

Introducing Terex Corporation



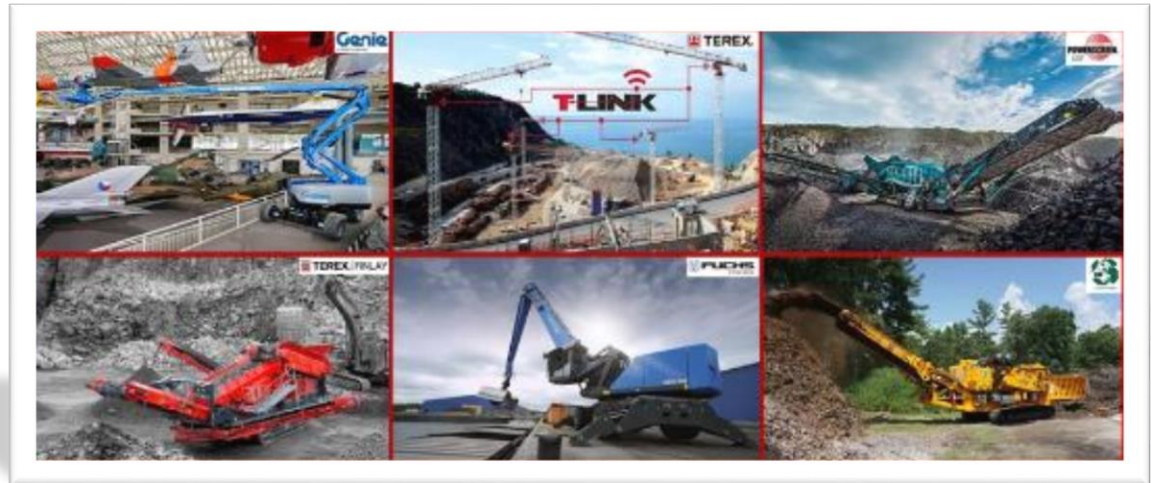
Introducing Terex Corporation



Welcome!

This presentation will give you an introduction to:

- ▶ Who we are
- ▶ Our products
- ▶ Our markets
- ▶ Sources of additional information



Thank you for your interest in Terex Corporation.

This presentation is not designed to address our financial performance or our strategy. Please see "Additional Information" at the end of our presentation for sources of more information on Terex Corporation.

Terex Corporation is a global corporation that...

- ▶ **Manufactures** Mobile Elevating Work Platforms (MEWPs, or aerial work platforms) and telehandlers, utilities industry equipment, materials processing machinery, and tower and rough terrain cranes.
- ▶ **Designs, builds and supports** top quality products used in construction, maintenance, manufacturing, energy, and minerals and materials management applications.
- ▶ **Engages with our customers** from initial specification and financing to parts and service support.
- ▶ Provides customers with a **superior ownership experience** while enabling them to earn a **solid return on their investment**.

Our Mission



- ▶ To provide solutions to our machinery and industrial product customers that yield superior productivity and return on investment

Our Vision



- ▶ To be the **safest and best place to work** in the industry
- ▶ To be the **most customer-responsive** Company in the industry, as determined by our customers
- ▶ To be the most **profitable** Company in the industry, as measured by return on invested capital (ROIC)

Our Purpose



► To help improve the lives of people around the world



Our Values



Terex is committed to the six “**Terex Way values**” and to creating and sustaining a **Zero Harm** safety culture.

The Terex Way



Diversity, Equity & Inclusion



Terex is a competitive business that is committed to attracting, developing and retaining the best talent to be part of our team. We embrace diversity across a variety of dimensions and see it as a key to our success. We believe that diversity in such dimensions as gender, culture, race, ethnicity, experience and thought will ensure better decision-making and create a workplace where we continuously improve and innovate.



We are committed to being fair and impartial in our decisions, ensuring **equity** within our workplace. By doing so, we will create a sense of inclusion for all our team members. We are committed to making Terex the kind of place where every team member feels valued, listened to, and appreciated.

We have a vibrant, global initiative that in particular was designed to increase our representation of women, because we recognize that women are often under-represented in manufacturing organizations. We are expanding our focus areas to include race and ethnicity to ensure that members of under-represented groups have a sense of belonging and can thrive.

