



Introducing  
**Terex Corporation**



**EXECUTE • INNOVATE • GROW**

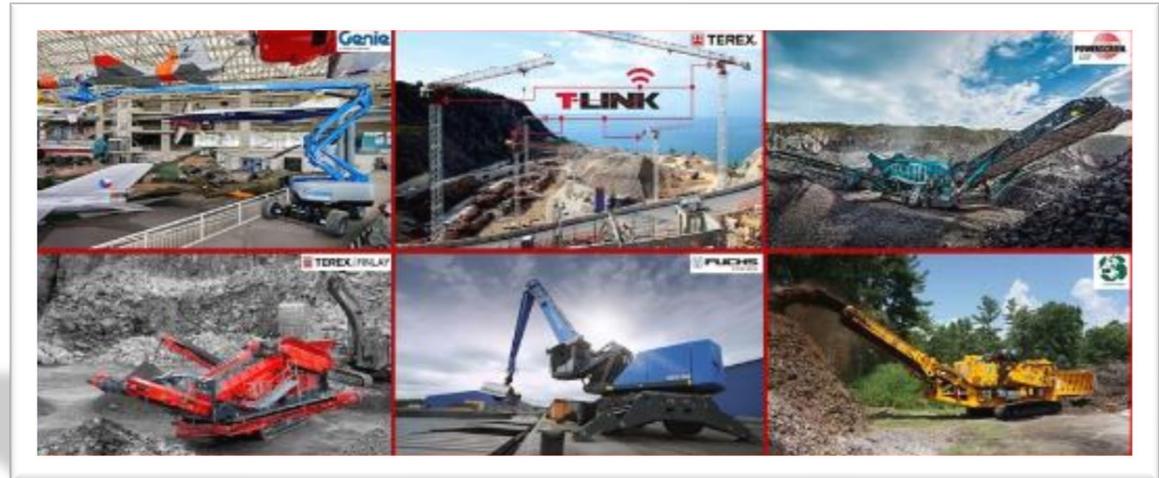
# Introducing Terex Corporation



## 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 company 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**.



- ▶ **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



**Integrity**  
 integritás    Intégrité  
**Integridad**  
 Integrità    Integrität  
 诚信负责

**Egymás megbecsülése**  
 Respect    Respeto  
 Respekt    理解尊重  
 Rispetto  
 Respect

**Fejlődés**    Amélioration  
 锐意进取  
 Verbesserung  
**Mejora**  
 Miglioramento  
 Improvement

**Servant Leadership**  
 Leadership au service des autres  
 Segítőkesz vezetés  
**Liderazgo servicial**  
 精诚服务、树立榜样  
 Führung als Dienst an anderen  
 Leadership al servizio degli altri

**Mut**    **Courage**  
 Tapratsosság  
**勇于奋斗**  
 Courage    Coraje  
 Coraggio

**Gesellschaftliche Verantwortung**  
**回报社会**  
 Responsabilité sociale  
 Együttműködő-készség  
 Citizenship  
**Civismo**  
 Responsabilità sociale





### Environmental

- Electric/hybrid products and telematics
  - Genie Electric Scissor Lifts
  - Genie FE Hybrid, DC all-electric boom lifts
  - Powerscreen and Terex Finlay hybrid equipment
  - Utilities HyPower Hybrid Solution



### Social

- Diversity, Equity & Inclusion framework
- Women@Terex – supporting female team members
- Robust team member feedback channels



### Governance

- Strong independent Board of Directors
- Talented, dedicated management team
- Highest possible ISS rating



New Genie® E-Drive Scissor

Click image for 2020 ESG Report

**ESG initiatives are an integral part of our operations and culture**

# 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 that 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



**John L. Garrison, Jr.**, Chairman of the Board, President & CEO, 2015

**Stacey Babson Kaplan**, VP, Chief Ethics & Compliance Officer, 2002

**Julie A. Beck**, SVP Finance, 2021

**Andrew Campbell**, VP, Chief Information Officer, 2016

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

**Kieran Hegarty**, President, Materials Processing, 1999

**Simon A. Meester**, President, Genie, 2018

**Scott J. Posner**, SVP, General Counsel & Secretary, 2004

**John D. Sheehan\***, SVP, Chief Financial Officer, 2016

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

**Key to captions:** Left-to-right, 1<sup>st</sup> row, 2<sup>nd</sup> row: **Name**, Title, Year joined Terex

\*Julie Beck joined Terex as SVP Finance on November 1, 2021 and will become CFO on January 1, 2022. John Sheehan will remain as CFO until December 31 and retire on April 1, 2022.



