H&E Equipment Services®

First Quarter 2019 Earnings Conference

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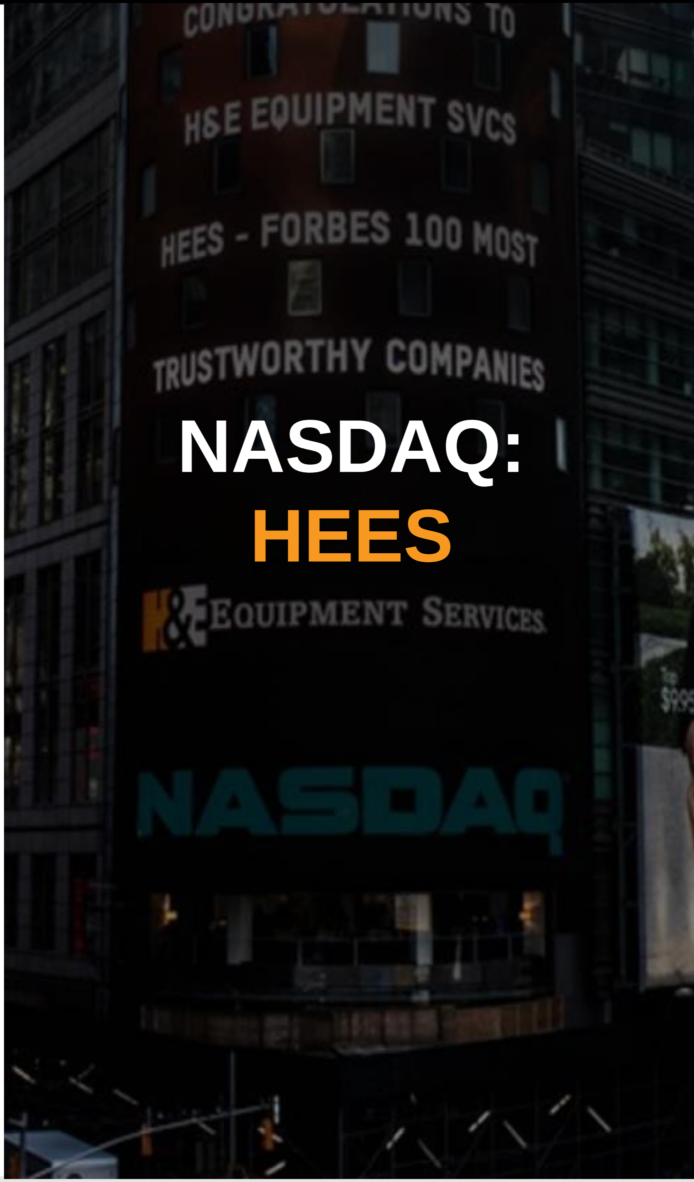
April 25, 2019



Forward-Looking Information

This presentation contains "forward-looking statements" within the meaning of the federal securities laws. Statements that are not historical facts, including statements about our beliefs and expectations, are forward-looking statements. Statements containing the words "may", "could", "would", "should", "believe", "expect", "anticipate", "plan", "estimate", "target", "project", "intend", "foresee" and similar expressions constitute forward-looking statements. Forward-looking statements involve known and unknown risks and uncertainties, which could cause actual results to differ materially from those contained in any forward-looking statement. Such factors include, but are not limited to, the following: (1) general economic conditions and construction and industrial activity in the markets where we operate in North America; (2) our ability to forecast trends in our business accurately, and the impact of economic downturns and economic uncertainty on the markets we serve; (3) the impact of conditions in the global credit and commodity markets and their effect on construction spending and the economy in general; (4) relationships with equipment suppliers; (5) increased maintenance and repair costs as we age our fleet and decreases in our equipment's residual value; (6) our indebtedness; (7) risks associated with the expansion of our business and any potential acquisitions we may make, including any related capital expenditures or our inability to consummate such acquisitions; (8) our possible inability to integrate any businesses we acquire; (9) competitive pressures; (10) security breaches and other disruptions in our information technology systems; (11) adverse weather events or disasters; (12) compliance with laws and regulations, including those relating to environmental matters, corporate governance matters and tax matters, as well as any future changes to such laws and regulations; and (13) other factors discussed in our public filings, including the risk factors included in the Company's most recent Annual Report on Form 10-K. Investors, potential investors and other readers are urged to consider these factors carefully in evaluating the forward-looking statements and are cautioned not to place undue reliance on such forward-looking statements. Except as required by applicable law, including the securities laws of the United States and the rules and regulations of the SEC, we are under no obligation to publicly update or revise any forward-looking statements after the date of this presentation.

Non-GAAP Financial Measures

This presentation contains certain Non-GAAP measures (EBITDA, Adjusted EBITDA and Free Cash Flow). Please refer to Appendix A of this presentation for a description of these measures and a discussion of our use of these measures. These Non-GAAP measures, as calculated by the Company, are not necessarily comparable to similarly titled measures reported by other companies. Additionally, these Non-GAAP measures are not a measurement of financial or operating performance or liquidity under GAAP and should not be considered an alternative to the Company's other financial information determined under GAAP. See Appendix A for a reconciliation of these Non-GAAP measures.

First Quarter Overview

- Q1 2019 Summary
- Rental Business Highlights
- Regional, Acquisitions and Greenfield Update
- End-User Markets/Fleet Update
- Current Market Conditions

First Quarter Financial Overview

- Q1 2019 Results
- 2019 Fleet and Free Cash Flow Update
- Capital Structure Update

Conclusion

Question and Answer Session

Brad Barber
CHIEF EXECUTIVE OFFICER AND PRESIDENT

First Quarter 2019 Overview

First Quarter Summary

- Solid start to 2019.
- Demand for rental equipment continues to be good and broad-based across entire footprint.
- Healthy distribution business compared to last year.

Revenue/Gross Margin

- Total revenue increased 20.4%, or $53.2 million, to $313.6 million vs. $260.5 million in Q1 2018.
- Gross margin was 36.3% vs. 35.5% in year ago quarter due to strong operating performance.

Adjusted EBITDA

- Adjusted EBITDA increased 24.7% to $100.9 million (32.2% margin) vs. Q1 2018 Adjusted EBITDA of $80.9 million (31.1% margin).