At Terex, we believe that having a talented workforce is not just about hiring the right people. It's about creating an environment where our team members can reach their full potential.

Terex Executive Leadership Team



Key:

Name

Title

Year joined Terex



John L. Garrison, Jr.
Chairman, President & CEO
President, Aerial Work Platforms
2015



John D. Sheehan
SVP and Chief Financial Officer
2016



Stacey B. Babson-Smith
VP, Chief Ethics & Compliance Officer
2002



Andrew Campbell
VP, Chief Information Officer
2016



Amy J. George
SVP HR, Chief Human Resources Officer
2007



Kieran Hegarty
President, Materials Processing
1999



Scott J. Posner
SVP, General Counsel & Secretary
2004

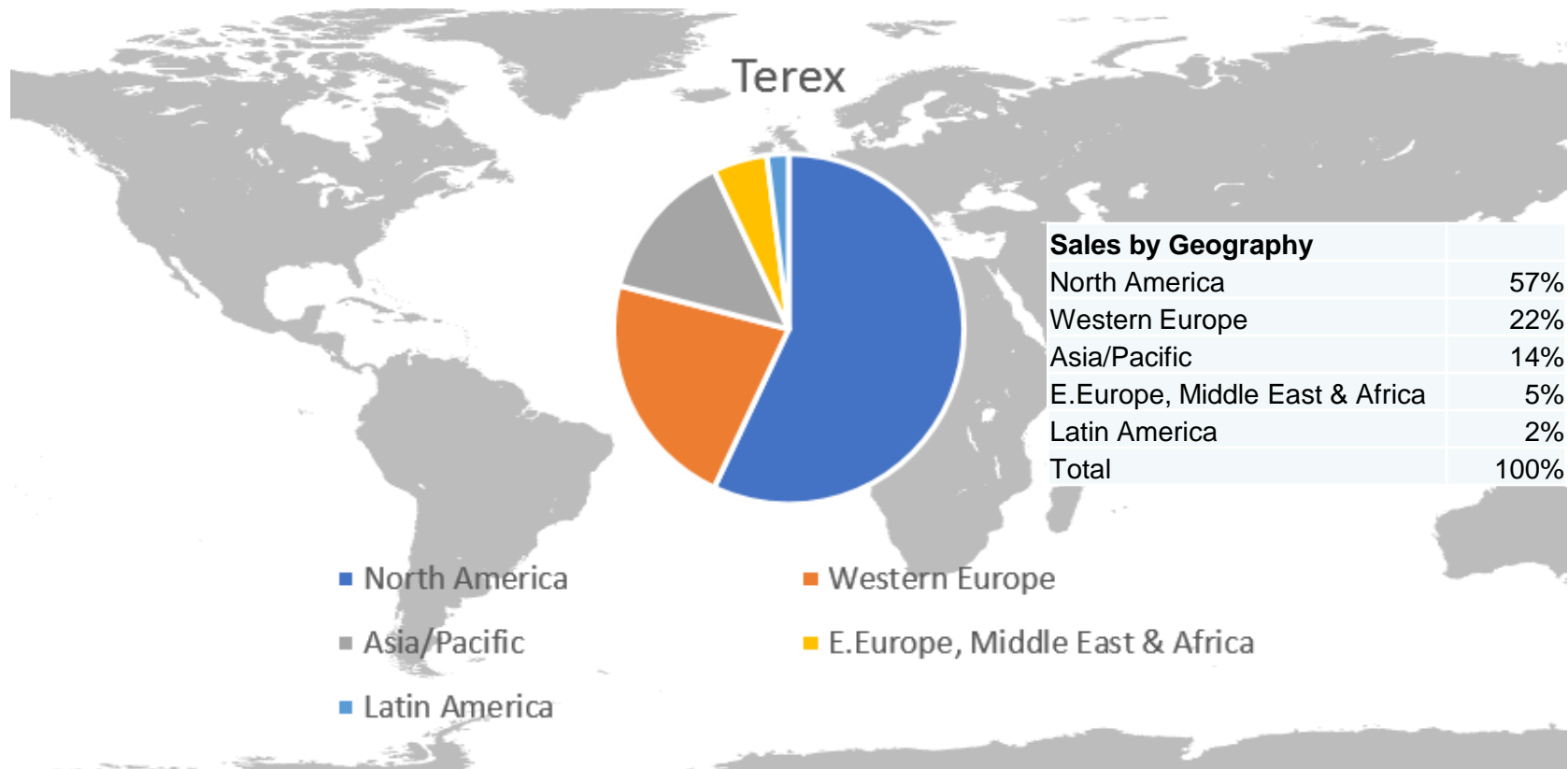


Randy S. Williamson
VP, Corp. Dev. & Chief Strategy Officer
2007

Who We Are Today



- ▶ We are a Geographically Diverse Company Organized in 2 Business Segments
- ▶ More than 80% of Sales are Generated in Markets Where Terex is a Top 3 Leader



All Terex – FY 2019 Sales by Geography

Source: Terex Corporation 2019 Annual Report to Shareholders

Terex Business Segments



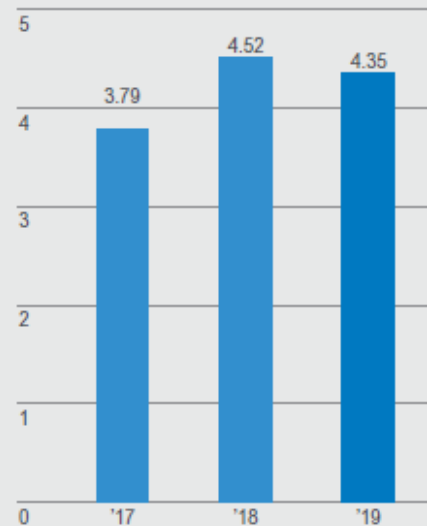
- ▶ Aerial Work Platforms (AWP)
- ▶ Materials Processing (MP)



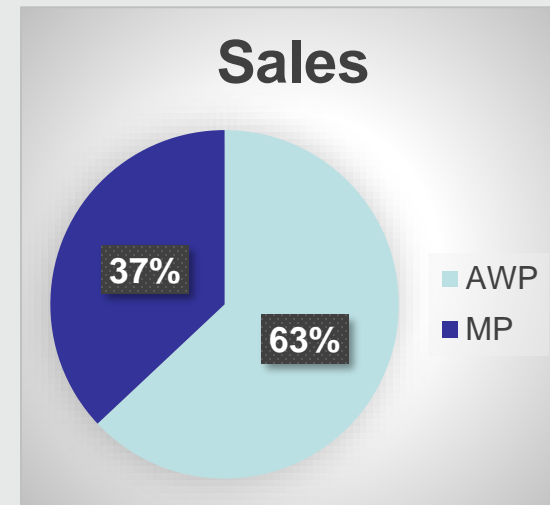
FY 2019 Full-Year Revenues