## Aerial Work Platforms (AWP)

- Genie® and Terex Utility products are used to lift personnel and material safely to height
- These are leading global brands with reputations for innovation, quality and customer support
- Majority of sales to equipment rental companies
- Demand driven by a variety of industries, including construction, infrastructure, and maintenance

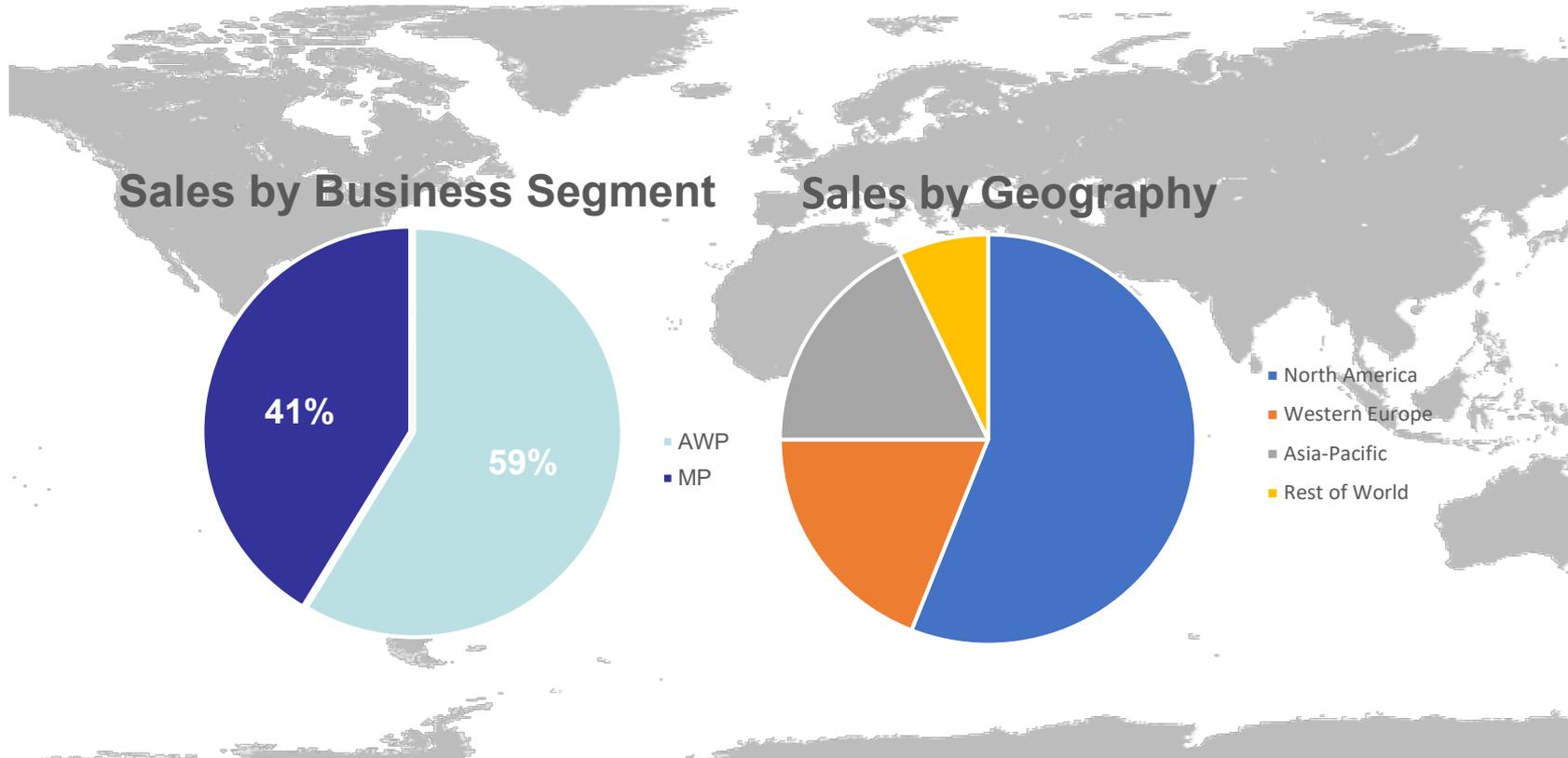
## Materials Processing (MP)

