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DELTA REPORT

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HY - HYSTER-YALE MATERIALS HAN

10-Q - MARCH 31, 2024 COMPARED TO 10-Q - SEPTEMBER 30, 2023

The following comparison report has been automatically generated

TOTAL DELTAS	711
CHANGES	174
DELETIONS	198
ADDITIONS	339

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549

FORM 10-Q

(Mark One)

☑ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended: September 30, 2023 March 31, 2024

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from __________to __________

Commission file number 000-54799

HYSTER-YALE MATERIALS HANDLING, INC.

(Exact name of registrant as specified in its charter)

Delaware		**31-1637659**
(State or other jurisdiction of incorporation or organization)		(I.R.S. Employer Identification No.)
5875 LANDERBROOK DRIVE, SUITE 300		
CLEVELAND	**(440)**	
OH	**449-9600**	**44124-4069**
(Address of principal executive offices)	(Registrant's telephone number, including area code)	(Zip code)
	N/A	
	(Former name, former address and former fiscal year, if changed since last report)	

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Class A Common Stock, $0.01 Par Value Per Share	**HY**	**New York Stock Exchange**

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. **Yes** ☑ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).
Yes ☑ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of “large accelerated filer,” “accelerated filer,” “smaller reporting company,” and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	☐	**Accelerated filer**	☑	Non-accelerated filer	☐	Smaller reporting company	☐	Emerging growth company	☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). YES ☐ **NO** ☑

Number of shares of Class A Common Stock outstanding at October 27, 2023 May 3, 2024: 13,715,705 14,029,697
Number of shares of Class B Common Stock outstanding at October 27, 2023 May 3, 2024: 3,469,925 3,465,329

HYSTER-YALE MATERIALS HANDLING, INC.
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PART I
FINANCIAL INFORMATION
Item 1. Financial Statements

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

		SEPTEMBER 30 2023	DECEMBER 31 2022		MARCH 31 2024	DECEMBER 31 2023
		(In millions, except share data)			(In millions, except share data)	
ASSETS	**ASSETS**			**ASSETS**		
Current Assets	**Current Assets**			**Current Assets**		
Cash and cash equivalents	Cash and cash equivalents	**$ 78.2**	$ 59.0			
Accounts receivable, net	Accounts receivable, net	**512.0**	523.6			
Inventories, net	Inventories, net	**815.4**	799.5			
Prepaid expenses and other	Prepaid expenses and other	**95.3**	76.6			
Total Current Assets	**Total Current Assets**	**1,500.9**	1,458.7			
Property, Plant and Equipment, Net	**Property, Plant and Equipment, Net**	**298.7**	310.0			
Intangible Assets, Net	**Intangible Assets, Net**	**39.8**	42.7			
Goodwill	**Goodwill**	**51.0**	51.3			
Deferred Income Taxes	**Deferred Income Taxes**	**2.6**	2.6			
Investments in Unconsolidated Affiliates	**Investments in Unconsolidated Affiliates**	**54.2**	59.4			
Other Non-current Assets	**Other Non-current Assets**	**105.9**	101.5			
Total Assets	**Total Assets**	**$ 2,053.1**	$ 2,026.2			
LIABILITIES AND EQUITY	**LIABILITIES AND EQUITY**			**LIABILITIES AND EQUITY**		
Current Liabilities	**Current Liabilities**			**Current Liabilities**		
Accounts payable	Accounts payable	**$ 540.2**	$ 585.8			
Accounts payable, affiliates	Accounts payable, affiliates	**9.4**	21.6			
Revolving credit facilities	Revolving credit facilities	**102.3**	137.1			
Short-term debt and current maturities of long-term debt	Short-term debt and current maturities of long-term debt	**165.1**	148.8			
Accrued payroll	Accrued payroll	**70.3**	64.4			
Deferred revenue	Deferred revenue	**99.1**	139.8			
Deferred revenue						
Deferred revenue						
Other current liabilities	Other current liabilities	**313.0**	245.4			
Total Current Liabilities	**Total Current Liabilities**	**1,299.4**	1,342.9			
Long-term Debt	**Long-term Debt**	**243.2**	267.0			
Self-insurance Liabilities	**Self-insurance Liabilities**	**41.6**	33.5			
Pension Obligations	**Pension Obligations**	**5.9**	6.2			

Deferred Income Taxes	**Deferred Income Taxes**	**11.7**	13.4	
Other Long-term Liabilities	**Other Long-term Liabilities**	**130.7**	138.1	
Total Liabilities	**Total Liabilities**	**1,732.5**	1,801.1	
Temporary Equity	**Temporary Equity**			
Redeemable Noncontrolling Interest	Redeemable Noncontrolling Interest	**14.4**	14.2	
Redeemable Noncontrolling Interest				
Redeemable Noncontrolling Interest				
Stockholders' Equity	**Stockholders' Equity**			**Stockholders' Equity**
Common stock:	Common stock:			Common stock:
Class A, par value $0.01 per share, 13,706,991 shares outstanding (2022 - 13,154,918 shares outstanding)		**0.1**	0.1	
Class B, par value $0.01 per share, convertible into Class A on a one-for-one basis, 3,470,290 shares outstanding (2022 - 3,783,597 shares outstanding)		**0.1**	0.1	
Class A, par value $0.01 per share, 14,021,432 shares outstanding (2023 - 13,715,755 shares outstanding)				
Class B, par value $0.01 per share, convertible into Class A on a one-for-one basis, 3,467,379 shares outstanding (2023 - 3,469,875 shares outstanding)				
Capital in excess of par value	Capital in excess of par value	**312.4**	297.7	
Treasury stock				
Treasury stock				
Treasury stock	Treasury stock	**—**	—	
Retained earnings	Retained earnings	**236.7**	152.7	
Accumulated other comprehensive loss	Accumulated other comprehensive loss	**(244.9)**	(246.2)	

Total Stockholders' Equity	**Total Stockholders' Equity**	**304.4**	204.4
Noncontrolling Interests	**Noncontrolling Interests**	**1.8**	6.5
Total Permanent Equity	**Total Permanent Equity**	**306.2**	210.9
Total Liabilities and Equity	**Total Liabilities and Equity**	**$ 2,053.1**	$ 2,026.2

See notes to unaudited condensed consolidated financial statements.

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

		THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30		THREE MONTHS ENDED MARCH 31	
		2023	2022	**2023**	2022	**2024**	2023
		(In millions, except per share data)				(In millions, except per share data)	
Revenues	**Revenues**	**$1,001.2**	$ 840.1	**$3,091.1**	$2,563.1		
Cost of sales	Cost of sales	**797.6**	753.2	**2,515.2**	2,275.9		
Gross Profit	**Gross Profit**	**203.6**	86.9	**575.9**	287.2		
Operating Expenses	**Operating Expenses**						
Selling, general and administrative expenses	Selling, general and administrative expenses	**145.0**	111.8	**415.9**	346.1		
Selling, general and administrative expenses							
Selling, general and administrative expenses							
Operating Profit (Loss)		**58.6**	(24.9)	**160.0**	(58.9)		
Operating Profit							
Operating Profit							
Operating Profit							
Other (income) expense	Other (income) expense						
Interest expense							
Interest expense							
Interest expense	Interest expense	**9.6**	7.7	**28.2**	18.9		
Income from unconsolidated affiliates	Income from unconsolidated affiliates	**(2.9)**	(2.6)	**(7.8)**	(9.6)		
Other, net	Other, net	**(0.7)**	2.4	**0.3**	7.3		
		6.0	7.5	**20.7**	16.6		
Income (Loss) Before Income Taxes		**52.6**	(32.4)	**139.3**	(75.5)		
Income Before Income Taxes							

Income tax expense	Income tax expense	**16.2**	4.2	**36.9**	4.0
Net Income (Loss)		**36.4**	(36.6)	**102.4**	(79.5)
Net Income					
Net income attributable to noncontrolling interests	Net income attributable to noncontrolling interests	**(0.1)**	(0.1)	**(0.3)**	(1.6)
Net income attributable to redeemable noncontrolling interests	Net income attributable to redeemable noncontrolling interests	**(0.3)**	(0.3)	**(0.7)**	(0.3)
Accrued dividend to redeemable noncontrolling interests	Accrued dividend to redeemable noncontrolling interests	**(0.2)**	(0.3)	**(0.7)**	(0.3)
Net Income (Loss) Attributable to Stockholders		**$ 35.8**	**$ (37.3)**	**$ 100.7**	**$ (81.7)**
Net Income Attributable to Stockholders					
Basic Earnings (Loss) per Share		**$ 2.08**	$ (2.20)	**$ 5.88**	$ (4.84)
Diluted Earnings (Loss) per Share		**$ 2.06**	$ (2.20)	**$ 5.82**	$ (4.84)
Basic Earnings per Share					
Basic Earnings per Share					
Basic Earnings per Share					
Diluted Earnings per Share					
Dividends per Share					
Dividends per Share					
Dividends per Share	**Dividends per Share**	**$ 0.3250**	$0.3225	**$ 0.9725**	$ 0.9675
Basic Weighted Average Shares Outstanding	**Basic Weighted Average Shares Outstanding**	**17.175**	16.920	**17.122**	16.890
Basic Weighted Average Shares Outstanding					
Basic Weighted Average Shares Outstanding					
Diluted Weighted Average Shares Outstanding	**Diluted Weighted Average Shares Outstanding**	**17.413**	16.920	**17.315**	16.890

See notes to unaudited condensed consolidated financial statements.

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

	THREE MONTHS ENDED	NINE MONTHS ENDED

	SEPTEMBER 30		SEPTEMBER 30	
	2023	2022	**2023**	2022
	(In millions)			
Net Income (Loss)	**$ 36.4**	$ (36.6)	**$ 102.4**	$ (79.5)
Other comprehensive income (loss)				
Foreign currency translation adjustment	**(12.0)**	(30.2)	**(6.4)**	(75.1)
Current period cash flow hedging activity	**(15.1)**	(26.1)	**(16.6)**	(73.8)
Reclassification of hedging activities into earnings	**6.8**	12.8	**22.1**	20.2
Current period pension adjustment	**—**	(4.2)	**—**	(4.2)
Reclassification of pension into earnings	**0.8**	1.1	**2.2**	3.5
Comprehensive Income (Loss)	**$ 16.9**	$ (83.2)	**$ 103.7**	$ (208.9)
Net income attributable to noncontrolling interests	**(0.1)**	(0.1)	**(0.3)**	(1.6)
Net income attributable to redeemable noncontrolling interests	**(0.3)**	(0.3)	**(0.7)**	(0.3)
Accrued dividend to redeemable noncontrolling interests	**(0.2)**	(0.3)	**(0.7)**	(0.3)
Foreign currency translation adjustment attributable to noncontrolling interests	**0.1**	0.5	**0.2**	2.0
Comprehensive Income (Loss) Attributable to Stockholders	**$ 16.4**	$ (83.4)	**$ 102.2**	$ (209.1)

	THREE MONTHS ENDED MARCH 31	
	2024	2023
	(In millions)	
Net Income	**$ 51.8**	$ 27.2
Other comprehensive income (loss)		
Foreign currency translation adjustment	**(16.7)**	11.6
Current period cash flow hedging activity, net of tax	**(15.1)**	1.4
Reclassification of hedging activities into earnings, net of tax	**7.3**	10.9
Reclassification of pension into earnings, net of tax	**0.8**	0.6
Comprehensive Income	**$ 28.1**	$ 51.7
Net income attributable to noncontrolling interests	**(0.2)**	(0.2)
Net (income) loss attributable to redeemable noncontrolling interests	**0.1**	(0.2)
Accrued dividend to redeemable noncontrolling interests	**(0.2)**	(0.2)
Foreign currency translation adjustment attributable to noncontrolling interests	**—**	(0.2)
Comprehensive Income Attributable to Stockholders	**$ 27.8**	$ 50.9

See notes to unaudited condensed consolidated financial statements.

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	NINE MONTHS ENDED SEPTEMBER 30	
	2023	2022
	(In millions)	

	THREE MONTHS ENDED MARCH 31		THREE MONTHS ENDED MARCH 31	
	2024		**2024**	2023
	(In millions)			(In millions)
Operating Activities	**Operating Activities**			

Net income (loss)		**$102.4**	$(79.5)	
Adjustments to reconcile net income (loss) to net cash provided by operating activities:				
Net income				
Net income				
Net income				
Adjustments to reconcile net income to net cash provided by operating activities:				Adjustments to reconcile net income to net cash provided by operating activities:
Depreciation and amortization	Depreciation and amortization	**33.8**	33.0	
Amortization of deferred financing fees	Amortization of deferred financing fees	**1.0**	1.0	
Deferred income taxes	Deferred income taxes	**(0.7)**	(2.1)	
Stock-based compensation	Stock-based compensation	**14.0**	3.7	
Stock-based compensation				
Stock-based compensation				
Dividends from unconsolidated affiliates	Dividends from unconsolidated affiliates	**10.5**	15.6	
Other non-current liabilities		**5.6**	(9.1)	
Other	Other	**9.2**	3.2	
Working capital changes:				
Other				
Other				
Changes in assets and liabilities:				Changes in assets and liabilities:
Accounts receivable	Accounts receivable	**1.8**	(41.3)	
Inventories	Inventories	**(21.9)**	(43.6)	
Other current assets	Other current assets	**(6.5)**	(3.4)	
Accounts payable	Accounts payable	**(50.0)**	42.4	
Other current liabilities		**5.9**	114.4	
Other liabilities				
Net cash provided by operating activities	**Net cash provided by operating activities**	**105.1**	34.3	
Investing Activities	**Investing Activities**			
Expenditures for property, plant and equipment				
Expenditures for property, plant and equipment				
Expenditures for property, plant and equipment	Expenditures for property, plant and equipment	**(18.9)**	(19.7)	

Proceeds from the sale of assets	Proceeds from the sale of assets	**1.2**	0.9
Proceeds from the sale of business	Proceeds from the sale of business	**1.1**	—
Purchase of noncontrolling interest	Purchase of noncontrolling interest	**(3.2)**	(8.4)
Purchase of noncontrolling interest			
Purchase of noncontrolling interest			
Net cash used for investing activities	**Net cash used for investing activities**	**(19.8)**	(27.2)
Net cash used for investing activities			
Net cash used for investing activities			
Financing Activities	**Financing Activities**		
Additions to debt			
Additions to debt			
Additions to debt	Additions to debt	**103.8**	106.2
Reductions of debt	Reductions of debt	**(119.9)**	(63.5)
Net change to revolving credit agreements	Net change to revolving credit agreements	**(34.1)**	(28.0)
Cash dividends paid	Cash dividends paid	**(16.7)**	(16.4)
Cash dividends paid to noncontrolling interest		**(1.3)**	(0.2)
Financing fees paid		**(0.8)**	—
Purchase of treasury stock			
Purchase of treasury stock			
Purchase of treasury stock	Purchase of treasury stock	**(0.1)**	—
Net cash used for financing activities	**Net cash used for financing activities**	**(69.1)**	(1.9)
Net cash used for financing activities			
Net cash used for financing activities			
Effect of exchange rate changes on cash	Effect of exchange rate changes on cash	**3.0**	(2.1)
Cash and Cash Equivalents	**Cash and Cash Equivalents**		
Increase for the period		**19.2**	3.1
Increase (decrease) for the period			
Increase (decrease) for the period			
Increase (decrease) for the period			
Balance at the beginning of the period	Balance at the beginning of the period	**59.0**	65.5
Balance at the end of the period	**Balance at the end of the period**	**$ 78.2**	$ 68.6

See notes to unaudited condensed consolidated financial statements.

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN TEMPORARY AND PERMANENT EQUITY

	Temporary Equity	Permanent Equity										
							Accumulated Other Comprehensive Income (Loss)					
	Redeemable Noncontrolling Interest	Class A Common Stock	Class B Common Stock	Treasury Stock	Capital in Excess of Par Value	Retained Earnings	Foreign Currency Translation Adjustment	Deferred Gain (Loss) on Cash Flow Hedging	Pension Adjustment	Total Stockholders' Equity	Noncontrolling Interests	Total Permanent Equity
	(In millions)											
Balance, June 30, 2022	$ 15.9	$ 0.1	$ 0.1	$ —	$ 291.2	$ 193.3	$ (142.6)	$ (72.3)	$ (70.2)	$ 199.6	$ 7.9	$ 207.5
Stock-based compensation	—	—	—	—	1.1	—	—	—	—	1.1	—	1.1
Stock issued under stock compensation plans	—	—	—	—	(0.1)	—	—	—	—	(0.1)	—	(0.1)
Net income (loss)	0.3	—	—	—	—	(37.3)	—	—	—	(37.3)	0.1	(37.2)
Cash dividends	—	—	—	—	—	(5.5)	—	—	—	(5.5)	—	(5.5)
Accrued dividends	0.3	—	—	—	—	—	—	—	—	—	—	—
Current period other comprehensive loss	—	—	—	—	—	—	(30.2)	(26.1)	(4.2)	(60.5)	—	(60.5)
Reclassification adjustment to net income	—	—	—	—	—	—	—	12.8	1.1	13.9	—	13.9
Reclassification from permanent equity to temporary equity	(2.8)	—	—	—	2.8	—	—	—	—	2.8	—	2.8
Foreign currency translation on noncontrolling interest	—	—	—	—	—	—	—	—	—	—	(0.5)	(0.5)
Balance, September 30, 2022	$ 13.7	$ 0.1	$ 0.1	$ —	$ 295.0	$ 150.5	$ (172.8)	$ (85.6)	$ (73.3)	$ 114.0	$ 7.5	$ 121.5
Balance, June 30, 2023	**$ 13.9**	**$ 0.1**	**$ 0.1**	**$ (0.1)**	**$ 309.3**	**$ 206.5**	**$ (131.4)**	**$ (23.9)**	**$ (70.1)**	**$ 290.5**	**$ 1.8**	**$ 292.3**
Stock-based compensation	**—**	**—**	**—**	**—**	**3.2**	**—**	**—**	**—**	**—**	**3.2**	**—**	**3.2**
Stock issued under stock compensation plans	**—**	**—**	**—**	**0.1**	**(0.1)**	**—**	**—**	**—**	**—**	**—**	**—**	**—**
Net income	**0.3**	**—**	**—**	**—**	**—**	**35.8**	**—**	**—**	**—**	**35.8**	**0.1**	**35.9**
Cash dividends	**—**	**—**	**—**	**—**	**—**	**(5.6)**	**—**	**—**	**—**	**(5.6)**	**—**	**(5.6)**
Accrued dividends	**0.2**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**
Current period other comprehensive loss	**—**	**—**	**—**	**—**	**—**	**—**	**(12.0)**	**(15.1)**	**—**	**(27.1)**	**—**	**(27.1)**
Reclassification adjustment to net income	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**6.8**	**0.8**	**7.6**	**—**	**7.6**
Foreign currency translation on noncontrolling interest	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**(0.1)**	**(0.1)**
Balance, September 30, 2023	**$ 14.4**	**$ 0.1**	**$ 0.1**	**$ —**	**$ 312.4**	**$ 236.7**	**$ (143.4)**	**$ (32.2)**	**$ (69.3)**	**$ 304.4**	**$ 1.8**	**$ 306.2**

See notes to unaudited condensed consolidated financial statements.

