

# **Company Profile**



# Welcome

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# Who We Are

# **Our Company**

Terex is a diversified global manufacturer of materials processing machinery and aerial work platforms.

We design, build and support products used in construction, maintenance, manufacturing, recycling, energy, minerals, and materials management applications.

Our products are manufactured in North and South America, Europe, Australia, and Asia and sold worldwide.

We operate in two segments: Materials Processing (MP) and Aerial Work Platforms (AWP).





# Our Purpose

To help improve the lives of people around the world

### **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 our return on invested capital (ROIC)







# Our Values

# Zero Harm Safety

### **Zero Harm Safety**

is an absolute way of life at Terex, whether you work for us, supply us, use our equipment, or receive our services





# Our Values

## Terex Way Values

### **Terex Way Values**

Integrity, Respect, Improvement, Servant Leadership, Courage and Citizenship help guide us in everything we do





# Our **Values**

### Inclusion

### Inclusion Starts with 'I'

These are actions each of us must take to ensure that ALL our team members feel safe, supported and valued

### **INCLUSION STARTS WITH "I"**

#### I will make time

to be available when a team member asks to speak with me and will take action as appropriate.



#### I will speak up

when a team member says or does something



#### I will identify my own biases

and will not let these biases cloud my judgment.



#### I will listen attentively

and withhold judgment when a team member is sharing their point of view.



#### I will take an active interest

in learning about other cultures so that I can work well with team members from diverse backgrounds.



#### I will make team members feel valued

by consistently recognizing their efforts and contributions.



#### I will own up

to my mistakes and shortcomings.



#### I will communicate transparently

to other team members about why decisions have been made.



#### I will seek the input

of other team members for important decisions.



#### I will give a voice

to everyone on the team and will encourage collaboration.



Safety is a way of life... our values guide us... 'I Wills' are actions we each must take

# **Sustainability – Our Commitment**





Environmental Stewardship

- Innovating Environmentally Friendly Products
- Operating in an Environmentally Friendly Manner
- Offering 69%+ of all Terex Models as Electric or Hybrid Electric
- Targeting 15% GHG Emission Reduction by 2024\*



Commitment to Social Responsibility

- Engaging and Developing Team Members
- Supporting Communities
- Ensuring Diversity, Equity and Inclusion
- Focusing on Zero Harm



Strong Governance

- Engaged, Diverse, Independent Board of Directors
- Responsible, Ethical Leadership





# **Sustainability – Our Impact**



Helping our customers and communities achieve sustainability goals by enabling efficient waste recycling



Producing equipment across all our businesses that are available as electric and/or hybrid including 70% of Genie and MP products



Developing an all-electric powered mechanical separation process tailored to customer requirements

Developing the industry's first all-electric utility bucket truck



Recovering higher value metals, aggregate, plastic, cardboard from Commercial & Industrial, Construction & Demolition waste



Providing high quality outputs with low labor intensity and clean environmental footprint

Reducing our own energy use and GHG emissions worldwide





TRS Plant in the U.K.

# Who We Are

# **Terex Executive Leadership Team**



Simon A. Meester
President &
Chief Executive Officer



Julie A. Beck SVP & Chief Financial Officer



**Joshua Gross**President,
Genie



Kieran Hegarty
President,
Terex Materials Processing



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



**Stacey Babson Kaplan** SVP, Chief Sustainability & Compliance Officer



Scott J. Posner SVP, General Counsel & Secretary



R. Mark Cox SVP, Corporate Development



**David Jutcawitz**SVP, Chief Digital Officer

# Our Team

# Team members are our greatest asset and best investment



A Strong and Supportive Team Committed to Safe Work Practices



Committed to Diversity, Equity and Inclusion



Helping Team Members Reach Their Full Potential

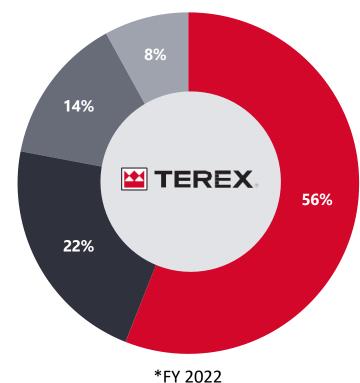


# Where We Operate

Geographically diverse with operations all over the world

# Terex Sales by Geography

- North America
- Western Europe
- Asia / Pacific
- Rest of World







# **Our Business Strategy**



#### **Execute**

- ✓ Safety
- **✓ Commercial & Operational Excellence**
- **✓ Team: DE&I, Talent Development, Retention**
- ✓ Scalable Company Operating System

#### Innovate

- **✓ Product Development**
- ✓ Lifecycle Solutions Development
- ✓ Electrification
- **✓** Digitization

#### **Grow**

- **✓** Superior Customer Lifecycle Experience
- ✓ Expand Addressable Markets
- ✓ Portfolio Development