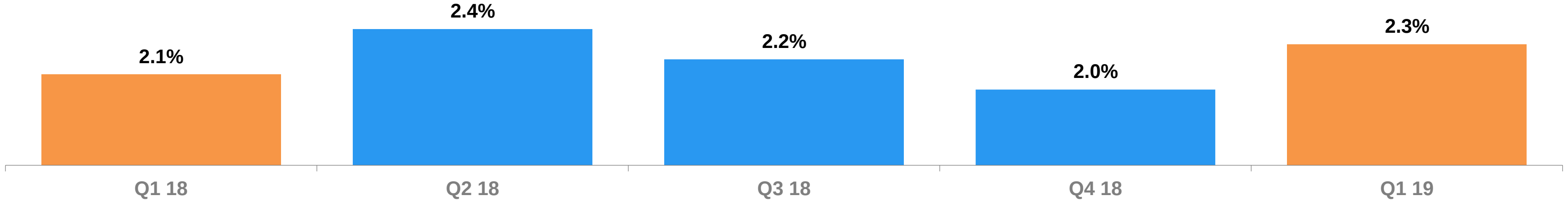
Net Income

- Net income was $14.2 million vs. net income of $9.5 million in Q1 2018.
- Net income per share was $0.40 vs. $0.26 in Q1 2018.
- Effective tax rate was 26.4% in Q1 2019 vs. 27.5% in Q1 2018.

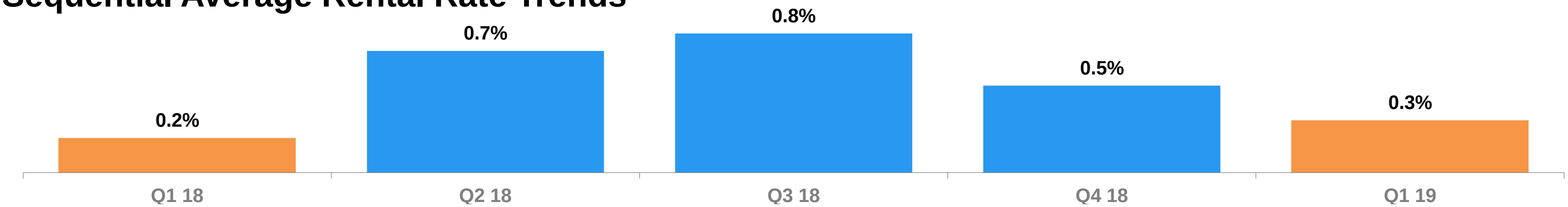
Rental Business Highlights

- Rental revenue increased 23.4% to $159.7 million compared to $129.4 million in Q1 2018.[1]
- Rental gross margins increased to 48.7% vs. 47.6% in Q1 2018.[1]
- Rental rates increased 2.3% over Q1 2018; rates increased 0.3% sequentially.
- Time utilization (based on OEC) was 70.0% vs. 70.4% in Q1 2018.
- Dollar utilization was 35.2% vs. 34.7% in Q1 2018.

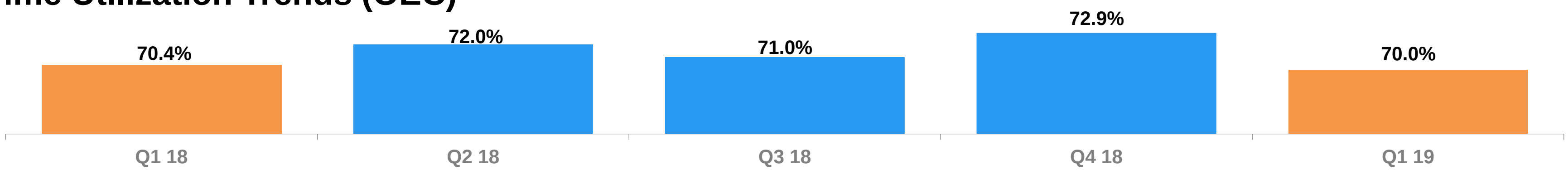
Year-Over-Year Average Rental Rate Trends



Sequential Average Rental Rate Trends



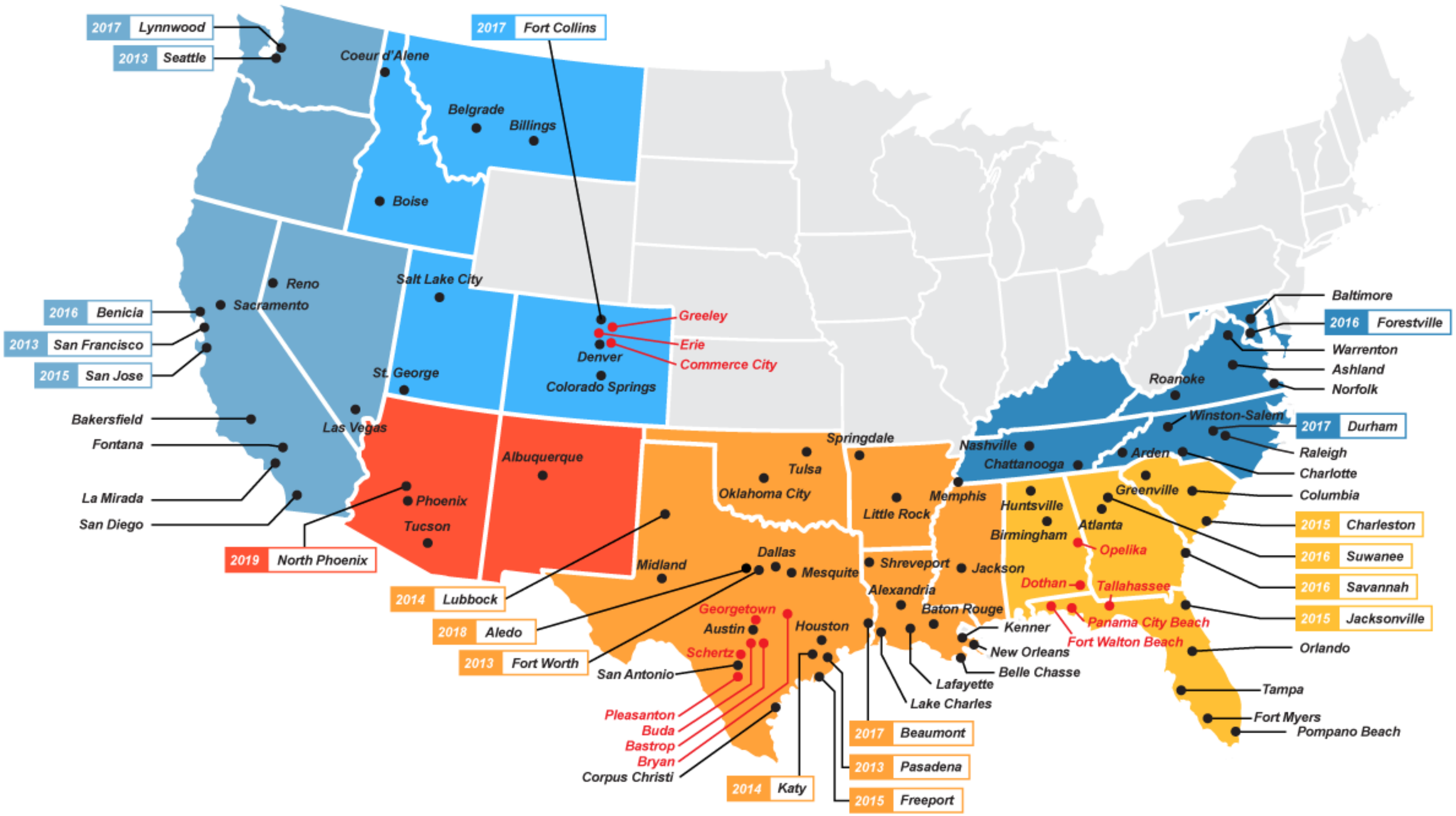
Time Utilization Trends (OEC)



1 - As detailed on slide 26.

