



TEREX

CORPORATION



Terex Investor Day

New York City
December 13, 2016

FOCUS • SIMPLIFY • EXECUTE TO WIN

Forward Looking Statements



This presentation contains forward-looking information regarding future events or the Company's future financial performance based on the current expectations of Terex Corporation. In addition, when included in this presentation, the words "may," "expects," "intends," "anticipates," "plans," "projects," "estimates" and the negatives thereof and analogous or similar expressions are intended to identify forward-looking statements. However, the absence of these words does not mean that the statement is not forward-looking. The Company has based these forward-looking statements on current expectations and projections about future events. These statements are not guarantees of future performance. While the Company's board of directors has reviewed and approved the strategy set forth in this presentation, declarations and payments of dividends and the entry into share repurchase programs are subject to formal adoption of resolutions by the Company's board of directors approving such dividends and share repurchases.

Because forward-looking statements involve risks and uncertainties, actual results could differ materially. Such risks and uncertainties, many of which are beyond the control of Terex, include among others: Our business is cyclical and weak general economic conditions affect the sales of our products and financial results; our ability to successfully integrate acquired businesses; the need to comply with restrictive covenants contained in our debt agreements; our ability to generate sufficient cash flow to service our debt obligations and operate our business; our ability to access the capital markets to raise funds and provide liquidity; our business is sensitive to government spending; our business is very competitive and is affected by our cost structure, pricing, product initiatives and other actions taken by competitors; our retention of key management personnel; the financial condition of suppliers and customers, and their continued access to capital; our providing financing and credit support for some of our customers; we may experience losses in excess of recorded reserves; the carrying value of goodwill and other indefinite-lived intangible assets could become impaired; our ability to obtain parts and components from suppliers on a timely basis at competitive prices; our business is global and subject to changes in exchange rates between currencies, commodity price changes, regional economic conditions and trade restrictions; our operations are subject to a number of potential risks that arise from operating a multinational business, including compliance with changing regulatory environments, the Foreign Corrupt Practices Act and other similar laws and political instability; a material disruption to one of our significant facilities; possible work stoppages and other labor matters; compliance with changing laws and regulations, particularly environmental and tax laws and regulations; litigation, product liability claims, intellectual property claims, class action lawsuits and other liabilities; our ability to comply with an injunction and related obligations imposed by the United States Securities and Exchange Commission ("SEC"); disruption or breach in our information technology systems; and other factors, risks and uncertainties that are more specifically set forth in our public filings with the SEC.

Non-GAAP Measures: Terex from time to time refers to various non-GAAP (generally accepted accounting principles) financial measures in this presentation. Terex believes that this information is useful to understanding its operating results and the ongoing performance of its underlying businesses without the impact of special items.

Today's Agenda



Introduction

John Garrison

Terex Strategy: 2016-2020

John Garrison, Scott Hensel, Paul Caldarazzo

BREAK

Segment Overviews

- Aerial Work Platforms
- Cranes
- Materials Processing

Matt Fearon

Steve Filipov

Kieran Hegarty

Financial Summary and Outlook

Kevin Bradley

BREAK

Q & A

Leadership Team

Closing Remarks

John Garrison

LUNCH

- 1 Transforming to a high performance enterprise through Focus, Simplify and Execute to Win

- 2 Actions already taken and more underway

- 3 New and experienced leadership team to drive execution and results

- 4 Significant operational improvements

- 5 Substantial return of capital to shareholders

- 6 Well positioned to benefit as markets improve

Major Actions in Past Year

- Divestiture of MHPS
- Divestiture of German Compact Construction
- \$40 million G&A cost reductions
- Manufacturing footprint rationalization – eight closures announced in 2016
- Additional restructuring announced today

Our Leadership Team



New to role or company in last year



John Garrison
President and CEO

Business Leaders



Matt Fearon
President,
Aerial Work
Platforms



Steve Filipov
President,
Cranes



Kieran Hegarty
President,
Materials
Processing



Scott Hensel
President,
Services, Parts
and Customer
Solutions

Functional Leaders



Kevin Barr
SVP, Chief
HR Officer



Kevin Bradley
SVP, Chief
Financial
Officer



Paul Caldarazzo
VP, Strategic
Sourcing and
ETW



Eric Cohen
SVP,
Secretary,
and General
Counsel



Derek Everitt
VP, Terex
Transformation
Program



Brian Henry
SVP, Business
Development
and Investor
Relations



Stacey Babson-Smith
VP, Chief
Ethics &
Compliance
Officer



Amy George
VP, Talent,
Diversity and
Inclusion



Andrew Campbell
VP, Chief
Information
Officer



Randy Williamson
VP, Strategy
and Planning





Terex Strategy: 2016-2020

John Garrison
President and Chief Executive Officer

Terex Strategy: 2016-2020



Terex Today

Legacy M&A Focus



Respected Brands, Strong Market Positions



Foundation of Core Values



Maximize shareholder value by ***focusing*** and ***simplifying*** the company, driving ***process discipline*** and ***executing to win*** in globally competitive markets

Terex in 2020

Improved Margin



Strong ROIC



Shareholder Returns



Terex Strategy: 2016-2020



Terex Today

Legacy M&A Focus



Respected Brands, Strong Market Positions



Foundation of Core Values



Transformation Roadmap

Challenging Global Markets

Strategic Priorities

- Focus
- Simplify
- Execute to Win

Disciplined Capital Allocation Strategy

Terex in 2020

Improved Margin



Strong ROIC

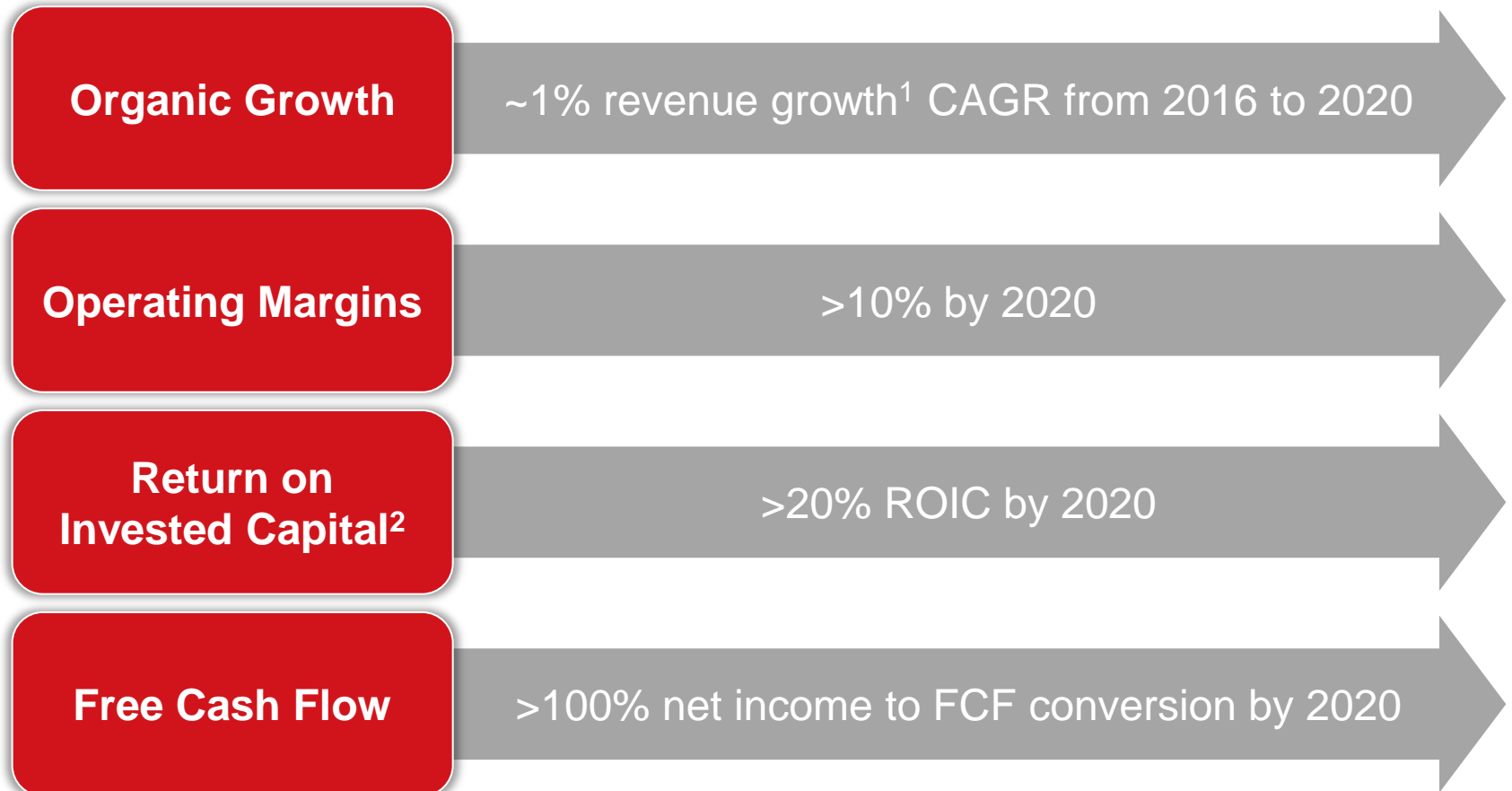


Shareholder Returns



Terex Strategy: 2016-2020

Transformation Objectives



Substantial return of capital to shareholders

¹ Based on 2016 continuing operations revenues adjusted for the sale of the German Compact Construction business in October 2016

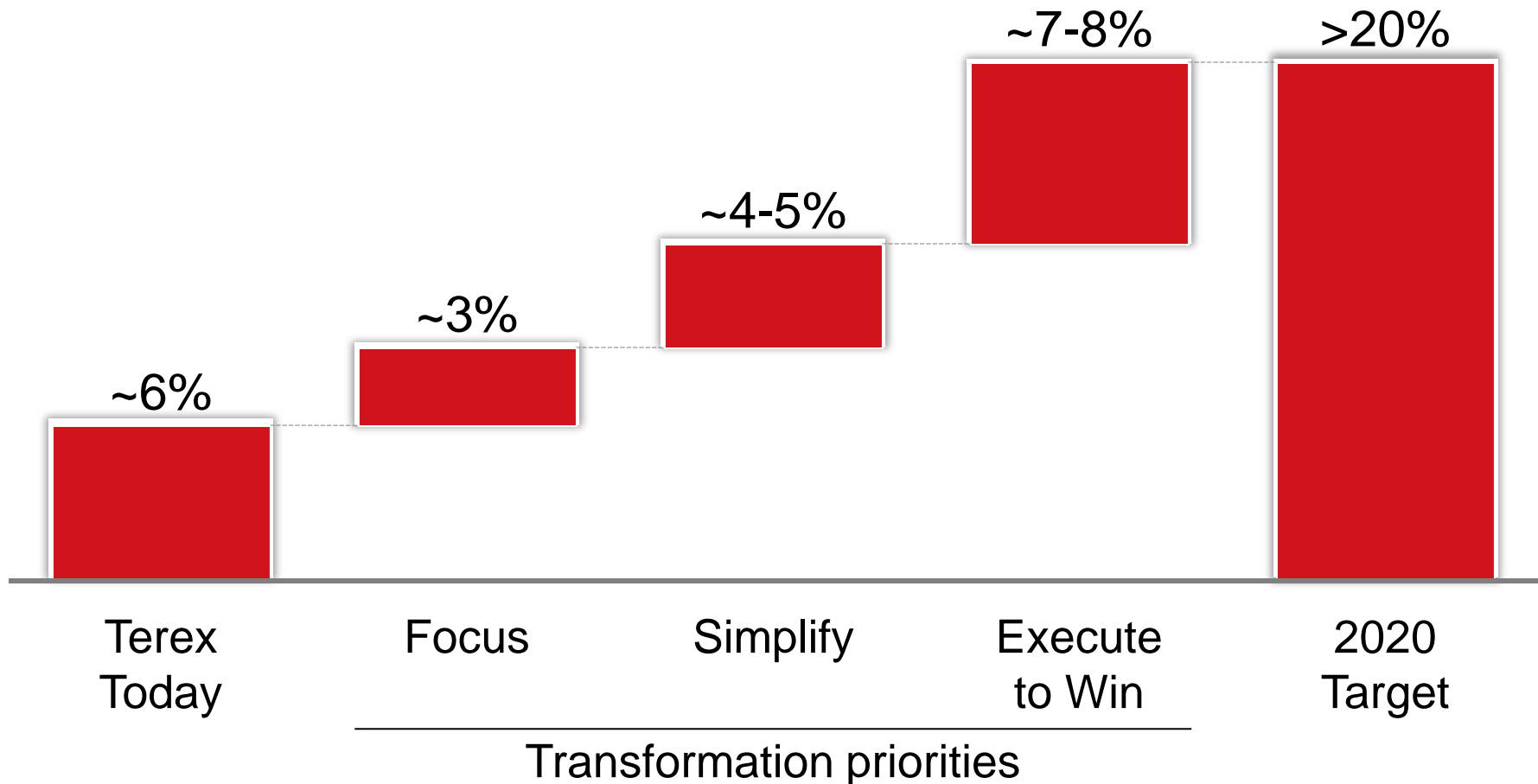
² See Appendix for ROIC definition

Terex Strategy: 2016-2020

Path to Achieving 2020 ROIC Objective

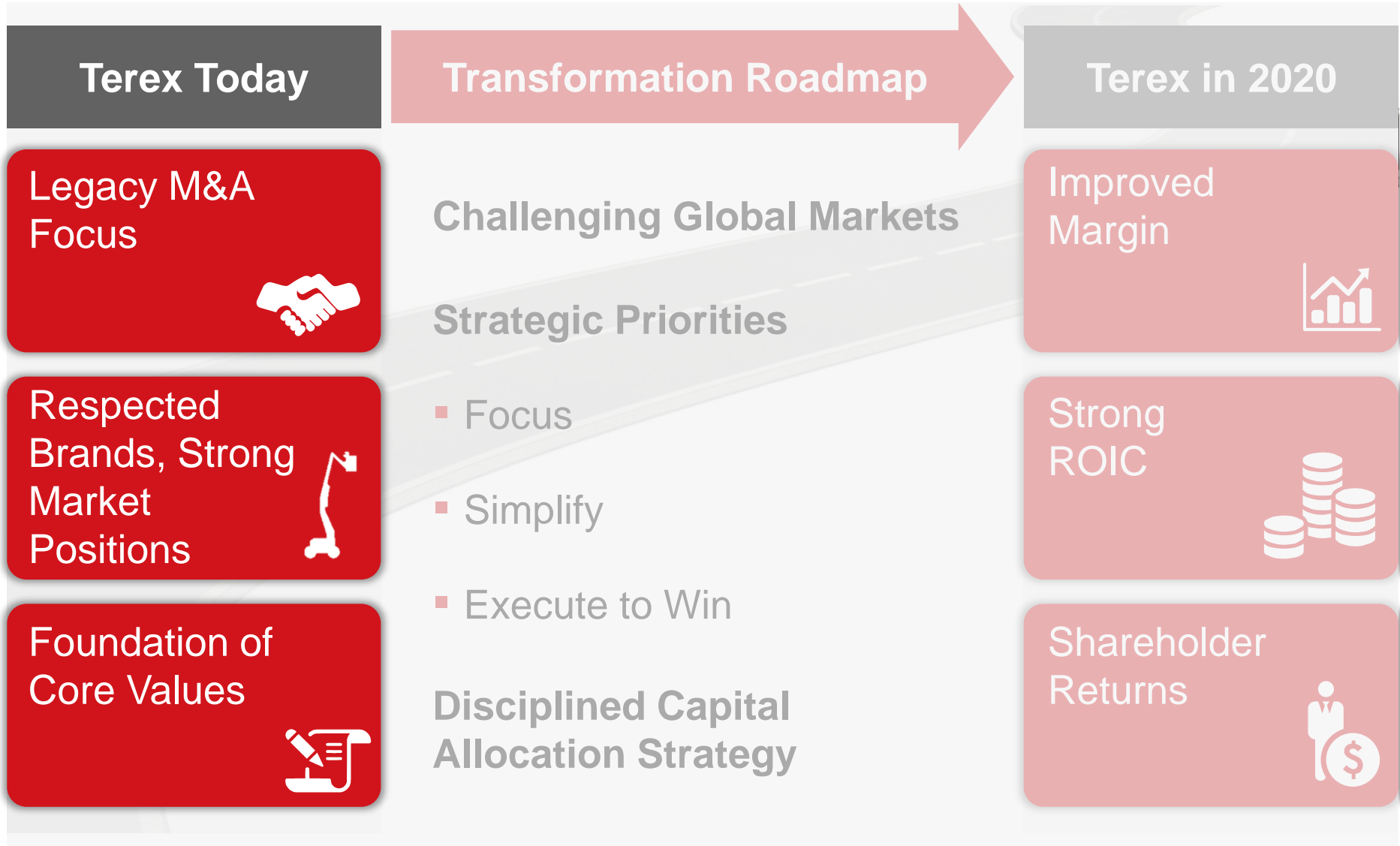


Terex Return on Invested Capital¹ (Percent of Invested Capital)