# Our Segments

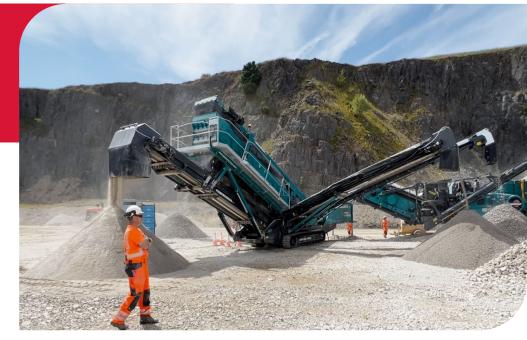
# **Materials Processing Aerial Work Platforms**

## **Materials Processing (MP)**

Terex MP is a substantial portfolio of businesses that serves five key verticals: Aggregates, Environmental, Concrete, Handling and Lifting. Sold through a specialized distribution network or directly to end customers and rental companies.

## **Aerial Work Platforms (AWP)**

Genie and Terex Utility products are used to lift personnel and material safely to height. These are leading global brands known for quality, purposeful innovation and customer support.









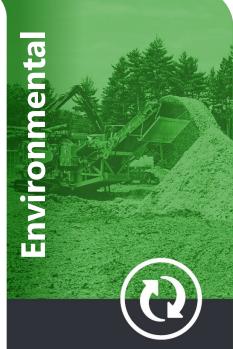
# Materials Processing Segment



# Specialized Diversified Business Portfolio



Mobile, modular, portable, and static **solutions** to support crushing, screening, washing, recycling and conveying applications for the world's minerals, aggregates and construction industries.



Mobile, stationary and modular recycling **solutions** for grinding, shredding, screening, separating and sorting to recycle and repurpose a wide variety of waste material and contribute to the circular economy.



Concrete mixing and paving **solutions** to support concrete delivery and heavy highway construction.



Handling and conveying **solutions** to move material efficiently and cost-effectively.



Tower, rough terrain and pick and carry crane **solutions** to support multiple applications where speciality lifting is required.

# **Addressable Markets – Materials Processing**



Aggregates

\$7B

Equipment reduces GHG emissions by processing on site



**Environmental** 

\$3B

Supports recovery of useful material from waste streams



Concrete

\$1.5B

Increases labor productivity and reduces waste



Material Handling

\$1.1B

Handles scrap steel and mixed waste for recycling



Lifting

\$3.4B

Tools that build and enable global infrastructure

#### **SERVING BROAD**

~\$17B

#### **ADDRESSABLE MARKET**

Diverse applications

Consistent operating model

Strong channels

Favorable macro tailwinds











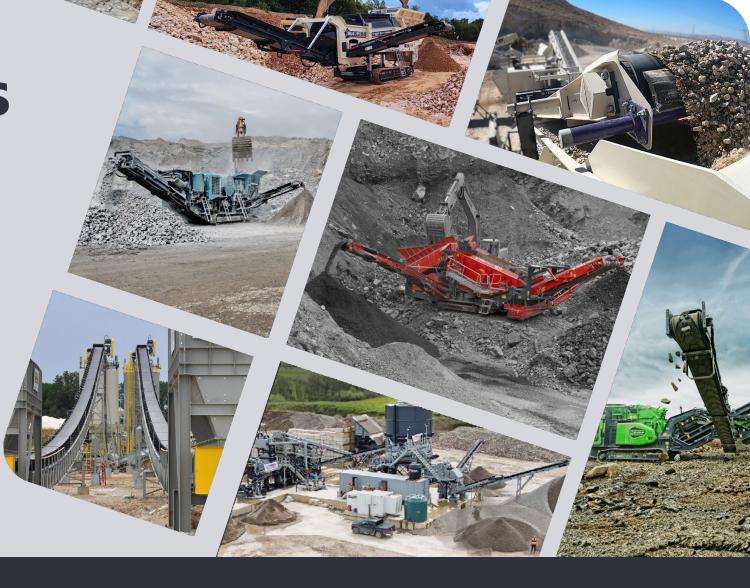
\$1.2B
Parts & Service Opportunity





**Aggregates** 

- ✓ #1 globally in mobile crushing & screening
- ✓ #1 globally in heavy-duty trommels
- ✓ Top 3 in other categories
- Recent addition of MAGNA for large volumes



**AGGREGATE BRANDS** 























### **Applications**

- **Comprehensive** range of applications
- Mobile, modular, portable and static solutions
- Decades of engineering, design and manufacturing excellence
- Supporting distribution network and end customers daily through applications expertise, parts and service
- Marco provides bulk material handling solutions for the concrete, aggregate and barge loadout industries with a standard and built for purpose range of equipment



#### **APPLICATIONS**

- Mining & Quarrying
- Road & Rail Construction
- Land Clearing/Demolition
- C&D Recycling

- Washing & Water Management
- Fracking/Frac Sand
- ✓ Green Waste/Compost
- ✓ Abrasive Rock & Mineral Processing



