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN TEMPORARY AND PERMANENT EQUITY

Temporary Equity	
Temporary Equity	
Temporary Equity	**Pern**

Accumulated Other Comprehensive Income (Loss)

Redeemable Noncontrolling Interest

Redeemable Noncontrolling Interest

Redeemable Noncontrolling Interest

Redeemable Noncontrolling Interest

Redeemable Noncontrolling Interest

	Redeemable Noncontrolling Interest	Class A Common Stock	Class B Common Stock	Treasury Stock	Capital in Excess of Par Value	Retained Earnings	Foreign Currenc Translatio Adjustme
	(In millions)						
Balance, December 31, 2022							
Stock-based compensation							
Stock-based compensation							
Stock-based compensation							
Stock issued under stock compensation plans							
Net income							
Net income							
Net income							
Cash dividends							
Accrued dividends							
Current period other comprehensive loss							
Reclassification adjustment to net income							
Purchase of noncontrolling interest							

Sale of noncontrolling interest

Foreign currency translation on noncontrolling interest

Balance, March 31, 2023

Balance, December 31, 2023

Balance, December 31, 2023

Balance, December 31, 2023

Stock-based compensation

Stock-based compensation

Stock-based compensation

Stock issued under stock compensation plans

Purchase of treasury stock

Net income (loss)

Cash dividends

Accrued dividends

Current period other comprehensive loss

Reclassification adjustment to net income

	Temporary Equity	Permanent Equity										
							Accumulated Other Comprehensive Income (Loss)					
	Redeemable Noncontrolling Interest	Class A Common Stock	Class B Common Stock	Treasury Stock	Capital in Excess of Par Value	Retained Earnings	Foreign Currency Translation Adjustment	Deferred Gain (Loss) on Cash Flow Hedging	Pension Adjustment	Total Stockholders' Equity	Noncontrolling Interests	Total Permanent Equity
	(In millions)											
Balance, December 31, 2021	$ —	$ 0.1	$ 0.1	$ (4.5)	$315.1	$ 248.6	$ (97.7)	$ (32.0)	$ (72.6)	$ 357.1	$ 25.8	$ 382.9

Balance, March 31, 2024												
Stock-based compensation	—	—	—	—	3.7	—	—	—	—	3.7	—	3.7
Stock issued under stock compensation plans	—	—	—	4.5	(4.5)	—	—	—	—	—	—	—
Net income (loss)	0.3	—	—	—	—	(81.7)	—	—	—	(81.7)	1.6	(80.1)
Cash dividends	—	—	—	—	—	(16.4)	—	—	—	(16.4)	(0.2)	(16.6)
Accrued dividends	0.3	—	—	—	—	—	—	—	—	—	—	—
Current period other comprehensive loss	—	—	—	—	—	—	(75.1)	(73.8)	(4.2)	(153.1)	—	(153.1)
Reclassification adjustment to net income	—	—	—	—	—	—	—	20.2	3.5	23.7	—	23.7
Purchase of noncontrolling interest	—	—	—	—	(12.8)	—	—	—	—	(12.8)	(11.1)	(23.9)
Reclassification from permanent equity to temporary equity	13.1	—	—	—	(6.5)	—	—	—	—	(6.5)	(6.6)	(13.1)
Foreign currency translation on noncontrolling interest	—	—	—	—	—	—	—	—	—	—	(2.0)	(2.0)
Balance, September 30, 2022	$ 13.7	$ 0.1	$ 0.1	$ —	$295.0	$ 150.5	$ (172.8)	$ (85.6)	$ (73.3)	$ 114.0	$ 7.5	$ 121.5
Balance, December 31, 2022	**$ 14.2**	**$ 0.1**	**$ 0.1**	**$ —**	**$297.7**	**$ 152.7**	**$ (137.0)**	**$ (37.7)**	**$ (71.5)**	**$ 204.4**	**$ 6.5**	**$ 210.9**
Stock-based compensation	**—**	**—**	**—**	**—**	**14.0**	**—**	**—**	**—**	**—**	**14.0**	**—**	**14.0**
Stock issued under stock compensation plans	**—**	**—**	**—**	**0.1**	**(0.1)**	**—**	**—**	**—**	**—**	**—**	**—**	**—**
Purchase of treasury stock	**—**	**—**	**—**	**(0.1)**	**—**	**—**	**—**	**—**	**—**	**(0.1)**	**—**	**(0.1)**
Net income	**0.7**	**—**	**—**	**—**	**—**	**100.7**	**—**	**—**	**—**	**100.7**	**0.3**	**101.0**
Cash dividends	**(0.9)**	**—**	**—**	**—**	**—**	**(16.7)**	**—**	**—**	**—**	**(16.7)**	**(0.4)**	**(17.1)**
Accrued dividends	**0.7**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**	**—**
Current period other comprehensive loss	**—**	**—**	**—**	**—**	**—**	**—**	**(6.4)**	**(16.6)**	**—**	**(23.0)**	**—**	**(23.0)**

Reclassification adjustment to net income	—	—	—	—	—	—	—	22.1	2.2	24.3	—	24.3
Balance, March 31, 2024												
Purchase of noncontrolling interest	—	—	—	—	0.8	—	—	—	—	0.8	(4.0)	(3.2)
Sale of noncontrolling interest	—	—	—	—	—	—	—	—	—	—	(0.7)	(0.7)
Foreign currency translation on noncontrolling interest	(0.3)	—	—	—	—	—	—	—	—	—	0.1	0.1
Balance, September 30, 2023	**$ 14.4**	**$ 0.1**	**$ 0.1**	**$ —**	**$312.4**	**$ 236.7**	**$ (143.4)**	**$ (32.2)**	**$ (69.3)**	**$ 304.4**	**$ 1.8**	**$ 306.2**
Balance, March 31, 2024												

See notes to unaudited condensed consolidated financial statements.

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Tabular Amounts in Millions, Except Per Share and Percentage Data)

Note 1—Basis of Presentation

The accompanying unaudited condensed consolidated financial statements include the accounts of Hyster-Yale Materials Handling, Inc., a Delaware corporation, and the accounts of Hyster-Yale's wholly owned domestic and international subsidiaries and majority-owned joint ventures (collectively, "Hyster-Yale" or the "Company"). All intercompany accounts and transactions among the consolidated companies are eliminated in consolidation.
The Company, through its wholly owned operating subsidiary, Hyster-Yale Group, Inc. ("HYG"), designs, engineers, manufactures, sells and services a comprehensive line of lift trucks, attachments and aftermarket parts marketed globally primarily under the Hyster® and Yale® brand names, mainly to independent Hyster® and Yale® retail dealerships. Lift trucks and component parts are manufactured in the United States, China, Northern Ireland, China, Mexico, the Netherlands, Brazil, the Philippines, Italy, Japan and Vietnam. As of March 31, 2024, the Company owned a 90% majority interest in Hyster-Yale Maximal Forklift (Zhejiang) Co., Ltd. ("Hyster-Yale Maximal").

The Company operates Bolzoni S.p.A. ("Bolzoni"). Bolzoni is a leading worldwide producer and distributor of attachments, forks and lift tables marketed under the Bolzoni®, Auramo® and Meyer® brand names. Bolzoni also produces components for lift truck manufacturers. Bolzoni products are manufactured in the United States, Italy, China, Germany and Finland. Through the design, production and distribution of a wide range of attachments, Bolzoni has a strong presence in the market niche of lift truck attachments and industrial material handling.

The Company operates Nuvera Fuel Cells, LLC ("Nuvera"). Nuvera is an alternative-power technology company focused on the design, manufacture and sale of hydrogen fuel cell stacks and engines.

Investments in Sumitomo NACCO Forklift Co., Ltd. (“SN”), a 50%-owned joint venture, and HYG Financial Services, Inc. ("HYGFS"), a 20%-owned joint venture, are accounted for by the equity method. SN operates manufacturing facilities in Japan, the Philippines and Vietnam from which the Company purchases certain components, service parts and lift trucks. Sumitomo Heavy Industries, Ltd. ("Sumitomo") owns the remaining 50% interest in SN. Each stockholder of SN is entitled to appoint directors representing 50% of the vote of SN’s board of directors. All matters related to policies and programs of operation, manufacturing and sales activities require mutual agreement between the Company and Sumitomo prior to a vote of SN’s board of directors. HYGFS is a joint venture with Wells Fargo Financial Leasing, Inc. (“WF”), formed primarily for the purpose of providing financial services to independent Hyster® and Yale® lift truck dealers and National Account customers in the United States. National Account customers are large customers with centralized purchasing and geographically dispersed operations in multiple dealer territories. The Company’s percentage share of the net income or loss from these equity investments is reported on the line “Income from unconsolidated affiliates” in the “Other (income) expense” section of the unaudited condensed consolidated statements of operations.

These financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") for interim financial information and the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation of the financial position of the Company as of September 30, 2023 March 31, 2024 and the results of its operations and changes in equity for the three and nine months ended September 30, 2023 March 31, 2024 and 2022, 2023, and the results of its cash flows for the nine three months ended September 30, 2023 March 31, 2024 and 2022 2023 have been included. These unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023.

The accompanying unaudited condensed consolidated balance sheet at December 31, 2022 December 31, 2023 has been derived from the audited financial statements at that date but does not include all of the information or notes required by GAAP for complete financial statements.

Note 2—Recently Issued Accounting Standards

Adopted Accounting Pronouncements

In 2023, the first quarter of 2024, the Company did not adopt any recent accounting standard updates ("ASU") which had a material effect on the Company's financial position, results of operations, cash flows or related disclosures.

Recent Accounting Pronouncements

The following table provides a brief description of ASUs not yet adopted:

Standard	**Description**	**Required Date of Adoption**	**Effect on the financial statements or other significant matters**
ASU 2020-04 and ASU 2022-06, Reference Rate Reform (Topic 848)	The guidance provides optional expedients and exceptions for applying GAAP to contracts, hedging relationships, and other transactions affected by reference rate reform if certain criteria are met.	From the date of issuance through December 31, 2024	The Company does not expect the guidance to have a material effect on its financial position, results of operations, cash flows and related disclosures.
ASU 2023-05, Business Combinations - Joint Venture Formations (Subtopic 805-60)	The guidance provides a basis of accounting for newly-formed joint venture entities which will recognize and measure assets and liabilities at fair value upon formation.	January 1, 2025	The Company is currently evaluating the guidance and the effect on its financial position, results of operations, cash flows and related disclosures.
ASU 2023-07, Segment Reporting (Topic 280)	The guidance provides requirements for new and updated segment disclosures.	December 31, 2024	The Company is currently evaluating the guidance and the effect on its related disclosures.
ASU 2023-09, Improvements to Income Tax Disclosures (Topic 740)	The guidance provides requirements for new and updated income tax disclosures.	January 1, 2025	The Company is currently evaluating the guidance and the effect on its related disclosures.

Note 3—Revenue

Revenue is recognized when obligations under the terms of a contract with the customer are satisfied, which occurs when control of the trucks, parts or services are transferred to the customer. Revenue is measured as the amount of consideration expected to be received in exchange for transferring goods or providing services. The satisfaction of performance obligations under the terms of a revenue contract generally gives rise for the right to payment from the customer. The Company's standard payment terms vary by the type and location of the customer and the products or services offered. Generally, the time between when revenue is recognized and when payment is due is not significant. Given the insignificant days between revenue recognition and receipt of payment, financing components do not exist between the Company and its customers. Taxes collected from customers are excluded from revenue. The estimated costs of product warranties are recognized as expense when the products are sold. See Note 11 10 for further information on product warranties.

The majority of the Company's sales contracts contain performance obligations satisfied at a point in time when title and risks and rewards of ownership have transferred to the customer. Revenues for service contracts are recognized as the services are provided.

The Company also records variable consideration in the form of estimated reductions to revenues for customer programs and incentive offerings, including special pricing agreements, promotions and other volume-based incentives. Lift truck sales revenue is recorded net of estimated discounts. The estimated discount amount is based upon historical experience and trend analysis for each lift truck model. In addition to standard discounts, dealers can also request additional discounts that allow them to offer price concessions to customers. From time to time, the Company offers special incentives to increase market share or dealer stock and offers certain customers volume rebates if a specified cumulative level of purchases is obtained.

For contracts with customers that include multiple performance obligations, judgment is required to determine whether performance obligations specified in these contracts are distinct and should be accounted for as separate revenue transactions for recognition purposes. For such arrangements, revenue is allocated to each performance obligation based on its relative standalone selling price. Standalone selling prices are generally determined based on the prices charged to customers or using expected cost plus margin. Impairment losses recognized on receivables or contract assets were not significant for the nine three months ended September 30, 2023 March 31, 2024 and 2022. 2023.

The Company generally expenses sales commissions when incurred because the amortization period would have been one year or less. These costs are reported on the line “Selling, general and administrative expenses” in the unaudited condensed consolidated statements of operations.

The Company pays for shipping and handling activities regardless of when control is transferred and has elected to account for shipping and handling as activities to fulfill the promise to transfer the good, rather than a promised service. These costs are reported on the line “Cost of sales” in the unaudited condensed consolidated statements of operations. The following table disaggregates revenue by category:

	THREE MONTHS ENDED MARCH 31, 2024						
	Lift truck business						
	Americas	EMEA	JAPIC	Bolzoni	Nuvera	Elims	Total
Dealer sales	**$ 431.9**	**$ 163.2**	**$ 32.7**	**$ —**	**$ —**	**$ —**	**$ 627.8**
Direct customer sales	**129.8**	**1.6**	**—**	**—**	**—**	**—**	**131.4**
Aftermarket sales	**177.7**	**26.8**	**4.9**	**—**	**—**	**—**	**209.4**
Other	**30.3**	**7.8**	**0.1**	**96.2**	**0.5**	**(47.0)**	**87.9**
Total Revenues	**$ 769.7**	**$ 199.4**	**$ 37.7**	**$ 96.2**	**$ 0.5**	**$ (47.0)**	**$ 1,056.5**

	THREE MONTHS ENDED SEPTEMBER 30, 2023						
	Lift truck business						
	Americas	EMEA	JAPIC	Bolzoni	Nuvera	Elims	Total
Dealer sales	**$ 413.2**	**$ 149.8**	**$ 44.6**	**$ —**	**$ —**	**$ —**	**$ 607.6**
Direct customer sales	**105.3**	**2.9**	**—**	**—**	**—**	**—**	**108.2**
Aftermarket sales	**170.5**	**26.0**	**7.0**	**—**	**—**	**—**	**203.5**
Other	**27.5**	**5.2**	**—**	**92.8**	**1.5**	**(45.1)**	**81.9**
Total Revenues	**$ 716.5**	**$ 183.9**	**$ 51.6**	**$ 92.8**	**$ 1.5**	**$ (45.1)**	**$ 1,001.2**

	THREE MONTHS ENDED SEPTEMBER 30, 2022						
	Lift truck business						
	Americas	EMEA	JAPIC	Bolzoni	Nuvera	Elims	Total
Dealer sales	$ 288.7	$ 128.6	$ 57.1	$ —	$ —	$ —	$ 474.4
Direct customer sales	104.0	1.8	—	—	—	—	105.8
Aftermarket sales	154.2	25.3	8.2	—	—	—	187.7
Other	24.4	3.7	0.2	82.2	1.2	(39.5)	72.2
Total Revenues	$ 571.3	$ 159.4	$ 65.5	$ 82.2	$ 1.2	$ (39.5)	$ 840.1

	NINE MONTHS ENDED SEPTEMBER 30, 2023						
	Lift truck business						
	Americas	EMEA	JAPIC	Bolzoni	Nuvera	Elims	Total
Dealer sales	**$ 1,190.1**	**$ 492.4**	**$ 126.6**	**$ —**	**$ —**	**$ —**	**$ 1,809.1**
Direct customer sales	**403.9**	**7.4**	**—**	**—**	**—**	**—**	**411.3**
Aftermarket sales	**536.4**	**83.1**	**22.0**	**—**	**—**	**—**	**641.5**
Other	**60.5**	**16.5**	**0.5**	**288.0**	**4.1**	**(140.4)**	**229.2**
Total Revenues	**$ 2,190.9**	**$ 599.4**	**$ 149.1**	**$ 288.0**	**$ 4.1**	**$ (140.4)**	**$ 3,091.1**

NINE MONTHS ENDED SEPTEMBER 30, 2022						
Lift truck business						
Americas	EMEA	JAPIC	Bolzoni	Nuvera	Elims	Total

THREE MONTHS ENDED

MARCH 31, 2023

Lift truck business

Americas

THREE MONTHS ENDED

MARCH 31, 2023

		Americas						
		Americas	EMEA	JAPIC	Bolzoni	Nuvera	Elims	Total
Dealer sales	Dealer sales	$ 880.2	$409.8	$159.9	$ —	$ —	$ —	$1,449.9
Direct customer sales	Direct customer sales	323.4	11.2	—	—	—	—	334.6
Aftermarket sales	Aftermarket sales	446.5	78.1	21.8	—	—	—	546.4
Other	Other	75.5	14.8	0.4	263.7	2.1	(124.3)	232.2
Total Revenues	Total Revenues	$1,725.6	$513.9	$182.1	$263.7	$ 2.1	$(124.3)	$2,563.1

Dealer sales are recognized when the Company transfers control based on the shipping terms of the contract, which is generally when the truck is shipped from the manufacturing facility to the dealer. The majority of direct customer sales are to National Account customers. In these transactions, the Company transfers control and recognizes revenue when it delivers the product to the customer according to the terms of the contract. Aftermarket sales represent parts sales, extended warranty and maintenance services. For the sale of aftermarket parts, the Company transfers control and recognizes revenue when parts are shipped to the customer. When customers are given the right to return eligible parts and accessories, the Company estimates the expected returns based on an analysis of historical experience. The Company adjusts estimated revenues at the earlier of when the most likely amount of consideration expected to be received changes or when the consideration becomes fixed. The Company recognizes revenue for extended warranty and maintenance agreements based on the standalone selling price over the life of the contract, which reflects the costs to perform under these contracts and corresponds with, and thereby depicts, the transfer of control to the customer. Bolzoni revenue from external customers is primarily the sale of attachments to customers. In these transactions, the Company transfers control and recognizes revenue according to the shipping terms of the contract. In the United States, Bolzoni also has revenue for sales of lift truck components to the lift truck business. Nuvera's revenues include

development funding from third-party agreements and the sale of fuel cell stacks and engines to third parties and to the lift truck business. In all revenue transactions, the Company receives cash equal to the invoice price. The amount of consideration received and the revenue recognized may vary with changes in marketing incentives. Intercompany revenues between Bolzoni, Nuvera and the lift truck business have been eliminated.