¹ See Appendix for ROIC definition

Terex Strategy: 2016-2020



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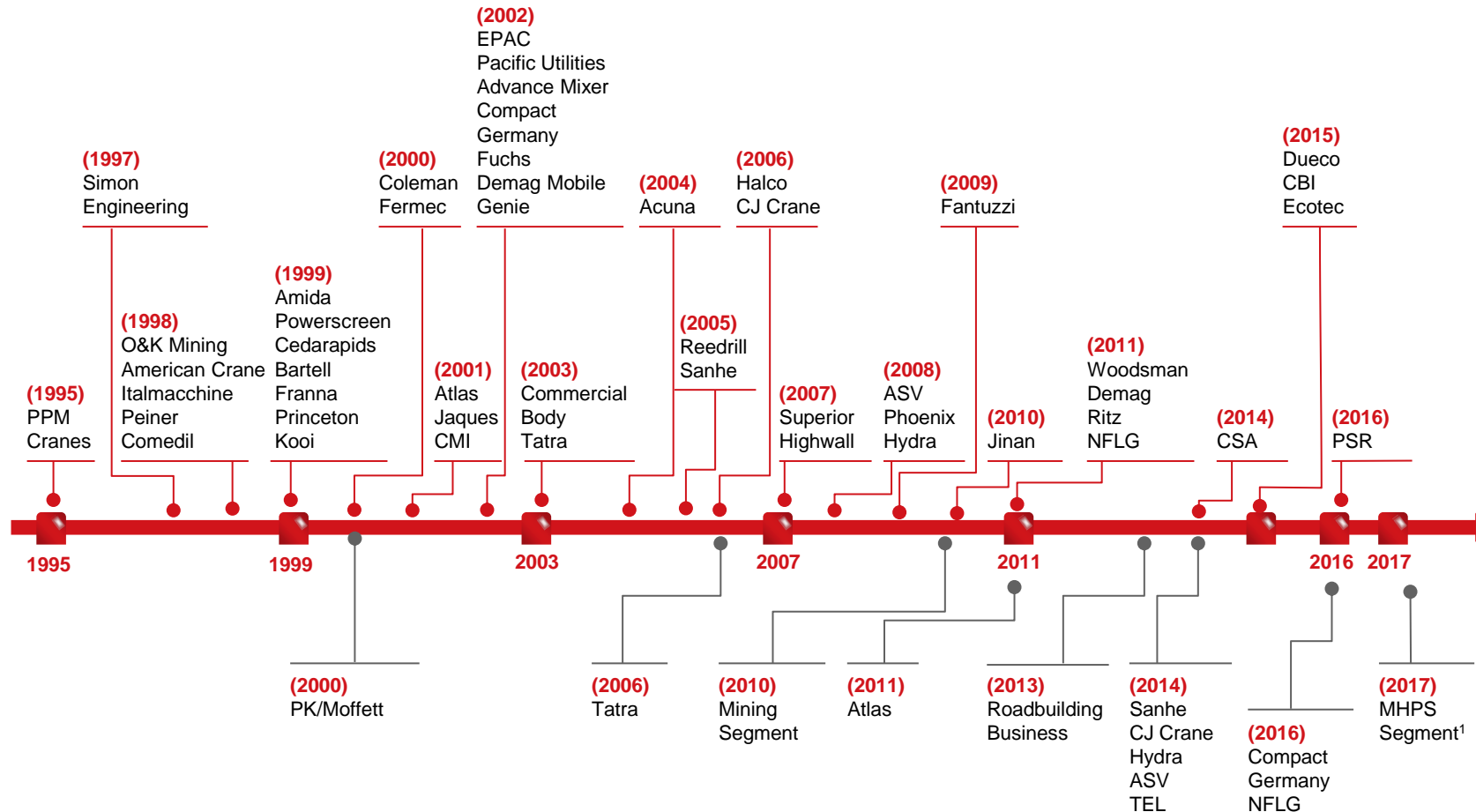
Terex Today

Legacy M&A Focus



Acquisitions

Divestitures



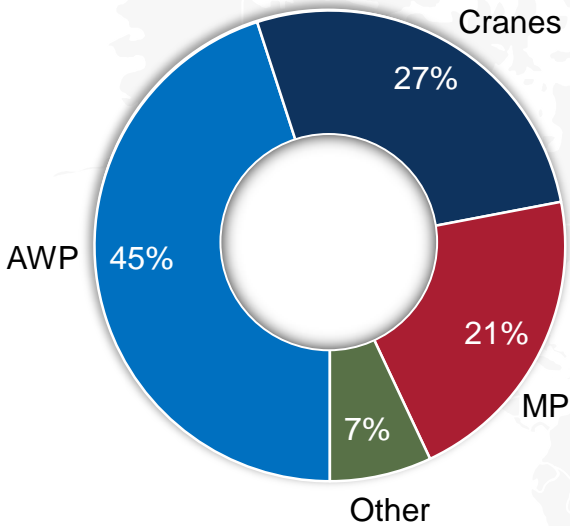
Shift from M&A to Operations-focused

¹ Sale of MHPS to Konecranes expected to close in early 2017

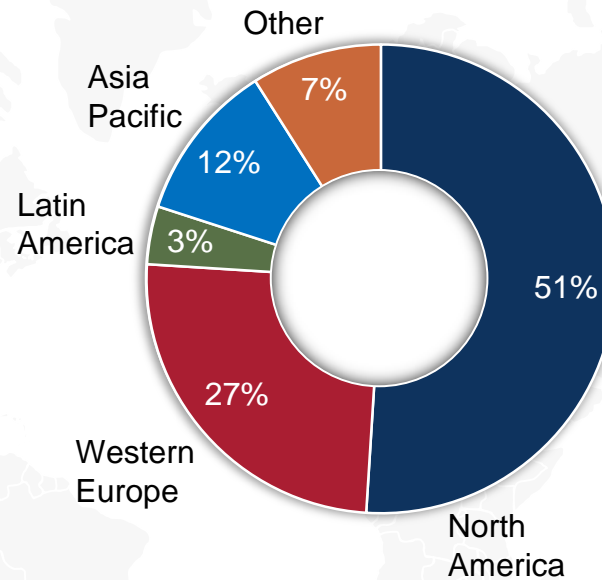
Terex Today

Business Mix

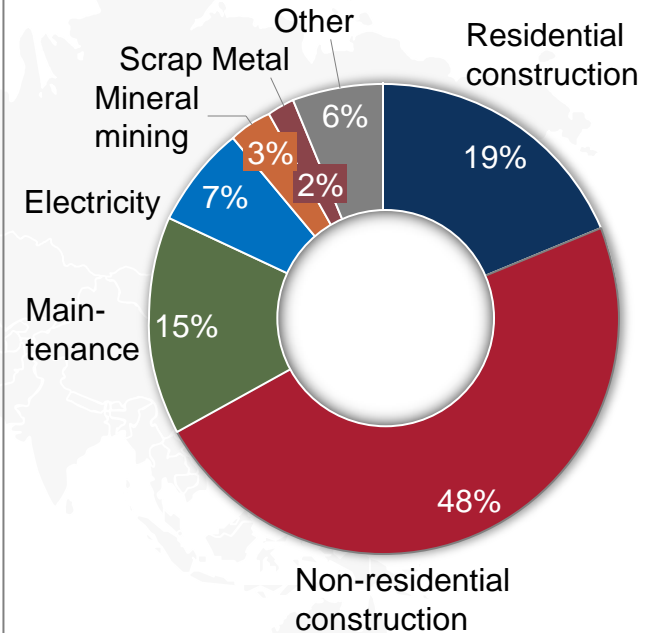
Sales by Segment
(2016, Estimated)



Sales by Region
(2016, Estimated)



Sales by End Use Market
(2016, Estimated)



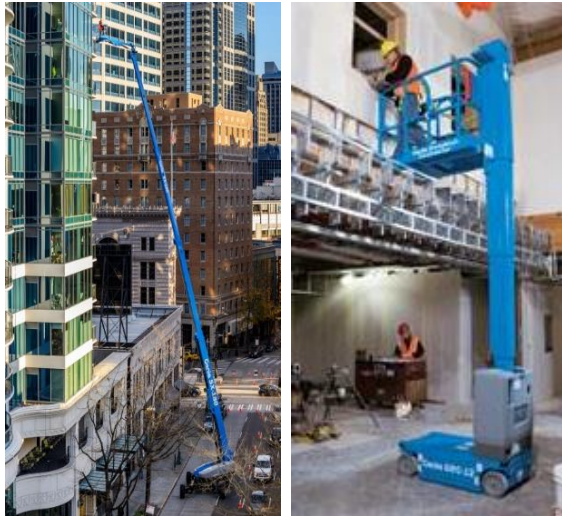
Note: Estimates based on 2016 Continuing Operations Structure

Terex Today

Respected Brands and Strong Market Positions



Aerial Work Platforms



1 / 2 in Aerials
 # 2 in North America
 Telehandlers



Cranes



3 in Mobile Cranes
 # 3 in Tower Cranes
 # 2 in US Utility Equipment



Materials Processing



1 in Mobile Crushing & Screening
 # 2 in US Mixer Trucks
 # 3 in Scrap Handling



Terex Way Values

Integrity
 integritás
 Intégrité
 Integridad
 Integrità
 Integrität
 诚信负责

Egymás megbecsülése
 Respect
 Respekt
 Respeto
 理解尊重
 Rispetto
 Respect

Fejlődés
 锐意进取
 Amélioration
 Verbesserung
 Mejora
 Miglioramento
 Improvement

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

Mut
 Talpraesettség
 勇于奋斗
 Courage
 Coraje
 Coraggio

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

Terex Strategy: 2016-2020



Challenging Global Markets

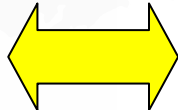
Replacement Cycles

- Replacement cycle headwinds in AWP
- Low utilization and low rental rates in Cranes
- Continuing replacements in Materials Processing



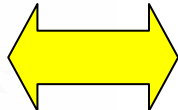
Energy and Commodities

- Significant driver of demand
- Beginning to stabilize
- Not assuming major recovery in planning horizon



Construction

- US experiencing modest growth
- European market uncertainty
- India strong
- Other markets closely linked to commodities



External environment remains challenging in the near-term

Terex Strategy: 2016-2020





















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Focus on businesses
best positioned to
generate *returns*
above our cost of
capital through the
cycle



Focus

Strategic Portfolio Review

	Criteria	Aerial Work Platforms	Cranes	Materials Processing
Market attractiveness	Specialized global markets			
	Scale benefits			
	Consistency of customer demand			
Competitive position	Top 3 player			
	Respected brands			
	Differentiated offerings			

Focus

Portfolio Actions Taken



✓ Completed sale of German Compact Construction business

✓ On-track to close MHPS sale in early 2017

✓ Negotiating additional non-core divestitures

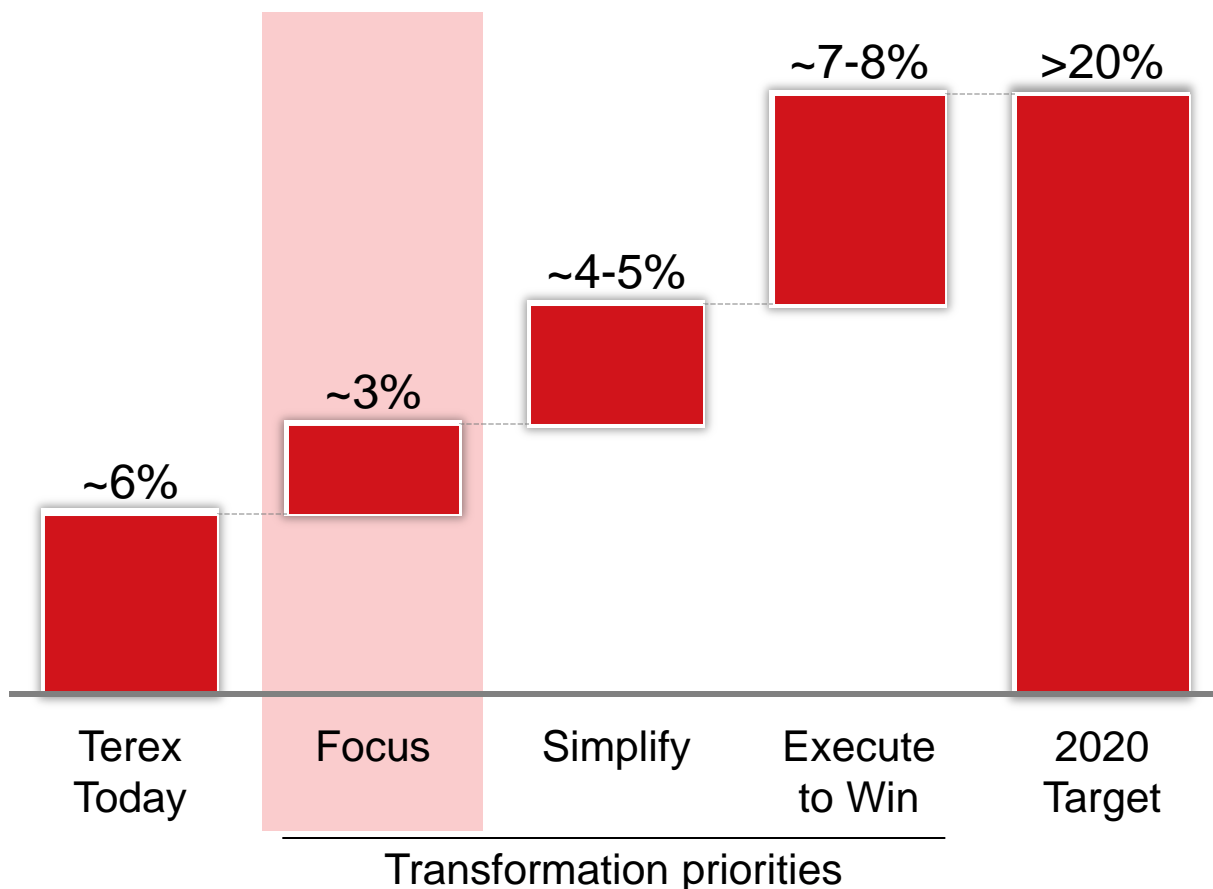


Focus

Path to Achieving 2020 ROIC Objective



Terex Return on Invested Capital¹ (Percent of Invested Capital)



Focus

- Divest MHPS and German Compact Construction
- Focus portfolio on higher ROIC businesses
- Finalize additional non-core divestitures

¹ See Appendix for ROIC definition

Terex Strategy: 2016-2020

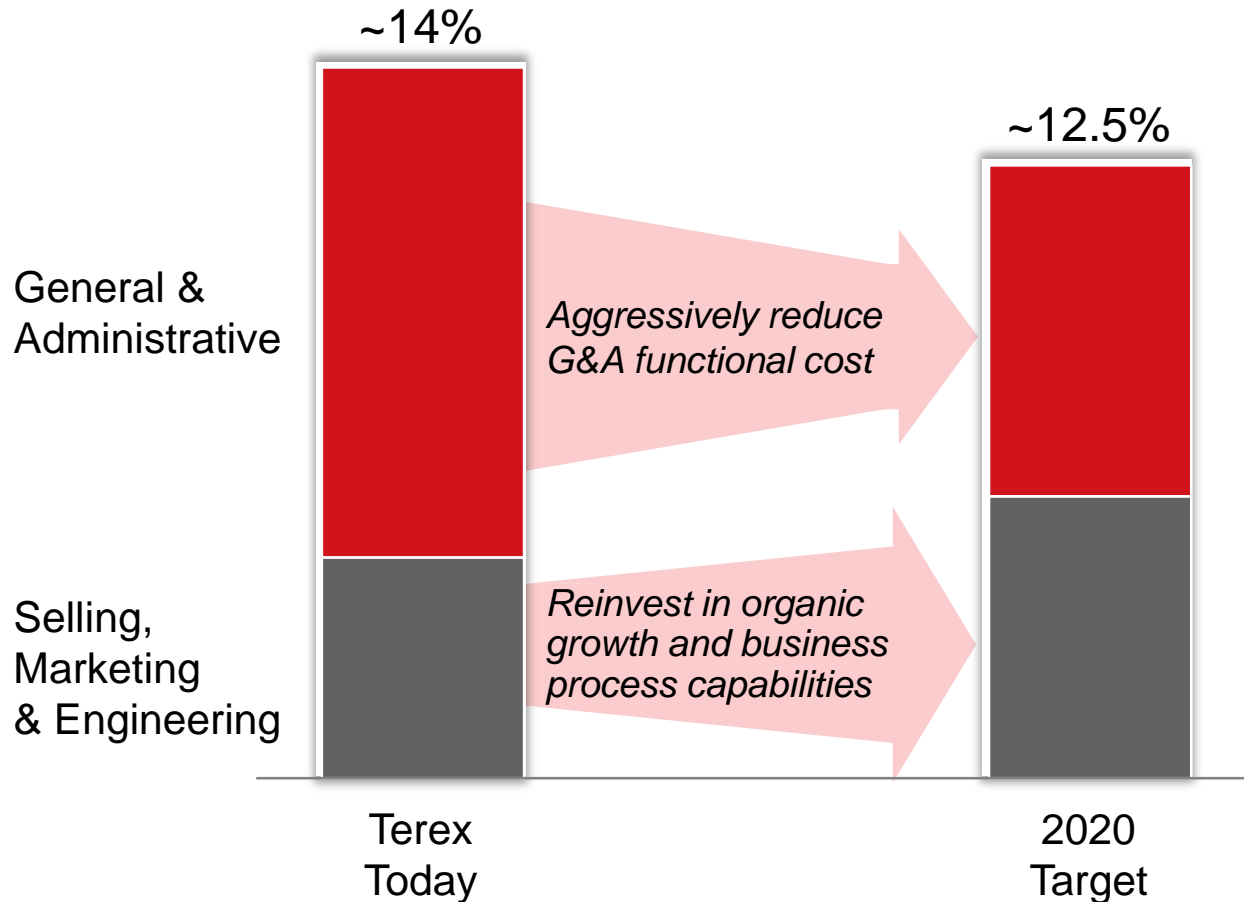




◆ *Simplify* company structure, systems and footprint to improve *efficiency* and enhance *global competitiveness*

Simplify SG&A Cost Reduction

SG&A Spending Outlook: 2016-2020 (Percent of Sales)



Reduced SG&A costs in 2016 by ~\$40 million:

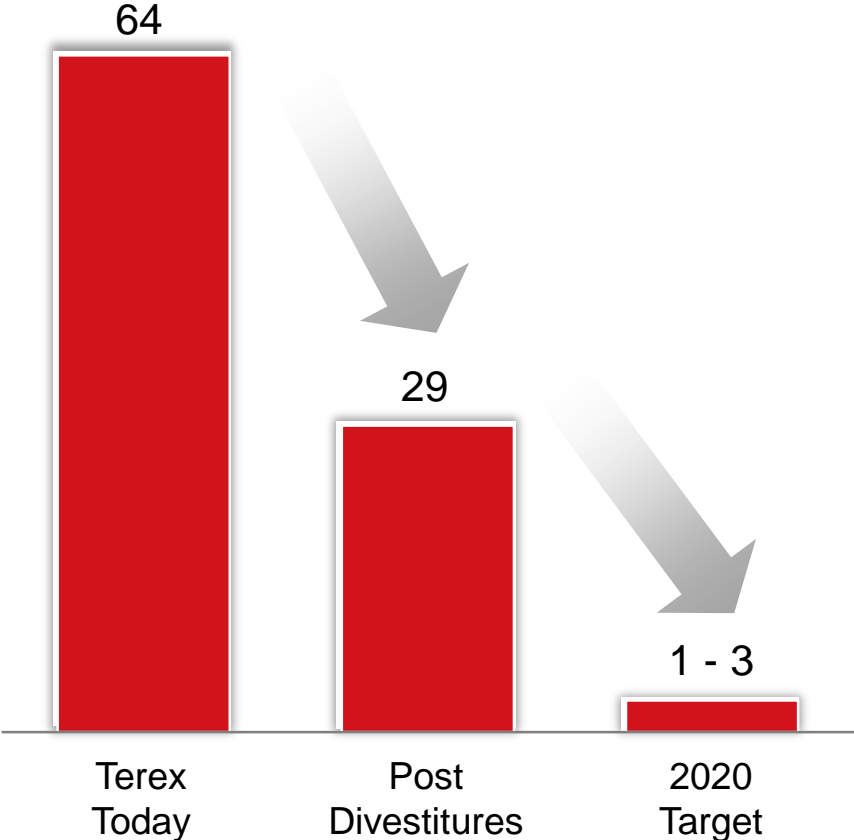
- Streamlined operating structure (5 → 3 segments)
- Reduced spans and layers in corporate and segments
- Implemented headcount reduction programs

Simplify

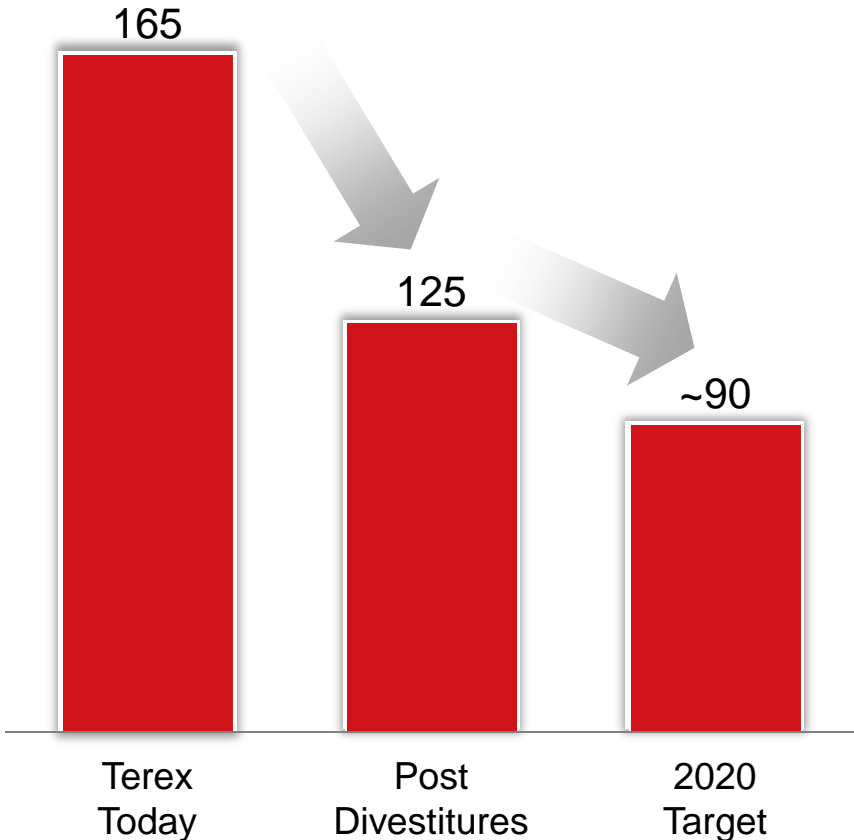
Finance Function Example



Number of General Ledger Systems



Number of Legal Entities



Simplify

Current Manufacturing Footprint

Manufacturing locations

- ★ Aerial Work Platforms
- ★ Cranes
- ★ Materials Processing
- ★ Corporate/Other
- ★ Shared

Americas	
AWP	4
Cranes	4
MP	4
Shared	1
Total	13

Europe	
AWP	1
Cranes	6
MP	5
Corp/Other	1
Total	13

Asia-Pacific	
AWP	1
Cranes	2
MP	2
Corp/Other	1
Total	6

Footprint Strategy

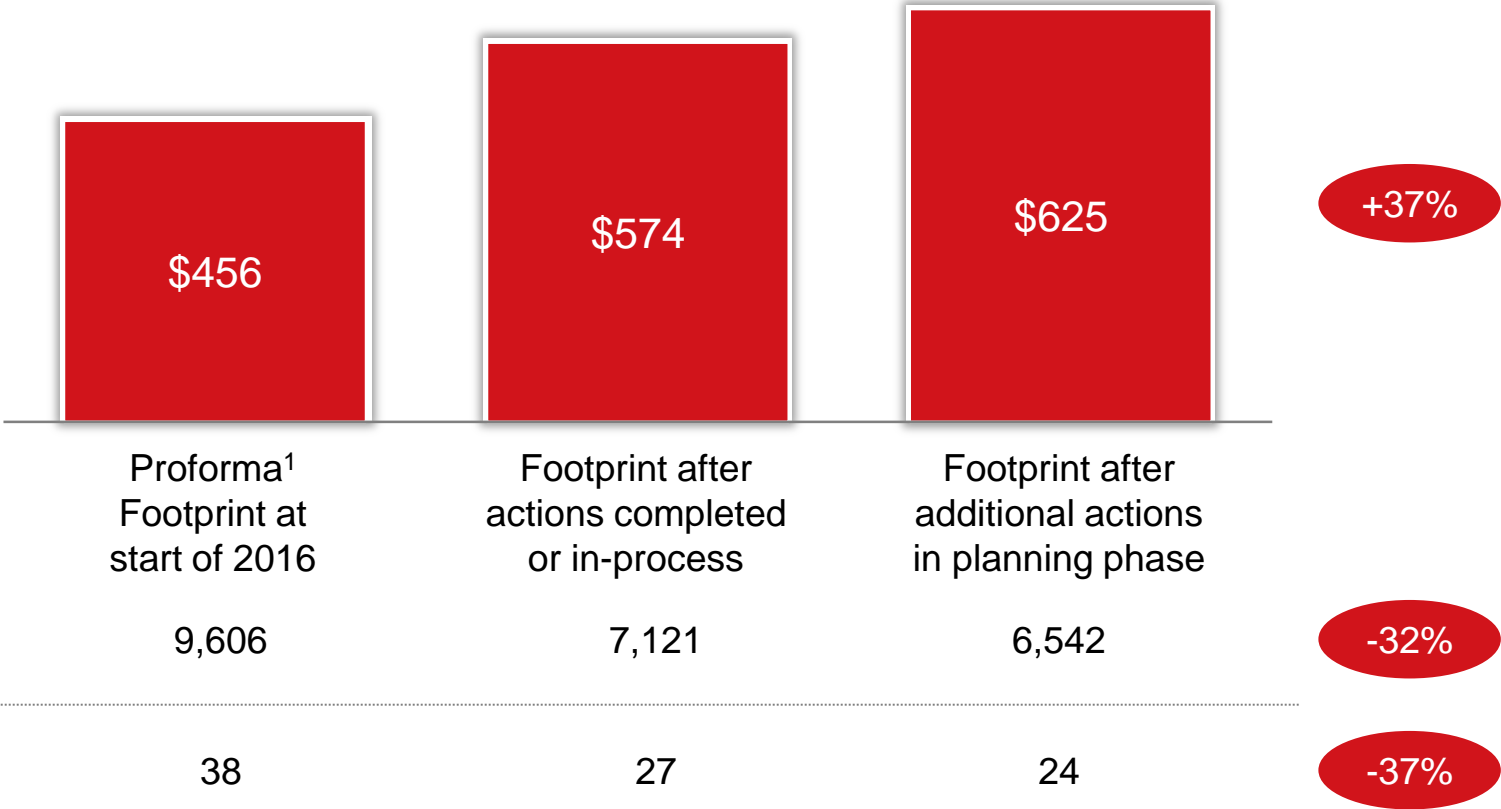
- Produce where we sell
- Rationalize overall footprint
- Create and leverage global supply chain across segments

Simplify Manufacturing Footprint Actions



2016 Proforma¹ Revenue per Square Foot
(\$ Dollars)

Percent Change



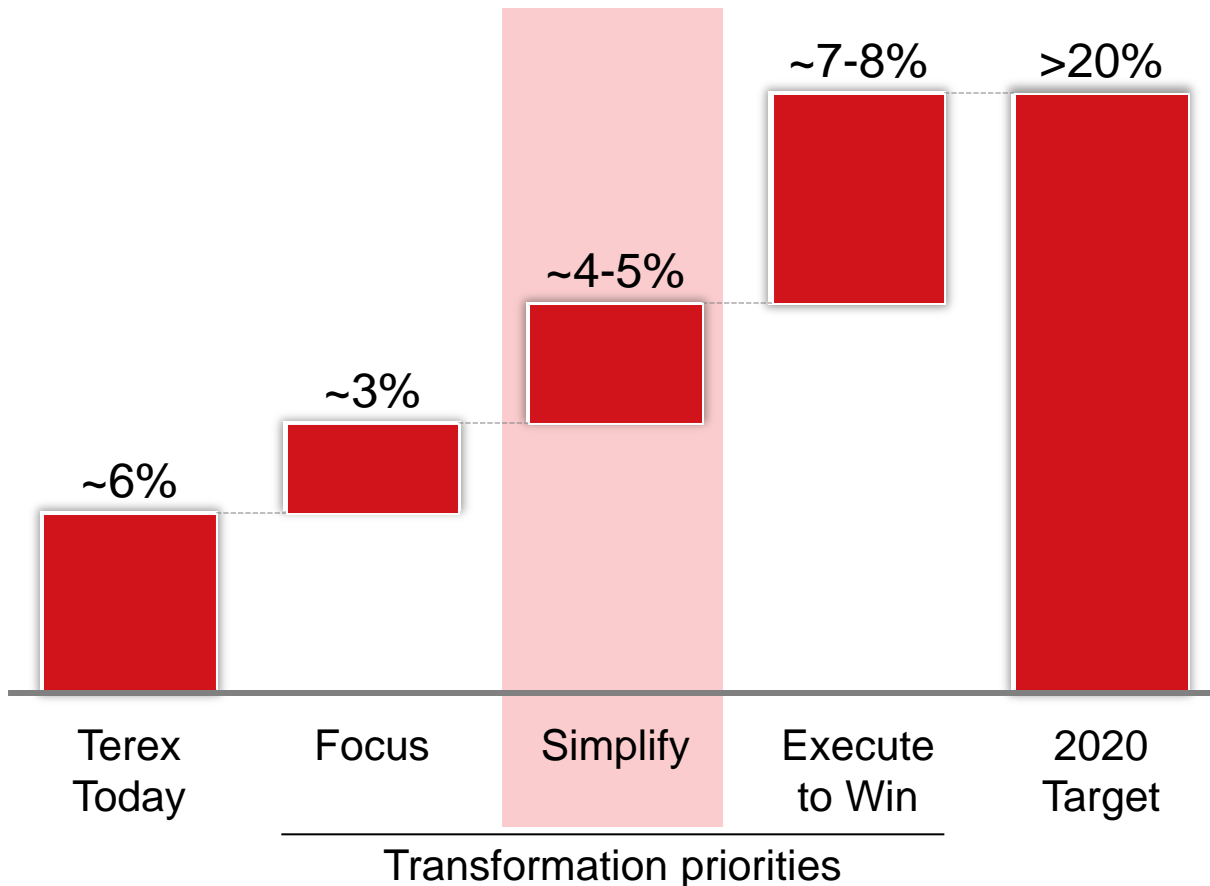
Primarily operating in a single-shift environment

¹ Excludes MHPS

Simplify

Path to Achieving 2020 ROIC Objective

Terex Return on Invested Capital¹ (Percent of Invested Capital)



Simplify

- Streamline structure, systems and legal entities
- Aggressively reduce G&A functional costs
- Reinvest in organic growth and process capabilities
- Rationalize global footprint

¹ See Appendix for ROIC definition

Terex Strategy: 2016-2020

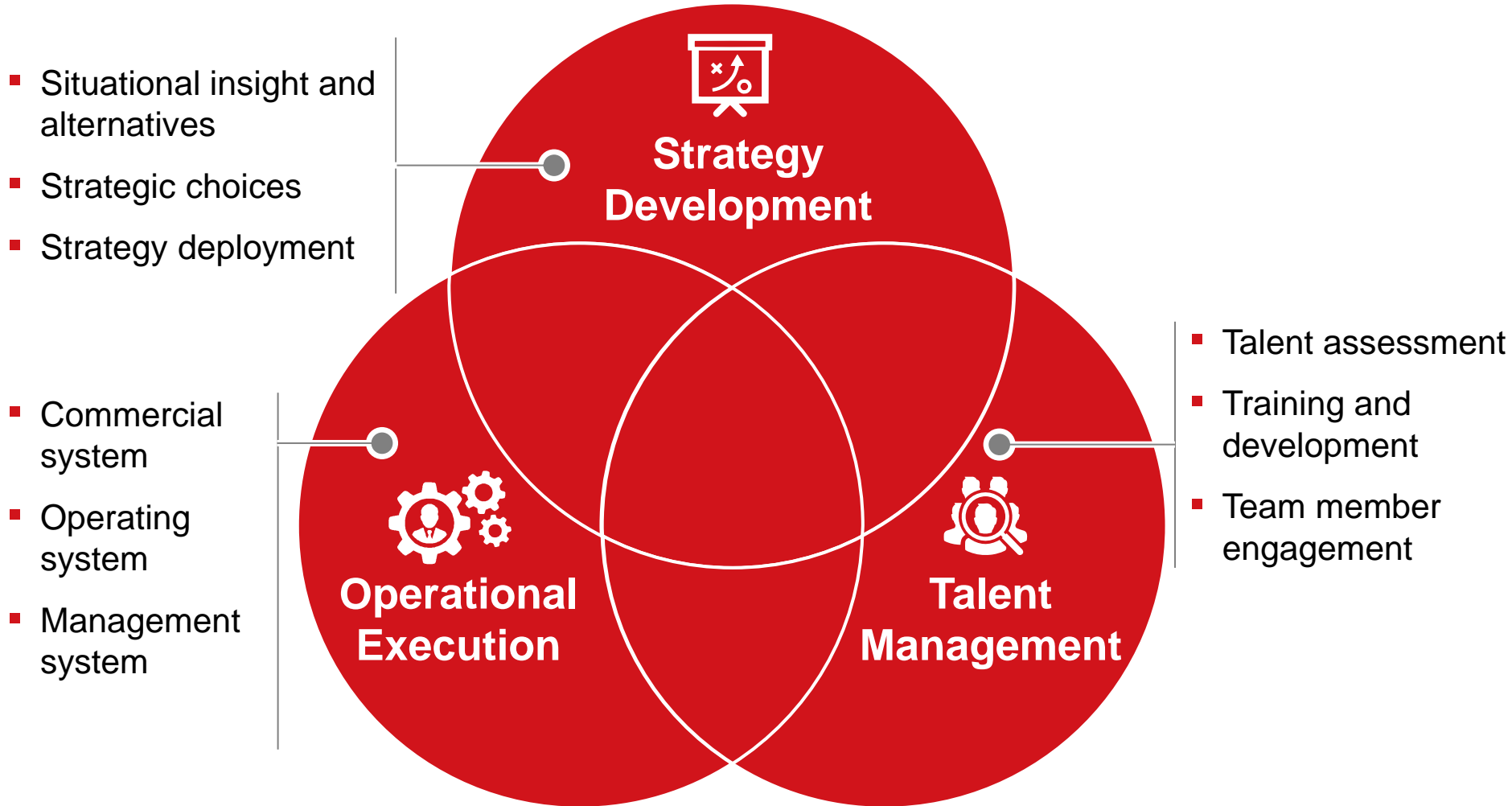




◆ Drive *process discipline, execution rigor, and accountability* in core management and operational processes in order to *Execute to Win*

Execute to Win

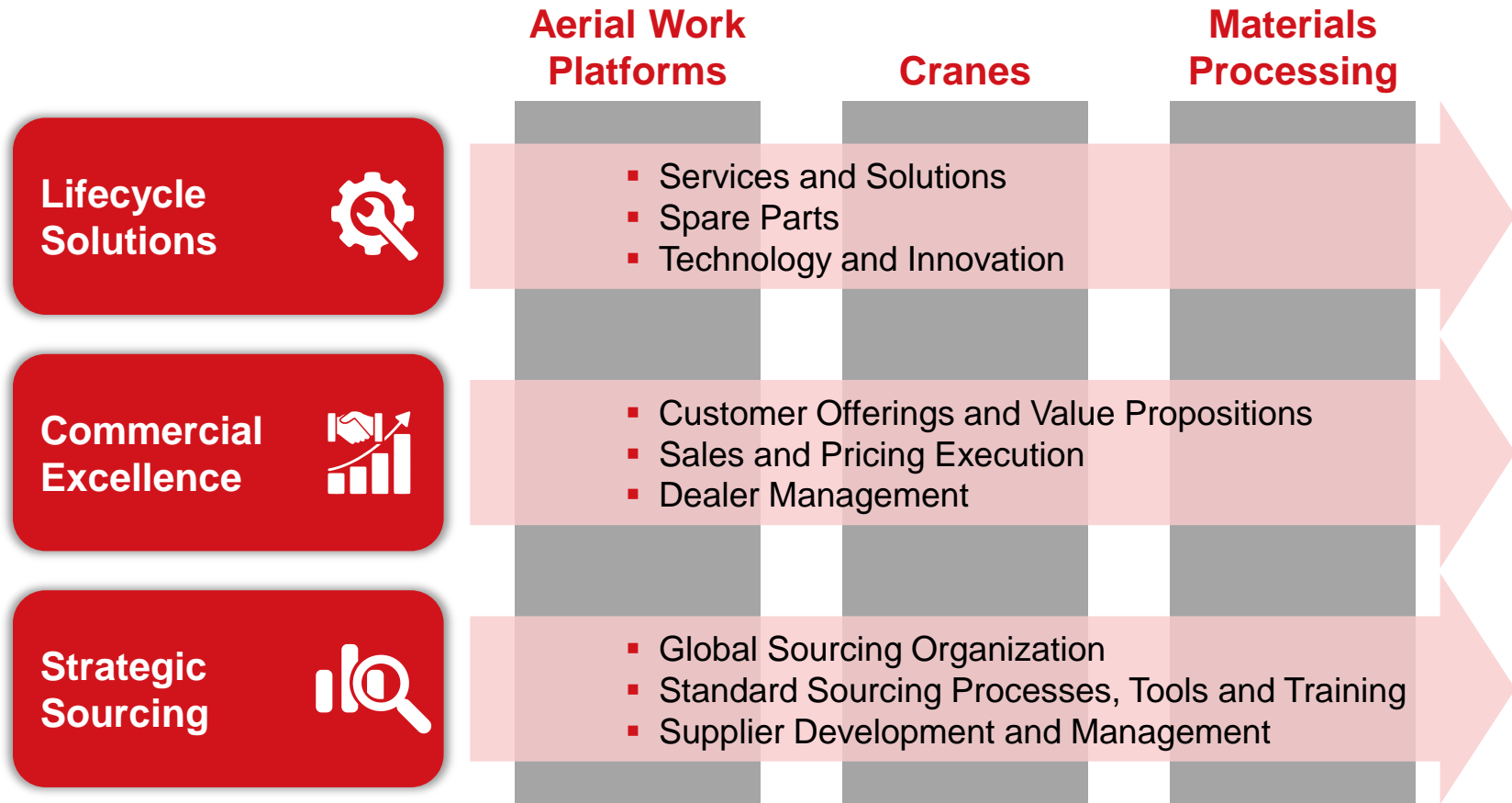
Three Core Management Processes



Process discipline and execution across core management processes

Execute to Win

Transformation Priorities



Developing core competencies across the company



Execute to Win

Scott Hensel
President, Services, Parts and Customer Solutions

From Equipment-focused – “Selling Big Iron” ...



