taxes</i>	472.7	238.9	1,506.9	660.3
Income taxes	145.0	69.1	464.6	202.7
<i>Net Income</i>	\$ 327.7	\$ 169.8	\$ 1,042.3	\$ 457.6
Net Income Per Share:				
Basic	\$.91	\$.46	\$ 2.87	\$ 1.25
Diluted	\$.91	\$.46	\$ 2.86	\$ 1.25
Weighted Average Shares Outstanding:				
Basic	358.3	365.4	363.3	365.0
Diluted	359.1	366.9	364.4	366.2
Dividends declared per share	\$.88	\$.42	\$ 1.30	\$.69

PACCAR Inc
CONDENSED BALANCE SHEETS

(in millions)

	December 31	December 31
	2011	2010
ASSETS		
Truck and Other:		
Cash and marketable debt securities	\$ 2,900.7	\$ 2,432.5
Trade and other receivables, net	977.8	610.4
Inventories	710.4	534.0
Property, plant, and equipment, net	1,973.3	1,673.7
Equipment on operating lease and other	1,209.1	1,105.3
Financial Services Assets	9,401.4	7,878.2
	\$ 17,172.7	\$ 14,234.1
LIABILITIES AND STOCKHOLDERS' EQUITY		
Truck and Other:		
Accounts payable, deferred revenues and other	\$ 3,846.7	\$ 2,634.1
Long-term debt	150.0	150.0
Financial Services Liabilities	7,811.6	6,092.2
STOCKHOLDERS' EQUITY	5,364.4	5,357.8
	\$ 17,172.7	\$ 14,234.1
Common Shares Outstanding	356.8	365.3

GEOGRAPHIC REVENUE DATA

	Three Months Ended		Twelve Months Ended	
	December 31		December 31	
	2011	2010	2011	2010
United States and Canada	\$ 2,773.6	\$ 1,324.1	\$ 8,792.9	\$ 4,998.9
Europe	1,347.5	1,138.7	5,104.0	3,472.3
Other	732.7	592.8	2,458.3	1,821.7
	\$ 4,853.8	\$ 3,055.6	\$ 16,355.2	\$ 10,292.9

PACCAR Inc
CONDENSED CASH FLOW STATEMENTS
(in millions)

Twelve Months Ended December 31	2011	2010
OPERATING ACTIVITIES:		
Net income	\$ 1,042.3	\$ 457.6
Depreciation and amortization:		
Property, plant and equipment	196.5	189.9
Equipment on operating leases and other	477.3	433.3
Net increase in wholesale receivables on new trucks	(551.1)	(1.1)
Net (increase) decrease in sales-type finance leases and dealer direct loans on new trucks	(141.3)	67.1
All other operating activities	568.9	404.6
Net Cash Provided by Operating Activities	1,592.6	1,551.4
INVESTING ACTIVITIES:		
Acquisition of property, plant and equipment	(340.7)	(168.4)
Acquisition of equipment for operating leases	(1,306.6)	(715.4)
Net (increase) decrease in financial services receivables	(629.0)	258.3
Net increase in marketable securities	(471.8)	(233.7)
All other investing activities	329.1	392.1
Net Cash Used in Investing Activities	(2,419.0)	(467.1)
FINANCING ACTIVITIES:		
Cash dividends paid	(217.4)	(251.7)
Purchase of treasury stock	(337.6)	
Stock compensation transactions	10.9	22.0
Net increase (decrease) in debt	1,490.2	(730.7)
Net Cash Provided by (Used in) Financing Activities	946.1	(960.4)
Effect of exchange rate changes on cash	(53.8)	4.9
Net Increase in Cash and Cash Equivalents	65.9	128.8
Cash and cash equivalents at beginning of period	2,040.8	1,912.0
Cash and cash equivalents at end of period	\$ 2,106.7	\$ 2,040.8