Deferred Revenue: The Company defers revenue for transactions that have not met the criteria for recognition at the time payment is collected, including extended warranties and maintenance contracts. In addition, for certain products, services and customer types, the Company collects payment prior to the transfer of control to the customer.

		Deferred Revenue
Balance, December 31, 2022 December 31, 2023	$	153.8 92.5
Customer deposits and billings		21.0 13.5
Revenue recognized		(64.1) (25.1)
Foreign currency effect		0.1 (0.2)
Balance, September 30, 2023 March 31, 2024	$	110.8 80.7

Note 4—Business Segments

The Company's reportable segments for the lift truck business include the following three management units: the Americas, EMEA and JAPIC. Americas includes operations in the United States, Canada, Mexico, Brazil, Latin America and the corporate headquarters. EMEA includes operations in Europe, the Middle East and Africa. JAPIC includes operations in the Asia and Pacific regions, including China, as well as the equity earnings of SN operations. Certain amounts are allocated to these geographic management units and are included in the segment results presented below, including product development costs, corporate headquarter's expenses and certain information technology infrastructure costs. These allocations among geographic management units are determined by senior management and not directly incurred by the geographic operations. In addition, other costs are incurred directly by these geographic management units based upon the location of the manufacturing plant or sales units, including manufacturing variances, product liability, warranty and sales discounts, which may not be associated with the geographic management unit of the ultimate end user sales location where revenues and margins are reported. Therefore, the reported results of each segment for the lift truck business cannot be considered stand-alone entities as all segments are inter-related and integrate into a single global lift truck business.

The Company reports the results of both Bolzoni and Nuvera as separate segments. Intercompany sales between Nuvera, Bolzoni and the lift truck business have been eliminated.

Operating profit is the measure of segment profit or loss. Financial information for each reportable segment is presented in the following table:

	THREE MONTHS ENDED SEPTEMBER 30	NINE MONTHS ENDED SEPTEMBER 30

	2023	2022	2023	2022
Revenues from external customers				
Americas	**$ 716.5**	$ 571.3	**$ 2,190.9**	$ 1,725.6
EMEA	**183.9**	159.4	**599.4**	513.9
JAPIC	**51.6**	65.5	**149.1**	182.1
Lift truck business	**952.0**	796.2	**2,939.4**	2,421.6
Bolzoni	**92.8**	82.2	**288.0**	263.7
Nuvera	**1.5**	1.2	**4.1**	2.1
Eliminations	**(45.1)**	(39.5)	**(140.4)**	(124.3)
Total	**$ 1,001.2**	$ 840.1	**$ 3,091.1**	$ 2,563.1

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2023	2022	**2023**	2022
Operating profit (loss)				
Americas	**$65.4**	$ 0.9	**$178.1**	$ 8.4
EMEA	**2.4**	(13.2)	**6.1**	(35.4)
JAPIC	**(2.7)**	(2.9)	**(8.8)**	(10.6)
Lift truck business	**65.1**	(15.2)	**175.4**	(37.6)
Bolzoni	**2.9**	(1.3)	**12.7**	4.2
Nuvera	**(9.4)**	(9.0)	**(28.4)**	(25.0)
Eliminations	**—**	0.6	**0.3**	(0.5)
Total	**$58.6**	$(24.9)	**$160.0**	$(58.9)

	THREE MONTHS ENDED MARCH 31	
	2024	2023
Revenues from external customers		
Americas		
Americas		
Americas		
EMEA		
JAPIC		
Lift truck business		
Bolzoni		
Nuvera		
Eliminations		
Total		
Operating profit (loss)		
Operating profit (loss)		
Operating profit (loss)		
Americas		
Americas		
Americas		
EMEA		
JAPIC		
Lift truck business		
Bolzoni		
Nuvera		
Eliminations		
Total		

Note 5—Income Taxes

The income tax provision includes U.S. federal, state and local, and foreign income taxes and is generally based on the application of a forecasted annual income tax rate applied to the current quarter's year-to-date pre-tax income or loss. In determining the estimated annual effective income tax rate, the Company analyzes various factors, including projections of the Company's annual earnings or losses, taxing jurisdictions in which the earnings or losses will be generated, the impact of state and local income taxes, the Company's ability to use tax credits and net operating loss carryforwards, carrybacks, capital loss carryforwards, and available tax planning alternatives. Discrete items, including the effect of changes in tax laws, tax rates and certain circumstances with respect to valuation allowances or the tax effect of other unusual or nonrecurring transactions or adjustments are reflected in the period in which they occur as an addition to, or reduction from, the income tax provision, rather than included in the estimated annual effective income tax rate. Additionally, the Company's interim effective income tax rate is computed and applied without regard to pre-tax losses where such losses are not expected to generate a current-year tax benefit.

A reconciliation of the U.S. federal statutory rate to the reported income tax rate is as follows:

		THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30			
		2023	2022	**2023**	2022		
Income (loss) before income taxes		**$52.6**	$(32.4)	**$139.3**	$(75.5)		
		THREE MONTHS ENDED THREE MONTHS ENDED THREE MONTHS ENDED					
	MARCH 31					MARCH 31	
	2024					**2024**	2023
Income before income taxes							
Statutory taxes (21%)	Statutory taxes (21%)	**$11.1**	$ (6.8)	**$ 29.3**	$(15.9)		
Interim adjustment	Interim adjustment	**(0.2)**	(2.3)	**(0.5)**	(3.8)		
Permanent adjustments:	Permanent adjustments:						
Valuation allowance	Valuation allowance	**4.2**	12.6	**4.7**	28.5		
Valuation allowance							
Valuation allowance							
Other							
Other							
Other	Other	**2.3**	0.1	**6.7**	(0.1)		
Discrete items	Discrete items	**(1.2)**	0.6	**(3.3)**	(4.7)		
Discrete items							
Discrete items							
Income tax expense	Income tax expense	**$16.2**	$ 4.2	**$ 36.9**	$ 4.0		
Reported income tax rate	Reported income tax rate	**30.8 %**	(13.0)%	**26.5 %**	(5.3)%	Reported income tax rate **32.6 %**	24.2 %

The Company's estimated annual effective

In 2024, the Company's reported income tax rate assumes for the current year differs from the U.S. federal statutory rate primarily as a result of recording an additional valuation allowance attributable to the capitalization of research and development expenses under current U.S. tax rules.

In 2023, the Company's reported income tax rate assumed that a significant portion of its net operating loss carryforwards will would be utilized in 2023 along with the release of the associated valuation allowances. This release will be more than was offset by the capitalization of research and development expenses under current U.S. tax rules for which a valuation allowance will be was provided. The net of these items is included in the valuation allowance line in the table above.

During the first nine months of 2023, the Company recorded other permanent adjustments primarily related to the unfavorable tax effects of non-U.S. rate differences, state income taxes, non-deductible compensation and global intangible low-taxed income, partially offset by favorable tax effects of foreign derived intangible income, federal income tax credits and equity interest earnings.

During the third quarter of 2023, the Company recognized a discrete tax benefit of $1.2 million primarily related to the expiration of the statute of limitations for uncertain tax positions.

During the second quarter of 2023 and 2022, the Company recognized discrete tax benefits of $2.3 million and $4.5 million, respectively, mainly resulting from the expiration of the statute of limitations for uncertain tax positions related to acquisitions. Of those amounts, an offsetting pre-tax indemnity receivable was recorded for $2.1 million and $3.8 million in the second quarter of 2023 and 2022, respectively. The expense for the release of the indemnity receivable was recorded in pre-tax earnings on the line "Other, net" in the unaudited condensed consolidated statements of operations.

Note 6—Reclassifications from OCI

The following table summarizes reclassifications out of Accumulated Other Comprehensive Income ("OCI") as recorded in the unaudited condensed consolidated statements of operations:

OCI Components	**OCI Components**	**Amount Reclassified from OCI**				**Affected Line Item**						
		THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30								
		2023	2022	**2023**	2022							
OCI Components												
OCI Components							**Amount Reclassified from OCI**					**Affected Line Item**
THREE MONTHS ENDED												
MARCH 31												
MARCH 31												
MARCH 31												
2024												
2024												
2024												
Gain (loss) on cash flow hedges:												
Gain (loss) on cash flow hedges:												
Gain (loss) on cash flow hedges:	**Gain (loss) on cash flow hedges:**											
Interest rate contracts	Interest rate contracts	**$ 1.8**	$ 0.1	**$ 4.5**	$ 1.8	Interest expense						
Interest rate contracts												
Interest rate contracts							**$ 1.9**		$	(1.2)		Interest expense
Foreign exchange contracts												
Foreign exchange contracts												
Foreign exchange contracts	Foreign exchange contracts	**(8.7)**	(12.9)	**(26.7)**	(21.8)	Cost of sales	**(9.2)**	(9.7)	(9.7)		Cost of sales	Cost of sales

Total before tax	Total before tax	**(6.9)**	(12.8)	**(22.2)**	(20.0)	Income (loss) before income taxes	Total before tax	**(7.3)**	(10.9)	(10.9)	Income before income taxes	Income before income taxes
Tax (expense) benefit	Tax (expense) benefit	**0.1**	—	**0.1**	(0.2)	Income tax expense (benefit)	Tax (expense) benefit	**—**	—	—	Income tax expense	Income tax expense
Net of tax	Net of tax	**$(6.8)**	$(12.8)	**$(22.1)**	$(20.2)	Net income (loss)	Net of tax	**$(7.3)**	$	$ (10.9)	Net income	Net income
Amortization of defined benefit pension items:	**Amortization of defined benefit pension items:**											
Actuarial loss	Actuarial loss	**$(0.8)**	$ (1.1)	**$ (2.2)**	$ (3.5)	Other, net						
Actuarial loss												
Actuarial loss								**$(0.8)**		$ (0.7)		Other, net
Total before tax												
Total before tax												
Total before tax	Total before tax	**(0.8)**	(1.1)	**(2.2)**	(3.5)	Income (loss) before income taxes		**(0.8)**	(0.7)	(0.7)	Income before income taxes	Income before income taxes
Tax (expense) benefit	Tax (expense) benefit	**—**	—	**—**	—	Income tax expense (benefit)	Tax (expense) benefit	**—**	0.1	0.1	Income tax expense	Income tax expense
Net of tax	Net of tax	**$(0.8)**	$ (1.1)	**$ (2.2)**	$ (3.5)	Net income (loss)	Net of tax	**$(0.8)**	$	$ (0.6)	Net income	Net income
Total reclassifications for the period	**Total reclassifications for the period**	**$(7.6)**	$(13.9)	**$(24.3)**	$(23.7)							

Note 7—Financial Instruments and Derivative Financial Instruments

Financial Instruments

The carrying amounts of cash and cash equivalents, accounts receivable and accounts payable approximate fair value due to the short-term maturities of these instruments. The fair values of revolving credit agreements and long-term debt, excluding finance leases, were determined using current rates offered for similar obligations taking into account company credit risk. This valuation methodology is Level 2 as defined in the fair value hierarchy. At September 30, 2023 March 31, 2024, the carrying value and fair value of revolving credit agreements and long-term debt, excluding finance leases, was $448.1 million and $447.3 million, respectively. At December 31, 2023, the carrying value and fair value of revolving credit agreements and long-term debt, excluding finance leases, was $476.1 million $466.7 million and $484.9 million, respectively. At December 31, 2022, the fair value and carrying value of revolving credit agreements and long-term debt, excluding finance leases, was $486.4 million and $490.3 million $464.0 million, respectively.

Derivative Financial Instruments

The Company uses forward foreign currency exchange contracts to partially reduce risks related to transactions denominated in foreign currencies. These contracts hedge firm commitments and forecasted transactions relating to cash flows associated with sales and purchases denominated in non-functional currencies. The Company offsets fair value amounts related to foreign currency exchange contracts executed with the same counterparty. Changes in the fair value of forward foreign currency exchange contracts that are effective as hedges are recorded in OCI. Deferred gains or losses are reclassified from OCI to the unaudited condensed consolidated statements of operations in the same period as the gains or losses from the underlying transactions are recorded and are generally recognized in cost of sales.

The Company periodically enters into foreign currency exchange contracts that do not meet the criteria for hedge accounting. These derivatives are used to reduce the Company's exposure to foreign currency risk related to forecasted purchase or sales transactions or forecasted intercompany cash payments or settlements. Gains and losses on these derivatives are generally recognized in cost of sales.

The Company periodically enters into forward foreign currency contracts that are designated as net investment hedges of the Company's net investment in its foreign subsidiaries. For derivative instruments that are designated and qualified as a hedge of a net investment in foreign currency, the gain or loss is reported in OCI as part of the cumulative translation adjustment to the extent it is effective. The Company utilizes the forward-rate method of assessing hedge effectiveness.

The Company uses interest rate swap agreements to partially reduce risks related to floating rate financing agreements that are subject to changes in the market rate of interest. Terms of the interest rate swap agreements require the Company to receive a variable interest rate and pay a fixed interest rate. The Company's interest rate swap agreements and the associated variable rate financings are predominately based upon the one-month Secured Overnight Financing Rate ("SOFR"). Changes in the fair value of interest rate swap agreements that are effective as hedges are recorded in OCI. Deferred gains or losses are reclassified from OCI to the unaudited condensed consolidated statements of operations in the same period as the gains or losses from the underlying transactions are recorded and are generally recognized in interest expense.

Cash flows from hedging activities are reported in the unaudited condensed consolidated statements of cash flows with the same classification as the hedged item, generally as a component of cash flows from operations.

The Company measures its derivatives at fair value on a recurring basis using significant observable inputs. This valuation methodology is Level 2 as defined in the fair value hierarchy. The Company uses a present value technique that incorporates yield curves and foreign currency spot rates to value its derivatives and also incorporates the effect of the Company's and its counterparties' credit risk into the valuation.

The Company does not currently hold any nonderivative instruments designated as hedges or any derivatives designated as fair value hedges.

Foreign Currency Derivatives: The Company held forward foreign currency exchange contracts with total notional amounts of $1.0 billion $0.6 billion at September 30, 2023 March 31, 2024, primarily denominated in euros, Japanese yen, Chinese renminbi, U.S. dollars, Chinese renminbi, British pounds, Swedish kroner, Mexican pesos, and Australian dollars. The Company held forward foreign currency exchange contracts with total notional amounts of $0.8 billion $0.9 billion at December 31, 2022 December 31, 2023, primarily denominated in euros, Japanese yen, U.S. dollars, Chinese renminbi, British pounds, Swedish kroner, Mexican pesos Swedish kroner and Australian dollars. The fair value of these contracts approximated a net liability of $45.7 million $24.0 million and $43.5 million $12.2 million at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, respectively.

Forward foreign currency exchange contracts that qualify for hedge accounting are generally used to hedge transactions expected to occur within the next 24 36 months. The mark-to-market effect of forward foreign currency exchange contracts that are considered effective as hedges has been included in OCI. Based on market valuations at September 30, 2023 March 31, 2024, $37.9 $26.1 million of the amount of net deferred loss included in OCI at September 30, 2023 March 31, 2024 is expected to be reclassified as expense into the unaudited condensed consolidated statements of operations over the next twelve months, as the transactions occur.

Interest Rate Derivatives: The Company holds certain contracts that hedge interest payments on its $225.0 million term loan borrowings. In addition, the Company holds certain contracts that hedge interest payments on Bolzoni's debt.

The following table summarizes the notional amounts, related rates, excluding spreads, and remaining terms of interest rate swap agreements at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023:

Notional Amount		**Notional Amount**		**Average Fixed Rate**				
SEPTEMBER 30 2023			DECEMBER 31 2022	**SEPTEMBER 30 2023**		DECEMBER 31 2022		**Term at September 30, 2023**
	Notional Amount							
	Notional Amount							
MARCH 31								
MARCH 31								
MARCH 31								
2024								
2024								
2024								
$	**180.0**	$	180.0	**1.65**	**%**	1.68	%	Extending to May 2027
$	**8.3**	$	22.4	**0.47**	**%**	0.18	%	Extending to May 2027
$								

$
$
$

The fair value of all interest rate swap agreements was a net asset of $17.4 million $13.6 million and $16.1 million $11.9 million at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, respectively. The mark-to-market effect of interest rate swap agreements that are considered effective as hedges has been included in OCI. Based on market valuations at September 30, 2023 March 31, 2024, $7.1 million $6.5 million of the amount included in OCI as net deferred gain is expected to be reclassified as income in the unaudited condensed consolidated statements of operations over the next twelve months, as cash flow payments are made in accordance with the interest rate swap agreements.