... **To** Solutions-focused – Providing “Lifecycle Solutions” that maximize customer ROI

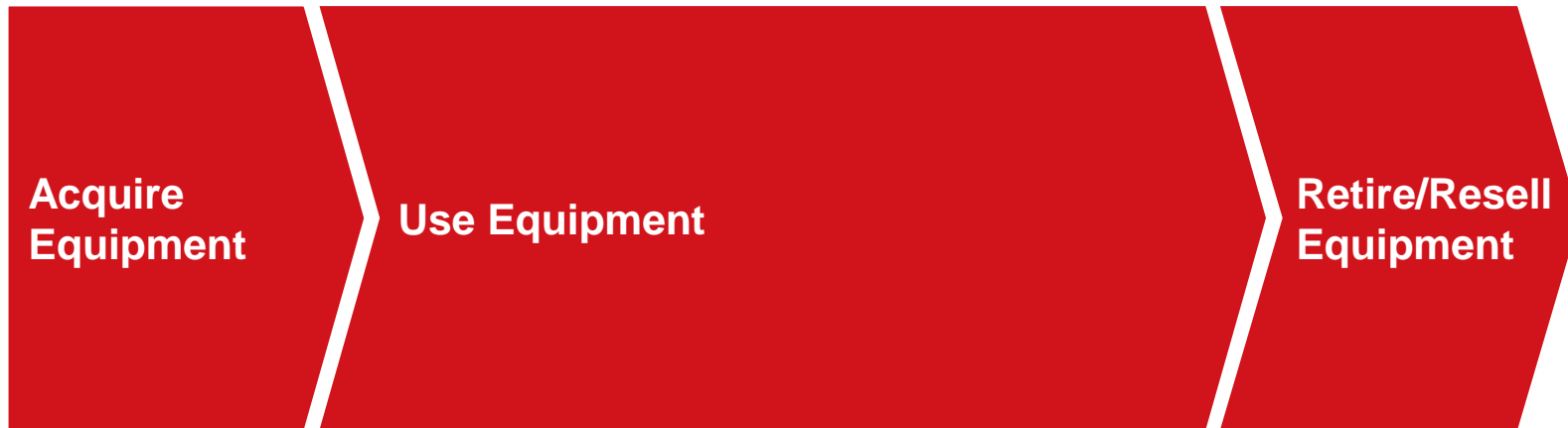


Execute to Win: Lifecycle Solutions

Customer View of Equipment Lifecycle



Customer's View of Equipment Lifecycle



Maximize customer return on investment

Execute to Win: Lifecycle Solutions

Key Priority Areas

Service and Solution Offerings



- Lifecycle Solution Design and Development
- Technical Service and Customer Support
- Financing Solutions (TFS)

Spare Parts



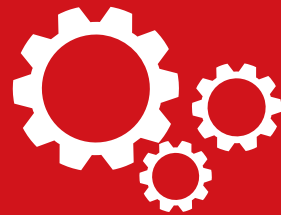
- Growth and Market Share
- Strategic Sourcing and Inventory Planning
- Global Warehousing and Distribution

Technology and Innovation



- Telematics
- Customer Portals
- CRM / Customer Experience

From inconsistent commercial practices, processes and tools across the company...



...**To** consistent commercial practices, processes and tools across the company



Execute to Win: Commercial Excellence

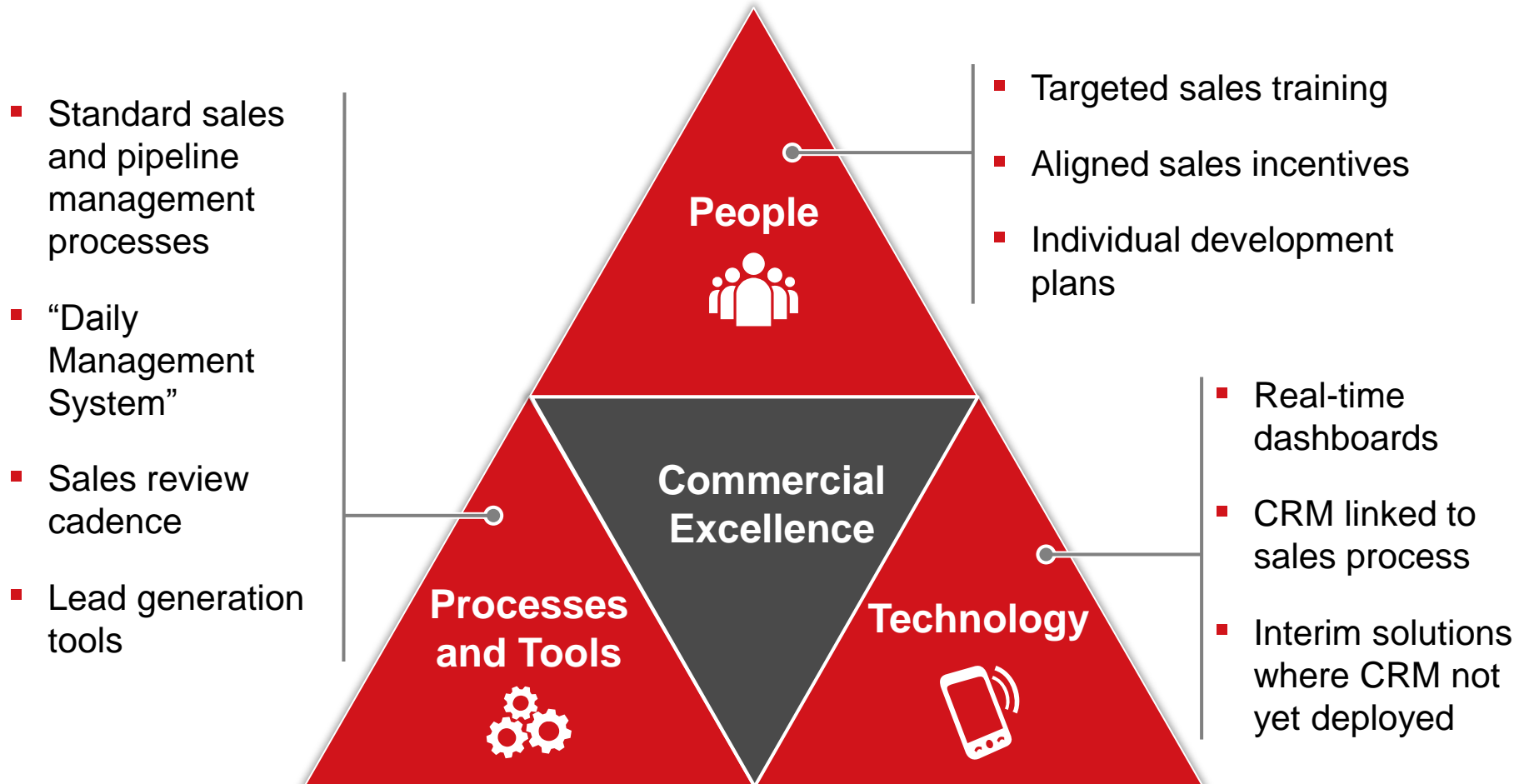
Opportunity Areas

Investing in our ability to...

1 ... define		common processes, tools and systems to drive consistent execution
2 ... develop		products, services and solutions that generate strong return on investment for customers
3 ... target		the most attractive product markets, geographies, and customer segments
4 ... go to market		with the right mix of direct sales (field and inside sales) and channel partners (dealers, distributors)
5 ... identify		the best customer opportunities and earn a higher share of their spend
6 ... present		the most compelling offerings with tailored value propositions
7 ... monetize		the value we bring to customers by <i>setting</i> and <i>getting</i> the right price
8 ... build		new skills and capabilities across the commercial teams

Execute to Win: Commercial Excellence

Example Actions – Sales Execution



Greater process and execution discipline in commercial operations

Execute to Win: Commercial Excellence

Implementation Plan

Wave 1: Build the Foundation

- Common sales and pricing processes
- Consistent performance tracking
- Foundational training
- “Quick-to-launch” tools

Wave 2: Accelerate Performance

- Scaled-up capability building
- Real-time, automated performance tracking
- Common tools and systems

Wave 3: Drive Continuous Improvement

- Standard skill matrices and competency models
- Standard commercial “playbooks”
- Standard CRM platform and IT tools/systems

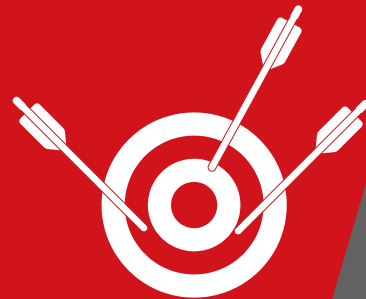
Develop processes and tools and build capabilities



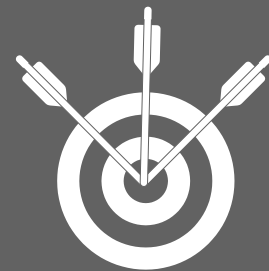
Execute to Win

Paul Caldarazzo
Vice President, Strategic Sourcing and ETW

From inconsistent processes and fragmented, under-leveraged spend...



...**To** consistent processes with centrally coordinated and leveraged spend











\$2.6 Billion in Addressable Direct and Indirect Spend

Execute to Win: Strategic Sourcing

Opportunity Areas

Investing in our ability to...

- 1 ... define**  systematic and standard process
- 2 ... follow**  process and take the time to do the full process properly
- 3 ... negotiate**  for lowest total overall cost, exploring all 64 negotiable elements rather than focusing solely on price
- 4 ... know the market**  instead of focusing on a limited number of known suppliers and dated market intelligence
- 5 ... utilize data**  to ensure detailed line item spend data, as well as specs and drawings are available and deployed
- 6 ... develop**  and practice new skills
- 7 ... involve**  suppliers in the process
- 8 ... invest**  in design engineering and manufacturing engineering resources to support sourcing

Execute to Win: Strategic Sourcing Objectives



Transform

Sourcing into a core strategic function



Build

Sourcing team capable of centrally coordinating spend across the enterprise with local planning and buying



Execute

Sequential waves targeting direct and indirect spend categories over the next 5 years

Execute to Win: Strategic Sourcing

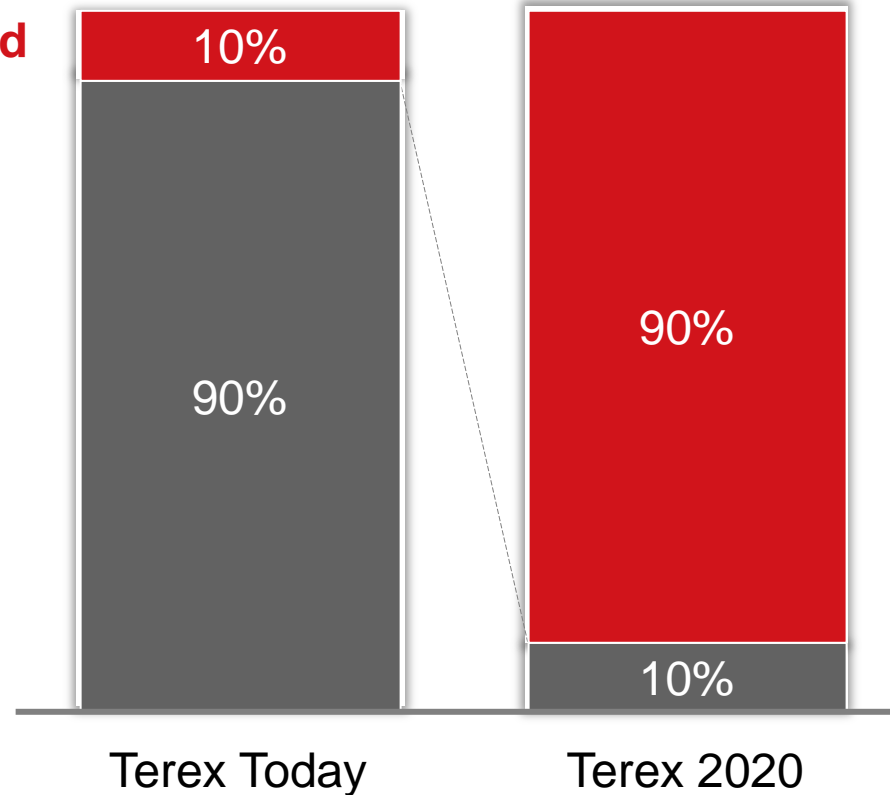
Global Sourcing Strategy

Enterprise-led spend

Direct or indirect spend centrally coordinated

Segment-led spend

Direct or indirect spend managed in individual Segments and BUs



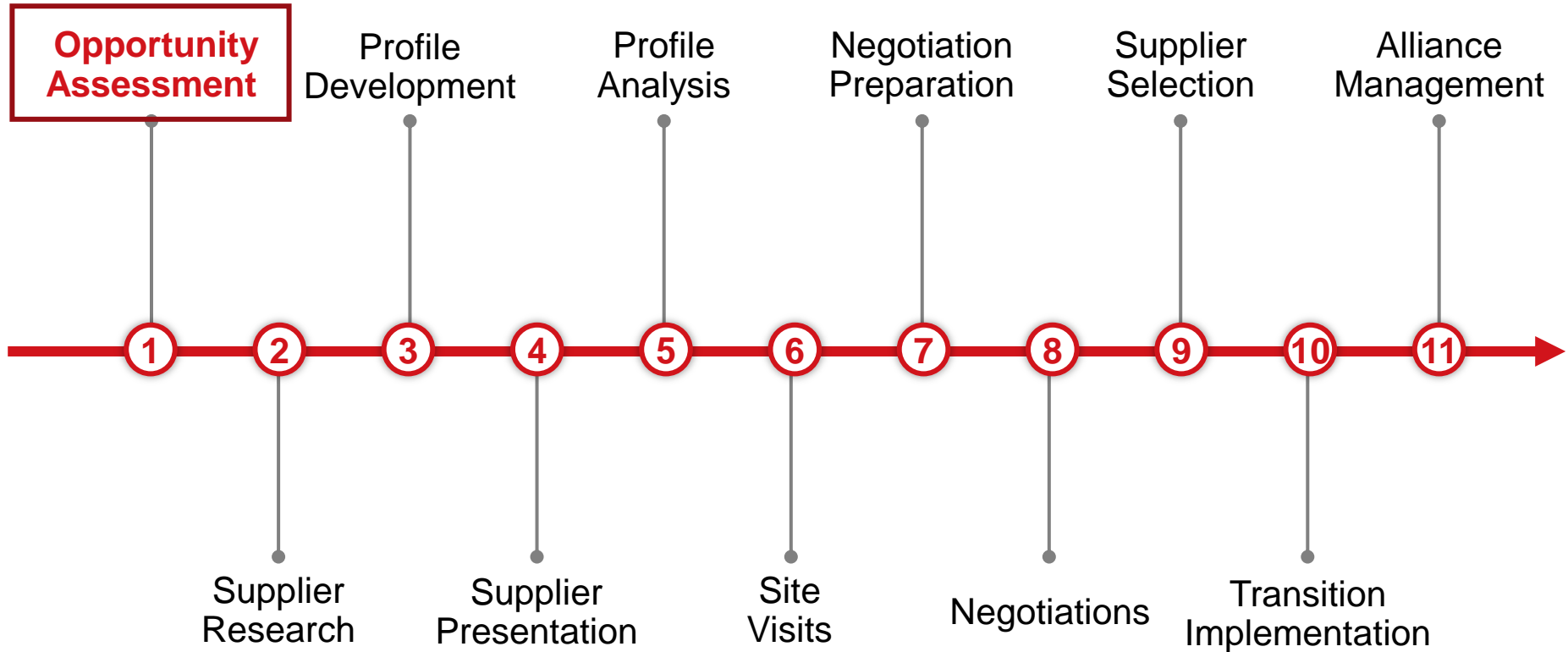
Centrally coordinated global strategic sourcing