Equipment Services

Regional Map - Greenfield and Acquisition Locations



96

Total Locations

Greenfield Opening Year and Count	
YTD	1
2018	1
2017	4
2016	4
2015	4
2014	2
2013	4

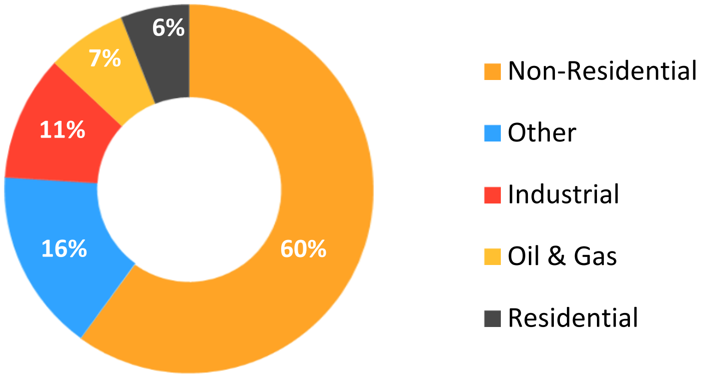
Acquisitions and Location Count	
2019	
We-Rent-It	6
2018	
Rental Inc	5
CEC	3

West Coast	Southwest	Intermountain	Gulf Coast	Southeast	Mid-Atlantic
11% Revenue	6% Revenue	15% Revenue	43% Revenue	10% Revenue	15% Revenue
11% Gross Profit	6% Gross Profit	17% Gross Profit	41% Gross Profit	11% Gross Profit	14% Gross Profit
12 Branches	4 Branches	12 Branches	37 Branches	18 Branches	13 Branches

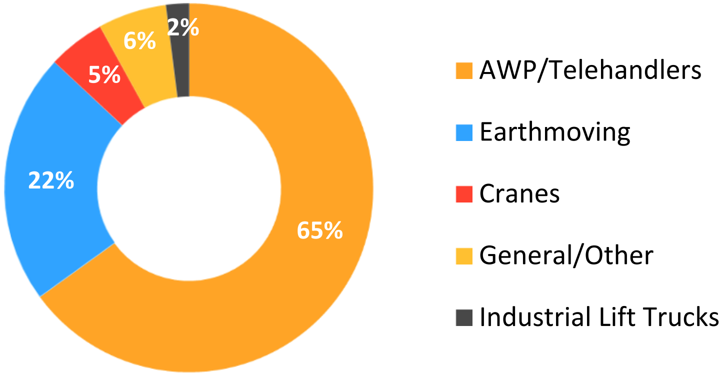
Revenue and gross profit data is as of LTM March 31, 2019.

- Non-residential construction end market focus; equipment on wide variety type of non-residential projects.
- Well-diversified customer base.
- Total industrial end market exposure only 11%; majority of our industrial exposure is ongoing maintenance work.
- Young fleet; 35.2 months as of March 31, 2019 compared to industry average of 46.5 months.
- Fleet is well maintained to extend equipment life.
- 100% transferrable; no specialized fleet.

Total Revenues by End Market[1]



Fleet Mix[2]

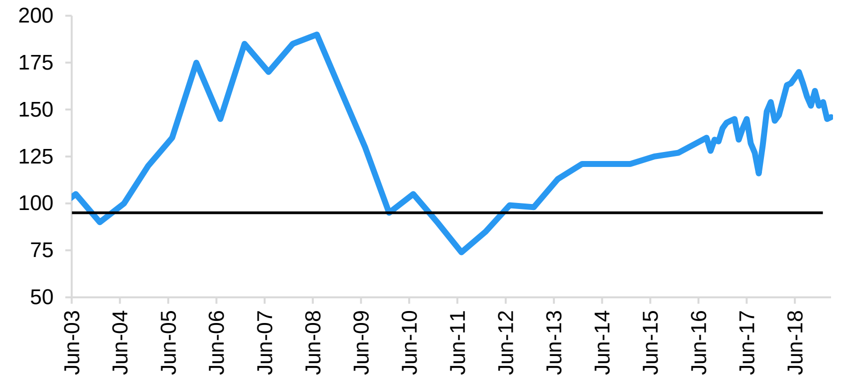


1 – Company data for LTM March 31, 2019.
2 – As of March 31, 2019.

- Demand in non-residential and other end-user construction markets remains solid and broad-based.
- American Rental Association forecasting 2018-2022 North American rental industry revenue growth: CAGR of 5.6% (excluding party and event category).
- The American Institute of Architects is projecting non-residential construction spending to grow 4.4% through 2019.
- Energy-related markets remain strong.
- New Gulf Coast industrial projects continue to be announced.
- State DOTs increasing funding for transportation needs.
- Customer sentiment remains bullish; larger contractor customers indicating solid project pipelines.

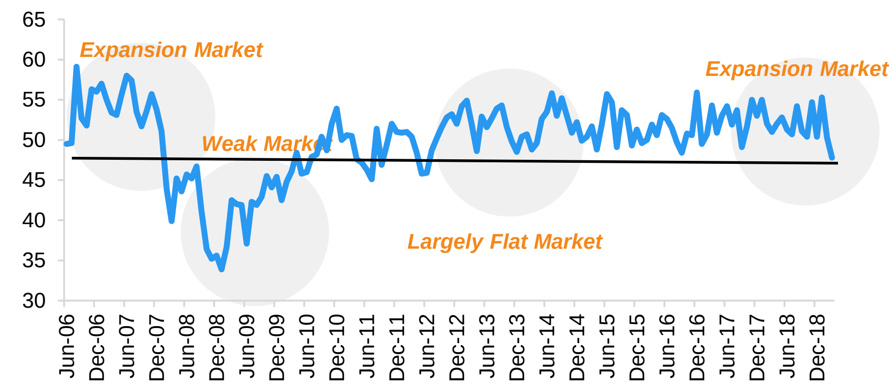
Dodge Momentum Index (DMI)