The following table summarizes the fair value of derivative instruments reflected on a gross basis by contract as recorded in the unaudited condensed consolidated balance sheets:

		Asset Derivatives			Liability Derivatives			Asset Derivatives			Liability Derivatives		
		Balance Sheet Location	SEPTEMBER 30 2023	DECEMBER 31 2022	Balance Sheet Location	SEPTEMBER 30 2023	DECEMBER 31 2022	Balance Sheet Location	MARCH 31 2024	DECEMBER 31 2023	Balance Sheet Location	MARCH 31 2024	DECEMBER 31 2023
Derivatives designated as hedging instruments	Derivatives designated as hedging instruments							Derivatives designated as hedging instruments					
Cash Flow Hedges	Cash Flow Hedges												
Interest rate swap agreements	Interest rate swap agreements												
Interest rate swap agreements													
Interest rate swap agreements													
Current	Current and other	Prepaid expenses	$ 6.8	$ 5.9	Prepaid expenses and other	$ —	$ —						
Long-term													
Long-term													
Long-term	Long-term	Other non-current assets	10.6	10.2	Other non-current assets	—	—						
Foreign currency exchange contracts	Foreign currency exchange contracts												
Foreign currency exchange contracts													
Foreign currency exchange contracts													
Current	Current	Other current liabilities	5.0	2.6	Other current liabilities	41.6	32.1						
	Other current liabilities												
Long-term	Long-term	Other non-current assets	1.4	0.7	Other non-current assets	—	0.3						
	Other long-term liabilities												

	Other long-term liabilities	**0.5**	1.0	Other long-term liabilities	**8.4**	17.3
Total derivatives designated as hedging instruments						
Total derivatives designated as hedging instruments						
Total derivatives designated as hedging instruments	Total derivatives designated as hedging instruments	**$ 24.3**	$ 20.4		**$ 50.0**	$ 49.7
Derivatives not designated as hedging instruments	**Derivatives not designated as hedging instruments**					
Cash Flow Hedges	Cash Flow Hedges					
Foreign currency exchange contracts	Foreign currency exchange contracts					
Current	Prepaid expenses and other	**0.1**	—	Prepaid expenses and other	**0.1**	—
	Other current liabilities	**1.9**	4.9	Other current liabilities	**4.5**	3.0
Foreign currency exchange contracts						
Foreign currency exchange contracts						
Current						
	Other current liabilities					
Total derivatives not designated as hedging instruments						
Total derivatives not designated as hedging instruments						
Total derivatives not designated as hedging instruments	Total derivatives not designated as hedging instruments	**$ 2.0**	$ 4.9		**$ 4.6**	$ 3.0
Total derivatives	**Total derivatives**	**$ 26.3**	$ 25.3		**$ 54.6**	$ 52.7

The following table summarizes the offsetting of the fair value of derivative instruments on a gross basis by counterparty as recorded in the unaudited condensed consolidated balance sheets:

	Derivative Assets as of September 30, 2023	Derivative Liabilities as of September 30, 2023

		Derivative Assets as of March 31, 2024				Derivative Liabilities as of March 31, 2024			
		Gross Amounts of Recognized Assets	**Gross Amounts Offset**	**Net Amounts Presented**	**Net Amount**	**Gross Amounts of Recognized Liabilities**	**Gross Amounts Offset**	**Net Amounts Presented**	**Net Amount**
Cash Flow Hedges	Cash Flow Hedges								
Interest rate swap agreements									
Interest rate swap agreements									
Interest rate swap agreements	Interest rate swap agreements	$ 17.4	$ —	$ 17.4	$ 17.4	$ —	$ —	$ —	$ —
Foreign currency exchange contracts	Foreign currency exchange contracts	1.4	(1.4)	—	—	47.1	(1.4)	45.7	45.7
Total derivatives	**Total derivatives**	**$ 18.8**	**$ (1.4)**	**$ 17.4**	**$ 17.4**	**$ 47.1**	**$ (1.4)**	**$ 45.7**	**$ 45.7**

		Derivative Assets as of December 31, 2022				Derivative Liabilities as of December 31, 2022			
		Derivative Assets as of December 31, 2023				Derivative Liabilities as of December 31, 2023			
		Gross Amounts of Recognized Assets	Gross Amounts Offset	Net Amounts Presented	Net Amount	Gross Amounts of Recognized Liabilities	Gross Amounts Offset	Net Amounts Presented	Net Amount
Cash Flow Hedges	Cash Flow Hedges								
Interest rate swap agreements									
Interest rate swap agreements									
Interest rate swap agreements	Interest rate swap agreements	$ 16.1	$ —	$ 16.1	$ 16.1	$ —	$ —	$ —	$ —
Foreign currency exchange contracts	Foreign currency exchange contracts	0.4	(0.4)	—	—	43.9	(0.4)	43.5	43.5
Total derivatives	Total derivatives	$ 16.5	$ (0.4)	$ 16.1	$ 16.1	$ 43.9	$ (0.4)	$ 43.5	$ 43.5

The following table summarizes the pre-tax impact of derivative instruments as recorded in the unaudited condensed consolidated statements of operations:

Derivatives Designated as Hedging Instruments	Amount of Gain or (Loss) Recognized in OCI on Derivative (Effective Portion) THREE MONTHS ENDED SEPTEMBER 30 2023	2022	NINE MONTHS ENDED SEPTEMBER 30 2023	2022	Location of Gain or (Loss) Reclassified from OCI into Income (Effective Portion)	Amount of Gain or (Loss) Reclassified from OCI into Income (Effective Portion) THREE MONTHS ENDED SEPTEMBER 30 2023	2022	NINE MONTHS ENDED SEPTEMBER 30 2023	2022
Cash Flow Hedges									
Interest rate swap agreements	**$ 2.5**	$ 7.6	**$ 5.7**	$ 23.1	Interest expense	**$ 1.8**	$ 0.1	**$ 4.5**	$ 1.8
Foreign currency exchange contracts	**(17.4)**	(33.6)	**(22.6)**	(96.9)	Cost of sales	**(8.7)**	(12.9)	**(26.7)**	(21.8)
Total	**$(14.9)**	$(26.0)	**$(16.9)**	$(73.8)		**$(6.9)**	$(12.8)	**$(22.2)**	$(20.0)

Derivatives Not Designated as Hedging Instruments	Location of Gain or (Loss) Recognized in Income on Derivative	2023	2022	2023	2022

Derivatives Designated as Hedging Instruments	Amount of Gain or (Loss) Recognized in OCI on Derivative (Effective Portion) THREE MONTHS ENDED MARCH 31 2024	2023	Location of Gain or (Loss) Reclassified from OCI into Income (Effective Portion)	Amount of Gain or (Loss) Reclassified from OCI into Income (Effective Portion) THREE MONTHS ENDED MARCH 31 2024	2023
Cash Flow Hedges					
Interest rate swap agreements					
Interest rate swap agreements					

Derivatives Not Designated as Hedging Instruments	Location of Gain or (Loss) Recognized in Income on Derivative	2024	2023
Cash Flow Hedges			
Foreign currency exchange contracts			

Foreign currency exchange contracts						
Foreign currency exchange contracts	Foreign currency exchange contracts	Cost of sales	**$(3.1)**	$ (8.3)	**$ (7.8)**	$(26.4)
Total	**Total**		**$(3.1)**	$ (8.3)	**$ (7.8)**	$(26.4)

Note 8—Retirement Benefit Plans

The Company maintains various defined benefit pension plans that provide benefits based on years of service and average compensation during certain periods. The Company's policy is to make contributions to fund these plans within the range allowed by applicable regulations. Plan assets consist primarily of publicly traded stocks and government and corporate bonds.

Pension benefits for employees covered under the Company's U.S. and U.K. plans are frozen. Only certain grandfathered employees in the Netherlands still earn retirement benefits under a defined benefit pension plan. All other eligible employees of the Company, including employees whose pension benefits are frozen, receive retirement benefits under defined contribution retirement plans.

During the third quarter of 2022, the Company recognized a settlement loss of $1.5 million resulting from lump-sum distributions exceeding the total projected interest cost for the plan year for its U.S. pension plan. The Company remeasured the plan as of September 30, 2022 using a discount rate of 5.52% compared to the December 31, 2021 discount rate of 2.58%. As a result of the remeasurement, the funded status of the plan decreased by $4.3 million and accumulated other comprehensive income increased by $4.2 million ($4.2 million net of tax).

The Company presents the components of net benefit cost, periodic pension expense (benefit), other than service cost, in other (income) expense in the unaudited condensed consolidated statements of operations for its pension plans. Service cost for the Company's pension plan is reported in operating profit. The components of pension (income) expense are set forth below:

		THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30		THREE MONTHS ENDED MARCH 31	
		2023	2022	**2023**	2022	**2024**	2023
U.S. Pension	**U.S. Pension**					**U.S. Pension**	
Interest cost	Interest cost	**$ 0.6**	$ 0.4	**$ 1.9**	$ 1.2		
Expected return on plan assets	Expected return on plan assets	**(0.7)**	(0.9)	**(2.0)**	(2.7)		
Settlement loss		**—**	1.5	**—**	1.5		
Amortization of actuarial loss							
Amortization of actuarial loss							
Amortization of actuarial loss	Amortization of actuarial loss	**0.6**	0.5	**1.6**	1.4		
Total		**$ 0.5**	$ 1.5	**$ 1.5**	$ 1.4		
Net periodic pension expense							
Net periodic pension expense							
Net periodic pension expense							
Non-U.S. Pension	**Non-U.S. Pension**					**Non-U.S. Pension**	
Service cost		**$ —**	$ 0.1	**$ —**	$ 0.2		
Interest cost							
Interest cost							

Interest cost	Interest cost	**1.4**	0.8	**4.1**	2.4
Expected return on plan assets	Expected return on plan assets	**(1.9)**	(1.8)	**(5.6)**	(5.7)
Amortization of actuarial loss	Amortization of actuarial loss	**0.2**	0.6	**0.6**	2.1
Total		**$(0.3)**	$(0.3)	**$(0.9)**	$(1.0)
Net periodic pension benefit					

Note 9—Inventories

Inventories are summarized as follows:

		SEPTEMBER 30 2023	DECEMBER 31 2022	**MARCH 31 2024**	DECEMBER 31 2023
Finished goods and service parts	Finished goods and service parts	**$ 382.3**	$ 335.8		
Work in process	Work in process	**39.9**	36.0		
Raw materials	Raw materials	**484.3**	522.1		
Total manufactured inventories	Total manufactured inventories	**906.5**	893.9		
LIFO reserve	LIFO reserve	**(91.1)**	(94.4)		
Total inventory	Total inventory	**$ 815.4**	$ 799.5		

Inventories are stated at the lower of cost or market for last-in, first-out ("LIFO") inventory or lower of cost or net realizable value for first-in, first-out ("FIFO") inventory. At September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, 50% 52% and 52% 49%, respectively, of total inventories were determined using the LIFO method, which consists primarily of manufactured inventories, including service parts, for the lift truck business in the United States. The FIFO method is used with respect to all other inventories. An actual valuation of inventory under the LIFO method can be made only at the end of the year based on the inventory levels and costs at that time. Accordingly, interim LIFO calculations must be based on management's estimates of expected year-end inventory levels and costs. Because these estimates are subject to change and may be different than the actual inventory levels and costs at the end of the year, interim results are subject to the final year-end LIFO inventory valuation.

Note 10—Current and Long-Term Financing

On May 25, 2023, the Company entered into an amendment of its secured, floating-rate revolving credit facility (the "Facility"). As a result of the amendment, among other items, (i) a new tranche of revolving loans with aggregate commitments of $25.0 million (the "FILO Commitments") was established under the Facility and (ii) the benchmark interest rate for U.S. dollar-denominated borrowings under the Facility changed from LIBOR to Term SOFR, each as defined in the Facility.

The FILO Commitments will terminate on May 1, 2024 unless otherwise terminated prior to such date by the Company in accordance with the terms of the Facility. Commencing December 1, 2023, the FILO Commitments will amortize on a monthly basis in the amount of $4.2 million per month. Loans under the FILO Commitments ("FILO Loans") bear interest at a floating rate, which can be a base rate or Term SOFR, plus an applicable margin. The applicable margins for FILO Loans are 2.25% for base rate loans and 3.25% for Term SOFR loans. Subsequent to the amendment, existing U.S. Loans (as defined in the Facility) were reallocated to the FILO Commitment. As a result of such reallocation, the FILO Commitment was fully utilized as of the closing.

After giving effect to the amendment, the Facility consists of a domestic revolving credit facility in the amount of $210.0 million, a foreign revolving credit facility in the amount of $90.0 million and the FILO Commitments in the amount of $25.0 million.

The Company incurred approximately $0.8 million of additional deferred financing fees in connection with the amendment of the Facility.

Note 11—Product Warranties

The Company provides a standard warranty on its lift trucks, generally for twelve months or 1,000 to 2,000 hours. For certain series of lift trucks, the Company provides a standard warranty of one to two years or 2,000 or 4,000 hours. For certain components in some series of lift trucks, the Company provides a standard warranty of two to three years or 4,000 to 6,000 hours. The Company estimates the costs which may be incurred under its standard warranty programs and records a liability for such costs at the time product revenue is recognized.

In addition, the Company sells separately priced, extended warranty agreements for its lift trucks, which generally provide a warranty for an additional two to five years or up to 2,400 to 10,000 hours. The specific terms and conditions of those warranties vary depending upon the product sold and the country in which the Company does business. Revenue received for the sale of extended warranty contracts is deferred and recognized in the same manner as the costs incurred to perform under the warranty contracts.

The Company also maintains a quality enhancement program under which it provides for specifically identified field product improvements in its warranty obligation. Accruals under this program are determined based on estimates of the potential number of claims and the cost of those claims based on historical and anticipated costs.

The Company periodically assesses the adequacy of its recorded warranty liabilities and adjusts the amounts as necessary. Factors that affect the warranty liability include the number of units sold, historical and anticipated rates of warranty claims and the cost per claim.

Changes in the Company's current and long-term warranty obligations, including deferred revenue on extended warranty contracts, are as follows:

		2023 2024
Balance at December 31, 2022 December 31, 2023	$	56.7 68.1
Current year warranty expense		36.0 14.5
Change in estimate related to pre-existing warranties		(6.0) (0.1)
Payments made		(20.3) (8.8)
Foreign currency effect		(0.5)
Balance at September 30, 2023 March 31, 2024	$	66.4 73.2

Note 12— 11—Contingencies

Various legal and regulatory proceedings and claims have been or may be asserted against the Company relating to the conduct of its businesses, including product liability, environmental and other claims. These proceedings and claims are incidental to the ordinary course of business. Management believes that it has meritorious defenses and will vigorously defend the Company in these actions. Any costs that management estimates will be paid as a result of these claims are accrued when the liability is considered probable and the amount can be reasonably estimated. Although the ultimate disposition of these proceedings is not presently determinable, management believes, after consultation with its legal counsel, that the likelihood is remote that costs will be incurred materially in excess of accruals already recognized.

Note 13— 12—Guarantees

Under various financing arrangements for certain customers, including independent retail dealerships, the Company provides recourse or repurchase obligations such that it would be obligated in the event of default by the customer. Terms of the third-party financing arrangements for which the Company is providing recourse or repurchase obligations generally range from one to five years. Total amounts subject to recourse or repurchase obligations at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023 were $138.7 million $161.6 million and $133.2 million $162.4 million, respectively. As of September 30, 2023 March 31, 2024, losses anticipated under the terms of the recourse or repurchase obligations were not significant and reserves have been provided for such losses based on historical experience in the accompanying unaudited condensed consolidated financial statements. The Company generally retains a security interest in

the related assets financed such that, in the event the Company would become obligated under the terms of the recourse or repurchase obligations, the Company would take title to the assets financed. The fair value of collateral held at September 30, 2023 March 31, 2024 was approximately $192.4 million $218.4 million based on Company estimates. The Company estimates the fair value of the collateral using information regarding the original sales price, the current age of the equipment and general market conditions that influence the value of both new and used lift trucks. The Company also regularly monitors the external credit ratings of the entities for which it has provided recourse or repurchase obligations. As of September 30, 2023 March 31, 2024, the Company did not believe there was a significant risk of non-payment or non-performance of the obligations by these entities; however, there can be no assurance that the risk may not increase in the future. In addition, the Company has an agreement with WF to limit its exposure to losses at certain eligible dealers. Under this agreement, losses related to $28.2 million $33.2 million of recourse or repurchase obligations for these certain eligible dealers are limited to 7.5% of their original loan balance, or $13.4 million $14.0 million as of September 30, 2023 March 31, 2024. The $28.2 million $33.2 million is included in the $138.7 million $161.6 million of total amounts subject to recourse or repurchase obligations at September 30, 2023 March 31, 2024.

Generally, the Company sells lift trucks through its independent dealer network or directly to customers. These dealers and customers may enter into a financing transaction with HYGFS or other unrelated third parties. HYGFS provides debt and lease financing to both dealers and customers. On occasion, the credit quality of a customer or credit concentration issues within WF may require the Company to provide recourse or repurchase obligations of the lift trucks purchased by customers and financed through HYGFS. At September 30, 2023 March 31, 2024, approximately $125.7 million $152.5 million of the Company's total recourse or repurchase obligations of $138.7 million $161.6 million related to transactions with HYGFS. In connection with the joint venture agreement, the Company also provides a guarantee to WF for 20% of HYGFS' debt with WF, such that the Company would become liable under the terms of HYGFS' debt agreements with WF in the case of default by HYGFS. At September 30, 2023 March 31, 2024, loans from WF to HYGFS totaled $1.2 billion $1.3 billion. Although the Company's contractual guarantee was $248.1 million $268.5 million, the loans by WF to HYGFS are secured by HYGFS' customer receivables, of which the Company guarantees $125.7 million $152.5 million. Excluding the HYGFS receivables guaranteed by the Company from HYGFS' loans to WF, the Company's incremental obligation as a result of this guarantee to WF is $225.9 million $241.8 million, which is secured by 20% of HYGFS' customer receivables and other secured assets of $292.9 million $310.1 million.

HYGFS has not defaulted under the terms of this debt financing in the past, and although there can be no assurances, the Company is not aware of any circumstances that would cause HYGFS to default in future periods.

Note 14— 13—Equity and Debt Investments

The Company maintains an interest in one variable interest entity, HYGFS. HYGFS is a joint venture with WF formed primarily for the purpose of providing financial services to independent Hyster® and Yale® lift truck dealers and National Account customers in the United States and is included in the Americas segment. The Company does not have a controlling financial interest or have the power to direct the activities that most significantly affect the economic performance of HYGFS. Therefore, the Company is not the primary beneficiary and uses the equity method to account for its 20% interest in HYGFS. The Company does not consider its variable interest in HYGFS to be significant.

The Company has a 50% ownership interest in SN, a limited liability company which was formed primarily to manufacture and distribute Sumitomo-branded lift trucks in Japan and export Hyster®- and Yale®-branded lift trucks and related components and service parts outside of Japan. The Company purchases products from SN under agreed-upon terms. The Company's ownership in SN is also accounted for using the equity method of accounting and is included in the JAPIC segment.

The Company's percentage share of the net income or loss from its equity investments in HYGFS and SN is reported on the line "Income from unconsolidated affiliates" in the "Other (income) expense" section of the unaudited condensed consolidated statements of operations. The Company's equity investments are included on the line "Investments in Unconsolidated Affiliates" in the unaudited condensed consolidated balance sheets.