Execute to Win: Strategic Sourcing

Consistent Process, Training, and Tools



TODAY



Foundation

Cross-Functional Teamwork

Skill Based Training

Systems and Tools

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Execute to Win: Strategic Sourcing Implementation Plan



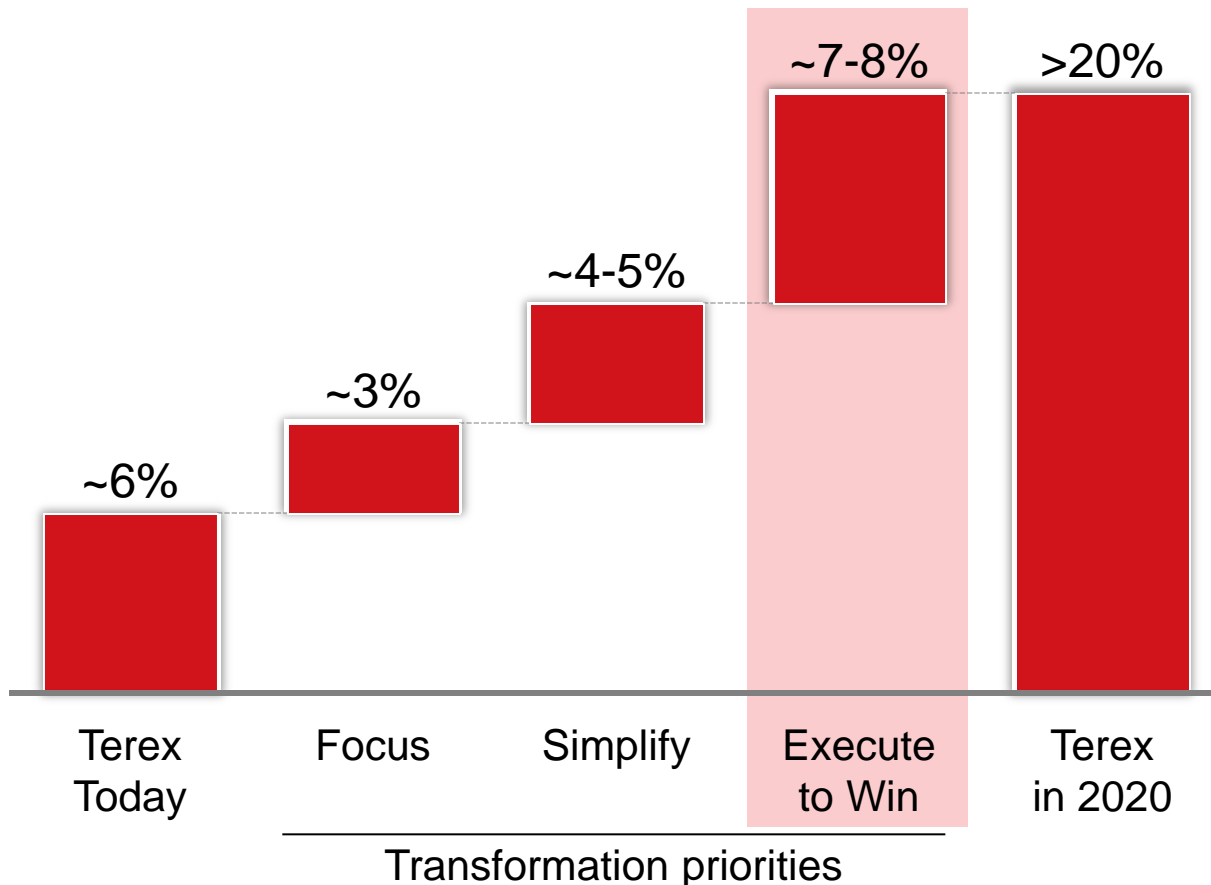
Balance speed, savings and degree of difficulty

Execute to Win

Path to Achieving 2020 ROIC Objective

Terex Return on Invested Capital¹

(Percent of Invested Capital)



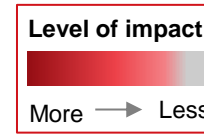
Execute to Win

- Strengthen management processes
- Invest in services, parts and lifecycle solutions
- Drive commercial excellence
- Build out strategic sourcing capabilities

¹ See Appendix for ROIC definition

Terex Strategy: 2016-2020

Timing of Transformation Impact



	2016	2017	2018	2019	2020
Focus	<ul style="list-style-type: none"> MHPS Divestiture Compact Germany Divestiture Other non-core Divestitures 				
Simplify	<ul style="list-style-type: none"> Streamlined Corporate Structure Functional Cost Reduction Footprint Rationalization 				
Execute to Win	<ul style="list-style-type: none"> Services, Parts and Lifecycle Solutions Commercial Excellence Strategic Sourcing 				

Terex Strategy: 2016-2020



Disciplined Capital Allocation Strategy

Key Priorities

**Cash Flow from Operations +
After-tax Proceeds from Divestures**

Optimal Capital Structure

- Debt repayment from MHPS sale proceeds
- Through-cycle average of ~2.5X Net Debt to EBITDA

Organic Growth Investments

- Product and Service Development
- Maintenance CAPEX
- Targeted Geographic Expansion

Restructuring Investments

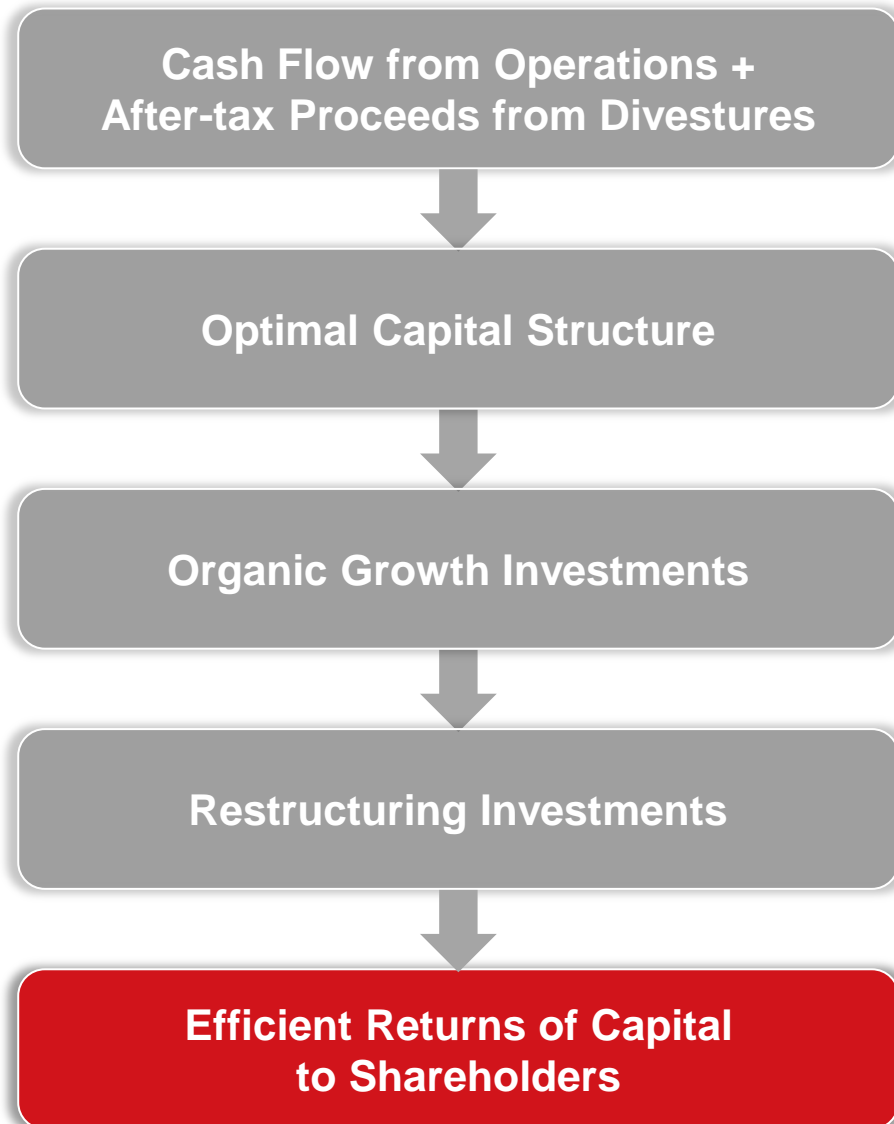
- G&A Cost Reduction
- Footprint Rationalization

**Efficient Returns of Capital
to Shareholders**

- Dividends
- Share Repurchases

Disciplined Capital Allocation Strategy

Efficient Return of Capital to Shareholders



Our Intent: Return Capital to Shareholders

- **Dividends:**
Double-digit annual percentage increase in dividend per share through 2020
- **Share Repurchases:**
\$1 billion to \$1.5 billion in cumulative share repurchases through 2020

Terex Strategy: 2016-2020





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Aerial Work Platforms

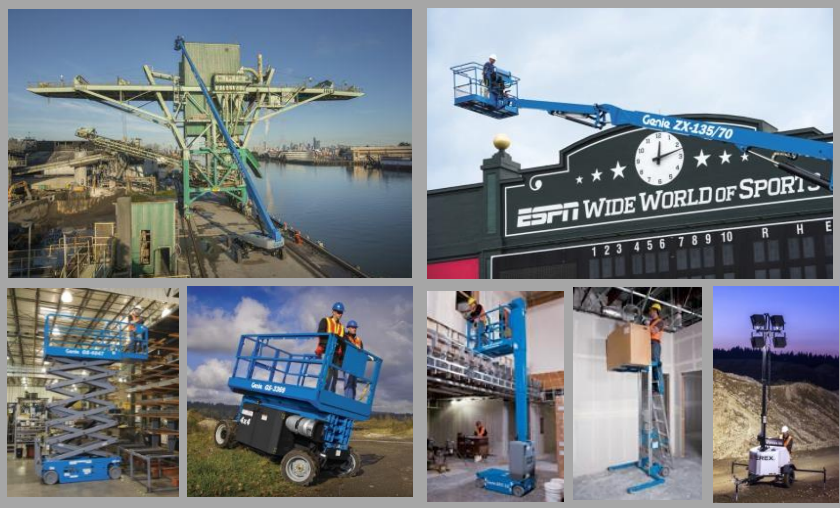
Matt Fearon
President, Aerial Work Platforms

Aerial Work Platforms



Genie
A TEREX BRAND

Aerials



1 or 2 Globally
Full Product Range

Genie
A TEREX BRAND

Telehandlers



#2 in North America
Expanding Product Range

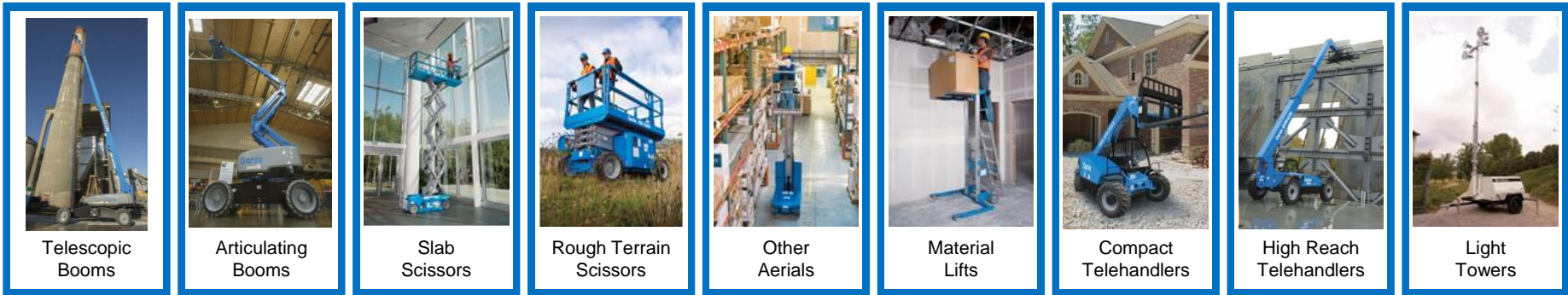
Near term headwinds from US replacement cycle
Increasing potential in Europe, China, and other markets

Aerial Work Platforms

Segment Overview



Full Product Range and Market Leading Brand



Applications

- Construction/Maintenance
- Aviation
- Industrial
- Entertainment
- Government & Military
- Warehouse & Retail

Footprint

- Redmond, WA (US)
- Moses Lake, WA (US)
- Oklahoma City (US)
- Rock Hill, SC (US)
- Perugia, Italy (EU)
- Changzhou, China (Asia)

Customers/Channels

- General Rental (>90%)
- Direct Sales
- Third Party Distribution
- Catalogue

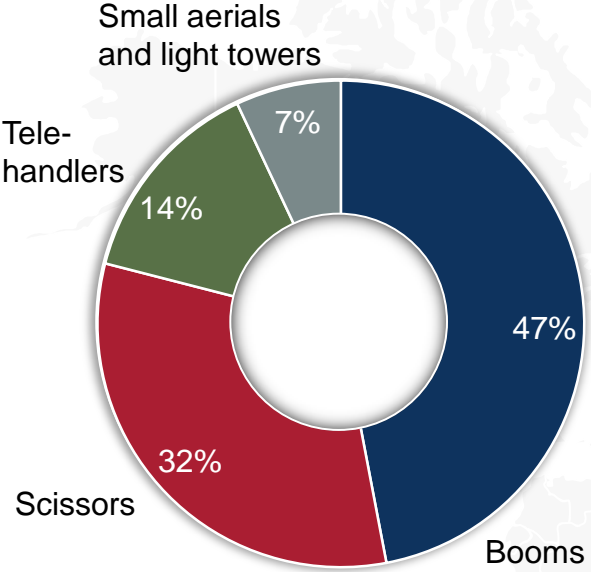
Full-line product portfolio, high product quality, respected brand, and strong mutually beneficial relationships with the General Rental channel

Aerial Work Platforms

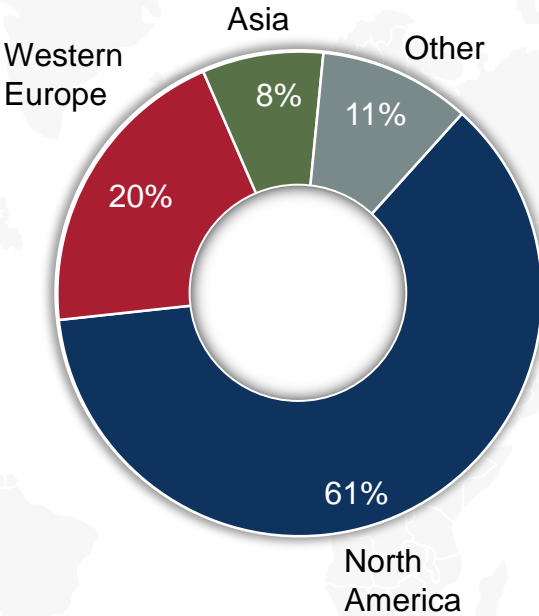
Business Mix



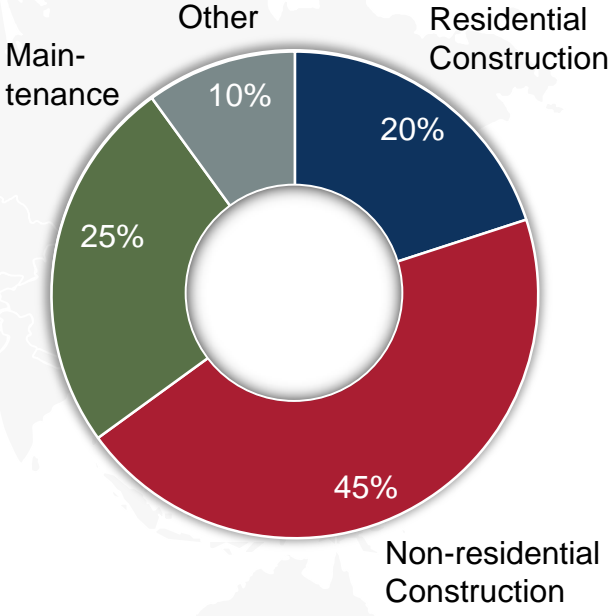
Sales by Product Line
(2016, Estimated)



Sales by Region
(2016, Estimated)



Sales by End Use Market
(2016, Estimated)



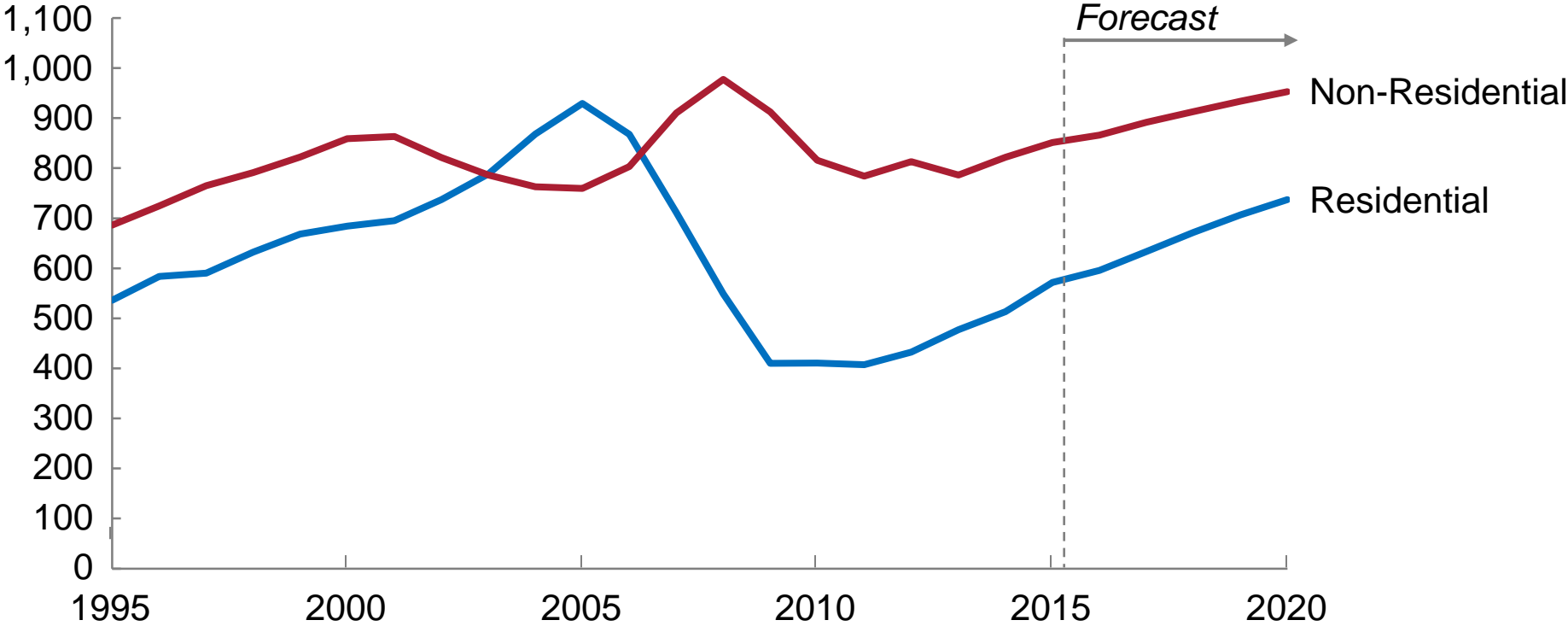
Note: Estimates based on 2016 Continuing Operations Structure