Source: Dodge Data & Analytics



Architectural Billing Index

Source: American Institute of Architects

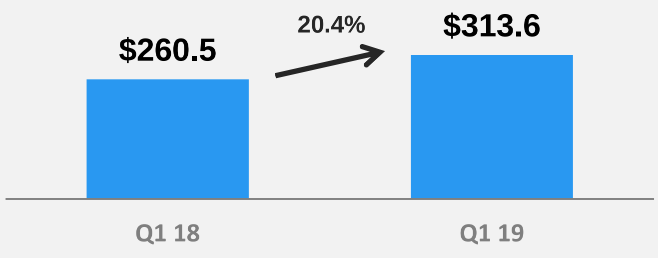


Sources: American Institute of Architects, American Rental Association, Dodge Data and Analytics, Houston Chronicle Fuel Fix, IHS Markit, Louisiana Economic Development and 2019 Wells Fargo Construction Industry Forecast.

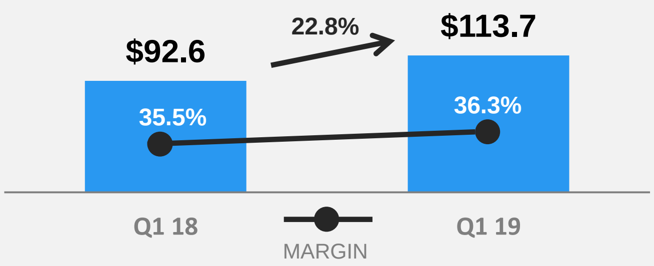
Leslie Magee CHIEF FINANCIAL OFFICER

First Quarter 2019 Financial Overview

Revenues ($MM)



Gross Profit ($MM)

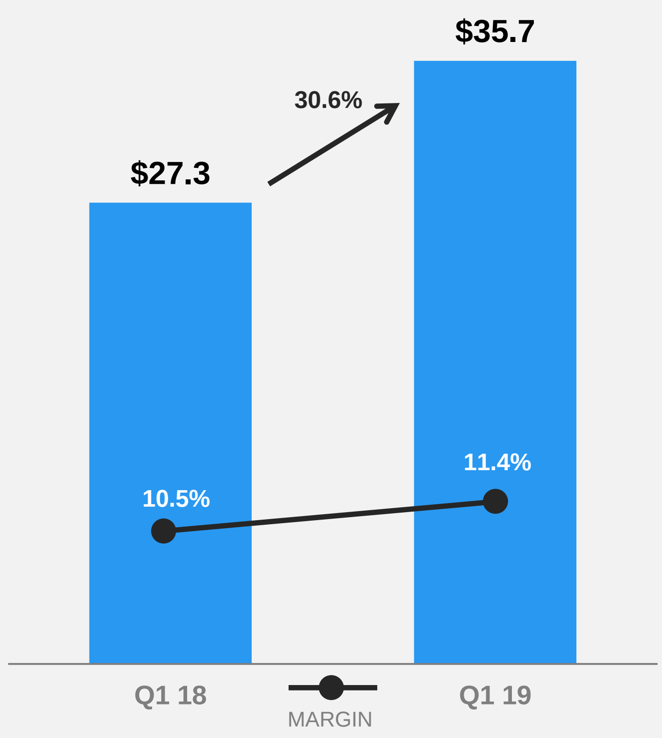


Key Takeaways

- **Revenues increased 20.4%, or $53.2 million.**
  - Strong growth in rentals and equipment sales.
  - Two acquisitions completed since March 31, 2018: Rental Inc.(4/1/18) and We-Rent It (2/1/19).
- **Rental revenue increased 23.4% to $159.7 million vs. $129.4 million a year ago.[1]**
  - Average rates up 2.3% from a year ago; sequential rates up 0.3%.
  - Utilization at 70.0% (on an OEC basis).
  - Significantly larger fleet than a year ago.
- **New equipment sales increased 27.1%, or $12.6 million, to $59.1 million.**
  - Increase is primarily due to an increase in new earthmoving and aerial equipment sales.
- **Used equipment sales increased 19.2%, or $4.8 million, to $29.6 million.**
- **Gross profit increased 22.8%, or $21.1 million.**
  - Gross margin was 36.3% vs. 35.5%; Strong operating performance.
    - Margins by segments Q1 19 vs. Q1 18:
      - Equipment Rentals 44.3% vs. 43.2[1]
        - Rentals 48.7% vs. 47.6%[1]
      - New 11.9% vs. 12.1%
      - Used 35.8% vs. 31.9%
        - Fleet only 37.5% vs 33.1%
      - Parts 26.8% vs. 26.8%; Service 67.9% vs. 66.4%

1 - As detailed on slide 26.

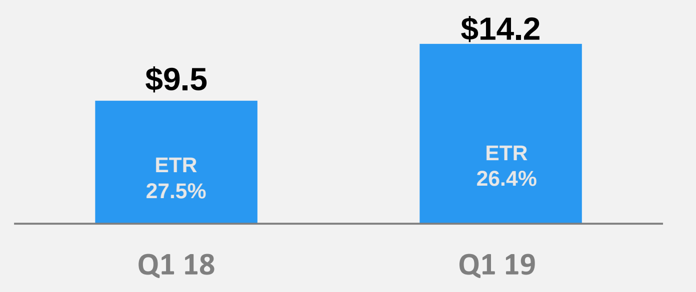
Income from Operations ($MM)



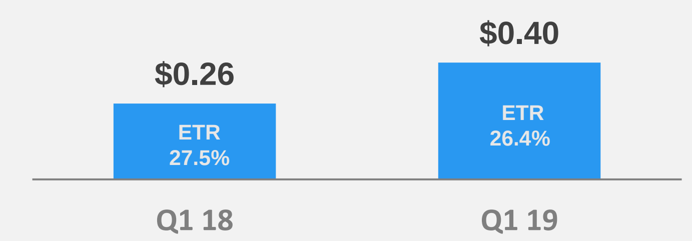
Key Takeaways

- **Income from operations was $35.7 million compared to $27.3 million a year ago, an increase of 30.6% on a 20.4% increase in revenues.**
- **Margins increased to 11.4% in Q1 19 vs. 10.5% in Q1 18; The increase in margin is primarily due to the following:**
  - Strong margin results in our rental and distribution businesses.
  - Modest improvement in operating leverage. SG&A declined as percentage of revenues to 25.1% this quarter from 25.3% a year ago.