The Company's equity investments in unconsolidated affiliates recorded on the unaudited condensed consolidated balance sheets are as follows:

	March 31, 2024	March 31, 2024	December 31, 2023
		September 30, 2023	December 31, 2022
HYGFS			
HYGFS			
HYGFS	HYGFS	$ **20.0**	$ 21.8
SN	SN	**31.9**	36.0
Bolzoni	Bolzoni	**0.4**	0.4

Dividends received from unconsolidated affiliates are summarized below:

	THREE MONTHS ENDED MARCH 31	THREE MONTHS ENDED MARCH 31	
	2024	**2024**	2023
HYGFS			
HYGFS			
HYGFS			

	NINE MONTHS ENDED SEPTEMBER 30	
	2023	2022
HYGFS	$ **10.5**	$14.9
SN	**—**	0.7
	$ **10.5**	$15.6

Summarized financial information for HYGFS and SN is as follows:

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2023	2022	**2023**	2022
Revenues	$ **106.0**	$ 101.2	$ **335.3**	$ 311.7

Gross profit	**$ 40.3**	$ 39.2	**$ 123.7**	$ 125.7
Income from continuing operations	**$ 14.1**	$ 13.6	**$ 41.7**	$ 44.7
Net income	**$ 14.1**	$ 13.6	**$ 41.7**	$ 44.7

The Company has a non-U.S. equity investment in a third party valued using a quoted market price in an active market, or Level 1 in the fair value hierarchy. The Company's investment as of September 30, 2023 and December 31, 2022 was $1.1 million and $0.5 million, respectively. Any gain or loss on the investment is included on the line "Other, net" in the "Other (income) expense" section of the unaudited condensed consolidated statements of operations as follows:

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2023	2022	**2023**	2022
Gain (loss) on equity investment	**$ —**	$ (0.3)	**$ 0.5**	$ (0.9)

	THREE MONTHS ENDED MARCH 31	
	2024	2023
Revenues	**$ 108.1**	$ 108.0
Gross profit	**$ 40.6**	$ 39.4
Income from continuing operations	**$ 10.4**	$ 11.7
Net income	**$ 10.4**	$ 11.7

The Company has a debt investment in a third party, OneH2, Inc. The Company's investment was $0.8 million as of each September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

(Tabular Amounts in Millions, Except Per Share and Percentage Data)

Hyster-Yale Materials Handling, Inc. ("Hyster-Yale" or the "Company") and its subsidiaries, including its operating company Hyster-Yale Group, Inc. ("HYG"), is a leading, globally integrated full-line company offering a full line of high-quality, application-tailored lift truck manufacturer. The Company offers a broad array of trucks and solutions aimed at meeting the specific materials handling needs of its customers, including customers. The Company's solutions include attachments and hydrogen fuel cell power products, telematics, automation and fleet management services, as well as a variety of other power options for its lift trucks. The Company, through HYG, designs, engineers, manufactures, sells and services a comprehensive line of lift trucks, attachments and aftermarket parts marketed globally, primarily under the Hyster® and Yale® brand names, mainly to independent Hyster® and Yale® retail dealerships. The materials handling business historically has been cyclical because the order rate of orders for lift trucks fluctuates depending on the general level of economic activity level in the various industries and countries its customers serve. Lift trucks and component parts are manufactured in the United States, China, Northern Ireland, Mexico, the Netherlands, Brazil, the Philippines, Italy, Japan and Vietnam. As of March 31, 2024, the Company owned a 90% majority interest in Hyster-Yale Maximal Forklift (Zhejiang) Co., Ltd. ("Hyster-Yale Maximal").

The Company operates Bolzoni S.p.A. ("Bolzoni"). Bolzoni is a leading worldwide producer and distributor of attachments, forks and lift tables marketed under the Bolzoni®,Auramo® and Meyer® brand names. Bolzoni also produces components for lift truck manufacturers. Bolzoni products are manufactured in the United States, Italy, China, Germany and Finland. Through the design, production and distribution of a wide range of attachments, Bolzoni has a strong presence in the market niche of lift truck attachments and industrial material handling.

The Company operates Nuvera Fuel Cells, LLC ("Nuvera"). Nuvera is an alternative-power technology company focused on the design, manufacture and sale of hydrogen fuel cell stacks and engines.

CRITICAL ACCOUNTING POLICIES AND ESTIMATES

Please refer to the discussion of Critical Accounting Policies and Estimates as disclosed on pages 15 16 through 17 in the Company's Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023. Critical Accounting Policies and Estimates have not materially changed since December 31, 2022 December 31, 2023.

FINANCIAL REVIEW

The results of operations for the Company were as follows:

	THREE MONTHS ENDED	Favorable /
MARCH 31		(Unfavorable)

	THREE MONTHS ENDED SEPTEMBER 30		Favorable / (Unfavorable)	NINE MONTHS ENDED SEPTEMBER 30		Favorable / (Unfavorable)
	2023	2022	% Change	**2023**	2022	% Change
Lift truck unit shipments (in thousands)						
Americas	**17.1**	13.9	23.0 %	**51.5**	42.4	21.5 %
EMEA	**5.9**	7.1	(16.9) %	**19.7**	21.4	(7.9) %
JAPIC	**2.7**	3.5	(22.9) %	**7.4**	9.9	(25.3) %
	25.7	24.5	4.9 %	**78.6**	73.7	6.6 %
Revenues						
Americas	$ **716.5**	$571.3	25.4 %	**$2,190.9**	$1,725.6	27.0 %
EMEA	**183.9**	159.4	15.4 %	**599.4**	513.9	16.6 %
JAPIC	**51.6**	65.5	(21.2) %	**149.1**	182.1	(18.1) %
Lift truck business	**952.0**	796.2	19.6 %	**2,939.4**	2,421.6	21.4 %
Bolzoni	**92.8**	82.2	12.9 %	**288.0**	263.7	9.2 %
Nuvera	**1.5**	1.2	25.0 %	**4.1**	2.1	95.2 %
Eliminations	**(45.1)**	(39.5)	14.2 %	**(140.4)**	(124.3)	13.0 %
	$1,001.2	$840.1	19.2 %	**$3,091.1**	$2,563.1	20.6 %

	2024	2023		% Change	
Lift truck unit shipments (in thousands)					
Americas	**15.6**		16.1		(3.1)
EMEA	**5.4**	6.8	6.8	(20.6)	
JAPIC	**2.2**	2.3	2.3	(4.3)	
	23.2				23.2
Revenues					
Americas	$ **769.7**	$	$ 685.9	12.2	12.2 %
EMEA	**199.4**	214.9	214.9	(7.2)	
JAPIC	**37.7**	47.9	47.9	(21.3)	
Lift truck business	**1,006.8**	948.7	948.7	6.1	
Bolzoni	**96.2**	98.6	98.6	(2.4)	
Nuvera	**0.5**	1.6	1.6	(68.8)	
Eliminations	**(47.0)**	(49.6)	(49.6)	(5.2)	
	$1,056.5	$999.3	5.7	5.7 %	

	THREE MONTHS ENDED SEPTEMBER 30		Favorable / (Unfavorable)	NINE MONTHS ENDED SEPTEMBER 30		Favorable / (Unfavorable)
	2023	2022	% Change	**2023**	2022	% Change
Gross profit						
Americas	**$149.2**	$ 60.2	147.8 %	**$413.8**	$193.3	114.1 %
EMEA	**29.4**	8.3	254.2 %	**83.4**	34.0	145.3 %
JAPIC	**7.4**	6.1	21.3 %	**21.4**	14.5	47.6 %
Lift truck business	**186.0**	74.6	149.3 %	**518.6**	241.8	114.5 %
Bolzoni	**19.5**	13.7	42.3 %	**62.8**	51.4	22.2 %
Nuvera	**(1.9)**	(2.0)	5.0 %	**(5.8)**	(5.5)	(5.5) %
Eliminations	**—**	0.6	n.m.	**0.3**	(0.5)	n.m.
	$203.6	$ 86.9	134.3 %	**$575.9**	$287.2	100.5 %

THREE MONTHS ENDED MARCH 31	**2024**	2023		Favorable / (Unfavorable) % Change	
Gross profit					
Americas	$ **178.1**	$121.2	46.9	46.9 %	
EMEA	**33.9**	26.9	26.0	26.0 %	
JAPIC	**3.6**	7.5	(52.0)	(52.0) %	
Lift truck business	**215.6**	155.6	155.6	38.6	38
Bolzoni	**21.8**	20.7	20.7	5.3	5
Nuvera	**(2.3)**	(2.1)	(2.1)	(9.5)	(9
Eliminations	**0.6**	0.2	0.2	n.m.	
	$235.7	$174.4	35.1	35.1 %	

Selling, general and administrative expenses	**Selling, general and administrative expenses**														
Americas	Americas	**$ 83.8**	$ 59.3	(41.3) %	**$235.7**	$184.9	(27.5) %								
Americas															
Americas									**$ 88.5**		$ 73.7			(20.1)%	
EMEA	EMEA	**27.0**	21.5	(25.6) %	**77.3**	69.4	(11.4) %	EMEA	**28.7**		24.3	(18.1)		(18.1)	%
JAPIC	JAPIC	**10.1**	9.0	(12.2) %	**30.2**	25.1	(20.3) %	JAPIC	**9.1**		9.8	7.1		7.1	%
Lift truck business	Lift truck business	**120.9**	89.8	(34.6) %	**343.2**	279.4	(22.8) %	Lift truck business	**126.3**	107.8		107.8	(17.2)		(17
Bolzoni	Bolzoni	**16.6**	15.0	(10.7) %	**50.1**	47.2	(6.1) %	Bolzoni	**18.5**	16.3		16.3	(13.5)		(13
Nuvera	Nuvera	**7.5**	7.0	(7.1) %	**22.6**	19.5	(15.9) %	Nuvera	**7.1**		7.7	7.8		7.8	%
		$145.0	$111.8	(29.7) %	**$415.9**	$346.1	(20.2) %								
									$151.9		$131.8			(15.3)%	
Operating profit (loss)	**Operating profit (loss)**														
Americas															
Americas															
Americas	Americas	**$ 65.4**	$ 0.9	n.m.	**$178.1**	$ 8.4	n.m.	**$ 89.6**		$ 47.5	88.6		88.6	%	
EMEA	EMEA	**2.4**	(13.2)	n.m.	**6.1**	(35.4)	n.m.	EMEA	**5.2**		2.6	100.0		100.0	%
JAPIC	JAPIC	**(2.7)**	(2.9)	6.9 %	**(8.8)**	(10.6)	17.0 %	JAPIC	**(5.5)**		(2.3)	(139.1)		(139.1)	%
Lift truck business	Lift truck business	**65.1**	(15.2)	n.m.	**175.4**	(37.6)	n.m.	Lift truck business	**89.3**	47.8		47.8	86.8		86
Bolzoni	Bolzoni	**2.9**	(1.3)	n.m.	**12.7**	4.2	202.4 %	Bolzoni	**3.3**	4.4		4.4	(25.0)		(25
Nuvera	Nuvera	**(9.4)**	(9.0)	(4.4) %	**(28.4)**	(25.0)	(13.6) %	Nuvera	**(9.4)**	(9.8)		(9.8)	4.1		4
Eliminations	Eliminations	**—**	0.6	n.m.	**0.3**	(0.5)	n.m.	Eliminations	**0.6**	0.2		0.2		n.m.	
		$ 58.6	$ (24.9)	n.m.	**$160.0**	$ (58.9)	n.m.								
	$												**$**	**83.8**	
Interest expense	**Interest expense**	**$ 9.6**	$ 7.7	(24.7) %	**$ 28.2**	$ 18.9	(49.2) %	**Interest expense**	**$ 8.9**		$ 10.2	12.7		12.7	%
Other (income) expense	**Other (income) expense**	**$ (3.6)**	$ (0.2)	n.m.	**$ (7.5)**	$ (2.3)	226.1 %	**Other (income) expense**	**$ (2.0)**		$ (3.5)	(42.9)		(42.9)	%
Net income (loss) attributable to stockholders		**$ 35.8**	$ (37.3)	n.m.	**$100.7**	$ (81.7)	n.m.								
Diluted earnings (loss) per share		**$ 2.06**	$ (2.20)	n.m.	**$ 5.82**	$ (4.84)	n.m.								
Net income attributable to stockholders								**Net income attributable to stockholders**	**$ 51.5**			$ 26.6			93.6 %
Diluted earnings per share								**Diluted earnings per share**	**$ 2.93**			$ 1.55			89.0 %
Reported income tax rate	**Reported income tax rate**	**30.8 %**	(13.0)%		**26.5 %**	(5.3)%									

n.m. - not meaningful

n.m. - not meaningful

n.m. - not meaningful

n.m. - not meaningful

Following is the detail of the Company's unit shipments, bookings and backlog of unfilled orders placed with its manufacturing and assembly operations for new lift trucks, reflected in thousands of units. "Other adjustments" in the first nine months of 2022 below represents suspended orders for which the Company has no defined plans to fulfill. As of September 30, 2023, unit backlog excludes 2,300 of these suspended orders. As of September 30, 2023 March 31, 2024, substantially all of the Company's backlog is expected to be sold within the next twelve months.

		THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
		2023	2022	**2023**	2022
		THREE MONTHS ENDED			
		THREE MONTHS ENDED			
		THREE MONTHS ENDED			
	MARCH 31		MARCH 31		
	2024		**2024**	2023	
Unit backlog, beginning of period	Unit backlog, beginning of period	**92.8**	112.0	**102.1**	105.3
Unit shipments	Unit shipments	**(25.7)**	(24.5)	**(78.6)**	(73.7)
Unit bookings	Unit bookings	**18.2**	20.7	**61.8**	79.8
Other adjustments		**—**	—	**—**	(3.2)
Unit backlog, end of period	Unit backlog, end of period	**85.3**	108.2	**85.3**	108.2
Unit backlog, end of period					
Unit backlog, end of period					

The following is the detail of the approximate sales value of the Company's lift truck unit bookings and backlog. The dollar value of bookings and backlog is calculated using the current unit bookings and backlog and the forecasted average sales price per unit.

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	2023	2022	**2023**	2022
	THREE MONTHS ENDED			
	THREE MONTHS ENDED			
	THREE MONTHS ENDED			
MARCH 31			MARCH 31	
2024			**2024**	2023

Bookings, approximate sales value	Bookings, approximate sales value	**$ 580**	$ 680	**$1,950**	$2,390
Backlog, approximate sales value	Backlog, approximate sales value	**$3,540**	$3,700	**$3,540**	$3,700

Third

First Quarter of 2023 2024 Compared with Third First Quarter of 2022 2023

The following table identifies the components of change in revenues for the third first quarter of 2023 2024 compared with the third first quarter of 2022: 2023:

		Revenues				
		Revenues				
		Revenues				
		Lift Truck				Lift Truck
		Revenues	HY	Americas	EMEA	JAPIC
			Lift truck			
		HY	Americas	EMEA	JAPIC	
2022		**$ 840.1**	$571.3	$159.4	$65.5	
Increase (decrease) in 2023 from:						
Unit volume and product mix		**65.7**	91.5	(14.0)	(11.8)	
2023						
Increase (decrease) in 2024 from:						
Price						
Price						
Price	Price	**58.7**	33.2	25.1	0.4	
Foreign currency	Foreign currency	**14.7**	1.6	14.4	(1.3)	
Unit volume and product mix						
Parts	Parts	**14.2**	16.2	(1.2)	(0.8)	
Other		**2.5**	2.7	0.2	(0.4)	
Bolzoni revenues	Bolzoni revenues	**10.6**	—	—	—	
Nuvera revenues	Nuvera revenues	**0.3**	—	—	—	
Other						
Eliminations	Eliminations	**(5.6)**	—	—	—	
2023		**$1,001.2**	**$716.5**	**$183.9**	**$51.6**	
2024						

Revenues increased 19.2% 5.7% to $1,001.2 million $1,056.5 million in the third first quarter of 2023 2024 from $840.1 million $999.3 million in the third first quarter of 2022. 2023. The increase in Lift Truck revenues was primarily due to higher unit and parts volumes in the Americas and improved pricing, in all geographic regions. The improvement in revenue was partially offset by a decline in unit shipments, which more than offset a favorable shift in EMEA sales to higher-priced lift trucks, as well as lower parts volumes in the Americas and JAPIC. EMEA. The shift in sales to higher-priced lift trucks was mainly as a result of increased sales in the Americas of Class 4 and higher-priced/higher-capacity, 4- to 52-ton, Class 5 internal combustion engine lift trucks.

Bolzoni Bolzoni's revenues increased decreased in the third first quarter of 2024 compared with the first quarter of 2023 compared with primarily due to the third quarter planned phase-out of 2022 mainly from higher volume and improved pricing.

low-margin legacy component sales.

The following table identifies the components of change in operating profit (loss) for the third first quarter of 2023 2024 compared with the third first quarter of 2022: 2023:

		Operating Profit (Loss)			
			Lift truck		
		HY	Americas	EMEA	JAPIC
		Operating Profit (Loss)			
2022		$(24.9)	$ 0.9	$(13.2)	$(2.9)
		Lift Truck			Lift Truck
	HY	HY	Americas	EMEA	JAPIC
2023					
Increase (decrease) in 2023 from:					
Increase (decrease) in 2024 from:					
Increase (decrease) in 2024 from:					
Increase (decrease) in 2024 from:					
Lift truck gross profit					
Lift truck gross profit					
Lift truck gross profit	Lift truck gross profit	**110.8**	89.0	21.1	1.3
Lift truck selling, general and administrative expenses	Lift truck selling, general and administrative expenses	**(31.1)**	(24.5)	(5.5)	(1.1)
Nuvera operations					
Bolzoni operations	Bolzoni operations	**4.2**	—	—	—
Nuvera operations		**(0.4)**	—	—	—
2023		**$ 58.6**	$ 65.4	$ 2.4	$(2.7)
2024					

The Company recognized operating profit of $58.6 million $83.8 million in the third first quarter of 2023 2024 compared with an operating loss of $24.9 million $42.6 million in the third first quarter of 2022. 2023. The increase in Lift Truck operating profit was primarily due to improved gross profit from higher pricing of $58.7 million $58.2 million, mainly in the Americas and EMEA, and favorable material costs in the Americas, a shift in sales partially offset by manufacturing inefficiencies tied to higher margin lift trucks lower production volumes and higher unit and lower parts volumes in the Americas. volumes. The increase in gross profit was partially offset by higher selling, general and administrative expenses primarily due to increased employee-related costs, including incentive compensation, as well as higher product development product liability and marketing costs.

Operating profit in the Americas increased primarily due to in the first quarter of 2024 compared with the first quarter of 2023, mainly as a result of improved gross profit from higher pricing of $33.2 million, $47.5 million and favorable material costs costs. These increases were partially offset by manufacturing inefficiencies tied to lower production volumes and higher unit and lower parts sales. The increase in gross In addition, operating profit was partially offset unfavorably impacted by higher selling, general and administrative expenses, primarily related to increased employee-related costs, including incentive compensation, as well as and higher product development product liability and marketing costs.

EMEA recognized EMEA's operating profit of $2.4 million increased in the third first quarter of 2023 2024 compared with an operating loss of $13.2 million in the third first quarter of 2022, 2023, primarily from higher gross profit from improved pricing of $25.1 million, $10.7 million and a shift in sales to higher-margin lift trucks. The increase was partially offset by lower unit and parts volume and higher selling, general and administrative expenses.

Bolzoni recognized The operating profit of $2.9 million loss in JAPIC increased to $5.5 million in the third first quarter of 2024 from $2.3 million in the first quarter of 2023, mainly due to higher warranty costs and lower production volumes.

Bolzoni's operating profit decreased in the first quarter of 2024 compared with an operating loss of $1.3 million in the third first quarter of 2022 2023, primarily due to higher selling, general and administrative expenses which more than offset an improvement in gross profit from higher sales volume and improved pricing. profit.