Jaw

Scalping

Shredder

Inclined

Conveyor















Jaw

Horizontal

Scalping

Trommel























Modular

Classifying

Scrubbing

Screening

Feeding

Stacking

Water Management

Greenline











**Tracked Trommels** 

**Static Trommels** 

**Recycling Trommels** 

Conveyors





**Stackers** 





Tracked

Feeders







**Bulk Reception Feeders** 

**Telescopic Conveyors** and Ship Loaders

Dockside **Reception Hoppers** 







Stackers









**Concrete Industry Feeders** 

**Static Conveyors** 

**Portable Conveyors** 

**Custom Projects** ©2024 Terex Materials Processing









**Portable VSI Crushers** 



**Static VSI Crushers** 



**Modular VSI Crusher** 





Portable
Jaw, Cone HIS, VSI, Screen,
Wash Plant & Rip Rap



Static
Jaw, Cone Crusher, Crusher,
Screen, & Feeder



Modular
Jaw Crusher, Cone Crusher,
Screen & Surge Bin





Portable Screens



Horizontal & Incline Screens
Vibrating Feeders



Modular Screens





# **Environmental**

- ✓ First environmental business established in 2015
- ✓ Now #3 globally in mobile wood & waste processing
- ✓ Recent entry into stationary systems
- ✓ New addition of Green-Tec tree care and vegetation management solutions

Circular economy driving demand

**ENVIRONMENTAL BRANDS** 













Circular

Economy



# (1) Environmental

### **Applications**

**Comprehensive** range of mobile grinding, shredding, screening, separating and processing equipment

- **Enormous** growth sector
- Product portfolio continuing to grow to offer "one stop shop" for recycling needs

#### **APPLICATIONS**

- ✓ MSW Processing ✓ Construction & Demolition Waste ✓ Commercial & Industrial Waste ✓ Green Waste/Compost ✓ Biomass
- $\checkmark$  Land Clearing  $\checkmark$  Forestry Debris  $\checkmark$  Saw Mills  $\checkmark$  Pulp Mills  $\checkmark$  Biomass to Energy Plants  $\checkmark$  Pellet Mills
- ✓ Wood Pellet Production ✓ Coal ✓ Incineration Plants ✓ Tree Care ✓ Vegetation Management

















**Shredders** 

Screens

**Material Handlers** 

Conveyors

**Separators** 















**Horizontal Grinders** 

**Wood Chippers** 

Flail Debarkers

Screens

Conveyors

**Attachments** 















**Tree Care Chippers** 

**Biomass Chippers** 

**Tree Handlers** 

**Trommels** 

**Crawler Booms** 

Shredders





















**Feeders** 

Conveyors

**Trommels** 

**Screens** 

**Picking Stations** 

Shredders

**Separators** 









**Fast Picker** 



**Standalone System** 





# Concrete

- **√**
- #1 or #2 in N.A. Concrete Categories Recent addition
- of ProAll

Well-positioned to support increased investible infrastructure

**CONCRETE BRANDS** 



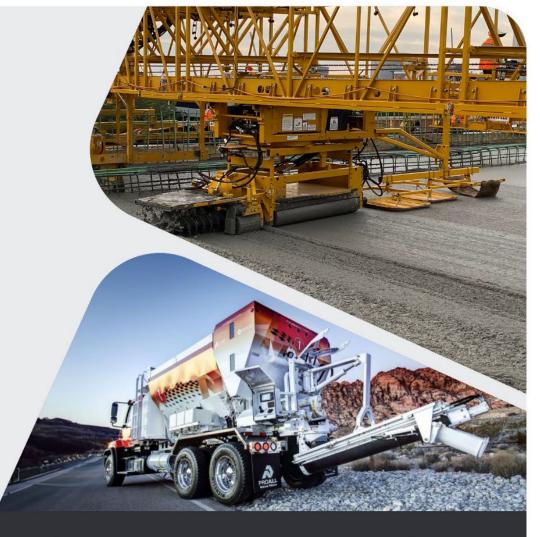






### **Applications**

- **Comprehensive** range of concrete mixers and concrete paving machines
- Advance develops front and rear discharge concrete mixers
- Bid-Well manufactures **versatile** and **specialized** concrete paving machines for the heavy and highway construction market
- Addition of ProAll to grow in an adjacent concrete category (volumetric mixers)



#### **APPLICATIONS**

- ✓ Road & Rail Construction
- ✓ Airport Runway Construction
- ✓ Tunnels
- ✓ Flatwork
- Bridge Construction
- ✓ Dams

- ✓ Slopes and Canals
- ✓ Bulk Material Leveling
- ✓ Overlays













Front Discharge

Mini-Mix













**Roller Paver** 

Bridge & Flatwork

**Texture & Curing** 

Workbridge

**Canal Paver** 







**G95 Mixer** 

P85 Mixer





- ✓ #3 in Purpose-Built Material Handlers
- ProStack telescoping conveyors and hoppers



**HANDLING BRANDS** 







## **Applications**

- Comprehensive range of material handlers and conveyors
- Fuchs manufactures purpose-built material handlers for the waste, scrap, port and timber industries, plus tailor-made solutions to meet special requirements
- ProStack develops conveyors to address the needs of the bulk material handling and product stockpiling markets