- Leading portfolio of specialty equipment brands serving our end-markets
- Sold through a specialized dealer network and rental companies
- Demand driven by construction, infrastructure, maintenance and recycling industries

**Leading portfolio of global brands of specialized machinery**

# Who We Are Today

- ▶ We are a geographically diverse global company
- ▶ More than 80% of sales are generated in markets where Terex is a Top 3 leader



**Terex – Sales by Business Segment and Geography**

Source: Terex Corporation 2020 Annual Report to Shareholders

# Our Brands



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



Branded Equipment:

- Tower Cranes
- Rough Terrain Cranes
- Modular, Portable and Static Crushing & Screening Equipment
- Washing Systems
- Conveying Systems
- Insulated Aerial Devices and Digger Derricks (Terex Utilities)



Branded Equipment:

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



Branded Equipment:

- Tracked, Static and Recycling Trommels
- Feeders and Conveyors



Branded Equipment:

- Bulk Reception Feeder
- Telescopic Conveyer
- Tracked Conveyer



Branded Equipment:

- Crushing Equipment
- Screening Equipment
- Conveying Equipment



Branded Equipment:

- Crushing Equipment
- Screening Equipment
- Conveying Equipment



Branded Equipment:

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



Branded Equipment:

Mobile Elevating Work Platforms:

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



Branded Equipment:

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



Branded Equipment:

- Crushing Equipment
- Screening Equipment



Branded Equipment:

- Front Discharge Mixer Trucks



Branded Equipment:

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



Branded Equipment:

- Crushing Equipment
- Screening Equipment
- Conveying Equipment



Branded Equipment:

- Pick and Carry Cranes

# Terex Aerial Work Platforms



Our Aerial Work Platforms segment has two businesses:





## ▶ **What are Mobile Elevating Work Platforms?**

Our Genie business manufactures Mobile Elevating Work Platforms (MEWPs), also known as aerial work platforms, which are used to safely lift personnel and material to height. These are productivity and safety tools that enable safe, productive work at height.

## ▶ **Who are our customers?**

Our equipment is used in a variety of industries and applications worldwide, including rental, aviation, construction, entertainment, government and military, industrial, warehouse and retail, as well as specialized work-at-height applications like glass installation and welding. The majority of end users rent MEWPs from equipment rental companies to which we sell the machines.

## ▶ **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



# 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, maintenance, and general commercially oriented industrial projects
- ▶ **Manufacturing Locations:**
  - Redmond, WA, USA
  - Moses Lake, WA, USA
  - Umbertide, Italy
  - Changzhou, China



# Scissor Lifts



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





- ▶ 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

# 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





## ▶ **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**
- ▶ **Auger Tooling**
- ▶ **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**





## ▶ 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, waste handling and recycling equipment, material handlers, conveyors, concrete mixers, roller pavers, tower cranes, rough terrain cranes, 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.

# Terex Materials Processing Products



- ▶ **Powerscreen®** - mobile crushing/screening
- ▶ **EvoQuip®** - compact mobile crushing/screening
- ▶ **Terex® Finlay** - mobile crushing and screening
- ▶ **Terex MPS** - crushing and screening systems
- ▶ **Terex® Ecotec and CBI®** - forestry, C&D recycling, waste processing and biomass
- ▶ **Terex Washing Systems** - sand and aggregates
- ▶ **Fuchs® Material Handlers** - material handlers for scrap, recycling, forestry, waste and ports
- ▶ **Terex® Advance Mixer Trucks** - front and rear discharge, ready-mix concrete trucks
- ▶ **Terex® Bid-Well Roller Pavers** - concrete paving for bridges, roads, airports, parking lots
- ▶ **Franna® Pick and Carry Cranes** - mine sites, fabrication yards and commercial construction
- ▶ **Terex Tower and Rough Terrain Cranes**
- ▶ **ProStack®** - conveyors for bulk material handling and product stockpiling
- ▶ **MDS®** - heavy duty and recycling trommels, apron feeders and conveyor systems



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

## End-Markets and Customers by Industry



### Minerals Processing

Crushing and Screening, Mining & Quarrying, Road & Rail Construction, Land Clearing/ Demolition, C&D Recycling, Washing & Water Management, Fracking/ Frack Sand, Green Waste/Compost



### Environmental

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



### Concrete

Road & Rail Construction, Airport Runway Construction, Tunnels, Flatwork, Bridge Construction, Dams, Slopes and Canals, Bulk Material Leveling, Overlays