Net Income ($MM)



Net Income Per Share ($MM)

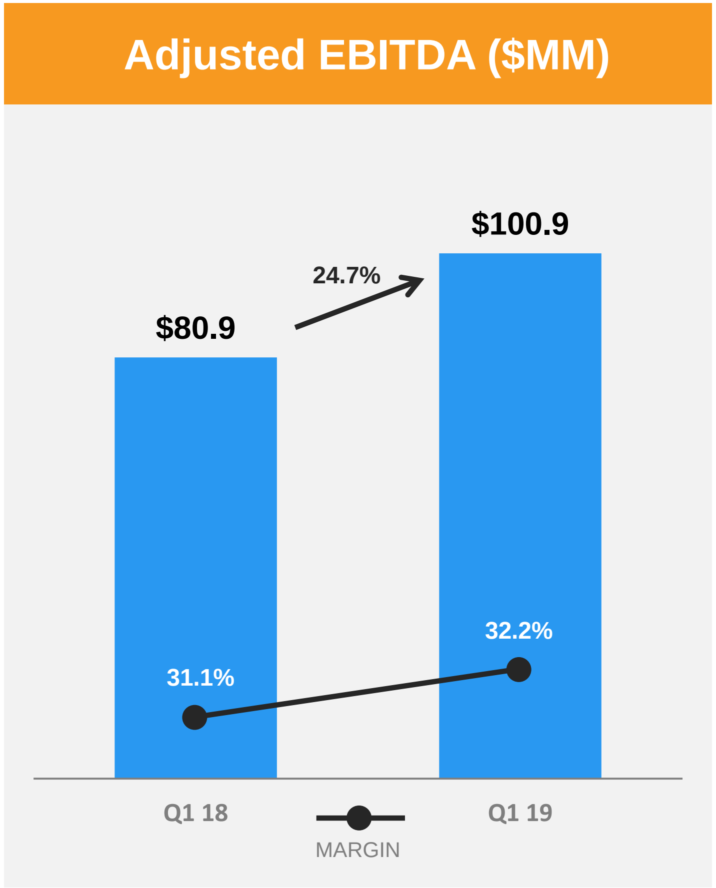


Key Takeaways

- **Net income of $14.2 million compared to net income of $9.5 million in Q1 18.**
- **Diluted net income per share was $0.40 vs. diluted net income per share of $0.26 a year ago.**
    - Effective tax rate ("ETR") was 26.4% vs. 27.5% a year ago.

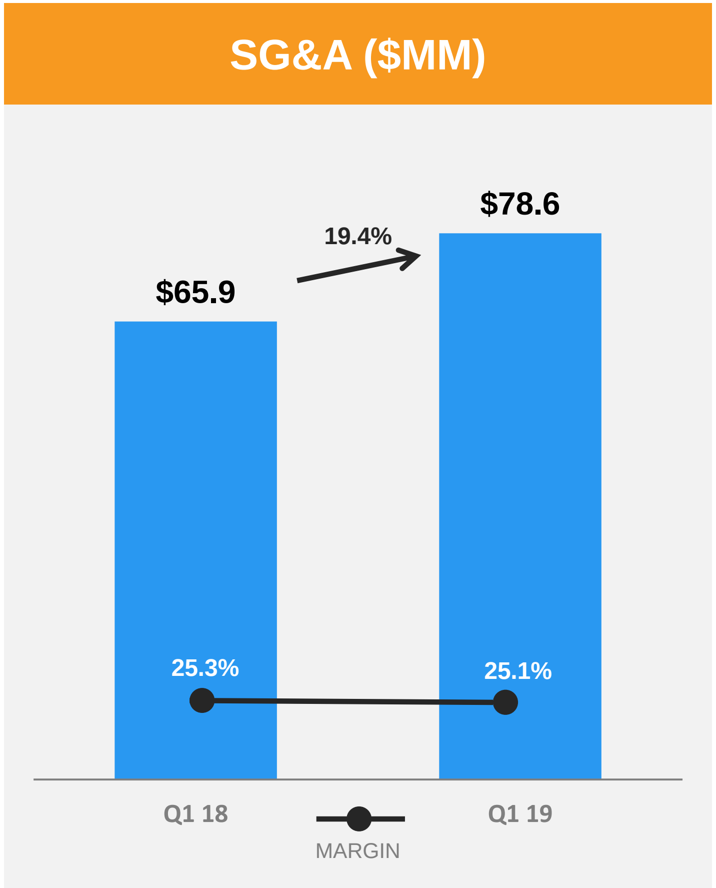
H&E EQUIPMENT SERVICES.

Q1 2019 Adjusted EBITDA



Key Takeaways

- **Results were Adjusted EBITDA of $100.9 million in Q1 19 compared to $80.9 million a year ago.**
    - Adjusted EBITDA increased 24.7% on a 20.4% increase in revenues.
- **Margin was 32.2% compared to 31.1% a year ago primarily due to the following:**
    - Rental, used equipment sales and service segments were positive to year-over-year margins.
    - Modest improvement in operating leverage. SG&A declined as percentage of revenues by 20 basis points to 25.1% this quarter.



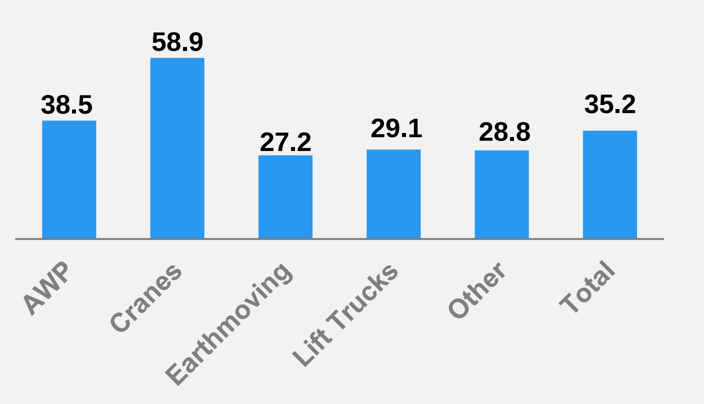
Key Takeaways

- **SG&A was $78.6 million compared to $65.9 million, a $12.8 million increase.**
  - SG&A as a percentage of revenues was 25.1% compared to 25.3% a year ago.
  - Net increase primarily a result of:
    - Higher labor, wages, incentives, related employee benefits costs and other employee expenses of $7.9 million due to acquisitions since March 31, 2018, larger workforce and higher incentive compensation related to our improved profitability.
    - Facility related expenses and liability insurance costs increased $1.4 million and $0.8 million, respectively.
    - Legal and professional fees increased $0.7 million and depreciation and amortization increased $0.7 million.
    - Greenfield branch expansion costs increased $0.7 million compared to a year ago.