Aerial Work Platforms

Construction Spending: North America



Real Construction Spending: North America
(\$Billions)



North America construction spending is expected to strengthen over the next 4 years

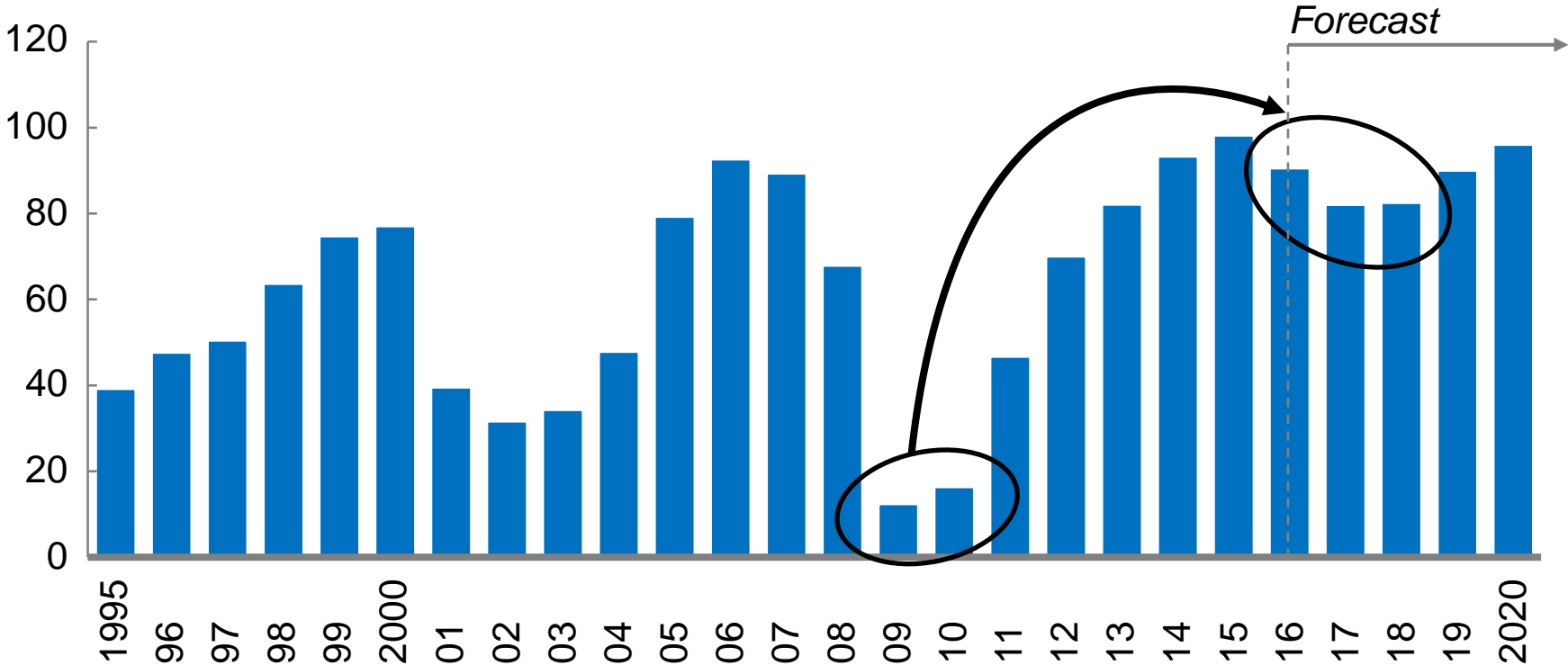
Source: Terex Estimates, based on Analysis of data from IHS Global Insights

Aerial Work Platforms

Demand for New Equipment: North America



Annual Industry Units Sold: North America
(000 Units)



Low new equipment purchases in 2009-10 will result in lower replacement demand in 2016-18

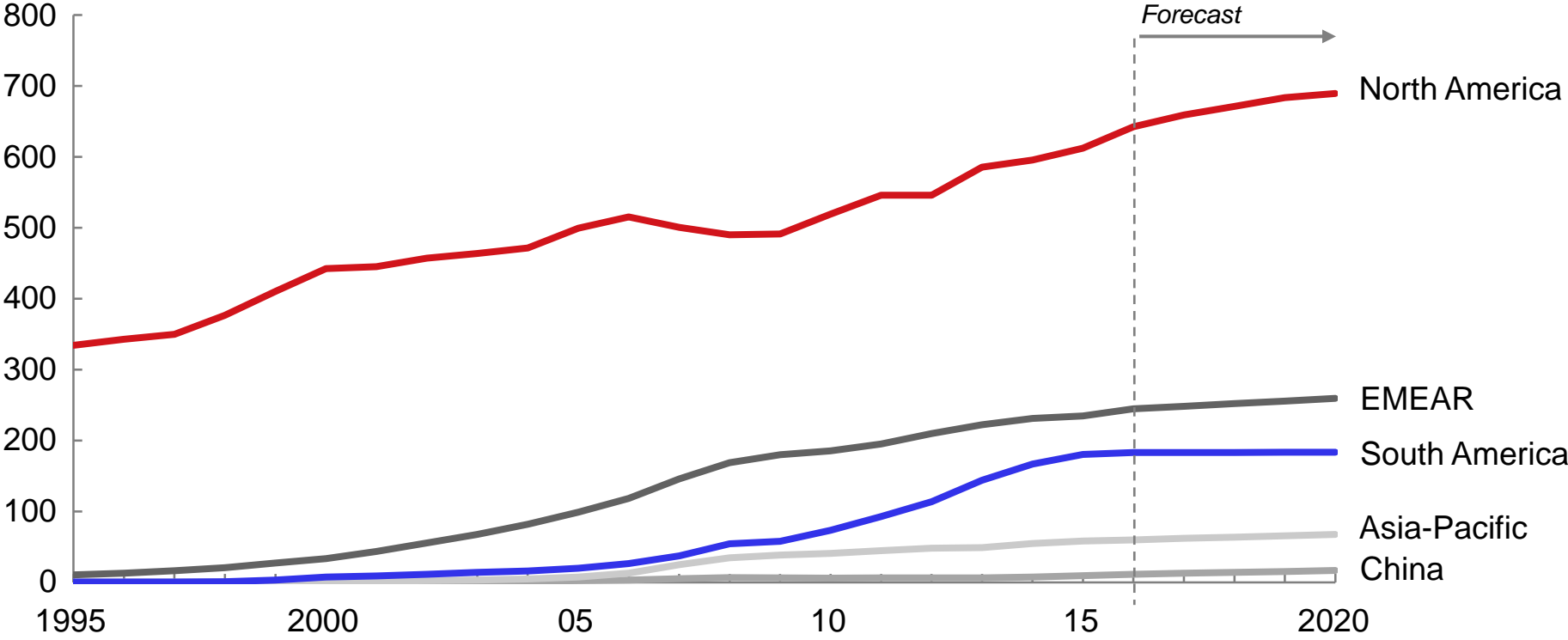
Source: Terex Modeling of Category-level replacement + growth

Aerial Work Platforms

Aerial Adoption Rates: Global Markets



Aerial Units per \$1B of Construction Spend
(Number of Units)



Steady growth expected outside of North America as aerial adoption rates in these markets increase

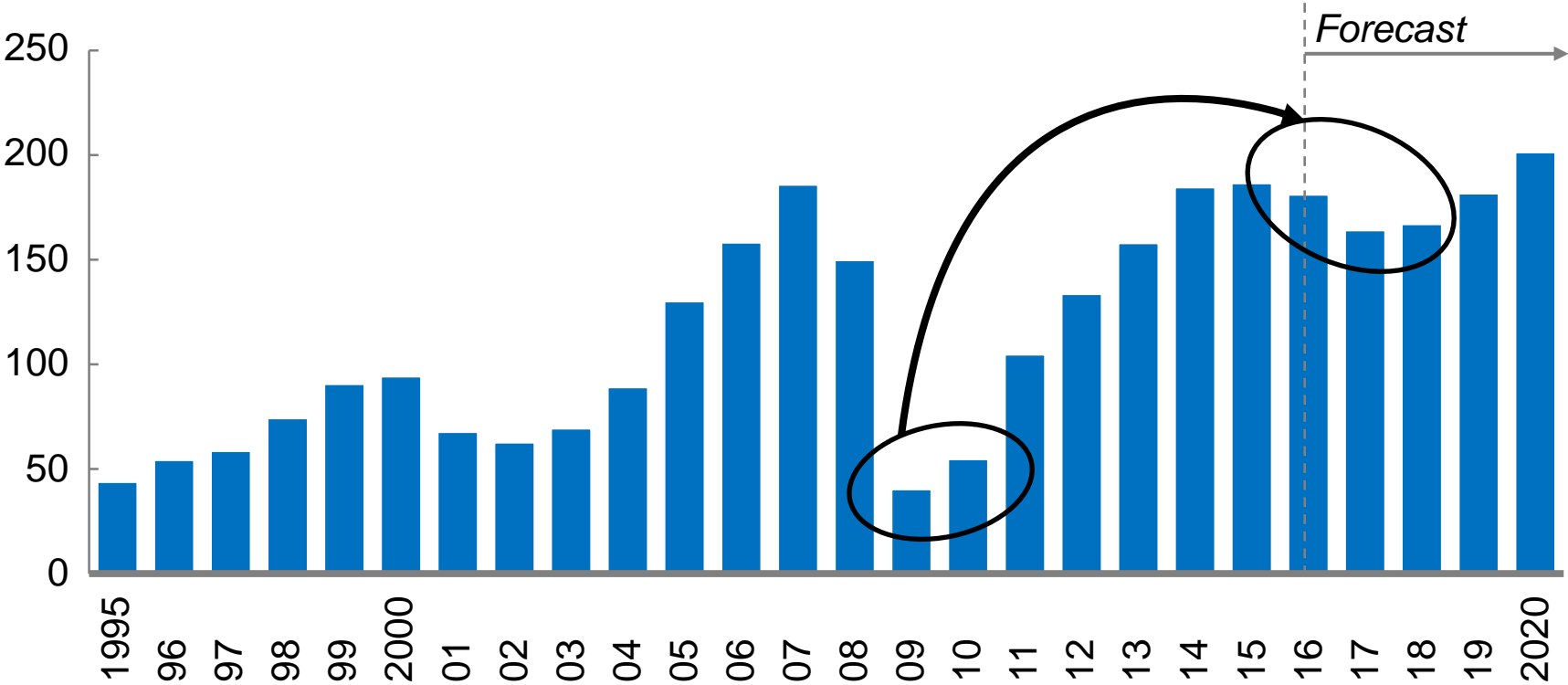
Note: Booms, scissors and telehandlers in industry fleet based on Terex estimated ratios of fleet to underlying construction spend
Source: Terex Analysis of data from AEM, IHS Global Insights, Rouse, IPAF, and Drucker

Aerial Work Platforms

Demand for New Equipment: Global Markets



Annual Industry Units Sold: Global Markets
(000 Units)



Growth in international markets should partially offset North American weakness in 2017 and 2018

Source: Terex Modeling of Category Level replacement + growth

Aerial Work Platforms

50 Years of Product Innovation



Industry Leader in Product Innovation for 50 Years



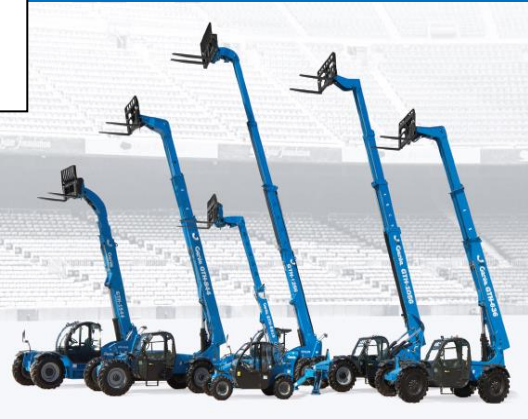
100ft+ Class of Booms



Hybrid Technology



Scissor Development



Full Telehandler Offering

FOCUS • SIMPLIFY • EXECUTE TO WIN

Aerial Work Platforms

Product Innovation – XC Booms

Introducing the Genie XC Family Concept for Booms

Consistent strategy for capacity, range of motion and user interface on NEW Genie booms

- XC stands for XtraCapacity
- 660-lb (300 kg)/1,000-lb (454 kg) dual platform capacity standard
- Up to 3-person platform capacity
- Optimized boom structure and new jib, designed for XC models
- Load sense technology for accurate load

XC | XTRA
CAPACITY. 



Aerial Work Platforms

Product Innovation – XC Booms

New Genie SX-135 XC Boom Lift

The first boom in the Genie XtraCapacity (XC) family

XTRA CAPACITY™ AND EXCEPTIONAL RANGE OF MOTION

WITH THE NEW SX-135XC®

A TEREX BRAND

Keep Reaching
90 ft Industry Leading Outreach

30 ft Jib-Extend™
Unique Up-And-Over

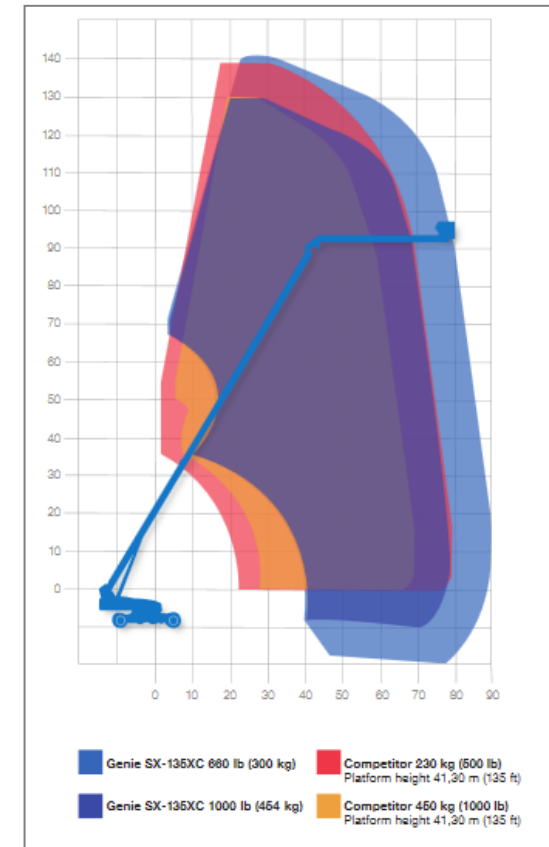
Xtra Capacity™
660 lb of Unrestricted Movement
(& 1000 lb Max)

Max Coverage
Outperforms the Competition

Mini XChassis™
More Boom Less Room

Below Grade
For Hard to Reach Areas

TAKING YOU HIGHER.



Aerial Work Platforms

Product Innovation – Telehandlers



Full Line Telehandler Family

From our popular compact model to high reaching models - Genie telehandlers are ready for all jobsites



FOCUS • SIMPLIFY • EXECUTE TO WIN

Aerial Work Platforms

Product Innovation – Drive Technology











Technology for All Jobsites

Z-60/37 DC- All Electric

- Zero emissions
- Low noise

Z-60/37 FE- Fuel Electric Hybrid

- Switch between low emissions hybrid operation to zero emissions all electric operation

 <p>Weights Nearly 5,000lbs Less than the Genie® Z™-62/40</p>	 <p>Low Noise & Low Emissions</p>	 <p>4-Wheel Electric Drive</p>	 <p>45% Rugged Terrainability</p>
 <p>Versatile Applications Outdoor and Indoor</p>	 <p>Tailswing < 2'.</p>	 <p>Up and Over > 24 ft.</p>	 <p>Full Diesel Performance</p>

BE READY FOR ANYTHING

INDOORS OR OUTDOORS



The new Genie® Z™-60/37 all electric (DC) and fuel electric hybrid (FE) boom lifts are 4-wheel drive, and can climb 25% faster than typical diesel powered units. With up to 45% gradeability and all-terrain foam filled tires standard, you will be ready for anything – indoors or outdoors.