#### **APPLICATIONS**

- ✓ Mining & Quarrying
- Land Clearing
- ✓ C&D Recycling
- ✓ Forestry/Forestry Waste
- ✓ Green Waste/Compost

- ✓ Bulk Material Handling
- ✓ Ports & Terminals















**Waste Handling** 

**Scrap Handling** 

**Port Handling** 

**Timber Handling** 

**Customized Machines** 













Tracked **Stackers**  Wheeled Stackers

Tracked **Feeders** 

**Bulk Reception** Feeders

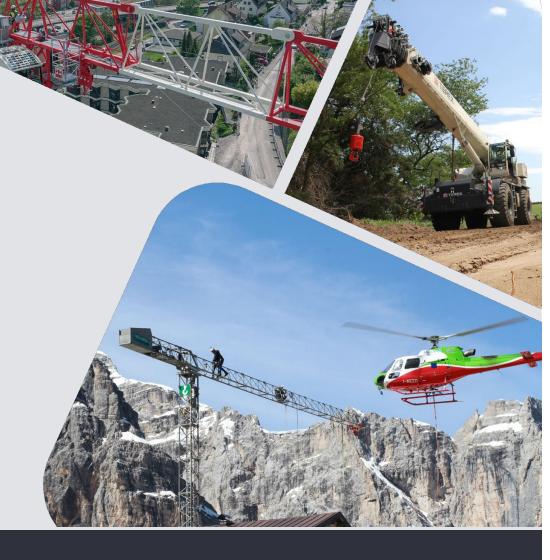
**Telescopic Conveyors** and Ship Loaders

Dockside **Reception Hoppers** 





- ✓ #1 in Australia Pick & Carry Cranes
- ✓ Region specific leadership in rough terrain and tower and self-erecting cranes



**LIFTING BRANDS** 





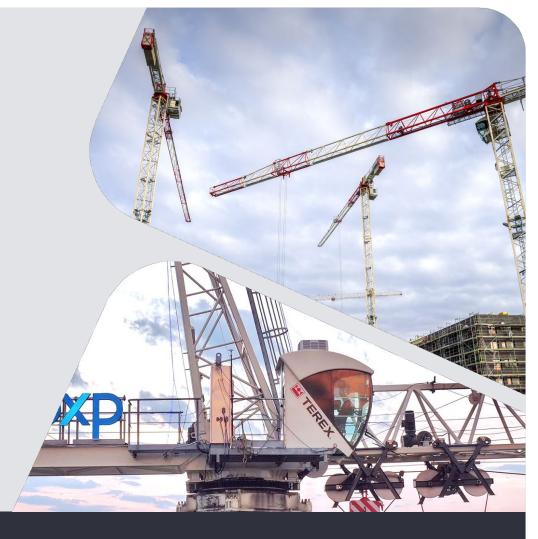






### **Applications**

- Comprehensive range of tower cranes, rough terrain cranes and mobile pick and carry cranes
- Tower cranes include self-erecting, hammerhead, flat top and luffing jib varieties, each with a wide range of sizes and capacities
- Rough terrain cranes provide excellent ground clearance and up to four steering modes, ensuring they can handle even the most rugged terrain
- Franna pick and carry cranes provide strength and easy operation to pick up heavy loads and steering flexibility to move in tight spaces



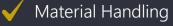
#### **APPLICATIONS**



✓ Construction



✓ Shipping & Logistics



✓ Power Plants

✓ Machine Installation & Maintenance

















AT 15-3 AT 22 MAC 25-4 AT 40













**Self Erecting** Hammerhead **Luffing Jib** Flat Top





















TRT 80US





**TRT 90** 

**TRT 100US** 









### **Addressable Markets – Genie**



**Construction** 

\$6B

Commercial

Institution

Residential



**Government & Infrastructure** 

\$2B

Utilities

Data Centers

Military



Industrial & Manufacturing

\$3B

Maintenance

Process Control

Operations



**Agriculture** 

\$2B

Material Handling

**Surface Preparation** 

Processing



**Emerging Markets** 

\$1B

Entertainment

**Events** 

Distribution

#### **SERVING BROAD**

\$15B

## ADDRESSABLE MARKETS

Adding new markets

Favorable megatrends

Diverse customers & applications

\$1B

**Parts & Service Opportunity** 

**Construction Applications** 

**Non-Construction Applications** 

### **Portfolio of Products**

Delivering quality through application expertise and manufacturing excellence

5 5 4 1 5 2 7 / **MACHINES A YEAR** 

**UNITS PER DAY** 

**MODELS** 

24/7

**GLOBAL PRODUCTION** 

#### **Material Lifts**

Compact, lightweight and easy to transport



#### **Aerial Work Platforms**

Convenient and cost effective



#### **Scissor Lifts**

Elevated efficiency that's easy to maneuver



#### **Telescopic Boom Lifts**

Greater horizontal outreach with precise positioning



#### **Articulating Boom Lifts**

Up, out and over reach for hard-to-access workspaces



#### **Telehandlers**

Rugged design and performance for outdoor material handling





## Established Player, Global Leader



**57 Years** 

Keeping People Safe at Height



#1 or #2 Position

in Most Markets



100+ Countries

Global & Competitive Footprint



## **Application Highlights – Boom Lifts**





## **Competitive Strengths**













Our Brand

- Globally recognized brand
- Extensive and deep experience in developing, testing, validating and marketing of products and solutions that keep people safe and deliver attractive return on assets