Rental Cap-Ex Summary ($MM)

	2013	2014	2015	2016	2017	2018	3 Mos. Ended March 31, 2018	3 Mos. Ended March 31, 2019
Gross Rental CapEx[1]	$303.3	$412.7	$230.2	$218.2	$ 244.7	$ 440.9	$56.1	$69.8
Sale of Rental Equipment	$(114.6)	$(101.4)	$ (99.5)	$ (84.4)	$ (96.1)	$(112.0)	$(23.4)	$(28.3)
Net Rental CapEx	$188.7	$311.3	$130.7	$133.8	$ 148.6	$ 328.9	$32.7	$41.5

Fleet Age by Type (Months)

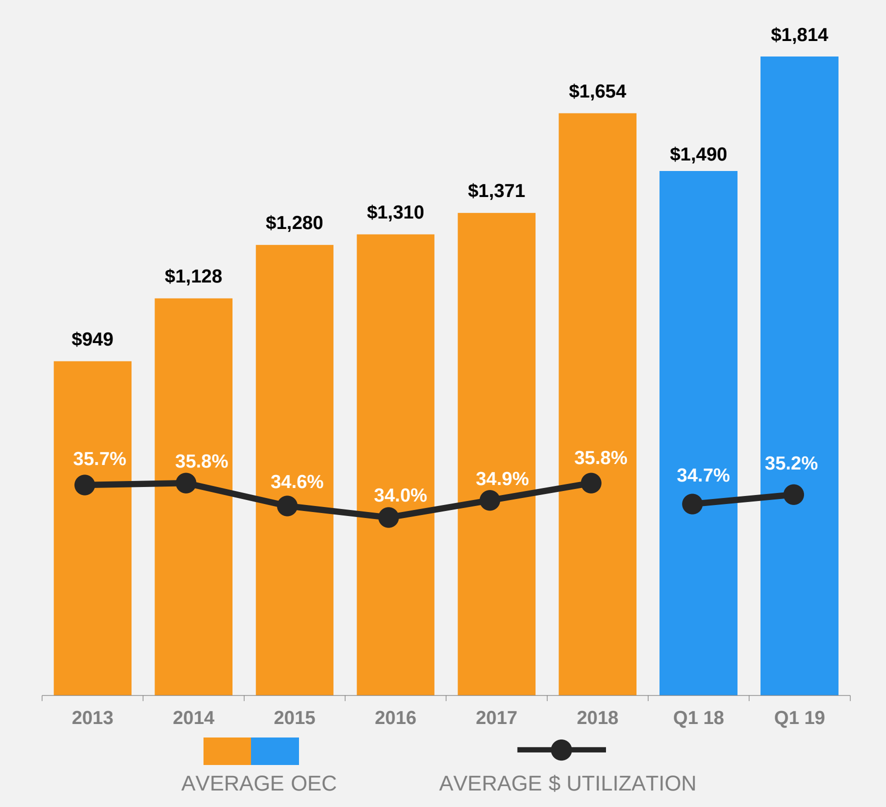


Free Cash Flow Summary ($MM)

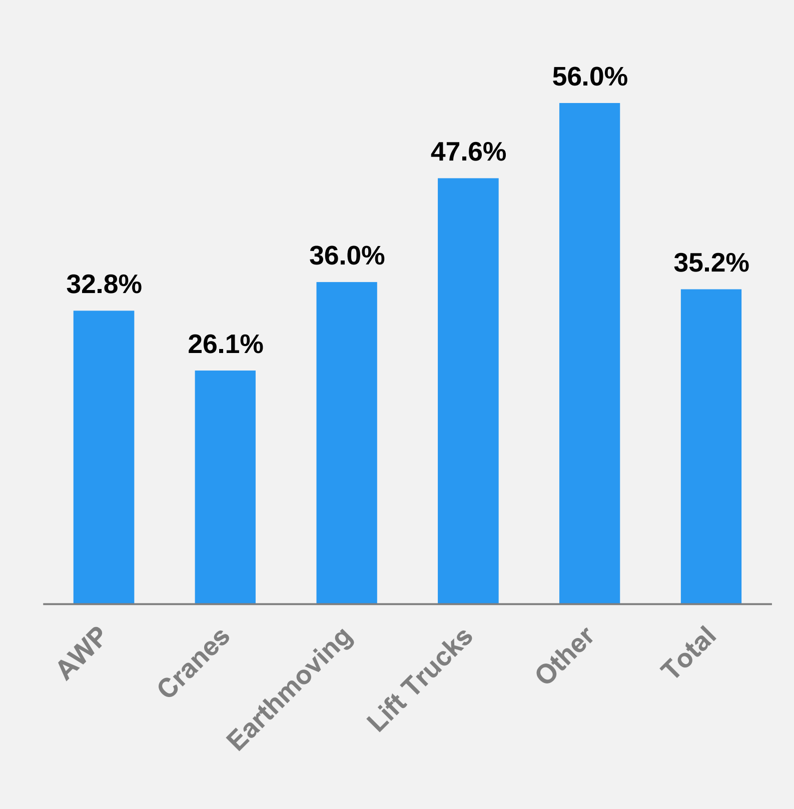
	2013	2014	2015	2016	2017	2018	3 Mos. Ended March 31, 2018	3 Mos. Ended March 31, 2019
Free Cash Flow[2]	$ (40.9)	$ (138.3)	$104.9	$ 62.6	$ 73.1	$ (279.0)	$(117.8)	$(94.3)

NOTE: Fleet statistics as of March 31, 2019.
1 – Gross rental cap-ex includes amounts transferred from new and used inventory considered non-cash asset purchases for purposes of the Consolidated Statement of Cash Flow. Gross rental cap-ex does not include amounts acquired through acquisitions.
2 – We define Free Cash Flow as net cash provided by operating activities less (1) purchases of rental equipment, property and equipment, and acquisition of businesses, net of cash acquired plus (2) proceeds from sales of rental equipment and property and equipment. Please refer to Appendix A for a further description and reconciliation of net cash provided by operating activities to this Non-GAAP measure.

Rental Fleet Statistics[1] ($MM)



$ Utilization by Equipment Type[1]



Note: Fleet statistics as of March 31, 2019.
1 – Represents rental revenues annualized divided by the average original equipment cost.