### Material Handling

Scrap Material Handling, Land Clearing/ Demolition, C&D Recycling, Forestry/ Forestry Waste, Green Waste/ Compost, Bulk Material Handling, Ports & Terminals



### Lifting

Oil & Gas, Construction, Mining, Shipping & Logistics, Material Handling, Power Plants, Machine Installation & Maintenance, Infrastructure



- ▶ Powerscreen® Jaw, Cone and Impact crushers reduce the size of rocks, recycled materials and minerals
- ▶ Incline and horizontal screeners grade and size materials; mobile conveyors to increase stockpile capacity and reduce on-site material handling
- ▶ **Applications:** Quarrying, road building/ infrastructure, recycling and mining
- ▶ **Manufacturing Locations:**
  - Dungannon and Omagh, Northern Ireland, UK
  - Hosur, India
  - Jiading, China





- ▶ 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 – comprehensive range of robust, reliable and efficient bulk material handling and stockpiling solutions; Terex Finlay Hybrid – alternative energy options for crushing, screening and conveying equipment
- ▶ **Applications:** Quarrying, road building / infrastructure, recycling and mining
- ▶ **Manufacturing locations:**
  - Omagh and Dungannon, Northern Ireland, UK
  - Hosur, India



# EvoQuip® Compact Crushing / Screening



- ▶ Compact Crushing & Screening product line; mobile conveyors to increase stockpile capacity and reduce on-site material handling
- ▶ **Applications:** Quarrying, landscaping, building & construction, farming & agriculture
- ▶ **Manufacturing Locations:**
  - Dungannon and Omagh, Northern Ireland, UK
  - Hosur, India



- ▶ **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



- ▶ A globally respected manufacturer of heavy duty and recycling trommels, apron feeders and conveyor systems
- ▶ **Product Portfolio:** Tracked trommels, static trommels, recycling trommels, and feeders & conveyors
- ▶ **Applications:** Screening materials by size; cleaning rocks in quarries; cleaning in tough or wet conditions; demolition material recycling; abrasive rock and mineral processing, wood waste recycling
- ▶ **Manufacturing Location:** County Monaghan, Republic of Ireland





- ▶ 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 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 and rear 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

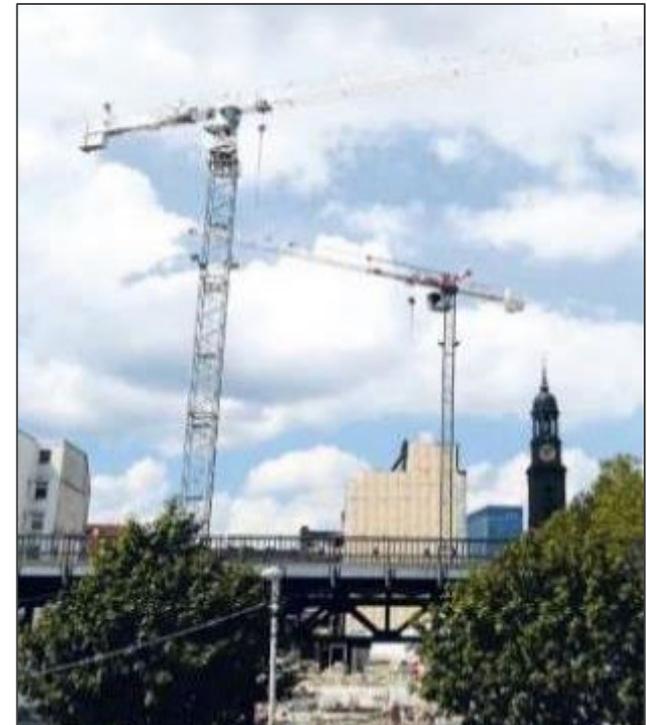
# Terex® Rough Terrain Cranes



- ▶ 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 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



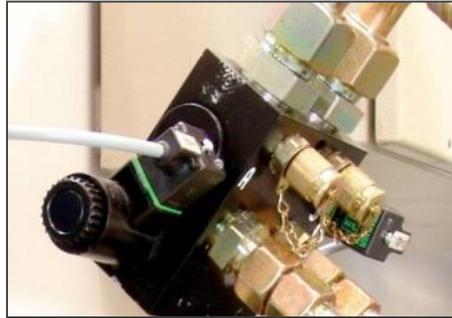
## Terex Delivers Global Support on a Local Level

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](http://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.**



TerexCorporation



Terex