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.
Who We Are

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.
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

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Year joined Terex</th>
</tr>
</thead>
<tbody>
<tr>
<td>John L. Garrison, Jr.</td>
<td>Chairman, President &amp; CEO</td>
<td>2015</td>
</tr>
<tr>
<td></td>
<td>President, Aerial Work Platforms</td>
<td></td>
</tr>
<tr>
<td>John D. Sheehan</td>
<td>SVP and Chief Financial Officer</td>
<td>2016</td>
</tr>
<tr>
<td>Stacey B. Babson-Smith</td>
<td>VP, Chief Ethics &amp; Compliance Officer</td>
<td>2002</td>
</tr>
<tr>
<td>Andrew Campbell</td>
<td>VP, Chief Information Officer</td>
<td>2016</td>
</tr>
<tr>
<td>Kieran Hegarty</td>
<td>President, Materials Processing</td>
<td>1999</td>
</tr>
<tr>
<td>Scott J. Posner</td>
<td>SVP, General Counsel &amp; Secretary</td>
<td>2004</td>
</tr>
<tr>
<td>Amy J. George</td>
<td>SVP HR, Chief Human Resources Officer</td>
<td>2007</td>
</tr>
<tr>
<td>Randy S. Williamson</td>
<td>VP, Corp. Dev. &amp; Chief Strategy Officer</td>
<td>2007</td>
</tr>
</tbody>
</table>
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

Sales by Geography

<table>
<thead>
<tr>
<th>Geography</th>
<th>Sales Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>57%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>22%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>14%</td>
</tr>
<tr>
<td>E.Europe, Middle East &amp; Africa</td>
<td>5%</td>
</tr>
<tr>
<td>Latin America</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
Terex Business Segments

- Aerial Work Platforms (AWP)
- Materials Processing (MP)
FY 2019 Full-Year Revenues

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

- **Mobile Elevating Work Platforms:**
  - Boom Lifts
  - Scissor Lifts
  - Mast Lifts
  - Material Lifts
  - Telehandlers

- **Crushing Equipment**
  - Screening Equipment
  - Conveying Equipment

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

- **Pick and Carry Cranes**

- **Bulk Reception Feeder**
  - Telescopic Conveyer
  - Tracked Conveyer

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

- **Grinders**
  - Chippers
  - Flails
  - Shredders
  - Stationary Systems
  - Screening Systems
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.
Genie® Products

- 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.
Terex Utilities Products

- 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 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.
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
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.
Markets We Serve

End Market Applications

- Size Reduction
- Separation
- Downstream & Adjacent

Crushing & Screening

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®

- 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

- 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®

- **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
Terex® Minerals Processing Systems

- 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® 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 Materials Processing

- 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

- 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
A World of Support

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 can be found at www.terex.com including:

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

This presentation is not designed to address our financial performance or strategy.

Thank you for your interest in Terex Corporation.