The operating loss at Nuvera decreased in the first quarter of 2024 compared with the first quarter of 2023, mainly due to third-party funding to reimburse certain expenses.

The Company recognized net income attributable to stockholders of $35.8 million $51.5 million in the third first quarter of 2023 2024 compared with a net loss of $37.3 million $26.6 million in the third first quarter of 2022. 2023. The improvement was primarily the result of higher operating profit, (loss), partially offset by increased income tax expense, mainly from a higher effective income tax rate in the first quarter of 2024 compared with the first quarter of 2023. This higher rate was due to the continued capitalization of research and interest expense. development expenditures for U.S. tax purposes combined with the Company's inability to record deferred tax assets on its balance sheet given its U.S. valuation allowance position. See Note 5 of the Company's condensed consolidated financial statements for further discussion of the Company's income tax provision.

First Nine Months of 2023 Compared with First Nine Months of 2022

The following table identifies the components of change in revenues for the first nine months of 2023 compared with the first nine months of 2022:

	Revenues			
		Lift truck		
	HY	Americas	EMEA	JAPIC
2022	**$ 2,563.1**	$ 1,725.6	$ 513.9	$ 182.1
Increase (decrease) in 2023 from:				
Unit volume and product mix	**230.1**	259.4	2.9	(32.2)
Price	**210.9**	129.8	78.2	2.9
Parts	**78.3**	72.9	4.3	1.1
Bolzoni revenues	**24.3**	—	—	—
Nuvera revenues	**2.0**	—	—	—
Other	**1.2**	1.8	(0.5)	(0.1)
Eliminations	**(16.1)**	—	—	—
Foreign currency	**(2.7)**	1.4	0.6	(4.7)
2023	**$ 3,091.1**	**$ 2,190.9**	**$ 599.4**	**$ 149.1**

Revenues increased 20.6% to $3,091.1 million in the first nine months of 2023 from $2,563.1 million in the first nine months of 2022. The increase was primarily due to higher unit and parts volumes in the Americas, improved pricing and a shift in sales to higher-priced lift trucks in the Americas and EMEA.

Bolzoni revenues increased in the first nine months of 2023 compared with the first nine months of 2022 mainly from improved pricing and higher volume.

The following table identifies the components of change in operating profit for the first nine months of 2023 compared with the first nine months of 2022:

	Operating Profit (Loss)			
		Lift truck		
	HY	Americas	EMEA	JAPIC
2022	**$ (58.9)**	$ 8.4	$ (35.4)	$ (10.6)
Increase (decrease) in 2023 from:				
Lift truck gross profit	**277.6**	220.5	49.4	6.9
Lift truck selling, general and administrative expenses	**(63.8)**	(50.8)	(7.9)	(5.1)
Bolzoni operations	**8.5**	—	—	—
Nuvera operations	**(3.4)**	—	—	—
2023	**$ 160.0**	**$ 178.1**	**$ 6.1**	**$ (8.8)**

The Company recognized an operating profit of $160.0 million in the first nine months of 2023 compared with an operating loss of $58.9 million in the first nine months of 2022. The increase in Lift Truck operating profit was primarily due to improved gross profit from higher pricing of $210.9 million, mainly in the Americas and EMEA, a shift in sales to higher margin lift trucks and higher unit and parts sales compared with the first nine months of 2022. These items were partially offset by higher selling, general and administrative expenses primarily due to increased employee-related costs, including incentive compensation, as well as higher product development, product liability and marketing costs.

Operating profit in the Americas increased primarily due to improved gross profit from higher pricing of $129.8 million, a shift in sales to higher margin lift trucks and increased unit and parts sales. These improvements were partially offset by higher selling, general and administrative expenses, primarily related to higher employee costs, including incentive compensation, as well as higher product development, product liability and marketing costs.

EMEA's operating profit improved mainly due to improved gross profit from improved pricing of $78.2 million, partially offset by material cost inflation and manufacturing inefficiencies.

JAPIC's operating loss improved to $8.8 million in the first nine months of 2023 from $10.6 million in the first nine months of 2022, primarily due to higher gross profit from a shift in mix to higher-margin products, partially offset by higher selling, general and administrative expenses.

Bolzoni's operating profit increased to $12.7 million in the first nine months of 2023 compared with $4.2 million in the first nine months of 2022 primarily due to higher gross profit from improved pricing, lower material costs and higher volumes. The increase in gross profit was partially offset by higher selling, general and administrative expenses, primarily related to higher employee costs, including incentive compensation.

Nuvera's operating loss increased to $28.4 million in the first nine months of 2023 compared with $25.0 million in the first nine months of 2022 primarily from higher selling, general and administrative expenses primarily related to product development and increased employee-related costs, including incentive compensation.

The Company recognized net income attributable to stockholders of $100.7 million in the first nine months of 2023 compared with a net loss of $81.7 million in the first nine months of 2022. The improvement was primarily the result of the factors affecting operating profit (loss), partially offset by higher income taxes and interest expense. See Note 5 of the Company's condensed consolidated financial statements for further discussion of the Company's income tax provision.

LIQUIDITY AND CAPITAL RESOURCES

Cash Flows

The following tables detail the changes in cash flow for the nine three months ended September 30: March 31:

		2023	2022	Change	**2024**	2023	Change
Operating activities:	**Operating activities:**				**Operating activities:**		
Net income (loss)		**$102.4**	$(79.5)	$181.9			
Net income							
Depreciation and amortization	Depreciation and amortization	**33.8**	33.0	0.8			
Stock-based compensation							
Dividends from unconsolidated affiliates	Dividends from unconsolidated affiliates	**10.5**	15.6	(5.1)			
Working capital changes							
Other operating activities							
Other operating activities							
Other operating activities							
Changes in assets and liabilities							
Accounts receivable							
Accounts receivable							
Accounts receivable	Accounts receivable	**1.8**	(41.3)	43.1			
Inventories	Inventories	**(21.9)**	(43.6)	21.7			
Accounts payable and other liabilities	Accounts payable and other liabilities	**(44.1)**	156.8	(200.9)			
Other current assets	Other current assets	**(6.5)**	(3.4)	(3.1)			
Other operating activities		**29.1**	(3.3)	32.4			

Net cash provided by operating activities	**Net cash provided by operating activities**	**105.1**	34.3	70.8	
Investing activities:	**Investing activities:**				**Investing activities:**
Expenditures for property, plant and equipment	Expenditures for property, plant and equipment	**(18.9)**	(19.7)	0.8	
Proceeds from the sale of assets and business	Proceeds from the sale of assets and business	**2.3**	0.9	1.4	
Purchase of noncontrolling interest	Purchase of noncontrolling interest	**(3.2)**	(8.4)	5.2	
Net cash used for investing activities	**Net cash used for investing activities**	**(19.8)**	(27.2)	7.4	
Net cash used for investing activities					
Net cash used for investing activities					
Cash flow before financing activities	**Cash flow before financing activities**	**$ 85.3**	$ 7.1	$ 78.2	

Net cash provided by operating activities increased $70.8 million $13.4 million in the first nine months quarter of 2023 2024 compared with the first nine months quarter of 2022, 2023, primarily as a result of higher net income partially offset by changes in working capital items. assets and liabilities. The changes in working capital were mainly due to a decrease larger increase in accounts payable and customer deposits received related to down payments on orders in receivable during the first nine months quarter of 2023 2024 compared with the first nine months quarter of 2022. 2023 mainly due to lower shipment levels in JAPIC which began in 2023 and a change in the timing of payments in EMEA.

The change in net cash used for investing activities during the first nine months quarter of 2023 2024 compared with the first nine months quarter of 2022 2023 was mainly due to higher capital expenditures in 2024 partially offset by the absence of Bolzoni's purchase of Bolzoni's a noncontrolling interest in 2023 compared with the first installment purchase of the noncontrolling interest of Hyster-Yale Maximal Forklift (Zhejiang) Co., Ltd. in 2022.

2023.

		2023	2022	Change		**2024**	2023	Change
Financing activities:	**Financing activities:**				**Financing activities:**			
Net increase (decrease) of long-term debt and revolving credit agreements	Net increase (decrease) of long-term debt and revolving credit agreements	**$(50.2)**	$14.7	$(64.9)				
Cash dividends paid	Cash dividends paid	**(16.7)**	(16.4)	(0.3)				
Other		**(2.2)**	(0.2)	(2.0)				

Purchase of treasury stock				
Purchase of treasury stock				
Purchase of treasury stock				
Net cash used for financing activities	**Net cash used for financing activities**	**$(69.1)**	$ (1.9)	$(67.2)
Net cash used for financing activities				
Net cash used for financing activities				

The change in net cash used for financing activities was primarily due to debt repayments during the first nine months quarter of 2023 2024 compared with additional borrowings in the first nine months quarter of 2022. 2023. Additionally, the Company purchased treasury stock in the first quarter of 2024 related to employee-related incentive stock compensation plans.

Financing Activities

The Company has a $325.0 million secured, floating-rate revolving credit facility (the "Facility") that expires in June 2026 and a $225.0 million term loan (the "Term Loan"), which matures in May 2028. The Facility was amended included a $25.0 million tranche ("FILO Loans") which terminated on May 1, 2024. Commencing December 1, 2023, the $25.0 million tranche amortized on a monthly basis in the second quarter amount of 2023 for the purpose of, among other items, (i) establishing a new tranche of revolving loans with aggregate commitments of $25.0 million under the Facility and (ii) changing the benchmark interest rate for U.S. dollar-denominated borrowings under the Facility from LIBOR to Term SOFR, each as defined in the Facility. The Term Loan $4.2 million per month. At March 31, 2024, $8.3 million was amended in the second quarter of 2023 for the purpose of changing the benchmark interest rate for borrowings under the Term Loan from LIBOR to Term SOFR, each as defined in the Facility. See Note 10 of the Company's condensed consolidated financial statements for further discussion. outstanding.

The Facility can be increased up to $400.0 million over the term of the Facility in minimum increments of $10.0 million, subject to approval by the lenders. The obligations under the Facility are generally secured by a first priority lien on working capital assets of the borrowers and guarantors in the Facility, which includes but is not limited to cash and cash equivalents, accounts receivable and inventory, and a second priority lien on the present and future shares of capital stock, fixtures and general intangibles consisting of intellectual property. The approximate book value of assets held as collateral under the Facility was $1.2 billion $1.3 billion as of September 30, 2023 March 31, 2024.

The Facility includes restrictive covenants, which, among other things, limit additional borrowings and investments of the Company subject to certain thresholds, as provided in the Facility. The Facility limits the payment of dividends and other restricted payments the Company may make unless certain total excess availability and/or fixed charge coverage ratio thresholds, each as set forth in the Facility, are satisfied. The Facility also requires the Company to achieve a minimum fixed charge coverage ratio when total excess availability is less than the greater of 10% of the total borrowing base, as defined in the Facility, and $20.0 million. At September 30, 2023 March 31, 2024, the Company was in compliance with the covenants in the Facility.

The new $25.0 million tranche will terminate on May 1, 2024 unless otherwise terminated prior to such date by the Company in accordance with the terms of the Facility. Commencing December 1, 2023, the new $25.0 million tranche will amortize on a monthly basis in the amount of $4.2 million per month.

Key terms of the Facility as of September 30, 2023 March 31, 2024 were as follows:

		FACILITY			
	LOANS OTHER THAN FILO LOANS		LOANS OTHER THAN FILO LOANS	FILO LOANS	TOTAL FACILITY
U.S. borrowing capacity	U.S. borrowing capacity	$235.0			
Non-U.S. borrowing capacity	Non-U.S. borrowing capacity	90.0			

Outstanding	Outstanding		97.4
Availability restrictions	Availability restrictions		4.5
Availability	Availability		$223.1
		FILO LOANS	LOANS OTHER THAN FILO LOANS
		LOANS OTHER THAN FILO LOANS	
		LOANS OTHER THAN FILO LOANS	
		LOANS OTHER THAN FILO LOANS	
Applicable margins, as defined in agreement			
Applicable margins, as defined in agreement			
Applicable margins, as defined in agreement	Applicable margins, as defined in agreement		
U.S. base rate loans	U.S. base rate loans	2.25%	0.25% to 0.75%
U.S. base rate loans			
U.S. base rate loans			
SOFR, EURIBOR and non-U.S. base rate loans			
SOFR, EURIBOR and non-U.S. base rate loans			
SOFR, EURIBOR and non-U.S. base rate loans	SOFR, EURIBOR and non-U.S. base rate loans	3.25%	1.25% to 1.75%
SOFR adjustment, as defined in agreement	SOFR adjustment, as defined in agreement		0.10%
SOFR adjustment, as defined in agreement			
SOFR adjustment, as defined in agreement			
Applicable margins, for amounts outstanding			

Applicable margins, for amounts outstanding			
Applicable margins, for amounts outstanding	Applicable margins, for amounts outstanding		
U.S. base rate loans	U.S. base rate loans	—	0.50%
U.S. base rate loans			
U.S. base rate loans			
SOFR loans			
SOFR loans			
SOFR loans	SOFR loans	3.25 %	1.50 %
Non-U.S. base rate loans	Non-U.S. base rate loans	—	1.50%
Non-U.S. base rate loans			
Non-U.S. base rate loans			
Applicable interest rate, for amounts outstanding	Applicable interest rate, for amounts outstanding		
Applicable interest rate, for amounts outstanding			
Applicable interest rate, for amounts outstanding			
U.S. base rate			
U.S. base rate			
U.S. base rate			
SOFR			
SOFR			
SOFR	SOFR	8.67 %	6.93%
EURIBOR	EURIBOR	—	5.35%
EURIBOR			
EURIBOR			
Facility fee, per annum on unused commitment	Facility fee, per annum on unused commitment	—	0.25%
Facility fee, per annum on unused commitment			
Facility fee, per annum on unused commitment			

The Term Loan requires quarterly principal payments on the last day of each March, June, September and December, which commenced September 30, 2021, in an amount equal to $562,500 and the final principal repayment is due in May 2028. The Company may also be required to make mandatory prepayments, in certain circumstances, as provided in the Term Loan.

The obligations under the Term Loan are generally secured by a first priority lien on the present and future shares of capital stock, material real property, fixtures and general intangibles consisting of intellectual property and a second priority lien on U.S. working capital assets of the borrowers and guarantors of the Facility, which includes, but is not limited to, cash and cash equivalents, accounts receivable and inventory. The approximate book value of assets held as collateral under the Term Loan was $800 million $900 million as of September 30, 2023 March 31, 2024.

In addition, the Term Loan includes restrictive covenants, which, among other things, limit additional borrowings and investments of the Company subject to certain thresholds, as provided in the Term Loan. The Term Loan limits the payment of dividends and other restricted payments the Company may make in any fiscal year, unless the consolidated total net leverage ratio, as defined in the Term Loan, does not exceed 2.50 to 1.00 at the time of the payment. At September 30, 2023 March 31, 2024, the Company was in compliance with the covenants in the Term Loan.

Key terms of the Term Loan as of September 30, 2023 March 31, 2024 were as follows:

		TERM LOAN
Outstanding	$	219.9 218.8
Discounts and unamortized deferred financing fees		3.5 3.1
Net amount outstanding	$	216.4 215.7
Applicable margins, as defined in agreement		
U.S. base rate loans		2.50%
SOFR		3.50%
SOFR adjustment, as defined in agreement		0.11%
SOFR floor		0.50%
Applicable interest rate, for amounts outstanding		8.93% 8.94%

The Company had other debt outstanding, excluding finance leases, of approximately $171.1 million $166.6 million at September 30, 2023 March 31, 2024. In addition to the excess availability under the Facility of $223.1 million $237.4 million, the Company had remaining availability of $30.6 million $31.8 million related to other non-U.S. revolving credit agreements at September 30, 2023 March 31, 2024.

The Company believes funds available from cash on hand, the Facility, other available lines of credit and operating cash flows will provide sufficient liquidity to meet its operating needs and commitments during the next twelve months and until the expiration of the Facility in June 2026.

Contractual Obligations, Contingent Liabilities and Commitments

Since December 31, 2022 December 31, 2023, there have been no significant changes in the total amount of the Company's contractual obligations or commercial commitments, or the timing of cash flows in accordance with those obligations, as reported on pages 23 and page 24 in the Company's Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023.

Capital Expenditures

The following table summarizes actual and planned capital expenditures:

		Nine Months Ended September 30, 2023	Planned for Remainder of 2023	**Planned 2023 Total**	Actual 2022
		Three Months Ended March 31, 2024			
		Three Months Ended March 31, 2024			
		Three Months Ended March 31, 2024			
Lift truck business					
Lift truck business					
Lift truck business	Lift truck business	**$ 14.0**	$ 19.2	**$ 33.2**	$ 20.3
Bolzoni	Bolzoni	**3.2**	2.0	**5.2**	5.5
Bolzoni					
Bolzoni					
Nuvera	Nuvera	**1.7**	2.0	**3.7**	3.0
		$ 18.9	$ 23.2	**$ 42.1**	$ 28.8
Nuvera					
Nuvera					
		$			
		$			
		$			

Planned expenditures for the remainder of 2023 2024 are primarily for product development, improvements at manufacturing locations, manufacturing equipment improvements to information technology infrastructure and improvements at manufacturing locations and manufacturing equipment. infrastructure. The principal sources of financing for these capital expenditures are expected to be internally generated funds and bank financing.

Capital Structure

The Company's capital structure is presented below:

		SEPTEMBER 30 2023	DECEMBER 31 2022	Change	**MARCH 31 2024**	DECEMBER 31 2023	Change
Cash and cash equivalents	Cash and cash equivalents	**$ 78.2**	$ 59.0	$19.2			
Other net tangible assets	Other net tangible assets	**662.2**	625.0	37.2			
Intangible assets	Intangible assets	**39.8**	42.7	(2.9)			
Goodwill	Goodwill	**51.0**	51.3	(0.3)			
Net assets	Net assets	**831.2**	778.0	53.2			
Total debt	Total debt	**(510.6)**	(552.9)	42.3			
Total temporary and permanent equity	Total temporary and permanent equity	**$ 320.6**	$ 225.1	$95.5			
Debt to total capitalization	Debt to total capitalization	**61 %**	71 %	(10)%	Debt to total capitalization **53 %**	55 %	(2) %

PERSPECTIVES OUTLOOK AND OUTLOOK PERSPECTIVES

Market Commentary

Many external market factors, including geopolitical instability, most recently evidenced by In Q1 2024, the Israel/Gaza conflict, continue global economy remained strong overall. However, while recessionary concerns have declined, political unrest continues to create a significant amount of uncertainty within for the global economic environment. As a result of this, as well as abnormally high volumes during the 2020 to 2022 pandemic period, market activity has been moderating in certain parts of the world across 2023, particularly in EMEA. outlook.