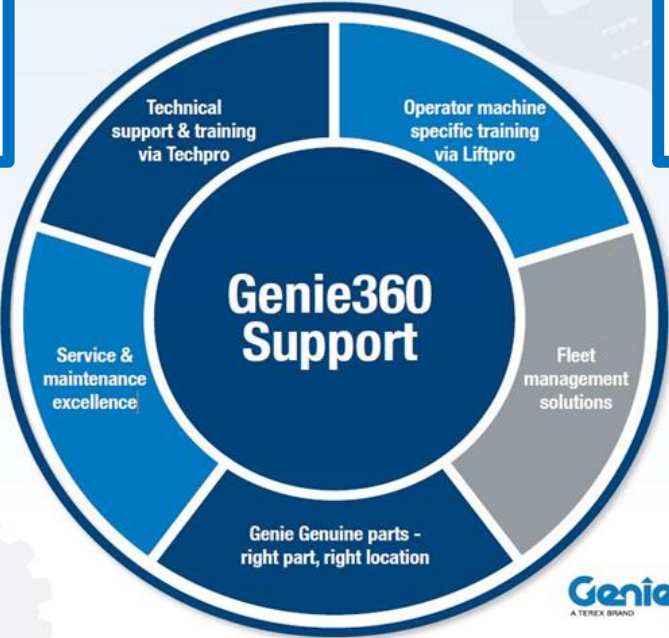
WATCH NOW AT
GENIELIFT.COM/Z60




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Aerial Work Platforms

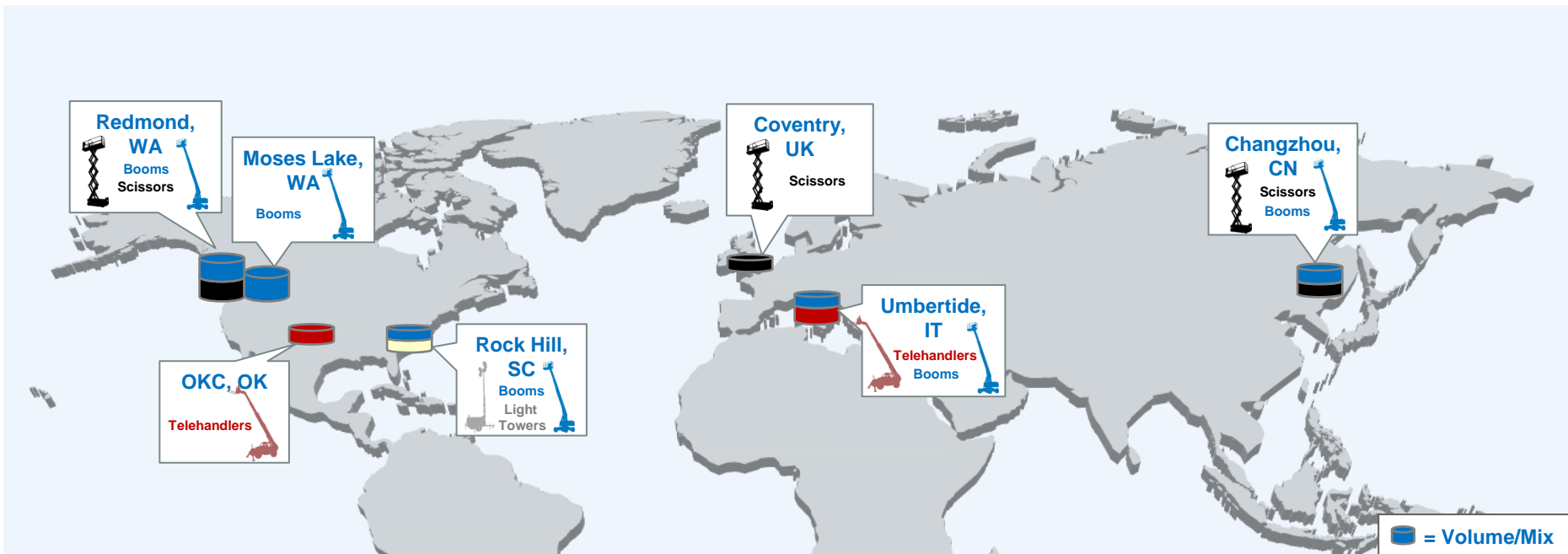
Lifecycle Solutions



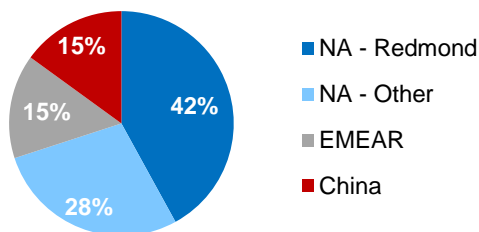
Full suite of Lifecycle Solutions to drive *r*ROIC (rental ROIC)

Aerial Work Platforms

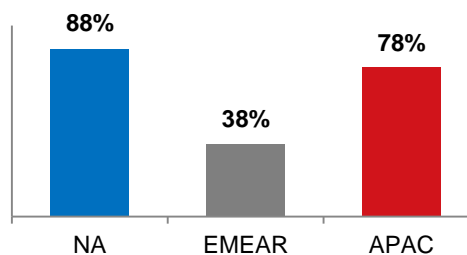
Manufacturing Footprint in 2016



Production by Region



% Revenue Locally Produced

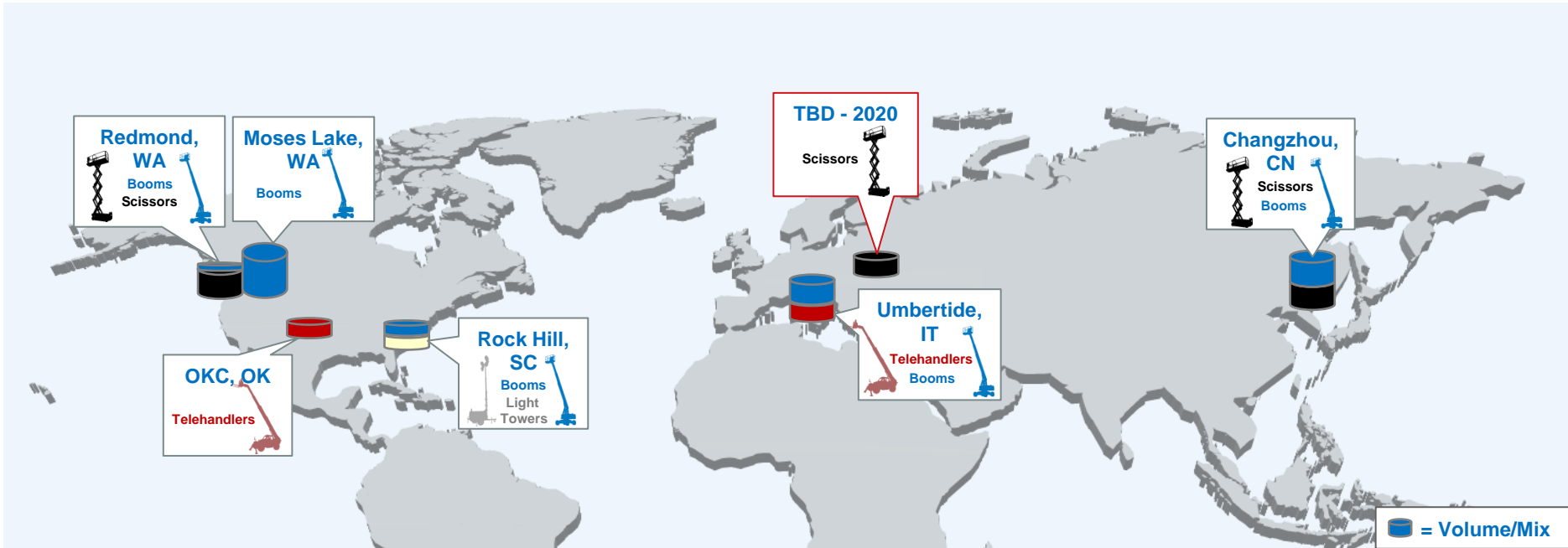


- 3 manufacturing campuses in WA
- OKC start-up completed in 2015
- 4 boom models produced in Italy
- EMEAR slab scissors supplied from UK
- CZ site emerging as global supplier
- **10 product transfers/start ups since 2013**

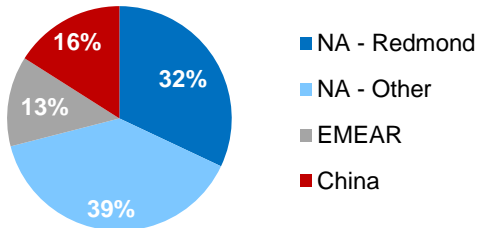
Significant progress 2013 - 2016
Focused on localizing manufacturing while leveraging lower cost sites

Aerial Work Platforms

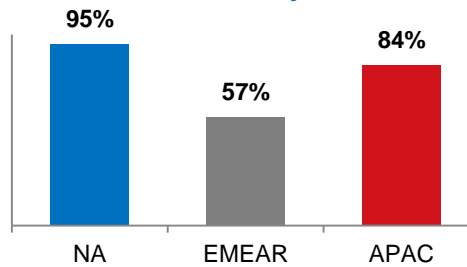
Manufacturing Footprint in 2021



Production by Region



% Revenue Locally Produced



- OKC on-line as NA telehandler COE
- Italy boom mfg. expanded to 5-6 models
- Exit UK (2016), open EE scissors site (2020)
- Expanded China operation to 9 models
- Full utilization of Moses Lake site
- Reduction in Redmond to 1 campus

Optimizing manufacturing footprint with local and low cost production

Aerial Work Platforms

Summary



- Excellent long-term business with well-respected products and a powerful brand
- Temporary replacement cycle headwinds followed by expected healthy growth
- Driving transformation priorities to maximize results



TEREX

CORPORATION

Cranes

Steve Filipov
President, Cranes

Cranes



Mobile Cranes



3 Globally¹



Tower Cranes



3 Globally¹



Utilities



2 in North America

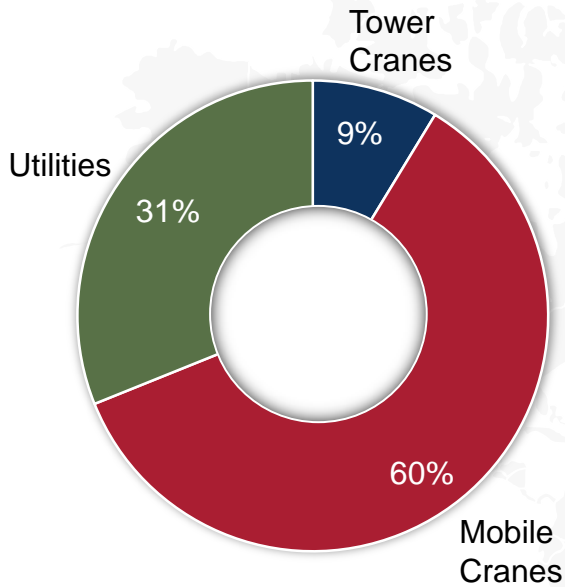
Competitive market positions across all product lines
Near-term focus on turning around Mobile Cranes

¹ Global market, excluding China

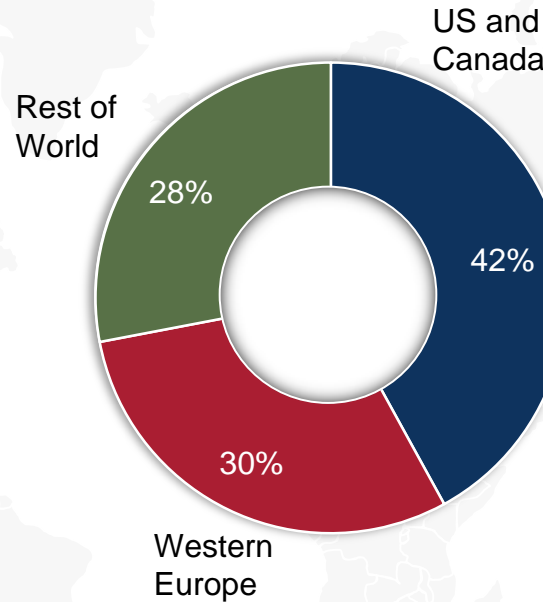
Cranes

Business Mix

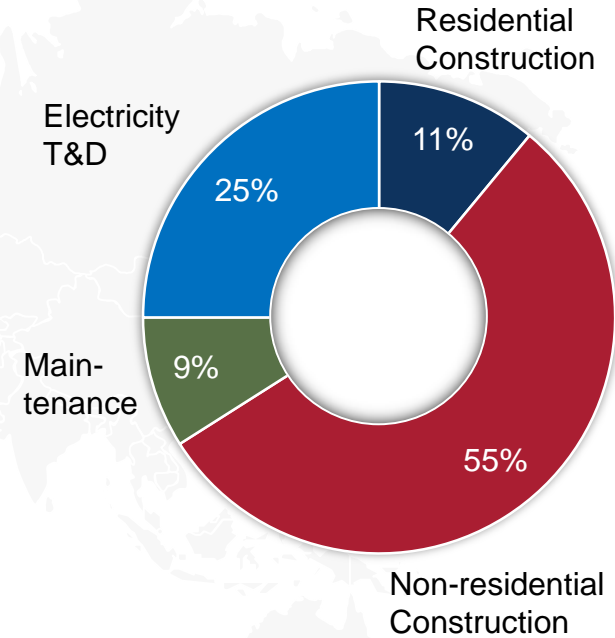
Sales by Product Line
(2016, Estimated)



Sales by Region
(2016, Estimated)



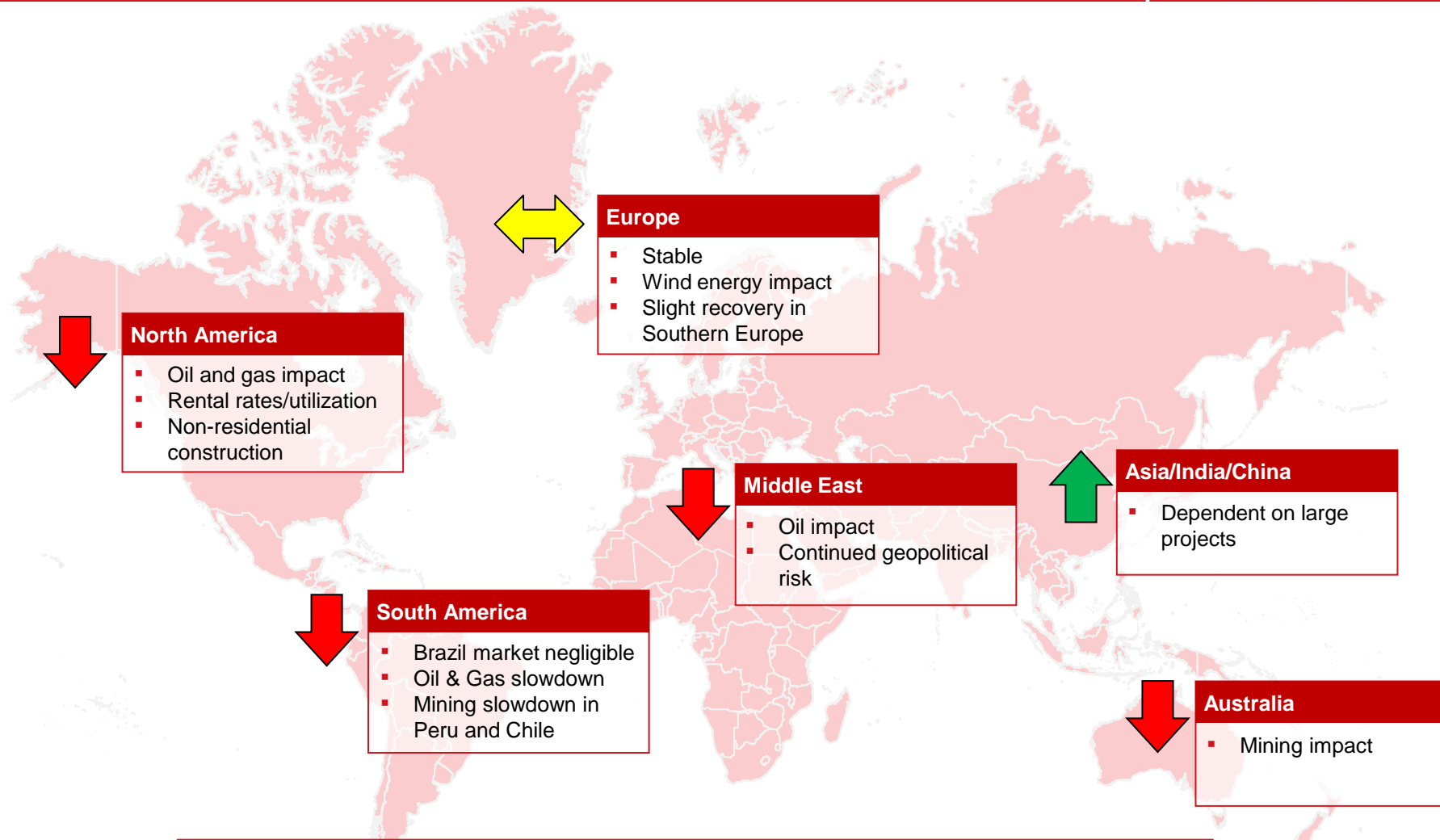
Sales by End Use Market
(2016, Estimated)



Note: Estimates based on 2016 Continuing Operations Structure

Cranes

Current Market Environment



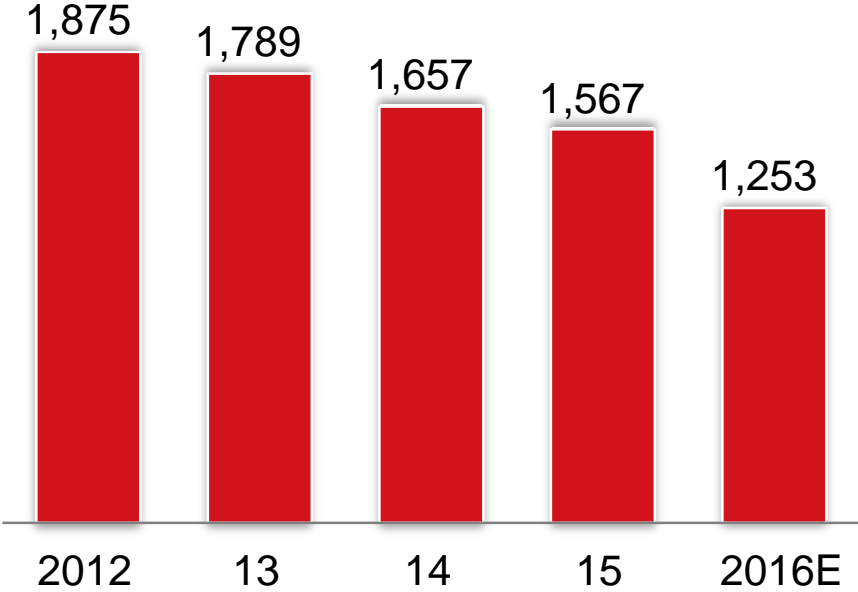
Most major geographic markets remain challenged