Our Product

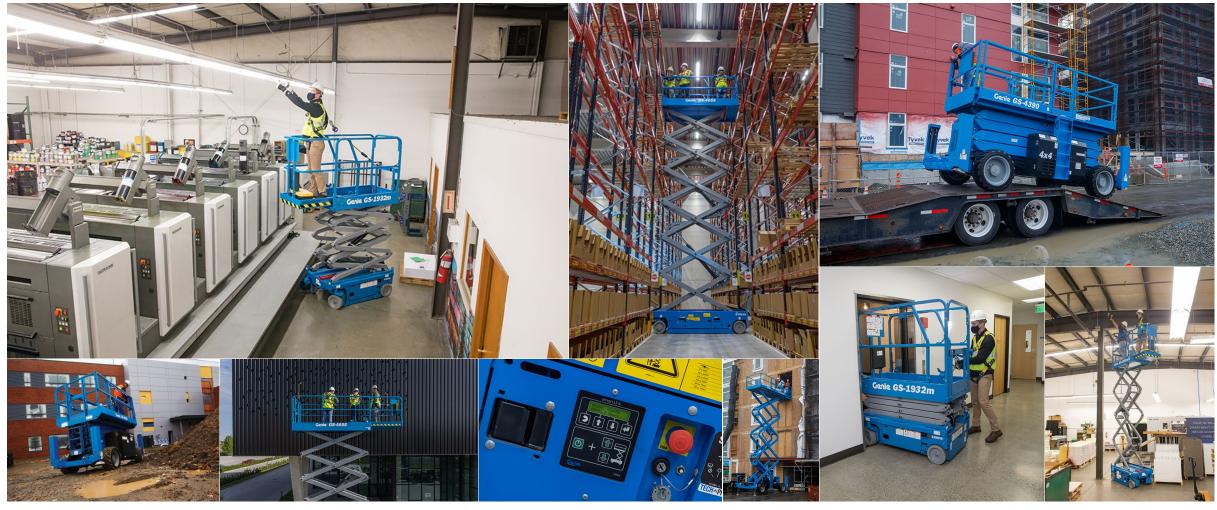
- Wide, deep and broad product portfolio
- Operating at the cutting edge of innovation (i.e., electrification, TCO focused)

Our Support

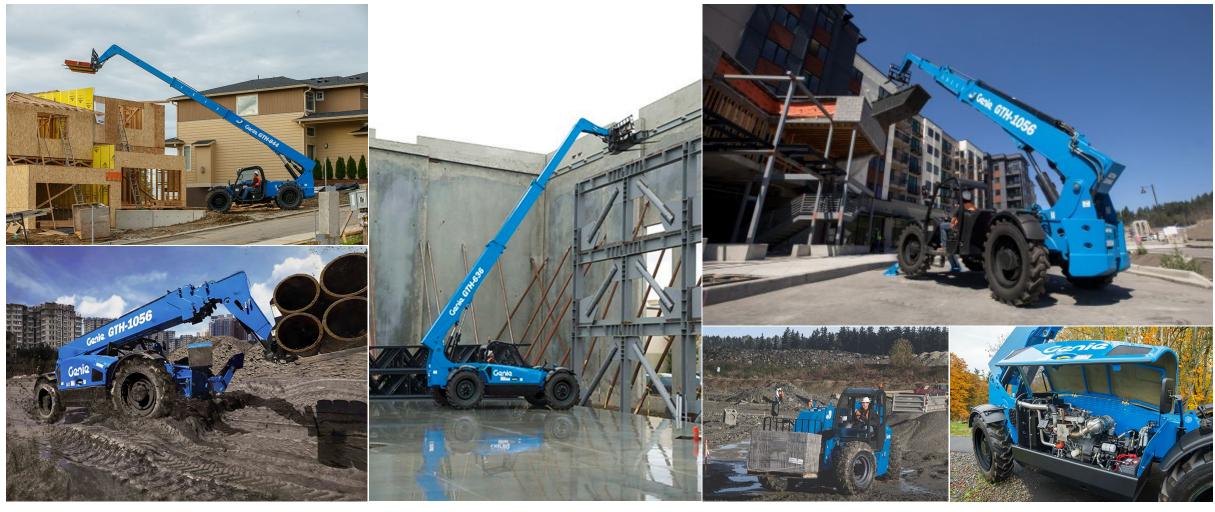
- Industry leading Parts & Services footprint
- 55,000 connected assets providing actionable feedback