Capital Structure ($MM)

3/31/19	
Cash	$6.4
Debt:	
Sr. Sec'd Credit Facility (ABL)	$265.6
Senior Unsecured Notes[1]	950.0
Finance Lease Liabilities	0.7
Total Debt	$1,216.3
Shareholders' Equity	262.0
Total Book Capitalization	$1,478.3

Credit Statistics

	2013	2014	2015	2016	2017	2018	LTM Q1 2019
Adj. EBITDA[2] /Total Interest Exp.	5.0x	6.0x	5.9x	5.6x	6.0x	6.4x	6.5x
Total Net Debt[3] /Adj. EBITDA[2]	2.8x	2.8x	2.6x	2.6x	2.4x	2.7x	2.8x
Total Debt /Total Capitalization	88.6%	87.0%	85.1%	84.8%	81.4%	81.4%	82.3%

1 – Senior Unsecured Notes exclude $9.8 million of unaccreted discount; $6.8 million of unamortized premium and $2.0 million of deferred financing costs.
2 – Excludes the impact of the $25.4 million non-recurring item associated with the premiums paid to repurchase and redeem previously outstanding 7% senior unsecured notes, the write-off of unamortized note discount and deferred transaction costs associated therewith and $5.8 million of merger breakup fee proceeds, net of merger costs, of the termination of the merger agreement with Neff Corporation in the third quarter of 2017, $0.7 million of other merger related costs recorded in 2018 and $0.1 million of merger related costs in Q1 19. See Appendix A for a reconciliation of Non-GAAP measures.
3 – Net debt is defined as total debt less cash on hand.

Brad Barber CHIEF EXECUTIVE OFFICER AND PRESIDENT

Conclusion

- **Strong start to year; rental and distribution segments performing well.**
- **With clearer visibility into year, outlook for 2019 continues to remain positive.**
- **Executing on growth strategy through acquisitions and Greenfield/warm-start expansion.**
- **Paid nineteenth consecutive quarterly cash dividend of $0.275 per share on March 8, 2019.**

Appendix A-Unaudited Reconciliation of Non-GAAP Financial Measures

Unaudited Reconciliation of Non-GAAP Financial Measures

EBITDA, Adjusted EBITDA and Free Cash Flow are non-GAAP measures as defined under the rules of the SEC. We define EBITDA as net income (loss) before interest expense, income taxes, depreciation and amortization. For the year ended December 31, 2017, we define Adjusted EBITDA as EBITDA adjusted for (1) merger breakup fees, net of related merger costs, totaling $5.8 million related to the previously proposed acquisition of Neff Corporation and the previously mentioned CEC transaction costs; and (2) a non-recurring $25.4 million item associated with the premiums paid to repurchase and redeem previously outstanding 7% senior unsecured notes and the write-off of unamortized note discount and deferred transaction costs associated therewith. We define Adjusted EBITDA for the year ended December 31, 2018, as EBITDA adjusted for $0.7 million related to recent acquisition costs. We define Adjusted EBITDA for the three month period ended March 31, 2018 and 2019, and for the last twelve months ended March 31, 2019, as EBITDA adjusted for $0.2 million, $0.1 million and $0.7 million, respectively, of transaction costs related to recent acquisitions.

We use EBITDA and Adjusted EBITDA in our business operations to, among other things, evaluate the performance of our business, develop budgets and measure our performance against those budgets. We also believe that analysts and investors use EBITDA and Adjusted EBITDA as supplemental measures to evaluate a company's overall operating performance. However, EBITDA and Adjusted EBITDA have material limitations as analytical tools and you should not consider them in isolation, or as substitutes for analysis of our results as reported under GAAP. We consider them useful tools to assist us in evaluating performance because they eliminate items related to capital structure, taxes and non-cash charges. The items that we have eliminated in determining EBITDA for the periods presented are interest expense, income taxes, depreciation of fixed assets (which includes rental equipment and property and equipment) and amortization of intangible assets and, in the case of Adjusted EBITDA, any other items described above applicable to the particular period. However, some of these eliminated items are significant to our business. For example, (i) interest expense is a necessary element of our costs and ability to generate revenue because we incur a significant amount of interest expense related to our outstanding indebtedness; (ii) payment of income taxes is a necessary element of our costs; and (iii) depreciation is a necessary element of our costs and ability to generate revenue because rental equipment is the single largest component of our total assets and we recognize a significant amount of depreciation expense over the estimated useful life of this equipment. Any measure that eliminates components of our capital structure and costs associated with carrying significant amounts of fixed assets on our consolidated balance sheet has material limitations as a performance measure. In light of the foregoing limitations, we do not rely solely on EBITDA and Adjusted EBITDA as performance measures and also consider our GAAP results. EBITDA and Adjusted EBITDA are not measurements of our financial performance under GAAP and should not be considered alternatives to net income, operating income or any other measures derived in accordance with GAAP.

The Company uses Free Cash Flow in our business operations to, among other things, evaluate the cash flow available to meet future debt service obligations and working capital requirements. However, this measure should not be considered as an alternative to cash flows from operating activities or any other measures derived in accordance with GAAP as indicators of operating performance or liquidity. Additionally, our definition of Free Cash Flow is limited, in that it does not represent residual cash flows available for discretionary expenditures due to the fact that the measure does not deduct the payments required for debt service and other contractual obligations. Therefore, we believe it is important to view Free Cash Flow as a measure that provides supplemental information to our entire statement of cash flows. Further, the method used by our management to calculate Free Cash Flow may differ from the methods other companies use to calculate their Free Cash Flow.

Because EBITDA, Adjusted EBITDA and Free Cash Flow may not be calculated in the same manner by all companies, these measures may not be comparable to other similarly titled measures by other companies.

We have recast certain prior year period information to conform to the current year presentation of hauling fees and related cost of revenues included within Rentals Other rather than included within Other Revenues as previously reported. Upon our adoption of the new lease accounting guidance (ASC 842), certain ancillary fees associated with our equipment rental activities, such as damage waiver income, environmental fees and fuel and other recovery fees, are properly included within our Rental Revenue segment rather than Other Revenues as previously reported. Because we elected to not recast prior periods upon ASC 842 adoption, we recast and presented these amounts on an "As Adjusted" basis to conform to the current year presentation. We use these non-GAAP metrics to provide further detail to evaluate the period over period performance of the Company, and believe these may be useful to investors for this reason. However, you should not consider them in isolation, or as substitutes for analysis of our results as reported under GAAP.

For a reconciliation of historical non-GAAP financial measures to the nearest comparable GAAP measures, see the Non-GAAP reconciliations included further in this presentation.