Terex 2019 Financial Highlights

**Consolidated
Net Sales**
(USD in Billions)



**Net Sales
by Segment**



Note: Reflects recast of 1/1/2020 move of Towers & Rough Terrain Cranes from Corp. & Other to Materials Processing; recast results are unaudited.

Our Brands



Terex markets its products with a powerful portfolio of brands with decades of recognition and equity in their industries, including:



Branded Equipment:

- Light Towers
- Tower Cranes
- Rough Terrain Cranes
- Modular, Portable and Static Crushing & Screening Equipment
- Washing Systems
- Conveying Systems
- Utilities Industry Equipment



Branded Equipment:

Mobile Elevating Work Platforms:

- Boom Lifts
- Scissor Lifts
- Mast Lifts
- Material Lifts
- Telehandlers



Branded Equipment:

- Crushing Equipment
- Screening Equipment
- Conveying Equipment



Branded Equipment:

- Crushing Equipment
- Screening Equipment
- Conveying Equipment



Branded Equipment:

- Crushing Equipment
- Screening Equipment
- Conveying Equipment



Branded Equipment:

- Waste Material Handlers
- Scrap Material Handlers
- Port Material Handlers
- Timber Material Handlers



Branded Equipment:

- Pick and Carry Cranes



Branded Equipment:

- Shredders
- Recycling Screens
- Trommels
- Waste Handlers
- Windrow Turners
- Tracked Conveyors



