The Company has operated primarily in one principal business during the year, that being the selling, servicing, and renting of heavy equipment, engines, and related products

[hereportable seaments.which are the same as the Compa

Canadian operations:dealership territories in British Columbia.Alberta.Saskatchewan.the Yukon territory.the Northwest Territories, and a portion of Nunavut and mobile on-site refuelling services in most of the provinces of Canada,as well as in Texas,US South American operations:Chile,Argentina, and Bolivia UK & Ireland operations:England,Scotland,Wales, Northern Ireland,and the Republic of Ireland. Other: corporate head office.

Information reported to the chief operating decision maker (CODM) for the purposes of resource allocation and assessment of segment performance primarily focuses on the territories in which the Company operates.The CODM considers earnings before finance costs and income taxes as the primary measure of segment profit and loss.In the prior year, earnings before finance costs,income taxes,depreciation and amortization (EBlTDA) was considered the primary measure. The Company considers net revenue (calculated as total revenue less cost of fuel). as more representative than total revenue in assessing business performance as the cost of fuel is not in the Company's control and is fully passed through to the customer.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Year ended December 31, 2022 |  | South | UK& |  |  |
| ($ millions) | Canada America |  | Ireland | Other | Total |
| Revenue | | | | | |
| New equipment | 1,001 | 926 | 866 |  | 2,793 |
| Used equipment | 259 | 37 | 56 |  | 352 |
| Equipment rental | 192 | 60 | 45 |  | 297 |
| Product support | 2,517 | 1,717 | 372 |  | 4,606 |
| Fuel and other. | 1,231 |  |  |  | 1,231 |
| Total revenue | 5,200 | 2,740 | 1,339 |  | 9,279 |
| Cost of fuel | (1,064) |  |  |  | (1,064) |
| Net revenue | 4,136 | 2,740 | 1,339 |  | 8,215 |
| Operating costs (1) | (3,513) | (2,333) | (1,224) | (47) | (7,117) |
| Depreciation and amortization | (191) | (97) | (41) | (4) | (333) |
| Equity earnings of joint ventures | 3 |  |  |  | 3 |
| Earnings (loss) before finance costs and income taxes | 435 | 310 | 74 | (51) | 768 |
| Finance costs |  |  |  |  | (95) |
| Provision for income taxes |  |  |  |  | (172) |
| Net income | | | | | |
| Invested capital (2) | 2,447 | 1,281 | 428 | 14 | 501 4,170 |
| Gross capital expenditures (3X4) | 123 | 82 | 9 | 28 | 242 |
| Gross rental equipment spend (4) | 165 | 56 | 20 |  | 241 |

Operating costs are calculated as cost of sales less cost of fuel plus selling, general, and administrative expenses less depreciation and amortization. 2 Invested capital is calculated as total assets less total liabilities, excluding net debt. Net debt is calculated as short-term deb and long-term debt, net of cash and cash equivalents. 3) Capital includes property,plant, and equipment and intangible assets. 4) Includes leases and borrowing costs capitalized and excludes additions through business acquisitions.