EBITDA and Adjusted EBITDA GAAP Reconciliation ($ in thousands)

	2013	2014	2015	2016	2017	2018	Q1 2018	Q1 2019	LTM 3/31/19
Net Income	$44,140	$55,139	$44,305	$37,172	$109,658	$76,623	$9,478	$14,243	$81,388
Interest expense	51,404	52,353	54,030	53,604	54,958	63,707	14,653	16,855	65,909
Provision (Benefit) for income taxes	21,007	37,545	31,371	21,858	(50,314)	28,040	3,590	5,109	29,559
Depreciation	138,903	166,514	186,457	189,697	193,245	233,046	52,353	63,668	244,361
Amortization of intangibles	-	-	-	-	-	3,320	705	952	3,567
EBITDA	$255,454	$311,551	$316,163	$302,331	$307,547	$404,736	$80,779	100,827	424,784
Loss on early extinguishment of debt[1]	-	-	-	-	25,363	-	-	-	-
Merger costs, net of merger breakup fee proceeds[1]	-	-	-	-	(5,782)	708	152	119	675
Adjusted EBITDA	$255,454	$311,551	$316,163	$302,331	$327,128	$405,444	$80,931	$100,946	425,459

1 – Adjustments relate to loss from early extinguishment of debt incurred in the third quarter ended September 30, 2017. Adjustment also includes the net merger breakup fee proceeds associated with the terminated merger agreement with Neff Corporation and transaction costs associated with subsequent acquisitions.

Free Cash Flow GAAP Reconciliation ($ in thousands)

	2013	2014	2015	2016	2017	2018	3 Mos. Ended March 31, 2018	3 Mos. Ended March 31, 2019
Net cash provided by operating activities	$138,652	$158,318	$206,620	$176,979	$226,199	$247,211	$28,306	$39,068
Acquisition of business, net of cash acquired	-	-	-	-	-	(196,027)	(125,207)	(106,746)
Purchases of property and equipment	(29,479)	(33,235)	(26,797)	(22,895)	(22,515)	(34,960)	(4,505)	(7,221)
Purchases of rental equipment[1]	(267,465)	(368,491)	(178,772)	(179,709)	(234,209)	(416,600)	(40,654)	(48,644)
Proceeds from sale of property and equipment	2,759	3,657	4,289	3,805	7,506	9,261	785	931
Proceeds from sale of rental equipment	114,595	101,426	99,521	84,389	96,143	112,086	23,430	28,292
Free cash flow	$(40,938)	(138,325)	$104,861	$62,569	$73,124	(279,029)	(117,845)	(94,320)

1 – Purchases of rental equipment as reflected in the Consolidated Statement of Cash Flows exclude non-cash assets transferred from new and used inventory to rental. Transfers from new and used inventory to rental are included below and also shown in the supplemental schedule of non-cash investing and financing activities of the Consolidated Statement of Cash Flows. In addition, the amounts as detailed below are included in gross rental cap-ex on slide 17.

Transfers from New and Used Inventory ($MM)

	2013	2014	2015	2016	2017	2018	3 Mos. Ended March 31, 2108	3 Mos. Ended March 31, 2019
Transfers of new and used inventory	$35.9	$44.2	$51.4	$38.5	$10.5	$24.3	$15.4	$21.1

H&E Equipment Services, Inc.
Unaudited Reconciliation of Non-GAAP Financial Measures
(Amounts in thousands)

$'s in thousands	Quarter Ended 3/31/18[1]					Quarter Ended 3/31/19
	As Previously Reported	Hauling Fees[(a)]	As Currently Reported	Other Rental Fees[(b)]	As Adjusted	As Currently Reported
REVENUES						
Equipment rentals [2]						
Rentals	$ 129,361	$ -	$ 129,361	$ -	$ 129,361	$ 159,660
Rentals other	-	7,677	7,677	6,267	13,944	16,469
Total equipment rentals	129,361	7,677	137,038	6,267	143,305	176,129
New equipment sales	46,493	-	46,493	-	46,493	59,103
Used equipment sales	24,853	-	24,853	-	24,853	29,634
Parts sales	28,151	-	28,151	-	28,151	30,428
Services revenues	15,036	-	15,036	-	15,036	15,568
Other	16,588	(7,677)	8,911	(6,267)	2,644	2,776
Total revenues	260,482	-	260,482	-	260,482	313,638
COST OF REVENUES						
Rental depreciation	46,469	-	46,469	-	46,469	57,148
Rental expense	21,272	-	21,272	-	21,272	24,768
Rental other	-	12,100	12,100	1,565	13,665	16,275
						98,191
	67,741	12,100	79,841	1,565	81,406	98,191
New equipment sales	40,845	-	40,845	-	40,845	52,099
Used equipment sales	16,937	-	16,937	-	16,937	19,012
Parts sales	20,617	-	20,617	-	20,617	22,289
Services revenues	5,050	-	5,050	-	5,050	5,004
Other	16,707	(12,100)	4,607	(1,565)	3,042	3,343
Total cost of revenues	167,897	-	167,897	-	167,897	199,938
GROSS PROFIT						
Equipment rentals						
Rentals	61,620	-	61,620	-	61,620	77,744
Rentals other	-	(4,423)	(4,423)	4,702	279	194
	61,620	(4,423)	57,197	4,702	61,899	77,938
New equipment sales	5,648	-	5,648	-	5,648	7,004
Used equipment sales	7,916	-	7,916	-	7,916	10,622
Parts sales	7,534	-	7,534	-	7,534	8,139
Services revenues	9,986	-	9,986	-	9,986	10,564
Other	(119)	4,423	4,304	(4,702)	(398)	(567)
Total gross profit	$ 92,585	$ -	$ 92,585	$ -	$ 92,585	$ 113,700
GROSS MARGIN						
Equipment rentals						
Rentals	47.63%	-	47.63%	-	47.63%	48.69%
Rentals other	-	-57.61%	-57.61%	75.03%	2.00%	1.18%
	47.63%	-57.61%	41.74%	75.03%	43.19%	44.25%
New equipment sales	12.15%	-	12.15%	-	12.15%	11.85%
Used equipment sales	31.85%	-	31.85%	-	31.85%	35.84%
Parts sales	26.76%	-	26.76%	-	26.76%	26.75%
Services revenues	66.41%	-	66.41%	-	66.41%	67.86%
Other	-0.72%	57.61%	48.30%	-75.03%	-15.05%	-20.43%
Total gross margin	35.54%	-	35.54%	-	35.54%	36.25%

1 (a) We have recast the prior year period information to conform to the current year presentation of hauling fees and related cost of revenues included within Equipment Rentals rather than included within Other Revenues as previously reported.

(b) Upon our adoption of the new lease accounting guidance (ASC 842), certain ancillary fees associated with our equipment rental activities, such as damage waiver income, environmental fees and fuel and other recovery fees, are properly included within our Rental Revenue segment rather than Other Revenues as previously reported. Because we elected to not recast prior periods upon ASC 842 adoption, this table recasts these amounts on an "As Adjusted" basis to conform to the current year presentation.

2 Pursuant to SEC Regulation S-X, our equipment rental revenues are aggregated and presented in our unaudited consolidated statements of income in this press release as a single line item, "Equipment Rentals". This table disaggregates our equipment rental revenues for discussion and analysis purposes only.

H&E EQUIPMENT SERVICES®

RENTALS | SALES | PARTS | SERVICE