The latest publicly available lift truck market data indicates that new unit, second-quarter 2023 booking activity decreased in all major geographies except China and India compared with the robust prior-year levels. Internal company estimates suggest that third-quarter Q4 2023 global lift truck market bookings continued increased by 14% year-over-year, with improvements in the EMEA and JAPIC markets offsetting a moderate decrease in the Americas. For full-year 2023, the global lift truck market new unit bookings decreased by 4% compared to decrease compared an exceptionally strong 2022, with the prior year, with the pace of decline accelerating JAPIC market improvements more than offset by decreases in the Americas and decelerating EMEA markets. 2023 bookings exceeded pre-pandemic levels.

The Company estimates that Q1 2024 global lift truck bookings moderated compared to relatively strong prior year levels. The decline was largely due to estimated decreases in the Americas market as well as in EMEA.

Looking ahead, the fourth-quarter 2023 Full-year 2024 global lift truck market is expected to decline from fourth-quarter 2022. In 2024, global market bookings are expected to be generally comparable to 2023 levels, with an anticipated first-half decline expected to be offset by a second-half increase. For both full-year 2023 and 2024, market unit volumes are projected to remain strong and above compared to pre-pandemic levels, but decrease moderately compared to 2023, with the second half in most regions.

Consolidated Strategic Perspective

The Company believes the improving 2023 results are due to actions taken since the global pandemic began. These actions include the implementation of key strategies, projects and significant process improvements, all of which better position the Company for substantial longer-term growth. The Company believes that its mature Lift Truck and Bolzoni businesses are the foundation for this improvement, while the Nuvera Fuel Cell business' substantial growth prospects are North America expected to be realized in future years. stronger than the first half.

Operational Perspectives - Lift Truck Business

The Company's third-quarter 2023 lift truck bookings decreased 15% from second-quarter 2023 and 12% from prior-year levels due to solid, but declining, global market demand and a continued company focus on booking orders with strong margins. Looking forward, fourth-quarter bookings are projected to increase year-over-year due to projected market share gains. In 2024, the Company expects bookings increases compared with 2023, after a moderate first-quarter 2024 decline, as a result of continued market share gains despite an overall flat global lift truck market. These anticipated increases are primarily the result of the Company's maturing strategic initiatives. Planned production increases combined with anticipated market level decreases in the first half of 2024 are expected to help the Company reduce its extended lead times and backlog closer to pre-pandemic levels over the course of 2024. However, given current expectations, improving lead times and backlog levels will likely remain above optimal levels for some time on some product lines. Certain lines, such as warehouse products, are expected to return to more normal lead time and backlog levels in 2024. The Company's extended backlog, valued at $3.5 billion, is almost a full year of revenue and should serve as an initial shock absorber for the business if bookings decline more than anticipated in 2024.

Consolidated fourth-quarter 2023 shipments are anticipated to decrease modestly compared with the prior-year period, with a moderate increase in Americas, led by anticipated higher production rates, expected to be more than offset by fewer EMEA shipments as a result of continuing product launch issues. Full-year 2024 production and shipment rates are expected to increase compared with 2023 as component constraints dissipate and the Company focuses on maintaining a full production pipeline across its facilities in a moderated market environment.

The trend of higher average unit backlog prices and margins continued in the third quarter largely due to benefits from prior-year pricing implemented to offset inflation. Third-quarter 2023 average booking prices were flat compared with second-quarter 2023 and declined modestly versus the prior year largely due to product mix. Material costs have generally stabilized. Forward economic indicators suggest some nominal inflationary increases, particularly for labor costs, in fourth-quarter 2023 and full-year 2024. The Company expects to maintain its strong price-to-cost ratio in the remainder of 2023 and into 2024 as the higher-priced backlog is shipped. Overall, the Company believes average unit margins will improve in fourth-quarter 2023 over the prior-year and remain at sound levels throughout 2024. Anticipated increases in labor and overhead costs are projected to erode the favorable price-to-cost ratio over 2024, resulting in modestly lower gross margins compared with 2023. The Company continues to monitor labor and material costs closely, as well as the impact of tariffs and competition, and will adjust forward pricing accordingly.

The factors outlined above, as well as the benefits from the Company's maturing strategic initiatives, are expected to lead to an increase in fourth-quarter 2023 Lift Truck revenues and operating profit compared with the prior year. Fourth-quarter 2023 operating profit is expected to decrease from the strong third-quarter due to an anticipated mix shift toward lower margin sales channels, higher labor and manufacturing costs and increased operating expenses. Looking forward, the Lift Truck business expects an increase in 2024 revenues, while operating profit is expected to be similar to 2023. These forecasts, however, are highly sensitive to, in particular, the impact of global supply chain adjustments and the Company's production capabilities.

Strategic Perspectives - Lift Truck

From a broad perspective, the Lift Truck business has three core strategies that are expected to transform the Company's competitiveness, market position and economic performance over time:

- Provide products that improve customer productivity at the lowest cost of ownership, including for low-intensity applications. The Lift Truck business' capabilities in this area are expected to be enhanced by bringing to market a wide variety of vehicle innovations, including new modular and scalable product families, truck electrification projects and technology advancements in operator assist systems (OAS), power options and vehicle automation;
- Be the leader in the delivery of industry- and customer-focused solutions by transforming the Company's sales approach to ensure it meets a wide variety of customer needs across a broad set of end markets; and
- Be the leader in independent distribution by focusing on effectively coordinating dealer and major account coverage, enhancing dealer excellence and ensuring outstanding dealer ownership globally.

The Company continues to make progress on its high priority projects. Over the past two years, the Company launched its heart-of-the-line modular, scalable 2- to 3.5-ton internal combustion engine lift trucks in the EMEA and Americas markets. The production ramp-up is occurring gradually given the current extended backlog. However, bookings and shipments accelerated in 2023. A fourth-quarter 2023 launch is expected for the JAPIC market. Similar enhancements to the 2- to 3.5-ton electric truck platforms are also expected over 2024 and 2025. The modular, scalable product platform is expected to enhance multiple areas of the business, including reducing supply chain costs, improving working capital levels and helping optimize the Company's manufacturing footprint, while providing customers with a more customizable product that better meets their needs.

The Lift Truck business has key projects which include electrifying trucks used for applications now dominated by internal combustion engine trucks that capitalize on advancements in electric powertrain options. The Company currently has its first electrified fuel cell Container Handler operating at the Port of Los Angeles. During the 2023 third quarter, the Company delivered an electrified fuel cell Reach Stacker to the Port of Valencia, Spain. Hyster-Yale anticipates delivering a new electrified fuel cell Terminal Tractor and an electrified fuel cell Empty Container Handler to a customer in Hamburg, Germany in the first half of 2024. The Company is exploring options for additional electrification projects within the European Union and the United States. The Company also has key projects focused on applying its technology advancements to additional OAS and automated product options. Notably, during third-quarter 2023, the Company entered into an agreement with a technology-service provider to co-develop further robotics software technology for automated lift truck solutions.

Operational and Strategic Perspectives - Bolzoni

Bolzoni anticipates a modest revenue decline in fourth-quarter 2023 compared with fourth-quarter 2022 resulting from a projected market decline. Despite the anticipated revenue decrease, operating profit is expected to increase over the prior year fourth quarter due to ongoing strict cost controls. Fourth-quarter 2023 operating profit is projected to be comparable to third-quarter 2023. In 2024, Bolzoni expects comparable revenues to 2023. Operating profit is expected to increase year-over-year as improved unit margins are anticipated to more than offset higher costs.

Bolzoni's core strategy is to be the leader in the attachments business. In this context, Bolzoni continues to concentrate on driving its "One Company - 3 Brands" approach globally, increasing its Americas business and focusing on strengthening its ability to serve key attachment industries and customers in global markets. As part of this approach, Bolzoni also intends to increase its sales, marketing and product capabilities in North America and Europe to support its industry-specific sales strategy.

Operational and Strategic Perspectives - Nuvera

Nuvera's core strategy is to be a leader in the heavy-duty fuel cell market. Nuvera continues to focus on placing 45kW and 60kW fuel cell engines in heavy-duty vehicle applications for which battery-only electrification does not provide an adequate solution. As a result, these applications are expected to have significant and nearer-term fuel cell adoption potential. Nuvera has announced several projects with various third parties to test Nuvera® engines in targeted applications, including the Port of Los Angeles and the Port of Valencia. Nuvera expects to have additional products being tested in bus applications in China and India, in marine applications in the Netherlands, and in a German port by mid-2024. Nuvera is also developing a new, larger 125kW fuel cell engine for heavier-duty applications, which is projected to be available in 2025, and plans to sell modular fuel cells for stationary and mobile generator applications.

During the fourth quarter of 2023 and in 2024, Nuvera plans to focus on increasing customer product demonstrations and customer bookings. Nuvera is expanding its presence in Europe and China. Recurring orders from current customers have been booked and are expected to result in higher sales in fourth-quarter 2023 and in 2024 compared with the prior year periods. The business also expects to generate a lower loss in fourth-quarter 2023 compared with 2022 largely due to anticipated higher shipments combined with lower costs due to the expected receipt of government funding for fuel-cell research and development. In 2024, Nuvera expects higher sales with moderately higher development costs, resulting in comparable operating results compared with 2023. The increased volume of engine demonstrations should significantly enhance the foundation for future fuel cell engine technology adoption and improved financial returns.

Consolidated Outlook

At the consolidated level, fourth-quarter 2023 operating profit and net income are expected to improve significantly over a profitable fourth-quarter 2022, although not to the level of third-quarter 2023. In 2024, the Company expects 2024 full-year revenue, operating profit and net income to increase compared to strong 2023 levels, and be similar higher than expected at the time of the Q4 2023 earnings release. Due to 2023. The the better-than-expected Q1 2024 results and anticipated improvements in the following quarters, full-year 2024 results are expected to improve compared to the Company's prior 2024 expectations. However, the Company made solid expects the 2024 income tax rate to be higher than 2023, largely due to the capitalization of research and development expenses.

In Q2 2024, the Company anticipates continued strong product margins from lift truck shipments of higher-priced, higher-margin backlog units will drive year-over-year profit growth. Q2 2024 profits are expected to be significantly higher than Q2 2023 levels but modestly lower than the better-than-expected Q1 2024 results. This decrease is expected to be due to the potential expiration of Section 301 tariff exemptions on May 31, 2024.

For full-year 2024, continued progress is expected toward its the Company's 7% operating profit margin and greater than 20% return on total capital employed goals at both the goal in its core Lift Truck and Bolzoni businesses, in 2023, and further progress is achievement of a second year at 20% plus return on its total capital employed goal. The Company started the year off with very strong first-quarter results that exceeded expected in 2024. To meet these expectations, however, levels. While, the Company will have to effectively manage its ongoing component and labor costs and achieve increased production levels.

The programs to reduce inventory and generate cash are anticipated to show further progress in fourth-quarter 2023 and 2024. The Company is committed to systematic and sustainable progress toward its goals over time, it expects results to moderate somewhat over the remaining 2024 quarters.

The Company is also committed to reducing its leverage and enhancing its improving cash flows through ongoing flows. The Company continues to focus on decreasing working capital, action plans particularly by further improving inventory levels despite increased production rates in the context of reduced supply chain and continued discipline over capital expenditures and operating expenses. labor constraints. Capital expenditures are expected to be approximately $42 million for full-year 2023. Working capital control continues to be $84 million in 2024, down modestly from an area initial projection of intense focus for the Company. Inventory levels remain elevated and above pre-pandemic levels but $87 million. While substantial investments are slowly declining. Efforts to maximize the use of on-hand inventory are expected to help reduce excess inventory levels, especially in 2024. Supply constraints continue to be an issue intermittently, and labor constraints periodically cause certain production and inventory usage disruptions. However, the Company anticipates continued inventory improvements over the remainder of 2023 and 2024. As anticipated, maintaining liquidity remains a result of these actions, priority. Overall, the Company expects a significant increase in free cash flow before financing activities for full-year 2023 from operations in 2024 compared with 2023.

Lift Truck Outlook

Lift Truck's extended backlog levels and focus on booking orders with strong margins, combined with the market decline, led to an 18% bookings decrease compared to Q1 2023.

- Sequentially, bookings increased 10% in Q1 2024 compared to Q4 2023, led by EMEA warehouse trucks, in part due to a large order for Class 2 and Class 3 units.
- Q1 2024 average booking prices decreased moderately compared with fourth-quarter 2023 and prior year largely due to a shift toward lower-priced warehouse products.
- In line with objectives, backlog levels decreased by 6% in the quarter compared to year-end 2023 levels.

Looking ahead, the Lift Truck's objective as backlog levels and product lead times decrease is to be price competitive in the market but maintain targeted booking margins through new model introductions and cost decreases. Lift Truck expects an improving quarter-over-quarter bookings trend throughout 2024 due to anticipated market share gains in the Americas and EMEA, and improved North America market conditions in the second half of 2024.

Shipments are expected to increase in 2024 compared to 2023, due to three factors:

1. higher production rates,
2. supply chain and labor improvements in the Americas and EMEA, and
3. the dissipation of remaining product launch issues.

As production and shipment rates increase, backlog levels and lead times on a large number of production lines are expected to decrease to targeted rates by year end. However, Class 5 lead times are expected to remain extended for a longer period. Lift Truck's $3.1 billion backlog, equal to approximately 9 months of revenue at the current quarterly level, continues to support the business. The lift truck business generally expects this to continue as a result of a combination of new bookings and current backlog until market levels improve.

Lift Truck expects continued second-quarter revenue and operating profit growth compared to the prior year as unit volumes increase and higher-priced, higher-margin backlog units are shipped. Modestly higher labor costs, combined with the anticipated expiration of tariff exemptions in late May 2024, are expected to temper the favorable second-quarter price-to-cost ratio compared to the first quarter.

Full-year 2024 Lift Truck revenues and operating profit are expected to increase over 2023. These expected results, however, are now greater than Lift Truck's previously communicated expectations and include the better-than-expected Q1 2024 results and anticipated improvements in subsequent quarters.

Bolzoni Outlook

Bolzoni anticipates 2024 revenues to be comparable to 2023 revenues. Product margins are expected to improve as Bolzoni increases production of higher-margin attachments and continues to phase out legacy component sales to the Lift Truck business. Operating profit is expected to increase modestly year-over-year, with increased gross profits anticipated to be partly offset by higher operating expenses.

Nuvera Outlook

Nuvera is focused on increasing customer product demonstrations and customer bookings in 2024 and expanding its presence in Europe and China. Booked orders from current customers are expected to result in higher 2024 sales compared with 2023. Nuvera expects the higher margins on these higher sales to be offset by increased development costs, leading to comparable year-over-year operating results. Further, funding granted by the U.S. Department of Energy in 2024, has the potential to offset costs in the future. Importantly, the increased engine demonstration activities in 2024 should significantly enhance the foundation for revenue from fuel cell engine technology adoption and improved financial returns in 2025 and future years.

Consolidated Strategic Perspectives

The Company's vision is to transform the way the world moves materials from Port to Home. The Company plans to do this through two customer promises: providing optimized product solutions and exceptional customer care. Ongoing execution of established strategic initiatives and key projects are expected to help the Company fulfill these promises and achieve long-term growth rates above the material handling market's expected growth rates. The Company believes these actions will contribute to an increased and sustainable lift truck and attachment competitive advantage over time. In addition, the Company believes that Nuvera's revenues will increase significantly over future years, bringing additional value to the Company's shareholders.

In early April 2024, the Company announced it will change its name to Hyster-Yale, Inc. and change the name of Hyster-Yale Group, its Lift Truck business, to Hyster-Yale Materials Handling, Inc. These changes reinforce the Company's current structure of three distinct but interrelated businesses of Lift Trucks , Bolzoni attachments and Nuvera fuel cells, with lift trucks at its core. In this context, the Hyster-Yale Materials Handling name is better suited to the core business, aligning its name with its foundational materials handling activities. Both name changes are expected to be effective at the close of business on May 31, 2024.

Lift Truck

From a broad perspective, the Lift Truck business has three core strategies to transform it's competitiveness, market position and economic performance over time:

1. Provide products that increase customer productivity at the lowest cost of ownership.
2. Be the leader in the delivery of industry- and customer-focused solutions.
   - Transform the Lift Truck's sales processes to meet a wide variety of customer needs across a broad set of end markets by using a more industry- and customer-focused approach.
3. Be the leader in independent distribution.
   - Focus on effectively coordinating dealer and major account coverage, enhancing dealer excellence and ensuring outstanding dealer ownership globally.

The Lift Truck business expects to enhance its product capabilities by bringing a wide variety of high-priority vehicle innovations to market, including new modular and scalable product families, enhanced truck electrification and power options, and innovative technology advancements such as operator assist systems and vehicle automation.
First, Lift Truck's heart-of-the-line award-winning modular, scalable 2- to 3.5-ton internal combustion engine lift trucks are now fully launched globally. The modular, scalable product platform is expected to enhance multiple areas of the business, including reducing supply chain costs, improving working capital levels, helping to optimize Lift Truck's manufacturing footprint, and providing customers with a more customizable product that better meets their needs:

- In late March 2024, JAPIC launched the full 2-to 3-ton internal combustion modular, scalable product line, available in value, standard and premium truck configurations.
- Bookings and shipments of these trucks are accelerating in the EMEA and Americas markets where they were initially launched in 2022 and further progress is expected 2023.
- Lift Truck expects to offer similar modular and scalable enhancements on its 2- to 3.5-ton electric truck platforms in 2024 and 2025.

Second, Lift Truck has key projects to capitalize on advancements in electric powertrains for applications now dominated by internal combustion engine trucks:

- Lift Truck has an electrified fuel cell Container Handler operating at the Port of Los Angeles, USA, and an electrified fuel cell Reach Stacker operating at the Port of Valencia, Spain.
- Lift Truck anticipates delivering a new electrified fuel cell Terminal Tractor and an electrified fuel cell Empty Container Handler to a customer in Hamburg, Germany in 2024.
- In March 2024, Lift Truck announced the sale of 10 zero-emission battery-powered terminal tractors to APM Terminals at the Port of Mobile, USA, as part of an electrification pilot for port-equipment decarbonization.
- Lift Truck is exploring options for additional electrification projects within the European Union and the United States.

Third, Lift Truck also has key projects focused on applying its technology advancements to operator assist and automated product options.

- Lift Truck began testing its internally developed automated truck at its first customer location in late March 2024.
- Yale ReliantTM, a unique operator assist technology that helps forklift operators avoid potential hazards, earned an honorable mention in the Fast Company Innovation by Design Award.
- At the 2024 MODEX material handling trade show, Lift Truck announced the standalone availability of its advanced dynamic stability technology, an underlying technology in the Yale Reliant solution. This system helps maintain overall vehicle stability and minimizes the potential for lift truck tip overs, which is a key source of risk for the industry.
- Lift Truck is continuing to work with a technology-service provider to co-develop further robotics software for automated lift truck solutions.