Branded Equipment:

- Grinders
- Chippers
- Flails
- Shredders
- Stationary Systems
- Screening Systems



Branded Equipment:

- Front Discharge Mixer Trucks



Branded Equipment:

- Crushing Equipment
- Screening Equipment



Branded Equipment:

- Bulk Reception Feeder
- Telescopic Conveyor
- Tracked Conveyor



Branded Equipment:

- Bridge Pavers
- Highway/Airport Pavers
- Canal Pavers
- Texture/Curing Machines
- Work Bridges



Terex Aerial Work Platforms



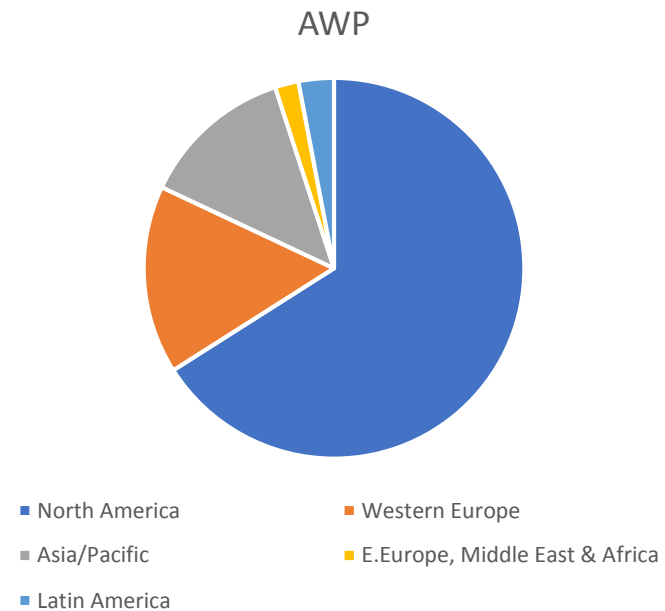
Our Aerial Work Platforms segment has two businesses:



Terex Aerial Work Platforms



FY 2019 Sales by Geography



Source: Terex Corporation 2019 Annual Report to Shareholders



► What are aerial work platforms?

Our Genie business manufactures aerial work platforms, also known as Mobile Elevating Work Platforms (MEWPs), which are used to safely lift personnel and material to height. These are productivity and safety tools that make workers more efficient by quickly and safely allowing them to work and maneuver above the ground.

► Who are our customers?

End users of mobile elevating work platforms typically rent from equipment rental companies for specific projects; therefore, the majority of our equipment sales are to equipment rental companies.

► What drives demand?

Non-residential construction and infrastructure projects (bridges, public works, etc.) drive demand for MEWPs. Maintenance work of industrial and public facilities are other key drivers, as well as industrial applications such as oil and gas.

- ▶ Boom Lifts
- ▶ Scissor Lifts
- ▶ Telehandlers
- ▶ Portable Aerial Work Platforms
- ▶ Material Lifts
- ▶ Light Towers



Boom Lifts



► **Telescopic Boom**



► **Articulating Boom**

- Self-propelled and trailer-mounted machines to lift personnel to height in various types of terrain
- **Applications:** Used for non-residential construction, infrastructure, and general commercially oriented industrial projects
- **Manufacturing Locations:**
 - Redmond, WA, USA
 - Moses Lake, WA, USA
 - Rock Hill, SC, USA
 - Umbertide, Italy
 - Changzhou, China



Scissor Lifts



- ▶ Mobile vertical access including rough terrain
- ▶ **Applications:** Interior and exterior construction and maintenance work
- ▶ **Manufacturing Locations:**
 - Redmond, WA, USA
 - Changzhou, China



Telehandlers



- ▶ Heavy duty telescopic booms primarily used for material handling
- ▶ **Applications:** include residential and non-residential construction, as well as industrial applications such as oil and gas
- ▶ **Manufacturing Locations:**
 - Oklahoma City, OK, USA
 - Umbertide, Italy

Portable Aerial Work Platforms



- ▶ Compact, manual and self-propelled machines to lift personnel and material to height
- ▶ **Applications:** Used for residential and non-residential construction, and general commercially oriented industrial maintenance projects
- ▶ **Manufacturing Location:**
 - Redmond, WA, USA
 - Rock Hill, SC, USA