## **Application Highlights – Scissor Lifts**

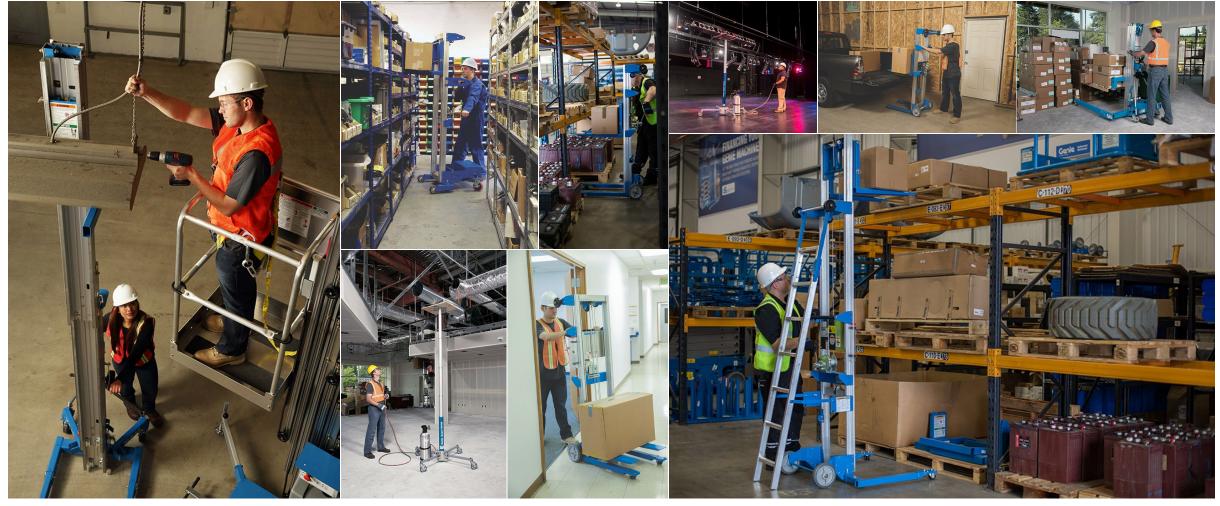


## **Application Highlights – Telehandlers**



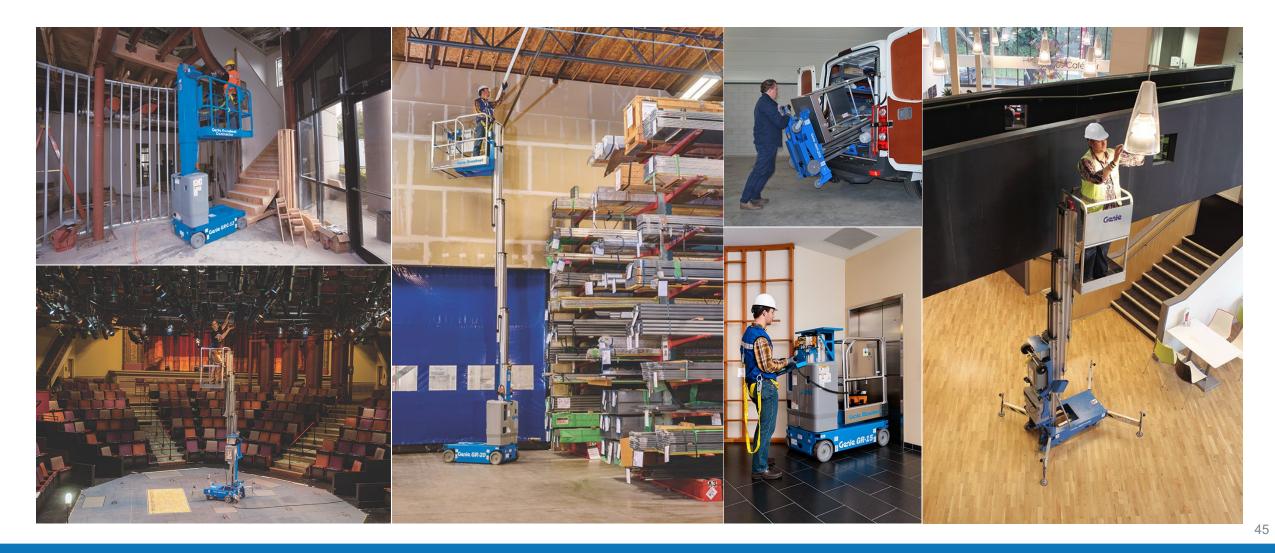


## **Application Highlights – Material Lifts**





## **Application Highlights – Aerial Work Platforms**





### **Scissor Lifts**

#### Elevated efficiency that's easy to maneuver

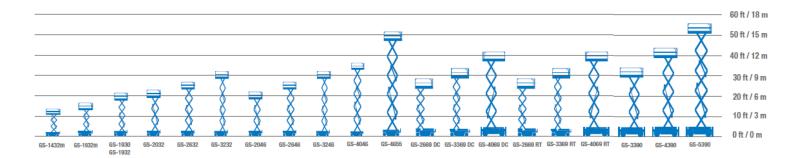
#### **Applications:**

- Slab/indoor HVAC, indoor maintenance and construction, painting, drywall
- Rough terrain exterior finishing, rugged worksites
- → E-Drive Scissor series for both in- and outdoor jobsites