Finally, as part of its strategy to provide customer-focused solutions, Lift Truck plans to expand its global sourcing for container handlers and other Big Trucks such as 12- to 16-ton trucks. Lift Truck expects its Hyster® RS45 and RS46 ReachStackers, Empty Container Handlers and 12- to 16-ton Big Trucks to be sourced from multiple global production locations in 2024 compared to its current single European source. This multiple-source supply chain will better meet global customer needs for faster delivery of economically viable trucks.

Bolzoni

Bolzoni's core strategy is to be the leader in the attachments business by:

- concentrating on increasing its Americas business, and
- strengthening its ability to provide innovative products to better serve key attachment industries and customers in global markets.

To support this industry-specific strategy, Bolzoni is increasing its sales, marketing and product capabilities, especially in North

America. In keeping with its focus on innovative products, Bolzoni introduced a new attachment, the Home Appliance Telescopic Clamp for lift trucks, in March 2024. It is designed to easily handle home appliances and less than one pallet loads in confined spaces. In February 2024, Bolzoni introduced its Easy-Connect Product range, which features advanced technologies for smart logistics and Internet/Wi-Fi-enabled options.

Nuvera

Nuvera's core strategy is to be a leader in fuel cells and their applications. Its focus is on demonstrating 45kW and 60kW fuel cell production engines in a limited number of niche, heavy-duty vehicle applications. Fuel cell adoption has high potential to grow where batteries alone cannot meet the market’s need. As a result, these applications are expected to have nearer-term fuel cell adoption potential. Key projects include:

- Collaborations with third parties to test Nuvera® engines in targeted applications, including the Port of Los Angeles, USA, and the Port of Valencia, Spain, as well as a project with Helinor Energy for zero-emission energy solutions in maritime applications.
- Additional product tests in bus applications in China and India and a port application in Germany are expected by mid-2024.
- Development of a new, larger 125kW fuel cell engine for heavier-duty applications, projected to be available in 2025.
- Development of modular fuel cells for stationary and mobile generator applications in collaboration with customers.

In April 2024, Nuvera announced it was granted $30 million in matching federal funds from the U.S. Department of Energy as part of a $750 million investment in 52 hydrogen projects to reach National Clean Hydrogen Strategy goals. Using these funds, Nuvera plans to develop the high-volume production processes needed to scale-up its nextgeneration fuel cell stack technology.

EFFECTS OF FOREIGN CURRENCY

The Company operates internationally and enters into transactions denominated in foreign currencies. As a result, the Company is subject to the variability that arises from exchange rate movements. The effects of foreign currency fluctuations on revenues, operating profit and net income (loss) are addressed in the previous discussions of operating results. See also Item 3, "Quantitative and Qualitative Disclosures About Market Risk," in Part I of this Quarterly Report on Form 10-Q.

FORWARD-LOOKING STATEMENTS

The statements contained in this Form 10-Q that are not historical facts are “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements are made subject to certain risks and uncertainties, which could cause actual results to differ materially from those presented. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect events or circumstances that arise after the date hereof. Among the factors that could cause plans, actions and results to differ materially from current expectations are, without limitation: (1) delays in delivery and other supply chain disruptions, or increases in costs as a result of inflation or otherwise, including materials, critical components and transportation costs and shortages, the imposition of tariffs, or the renewal of tariff exclusions, on raw materials or sourced products, and labor, or changes in or unavailability of quality suppliers or transporters, including the impacts of the foregoing risks on the Company's liquidity, (2) delays in manufacturing and delivery schedules, (3) reduction in demand for lift trucks, attachments and related aftermarket parts and service on a global basis, including any cyclical reduction in demand in the lift truck industry, (4) customer acceptance of pricing, (4) (5) the ability of the Company and its dealers, suppliers and end-users to access credit in the current economic environment, or obtain financing at reasonable rates, or at all, as a result of interest rate volatility and current economic and market conditions, including inflation, (5) reduction in demand for lift trucks, attachments and related aftermarket parts and service on a global basis, including any reduction in demand as a result of an economic recession, (6) unfavorable effects of geopolitical and legislative developments on global operations, including without limitation the entry into new trade agreements and the imposition of tariffs and/or economic sanctions, including the Uyghur Forced Labor Prevention Act (the “UFLPA”) which could impact our the Company's imports from China, as well as armed conflicts, including the Russia/Ukraine conflict, and/or the Israel and Gaza conflict and/or the conflict in the Red Sea, and their regional effects, (7) exchange rate fluctuations, interest rate volatility and monetary policies and other changes in the regulatory climate in the countries in which the Company operates and/or sells products, (8) the effectiveness of the cost reduction programs implemented globally, including the successful implementation of procurement and sourcing initiatives, (9) the successful commercialization of Nuvera's technology, (10) the political and economic uncertainties in the countries where the Company does business, as well as the effects of any withdrawals from such countries, (11) bankruptcy of or loss of major dealers, retail customers or suppliers, (12) customer acceptance of, changes in the costs of,

or delays in the development of new products, (13) introduction of new products by, more favorable product pricing offered by or shorter lead times available through competitors, (14) product liability or other litigation, warranty claims or returns of products, (15) changes mandated by federal, state and other regulation, including tax, health, safety or environmental legislation, (16) the ability to attract, retain, and replace workforce and administrative employees, (17) disruptions resulting from natural disasters, public health crises, political crises or other catastrophic events, and (18) the ability to protect the Company's information technology infrastructure against service interruptions, data corruption, cyber-based attacks or network breaches.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

See pages 27 28 and 28 29 and F-22 through F-25 of the Company's Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023 for a discussion of the Company's derivative hedging policies and use of financial instruments. There have been no material changes in the Company's market risk exposures since December 31, 2022 December 31, 2023.

Item 4. Controls and Procedures

Evaluation of disclosure controls and procedures: An evaluation was carried out under the supervision and with the participation of the Company's management, including the principal executive officer and the principal financial officer, of the effectiveness of the Company's disclosure controls and procedures as of the end of the period covered by this report. Based on that evaluation, these officers have concluded that the Company's disclosure controls and procedures were effective as of the end of the period covered by this report.

Changes in internal control over financial reporting: During the third first quarter of 2023, 2024, there were no changes in the Company's internal control over financial reporting that materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

PART II
OTHER INFORMATION

Item 1 Legal Proceedings
None

Item 1A Risk Factors
There have been no material changes from the risk factors previously disclosed in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2022 December 31, 2023 in the section entitled “Risk Factors.”

Item 2 Unregistered Sales of Equity Securities and Use of Proceeds and Issuer Purchases of Equity Securities
None

Item 3 Defaults Upon Senior Securities

None

Item 4 Mine Safety Disclosures

Not applicable

Item 5 Other Information

None of the Company's directors or officers (as defined in Rule 16a-1(f) promulgated under the Securities Exchange Act of 1934) adopted, modified, or terminated a Rule 10b5-1 trading arrangement or a non-Rule 10b5-1 trading arrangement (as each term is defined in Item 408 of Regulation S-K) during the Company's fiscal quarter ended September 30, 2023 March 31, 2024.

Item 6 Exhibits

The following exhibits are filed as part of this report:

Exhibit Number*	Description of Exhibits
10.1**	Offer Letter, dated February 6, 2024, between Dena R. McKee and Hyster-Yale Materials Handling, Inc.
10.2**	Hyster-Yale Materials Handling, Inc. and Subsidiaries Director Fee Policy (Amended Effective as of January 1, 2024)
31(i)(1)	Certification of Rajiv K. Prasad. pursuant to Rule 13a-14(a)/15d-14(a) of the Exchange Act
31(i)(2)	Certification of Scott A. Minder pursuant to Rule 13a-14(a)/15d-14(a) of the Exchange Act
32	Certifications pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, signed and dated by Rajiv K. Prasad and Scott A. Minder
101.INS	Inline XBRL Instance Document - The instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document
101.SCH	Inline XBRL Taxonomy Extension Schema Document
101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document
101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document
104	The cover page from this Quarterly Report on Form 10-Q for the quarter ended September 30, 2023 March 31, 2024, formatted in Inline XBRL and contained in Exhibit 101

* Numbered in accordance with Item 601 of Regulation S-K.

** Management contract or compensation plan or arrangement required to be filed as an exhibit pursuant to Item 6 of this Quarterly Report on Form 10-Q.

Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Hyster-Yale Materials Handling, Inc.

Date: October 31, 2023 May 7, 2024

/s/ Jennifer M. Langer Dena R. McKee

Jennifer M. Langer Dena R. McKee

Vice President, Controller and Chief Accounting Officer (principal accounting officer)

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Exhibit 10.1

image_0.jpg

February 6, 2024

Ms. Dena R. McKee
558 Bobwhite Trail
Akron, Ohio 44319

Dear Ms. McKee,

I am pleased to offer you the position of VP, Controller and Chief Accounting Officer of Hyster-Yale Group. This letter sets forth the terms and conditions of our offer:

Title: VP, Controller and Chief Accounting Officer
Hay Points: 1560
Reports to: Senior Vice President, Chief Financial Officer and Treasurer
Annual Salary: $316,000
Start Date: To be determined

Perquisite Allowance: Based on your position, you are eligible for a perquisite allowance of $16,000 per year, paid monthly with your base pay. HY does not provide perquisite benefits to their executives but instead provides cash to be used at the executive's discretion.

Annual Incentive Plan: Target amount: 40% of midpoint. For 2024, the midpoint of your position is $336,000. Actual payment depends on Company performance for the corporate performance group during the plan year and can vary from 0% to 150%. Your name will be submitted to the Compensation Committee for participation in the Annual Incentive Plan (AIP) effective with your start date. Payment is made in cash less applicable withholding by March 15th of each year. For 2024, your AIP payment will be pro-rated based on your start date.

Long-Term Equity Incentive Plan: Target Amount: 40% of midpoint. For 2024, the midpoint of your position is $336,000. Actual payment depends on Company performance for the corporate performance group during the plan year and can vary from 0% to 200%. Your name will be submitted to the Compensation Committee for participation in the Long-Term Equity Incentive Plan (Equity LTIP) effective with your start date. Awards under the Equity LTIP are made in a combination of cash and restricted shares of Hyster-Yale common stock. The cash component is 35% of the total LTIP award and is intended to be the approximate amount required to satisfy tax obligations, including withholding requirements. For 2024, your Equity LTIP payment will be pro-rated based on your start date.

Performance Reviews: Your first performance review will be performed at the end of the year and every January 1st thereafter.

image_1.jpg
image_2.jpg

Annual Vacation/PTO Entitlement: Beginning in 2025 you will receive 160 hours of vacation and 56 hours of paid time off. Both will be pro-rated in 2024 according to your start date.

While specific information can be found in the summary plan description for each benefit program, a summary of available benefits includes:

Medical / Vision / Dental Coverage: You and your eligible dependents qualify for coverage under the Hyster-Yale medical and dental plans effective the first of the month coinciding with or following your start date. The Company and the employees share in the cost of this coverage. Our coverage is self-insured, with benefits provided through UnitedHealthcare. Please note that spouses who have other coverage available from their employer are NOT eligible to enroll in HY medical and dental plans.

Life Insurance: The Company provides one times your base salary at no cost. You may purchase additional coverage for yourself or dependents, subject to any evidence of insurability requirements. The effective date of the coverage is the first of the month coinciding with or following your start date.

Short-Term Disability Insurance: The Company will provide you Short-Term Disability insurance at 66 2/3% of your base pay at no cost. The effective date of the coverage is the first of the month after 60 days of employment.

Long-Term Disability Insurance: The Company will provide you Long-Term Disability insurance at 60% of pay at no cost. The effective date of the coverage is the first of the month after 60 days of employment.

401(k) Plan: Unless you opt out, (1) you will be automatically enrolled in the 401(k) Plan from your start date in an amount equal to 6% of your eligible pre-tax pay and (2) each year your contribution rate will automatically increase by 1% until you are contributing 25% of your pay (subject to certain IRS limits and non-discrimination restrictions). If you want to change your contribution, you may voluntarily contribute up to 25% of your eligible pay in pre-tax or Roth (after-tax) contributions (subject to IRS limits and non-discrimination restrictions). Increasing or stopping your contribution rate can take place at any time by contacting The Vanguard Group. The Company will match 50% of the first 6% of your contributions, for a total of up to 3% of your contributions. Employee contributions and earnings are immediately 100% vested. Company matching contributions vest at 20% per year until fully vested after five years of service. These benefits will be explained in detail during orientation.

Profit Sharing Retirement Program: As an employee of the Company, you are automatically enrolled in the Company funded Profit Sharing Retirement Plan on your start date. The Company will make a retirement contribution to your account annually based on your age, your pay, and how successful the Company was at meeting its goals during the year. You become 20% vested each year in the program and fully vested after five years of service.

Drug and background screening: Our offer of employment is contingent on you successfully passing our pre-employment drug and background screening. Upon acceptance of this offer, you will be provided with more information related to completing the screenings.

Pre-Employment Requirements: Our offer is contingent on our receipt of satisfactory results of (1) a drug screen, (2) a background check, (3) a credit check (since your duties may give you access to sensitive employee, financial and banking data) and (4) verification of your eligibility to work in the United States. Our offer of employment is also contingent on the execution of the Company's standard "Employee Confidential Information and Invention Agreement" on your first day of employment.

Prior Employee Trade Secrets/Confidentiality Obligations: The Company expects you to honor your legal obligations to your current or any previous employer and requires that you will not use or share any of its confidential information in connection with your employment at HY. We do not hire people for the purpose of acquiring their current employer's trade secrets, intellectual property, or other confidential or proprietary information, and we do not want access to any materials containing such information. Consequently, any documents, computer discs, etc. containing any such information should be returned to your current employer, and in no case may such information be brought to or used at HY.

If you accept, we would like you to begin employment with us at your earliest convenience after you have satisfied any notice obligations to your current employer and provided acceptable results of the drug screening and background check.

We are an organization that has built an outstanding reputation for innovation and quality. We look forward to your acceptance of our offer and having you join our team.

I am extremely excited to have you join the Company and am looking forward to the leadership and vision we think that you will bring to the Senior Leadership Team. If you have any questions concerning the terms and conditions of this offer, please contact me. We look forward to your acceptance of our offer.

You will be considered an "employee-at-will" and nothing in this letter, or any other Hyster-Yale document, is intended to create an employment contract, unless it explicitly states to the contrary.

We sincerely hope you will find these terms favorable and are very excited at the possibility of you joining our team. Please call if you have any questions.

Sincerely,

/s/ Scott A. Minder
Senior Vice President, Chief Financial Officer
and Treasurer

Accepted:

Dena R. McKee: /s/ Dena McKee   Date: 2/7/24

HYG reserves the right to amend or terminate any benefit plan or company procedure or policy at any time. If there is any inconsistency between the above summaries and the terms of the plan, the terms of the plan will control.

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Exhibit 10.2

HYSTER-YALE MATERIALS HANDLING, INC. AND SUBSIDIARIES
Director Fee Policy (Amended Effective as of January 1, 2024)

This Director fee policy shall apply to each Director of Hyster-Yale Materials Handling, Inc. (Hyster-Yale) or one of its subsidiaries, other than (i) Directors who are full-time employees of Hyster-Yale or one of its subsidiaries or (ii) Directors who have entered into separate written fee agreements authorized by the Board of Directors and executed by an authorized officer of Hyster-Yale or one of its subsidiaries.
Each Director of Hyster-Yale will receive an annual retainer, of $216,000, payable quarterly in arrears. Each quarterly payment shall consist of $17,750 in cash and $36,250 worth of Hyster-Yale Class A Common Stock, transfer of which is restricted pursuant to the terms of the Hyster-Yale Non-Employee Directors' Equity Compensation Plan.

Each Director of Hyster-Yale Group, Inc. who is not a Director of Hyster-Yale will receive an annual retainer of $20,000, payable in cash quarterly in arrears in installments of $5,000.

Each Chairman of a Committee of the Hyster-Yale Board of Directors will receive an additional annual Committee Chairman's fee of $10,000, payable in cash quarterly in arrears in installments of $2,500; provided, however, that the Chairman of the Audit Review Committee will receive an annual Committee Chairman's fee of $20,000, payable in cash quarterly in arrears in installments of $5,000 and the Chairman of the Compensation and Human Capital Committee will receive an annual Committee Chairman's fee of $15,000, payable in cash quarterly in arrears in installments of $3,750. 100% of all fees paid for service as Chairman of a Committee is attributable to services for Hyster-Yale Group, Inc. and its subsidiaries.
Each member of a Committee (other than the Executive Committee) of the Hyster-Yale Board of Directors, including Committee Chairmen, will receive an additional annual Committee member's fee of $12,500 for each Committee on which such Director serves, payable in cash quarterly in arrears in installments of $3,125. 100% of all fees paid for service as a member of a Committee is attributable to services for Hyster-Yale Group, Inc. and its subsidiaries.
If during a calendar quarter a Director begins or ceases service on the Hyster-Yale Board of Directors, the board of directors of a Hyster-Yale subsidiary, and/or a Committee of the Hyster-Yale Board of Directors, any quarterly payments attributable to service on such body during such calendar quarter shall be pro-rated based on the number of days during the calendar quarter that the Director served on such body.

This amended policy is effective as of January 1, 2024.

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Director Fee Policy
(Effective As of January 1, 2024)

Exhibit 31(i)(1)

Certifications

I, Rajiv K. Prasad, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Hyster-Yale Materials Handling, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

    a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

    b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

    c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

    d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

    a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

    b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 31, 2023 May 7, 2024

/s/ Rajiv K. Prasad
Rajiv K. Prasad
President and Chief Executive Officer (principal executive officer)

.

Exhibit 31(i)(2)

Certifications

I, Scott A. Minder, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Hyster-Yale Materials Handling, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

    a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

    b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 31, 2023 May 7, 2024

/s/ Scott A. Minder

Scott A. Minder

Senior Vice President, Chief Financial Officer and Treasurer (principal financial officer)

Exhibit 32

CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Hyster-Yale Materials Handling, Inc. (the "Company") on Form 10-Q for the quarter ended September 30, 2023 March 31, 2024, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), each of the undersigned officers of the Company certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that, to such officer's knowledge:

(1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company as of the dates and for the periods expressed in the Report.

Date: October 31, 2023 May 7, 2024

/s/ Rajiv K. Prasad

Rajiv K. Prasad

President and Chief Executive Officer (principal executive officer)

Date: October 31, 2023 May 7, 2024

/s/ Scott A. Minder

Scott A. Minder

Senior Vice President, Chief Financial Officer and Treasurer (principal financial officer)