Material Lifts



- ▶ Easy one-person transport, setup and operation to lift materials to height
- ▶ **Applications:** Used for residential and non-residential construction, and general commercially oriented industrial maintenance projects
- ▶ **Manufacturing Location:**
 - Redmond, WA, USA



Light Towers

- ▶ Compact and portable solutions to illuminate poorly-lit or nighttime jobsites
- ▶ **Applications:** Heavy-duty design accommodates a variety of applications, from construction sites and sporting events to mining and oil fields
- ▶ **Manufacturing Location:**
 - Rock Hill, SC, USA



Terex Utilities Overview



► How are Terex Utilities products used?

Products from AWP's Terex Utilities business include aerial devices and digger derricks installed on a truck or track chassis and used for overhead electric line construction, live-line maintenance and tree trimming. Aerial devices have insulated boom sections, allowing users to work safely on live power lines. Developing markets such as China are adopting live-line work practices with expectations of developing reliable power.

► Who are our customers?

Utility customers include investor-owned, cooperative and public power electric utilities, contractors, rental and tree trimming companies, and companies that rent equipment to customer segments.

► What drives demand?

Utility demand is driven by initiatives to improve overall reliability through new and updated infrastructure, integrate clean and renewable energy sources and growing international demand for electricity.



- ▶ **Aerial Equipment**
- ▶ **Digger Derricks**
- ▶ **Parts, Tools & Accessories**

Aerial Equipment



- ▶ Multiple telescopic and articulating aerial models support working heights from 40 feet to 120 feet
- ▶ Predominantly used for insulated live line work
- ▶ **Primary applications:** include electrical utility work and tree trimming
- ▶ **Manufacturing Location:**
 - Watertown, SD, USA



Digger Derricks



- ▶ Digger Derricks are mounted on various chassis platforms
- ▶ **Applications:** Used for initial pole deployment and ongoing pole/line maintenance in electricity distribution/transmission and telecommunications
- ▶ **Manufacturing Location:**
 - Watertown, SD, USA



Terex Services (USA)



- ▶ Terex Services perform various repair, maintenance, rebuild and inspection services to help keep customers' equipment working efficiently and safely
- ▶ Resources include 19 Service Centers and a network of mobile field service technicians to serve customers in the United States



Terex Materials Processing

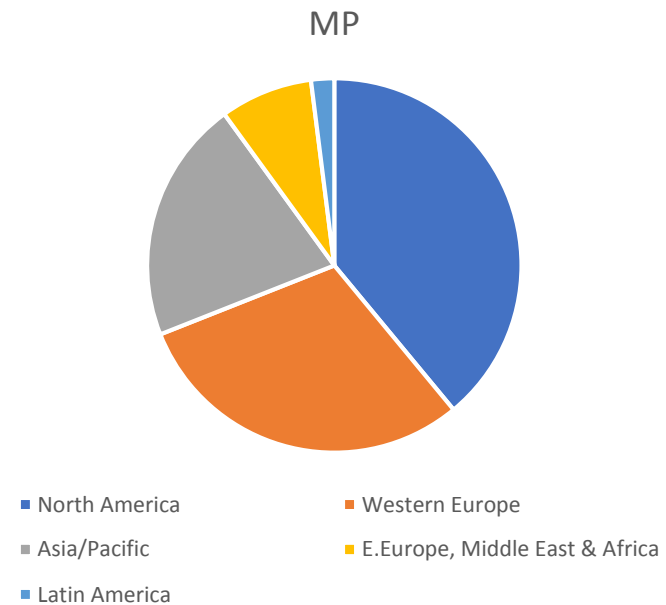


Our Materials Processing segment includes more than a dozen brands and product lines serving diverse end-market applications globally





FY 2019 Sales by Geography



Source: Terex Corporation 2019 Annual Report to Shareholders

Materials Processing Overview



► How are Materials Processing products used?

Products from our Materials Processing business segment **add value to materials** by breaking down rocks, recycled materials or minerals into smaller sizes/shapes and screening and washing to grade and clean these materials. We also offer wood and biomass chippers, material handlers, conveyors as well as concrete mixers, roller pavers and pick and carry cranes.