#### **Designation Rules**

GS™ = Genie® Scissor Lift

Example: GS™-1932 (19 ft/ 5.79 m) floor height; (32 in/ 81 cm) machine width

Ex: GS™-2669 RT (26 ft / 7.9 m) floor height; (69 in/ 1.75 m) machine width; (RT = Rough Terrain) all-terrain model

- The first two letters stand for the type of elevator, the first set of two digits for the floor height in feet (ft), and the second set of two digits for the width of the machine in inches (in).
- Also referred to as: scissor lift, vertical elevator, mobile aerial work platform, selfpropelled aerial work platform and electric scissor lift

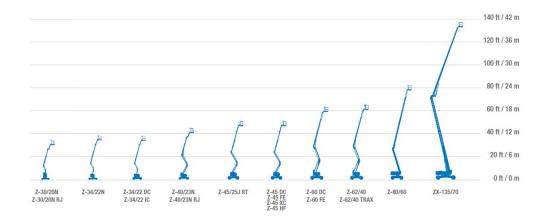


## **Articulating Boom Lifts**

Up, out and over-reach for hard-to-access jobs

#### **Applications:**

- → Electric industrial or warehouse use
- → Rough Terrain Diesel rugged construction sites
- → Rough Terrain Hybrid indoor & outdoor versatility







#### **Designation Rules**

Z° = Genie® Articulated Boom lift

Example: Z®-45/25 DC (45 ft /13.87 m) floor height; (25 ft /7.62 m) horizontal reach; DC power)

Ex: Z°-45 XC™ = Xtra Capacity™

Ex: Z°-60 FE = Fuel Electric (Hybrid)

Ex: Z°-62/40 TraX = 4 independents tracks systems

- The first letter is the type of aerial platform, the first number is the floor height in feet (ft), and the second number is the reach in feet (ft).
- Also referred to as: Z-arms, Z's, articulated booms, tilt booms, cherry picker, aerial work platforms

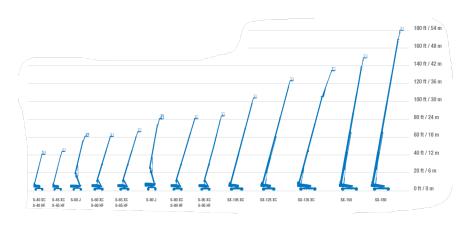


## **Telescopic Boom Lifts**

### Greater horizontal outreach with precise positioning

#### **Applications:**

- Outdoor maintenance and construction
- → Road and bridge work
- Steel erection and exterior finishing











#### **Designation Rules**

S° = Genie® Telescopic Boom lift

Example: S°-65 XC (65 ft/ 19.80 m) floor height; represents a 60 ft/ 18.30 m boom extended by a 5 ft / 1.52 m jib. XC™ = Xtra Capacity™

Ex: S°-60 J (standard 5 ft Jib included)

Ex: S°-65 TraX = 4 independents tracks systems

Ex: S°-60 FE = Fuel Electric (Hybrid)

Ex: SX™-180 = Super Boom family with Chassis X-tend technology

- The first letter stand for the type of platform, the first number for the floor height in feet (ft), and the unit 5 added to each full ten corresponds to the 5 ft (1.52 m) jib.
- Also known as straight booms and aerial work platforms



## **Telehandlers (ANSI)**

### **Outstanding design and performance**

#### **Applications:**

- Outdoor maintenance and construction
- → Road and bridge work
- Steel erection and exterior finishing











GTH™ = Genie® Rough Terrain Telehandlers

Example: GTH°-5519 (19 ft/ 5.79 m) lifting max. height; (5,511 lb/ 2,500 kg) lifting capacity max.

Ex: GTH™-844

- The three letters stand for Genie Tele Handlers. The first number is the lifting max capacity followed by the lifting height max.
- Also known as Handlers, Materials handling



### **Material Lifts**

#### Compact, lightweight and easy to transport

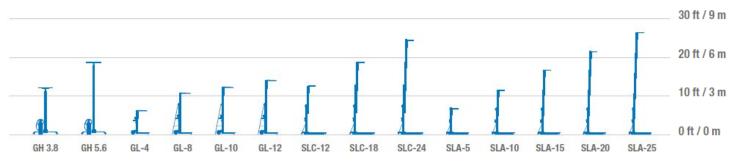
#### **Applications:**

- → Plumbing and HVAC installation
- → Manufacturing facilities and warehouses
- → Lighting and sound equipment (SuperTower<sup>™</sup>)