► Who are our customers, and how do we distribute our products?

Customers include quarries, contractors that perform commercial and infrastructure projects, mines, demolition recyclers, and the timber and biofuel industries. Materials processing equipment is distributed primarily through independent distributors with expert application knowledge.

► What drives demand?

Materials processing demand is driven by commercial construction, road building/ infrastructure, mineral demand and recycling.

End Market Applications

Mining,
Quarrying, &
Concrete

Road & Rail
Construction

Land
Clearing &
Demolition

C&D
Recycling

Forestry

Green
Waste/
Compost

Material &
Scrap
Handling

General
Construction

Size
Reduction

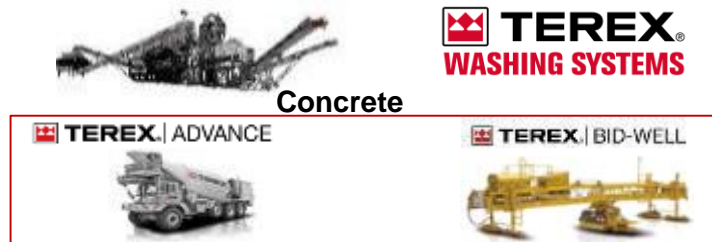
Separation

Downstream
& Adjacent

Crushing & Screening



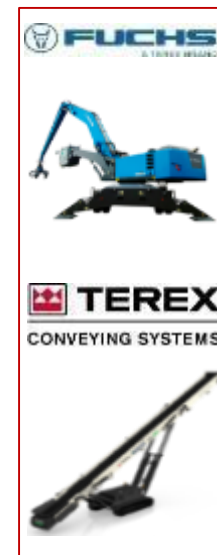
Concrete



Environmental



Material Handling



Lifting



Terex Materials Processing Products



- ▶ **Powerscreen®** - mobile crushing and screening equipment
- ▶ **EvoQuip®** - compact mobile crushing and screening equipment
- ▶ **Terex® Finlay** - mobile crushing and screening equipment
- ▶ **Terex MPS** - modular, portable and static crushing and screening systems
- ▶ **Terex® Ecotec and CBI®** - equipment for forestry, C&D recycling, waste processing and biomass applications
- ▶ **Terex Washing Systems** - equipment for use in washing sand and aggregates
- ▶ **Fuchs® Material Handlers** - material handlers for scrap, recycling, forestry, waste and port applications
- ▶ **Terex® Advance Mixer Trucks**
- ▶ **Terex® Bid-Well Roller Pavers**
- ▶ **Franna® Pick and Carry Cranes** - mine sites, fabrication yards and commercial construction
- ▶ **Terex Tower and Rough Terrain Cranes**



Powerscreen®



EvoQuip®



Terex® Finlay



Terex® MPS



CBI®



Terex® Ecotec



Terex Washing Systems



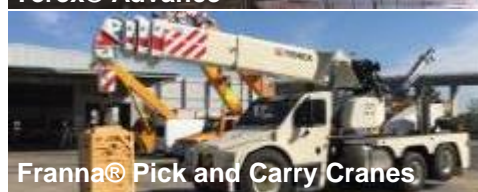
Fuchs®



Terex® Advance



Terex® Bid-Well



Franna® Pick and Carry Cranes



Tower and Rough Terrain Cranes



- ▶ Powerscreen® Jaw, Cone and Impact crushers reduce the size of rocks, recycled materials and minerals
- ▶ Incline and horizontal screeners grade and size materials
- ▶ **Applications:** Quarrying, road building/infrastructure, recycling and mining
- ▶ **Manufacturing Locations:**
 - Dungannon and Omagh, Northern Ireland, UK
 - Hosur, India





- ▶ Terex Finlay Jaw, Impactor and Cone Crushers reduce the size of rocks, recycled materials and minerals
- ▶ Terex Finlay Inclined, Heavy Duty and horizontal screeners grade and size materials
- ▶ Terex Finlay developed a comprehensive range of robust, reliable and efficient bulk material handling and stockpiling solutions
- ▶ **Applications:** Quarrying, road building/infrastructure, recycling and mining
- ▶ **Manufacturing locations:**
 - Omagh and Dungannon, Northern Ireland
 - Hosur, India