- Manufactured in Redmond, WA
- Applications: piping systems, manufacturing, warehouse, HVAC
- Ability to fit through standard doors
- Compact solution that can be loaded onto a truck by one person
- Lifts loads from 300 lb (91 kg) to 1,000 lb (454 kg) to a height of 20 ft (7.9 m)



### **Aerial Work Platforms**

#### **Convenient and cost effective**

#### **Applications:**

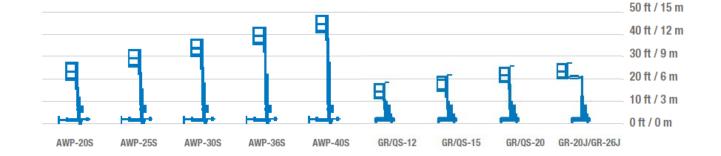
- Construction, industrial facilities and warehouses
- Overhead maintenance, cleaning, hanging signage, etc.







- Manufactured in Redmond, WA
- Applications: construction, industrial, maintenance and storage
- Ability to fit through standard or industrial doors
- AWP® models feature industry-leading Xstabilizers
- Lift loads up to 750 lb (340 kg) up to 40 ft (12.2 m) high





### **Overview**



Pioneers of Innovation for More Than 75 Years

### **Portfolio of Products**





















### **Addressable Markets**

\$2B

Addressable Market In US\*

Growing >6% Annually

#2

In US Insulated Equipment

#1

With Contractors & Tree Care

#### **Terex Utilities Advantages**

- Technology leadership in insulated offerings
- Newly consolidated factory footprint
- Leader in equipment electrification
- Positioning for growth outside the US

~ 25%

Of Sales From Parts & Services

21

**US Service Locations** 

> 60

Field Service Technicians

# **Long Track Record of Purposeful Innovation**



- Industry's first all-electric Utility Truck
- Leverages Viatec Smart PTO and Navistar's electric chassis
- Extending to other models



- Genie/Utilities collaboration
- Improves safety in electrical substations
- Exploring potential in other applications



- Digital tools enhance customer experience
- eCom integration enables parts fulfillment

### **HyPower Hybrid Solution**

#### **Viatec SmartPTO**

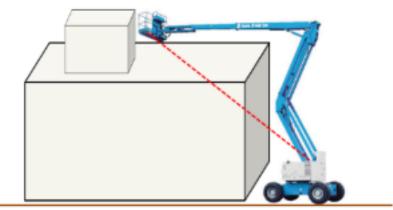
- Modular, electric powered PTO designed by leading experts in the field
- Eliminates the need for idling when operating boom, winch, and air conditioning on aerials
- Capable of providing a full day of service on a single charge
- Capable of powering outrigger and boom functions on diggers (reduced dig and winch functions)
- Allows engine off air conditioning through the chassis vents





# **Z-45 and Z-60 Substation Utility Booms**

- Purpose built mobile elevated work platform (MEWP)
- Designed for substation work and other applications where an isolated device is needed but use of a bucket truck is prohibitive.
- Upfitted with fiberglass jib sections, fiberglass platform and fiber optic platform controls.









# Hi-Ranger TL48 Telescopic Aerial

- Superior jib capacities to meet trouble truck application needs
  - Working Height: 53 ft on a Super-Duty chassis, while maintaining required payload and jib capacity
  - Side reach: 31.77 ft
  - Bucket Capacity: 500 lbs plus Max.
     Material Handling Capacity of 1,000 lbs
  - Close to horizontal position: 800 lbs jib capacity; 200 lbs fully extended (where similar units have no material handling capacity)



- Optimized payload with new Super-Duty chassis such as the 22K+ GVW F600, International CV & Chevrolet
- Ground access for ease of handing off tools, platform debris clean out & personnel rescue



### **General 65 Max**

- Strongest digger in the transmission market
- Greater capacities through all boom angles
  - especially the work zone



Specification	New Gen 65 MAX with X-Boost	New Gen 65 MAX	Legacy Gen 65
Sheave Height	65.1 ft.	65.1 ft.	65.5 ft.
Capacity @ 10 ft. Radius (fully retracted)	24,920 lbs.	22,620 lbs.	19,770 lbs.
Capacity at 0 degrees (fully extended)	1,870 lbs	1,870 lbs	1,020 lbs.
Digging Reach	36.4 ft.	36.4 ft.	36.4 ft.

# Positive Attachment Lanyard Device

#### • PAL™ in the Bucket

- Aids in supporting safe work practices by alerting the operator that lanyard is not attached
- Optional data recording for training purposes available.

Available now on trouble trucks & tree trimmers & expanding

to other aerial products











# Terex Financial Services

# Assisting in the acquisition and funding of equipment

- ✓ Leasing Solutions
- ✓ Dealer Floorplan Solutions
- ✓ Fair Market Value Lease Solutions
- ✓ Structured Loans



- ✓ Facilities
- ✓ Used Equipment
- ✓ Financing Asset Management
- ✓ Stock Inventory and Retail Inventory Offerings



### **Additional Information**







Additional information can be found at <a href="https://www.terex.com">www.terex.com</a> including:

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