EvoQuip® Compact Crushing / Screening



- ▶ Compact Crushing & Screening product line
- ▶ **Applications:** Quarrying, landscaping, building & construction, farming & agriculture
- ▶ **Manufacturing Locations:**
 - Dungannon and Omagh, Northern Ireland, UK

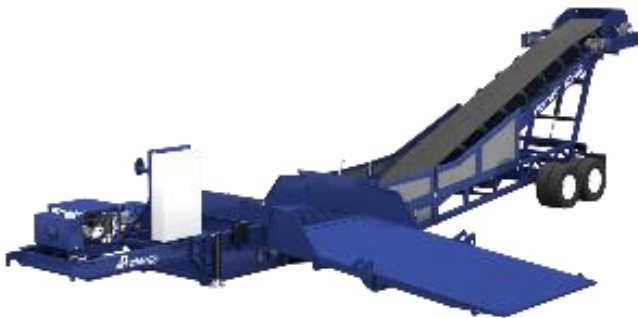


► **ProStack:**

- Feeders
- Telescopic conveyors
- Truck unloaders

► **Applications:** Used for bulk material handling and product stockpiling industries

► **Manufacturing Locations:**
Hosur, India and Campsie, Northern Ireland, UK





- ▶ Modular, portable and static plants for processing of aggregate and mineral products:
 - Americas: Cedarapids, Canica, Simplicity
 - Australia: Terex Jaques
- ▶ **Applications:** Mining, Construction Aggregates, Quarry, Sand & Gravel, Industrial Minerals, Demolition Materials, Recycling
- ▶ **Manufacturing Locations:**
 - Oklahoma City, OK & Durand, MI, USA
 - Hosur, India
 - Melbourne, Australia
 - Coalville, UK

CBI® Materials Processing Equipment



- ▶ CBI® stationary systems come in all shapes and sizes – indoor/outdoor; from simple stand-alone Grizzly Mills® to complete multi-dimensional systems

- ▶ **Applications:**

- Land Clearing, Forestry Debris
- Construction & Demolition Waste
- Saw Mills, Pulp Mills, Biomass to Energy Plants
- Pellet Mills, Wood Pellet Production
- Coal, Trash, Incineration Plants
- MSW Processing

- ▶ **Manufacturing Location:**

- Newton, NH USA





- ▶ Terex® Ecotec offers a comprehensive range of slow, medium and high speed shredders, trommel and recycling screens, waste handlers, windrow turners and conveyors

- ▶ **Applications:**

- MSW Processing
- Construction & demolition waste
- Commercial & industrial waste
- Compost
- Biomass

- ▶ **Manufacturing Locations:**

- Dungannon and Campsie, Northern Ireland, UK



Terex® Washing Systems



- ▶ Washing systems to clean and grade materials
- ▶ Ease of transportation and fast onsite installation
- ▶ **Applications:** Quarrying, road building/ infrastructure, recycling and mining
- ▶ **Manufacturing Locations:**
 - Dungannon and Omagh, Northern Ireland, UK
 - Hosur, India





- ▶ Fuchs® material handlers use grapples, magnets or clamshell attachments to move, load and unload material
- ▶ **Applications:** Scrap metal, recycling, logging, port and intermodal loading/unloading
- ▶ **Manufacturing Location:**
- Bad Schönborn, Germany



Terex® Advance Mixer Trucks



▶ Terex® Advance Concrete Mixer Trucks

- Front discharge, ready mix concrete trucks
- Transport concrete for commercial and residential construction

▶ Applications:

- Ready-Mix Concrete providers
- Multi-national Construction and RM concrete producers
- Regional and Local RM concrete providers

▶ Manufacturing Location:

- Fort Wayne, IN, USA



Terex® Bid-Well Roller Pavers



▶ Terex® Bid-Well Concrete Roller Pavers

▶ Concrete paving products and support equipment

▶ **Applications:** Used for bridge, road, airport and parking lot construction

▶ **Manufacturing Location:**

- Canton, SD, USA



Franna® Pick & Carry Cranes



- ▶ Pick-and-carry mobile lifting solution
- ▶ Capacity: 15 – 40 tons (metric) 17 – 44 tons (US)
- ▶ **Applications:** Zero outrigger, easy-to-use taxi crane; useful for site work such as mine sites, fabrication yards and commercial construction
- ▶ **Manufacturing Location:**
 - Brisbane, Australia

Terex® Rough Terrain Cranes

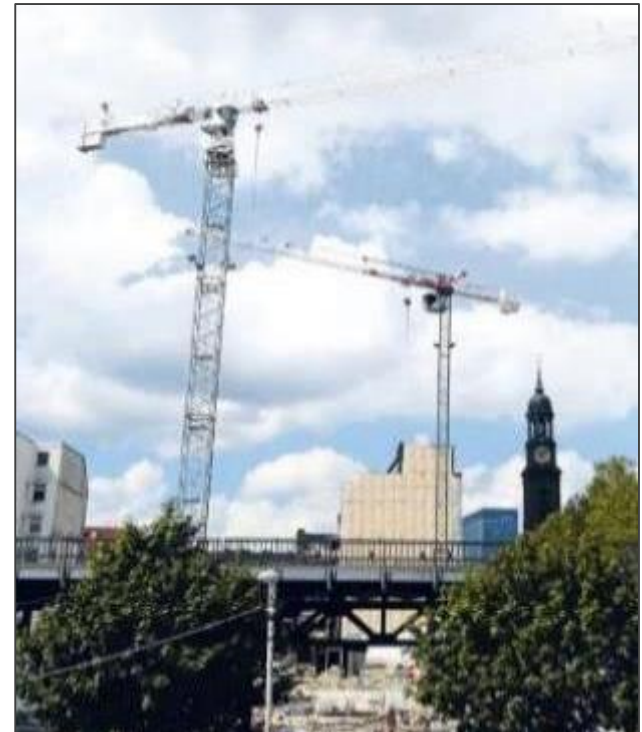


- ▶ Designed for off-road applications and confined spaces
- ▶ Capacity Classes:
 - 35 – 90 tons (metric)
 - 39 – 100 tons (US)
- ▶ **Applications:** Infrastructure, petrochemical, mining and non-residential construction
- ▶ **Manufacturing Location:**
 - Crespellano, Italy

Terex® Tower Cranes



- ▶ **Terex manufactures a variety of tower cranes:**
 - Flat Top Tower Cranes
 - Hammerhead Tower Cranes
 - Luffing Jib Tower Cranes
 - Self-Erecting Tower Cranes
- ▶ **Capacity:** 1 – 66 tons (metric)
1 – 73 tons (US)
- ▶ **Applications:** Used in the construction of multistory buildings, particularly in urban areas, bridges, refineries and power plants
- ▶ **Manufacturing Location:**
 - Fontanafredda, Italy



Financial Solutions that Work

Terex Financial Services assists our customers in all areas of asset management, from the analysis of future equipment values through the disposition of used equipment.

- ▶ Wide range of effective finance and leasing solutions, structured to complement customers' cash flow and budgets
- ▶ Knowledgeable team of finance professionals who understand the unique challenges of our customers' businesses and their financial goals and requirements
- ▶ Reliable, flexible and responsive service



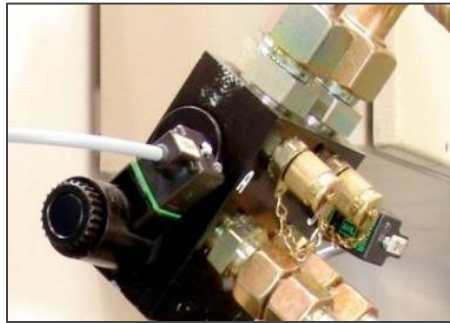
Terex Delivers Global Support on a Local Level

We're committed to keeping your equipment in service to maximize your return on investment, so whether support comes from your local dealer or direct from the factory, you can depend on Terex.

- ▶ Extensive network of distributors
- ▶ Local parts delivery programs
- ▶ Technical support
- ▶ Hands-on training programs



Additional Information



Additional information can be found at www.terex.com including:

- ▶ Investor information and resources
- ▶ Recent news
- ▶ Product guide
- ▶ Career opportunities

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Thank you for your interest in Terex Corporation.