Cranes

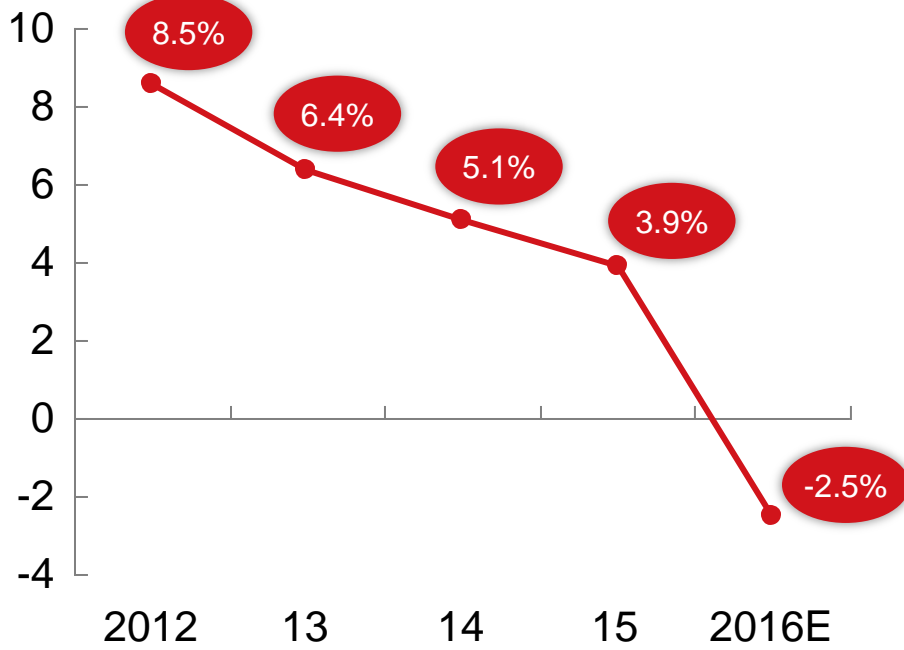
Historical Financial Performance



Sales: 2012-2016E
(Millions)



Operating Profit¹: 2012-2016E
(Percent)



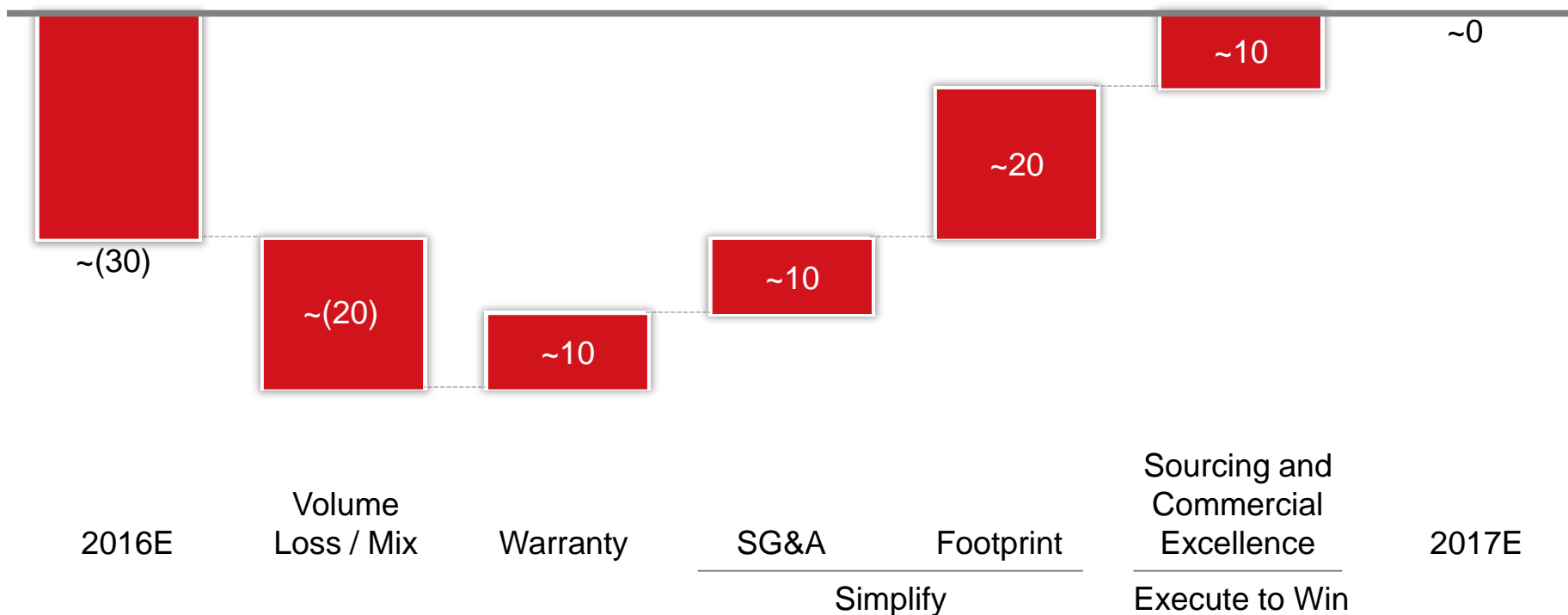
Significant decline in financial performance driven by both market and operational factors

¹ Excludes the impact of non-recurring items

Cranes

Path to Break-even in 2017

Operating Profit¹ Waterfall: 2016-2017E
(\$Millions)



Defined plan to achieve breakeven in 2017

¹ Excludes the impact of non-recurring items

Cranes

Manufacturing Footprint – Start of 2016



Americas



Waverly



Watertown



Waukesha



Huron



Oklahoma City



Betim (Brazil)



Zweibrücken



Montceau les Mines



Crespellano

Europe



Bierbach



PECS



Fontanafredda

Asia-Pacific



Jinan



Brisbane

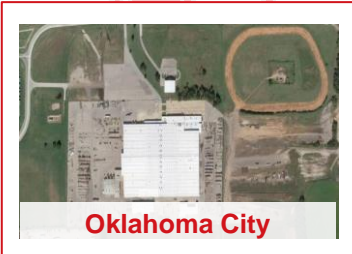
Note: Oklahoma City is a multi-segment manufacturing facility

Cranes

Manufacturing Footprint – After Announcements



Americas



Europe



Asia-Pacific



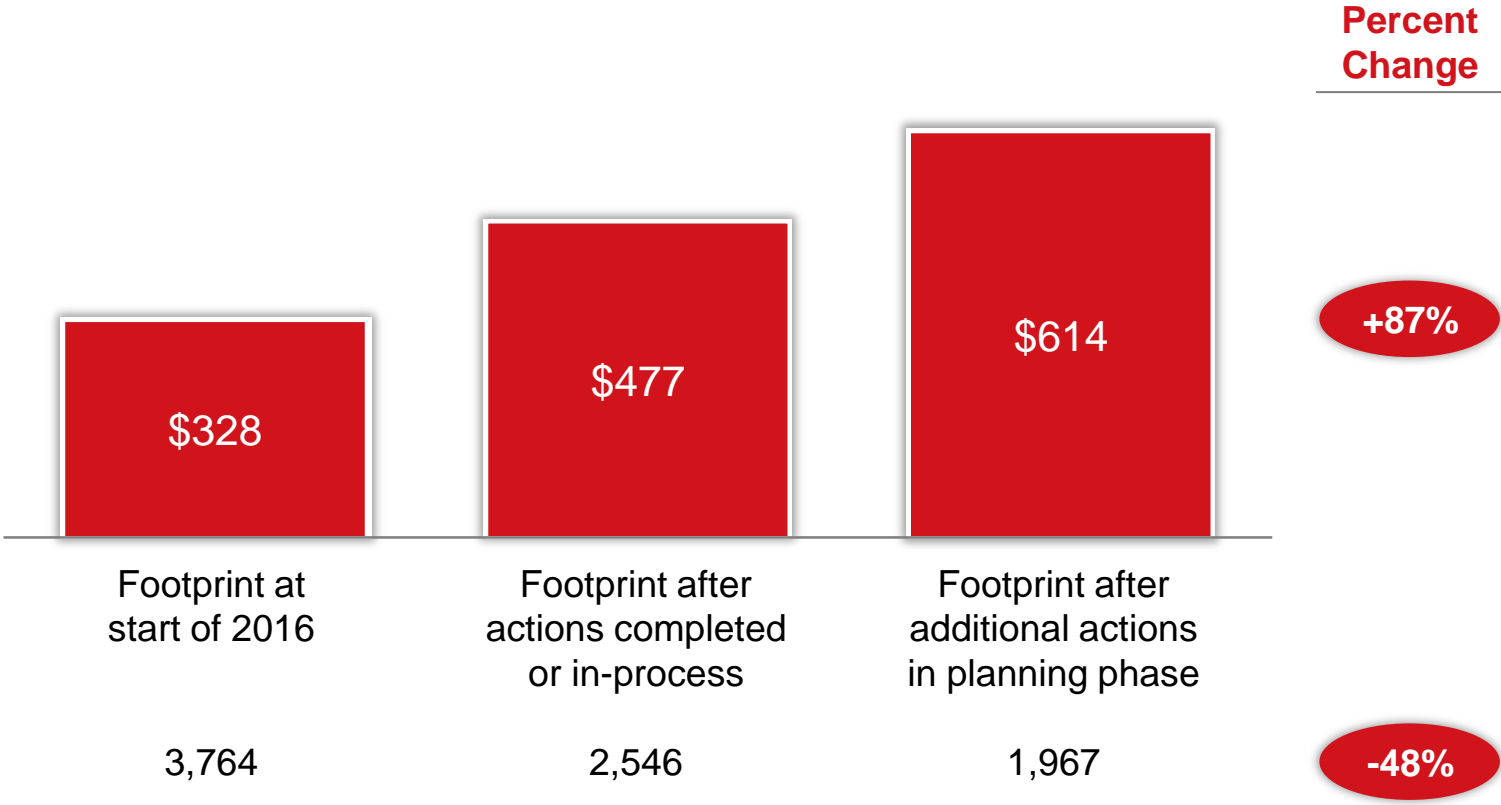
Note: Eliminating an office building in Zweibrücken; Oklahoma City is a multi-segment manufacturing facility

Cranes

Manufacturing Footprint Actions



2016 Revenue per Square Foot
(\$ Dollars)



Rebuild Customer Relationships



- Strengthen sales team
- Enhance “Person-to-Person” Relationships
- Win back lost customers
- Launch Top 50 VIP program

Fix Product Quality Issues in the Field



- Deploy focused teams against product issues
- Develop real solutions for product issues in the field
- Aggressively deploy solutions to customer equipment

Improve Commercial Processes



- Strengthen selling and negotiation skills
- Develop sales pipeline processes and tools
- Drive sales execution
- Improve pricing discipline

New dual branding strategy

IF LIFTING IS THE JOB,



Reliable Lifting. No More. No Less.

Terex cranes are your rock-steady workhorses delivering results time and time again.



www.terex.com/cranes

**TEREX CRANES
IS THE SOLUTION**



Built for a Challenge. Powered by Innovation.

The legendary technology and performance of Demag is alive and well.



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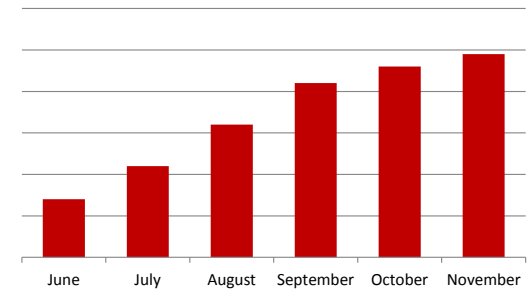
Customer response

“Demag is a global brand – great that it is back”

“It will bring new movement in the market”

“A Legend is Reborn’ captures it well”

Demag Branded Crane Orders Since Relaunch (Cum.)



Dual branding strategy creates flexibility in product positioning

Cranes

New Product Development

A LEGEND IS REBORN

DEMAG
A TEREX BRAND

THE NEW TEREX® **RT 90** ROUGH TERRAIN CRANE

- ▶ Enhanced control system with integrated diagnostics
- ▶ Operator cabin provides an intuitive and comfortable workplace
- ▶ Safety first: easy access to cab and carrier deck, no obstacles on top deck



W O O O O O W

**DISCOVER THE
DEMAG 5-AXLE
ALL TERRAIN CRANES**

DEMAG
A TEREX BRAND

[Click here to find out more](#)

THE TEREX® **CTT 332-16** TOWER CRANE

- ▶ Different towers with free standing heights suitable for each type of work and construction site
- ▶ Different solutions to provide versatility and a high return on investment
- ▶ Internal and external climbing systems available



THE NEW BOOM BOOSTER KIT FOR DEMAG CC 3800-1

- Increase the crane capacity by up to 30%
- Optimize the transportation
- Save time of assembly and disassembly
- Can be retrofitted to existing models

DEMAG
A TEREX BRAND



Re-establish technology leadership in the category

FOCUS • SIMPLIFY • EXECUTE TO WIN

Cranes

New Product Development



- ✓ Re-entering All Terrain City-Class
- ✓ Significant demand in Europe
- ✓ LOI's from 32 customers for a total of 68 machines

Fill product gaps, rebuild credibility, and win-back market share

- Re-establishing strong relationships with customers
- Aggressively reducing manufacturing footprint
- Rightsizing SG&A cost structure
- Investing in product and service development



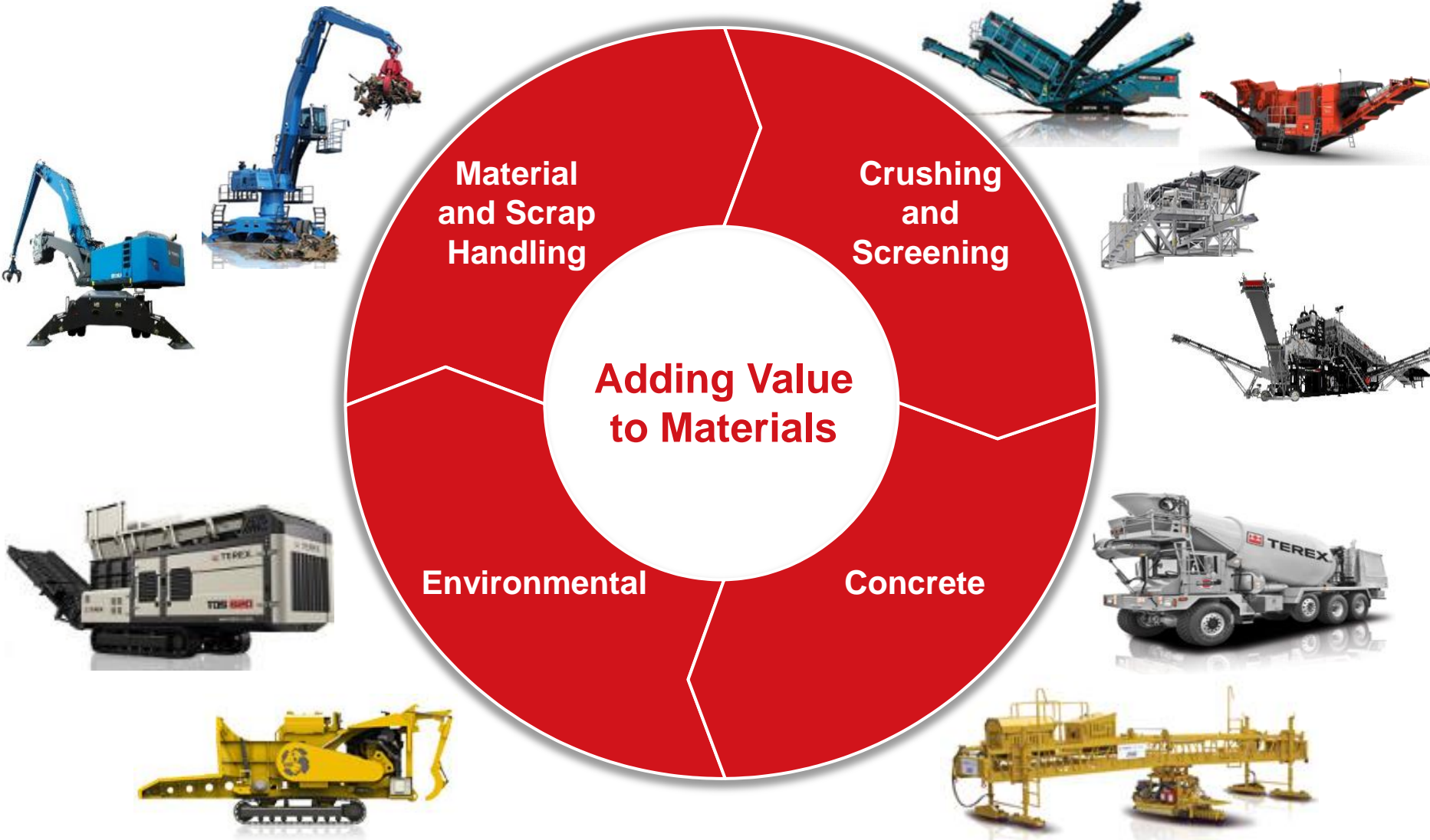
TEREX

CORPORATION

Materials Processing

Kieran Hegarty
President, Materials Processing

Materials Processing *Business Overview*



FOCUS • SIMPLIFY • EXECUTE TO WIN

Materials Processing

Crushing and Screening



Major Brands and Products

Mobile Crushing and Screening



Static Crushing and Screening



Washing Systems



Customers and End Markets

- Mines and Quarries
- Land Clearing Contractors
- Road Construction Contractors
- Contract Crushers
- C&D Recycling Centers
- Minerals Processing Sites

Terex Advantages

- Flexible equipment deployed to point of use
- Transportable from location to location
- Wide range of solutions - from discrete components to full plants
- Broad range of washing products for sand



Major Brands and Products

TEREX | MIXERS



TEREX | BIDWELL



Customers and End Markets

Mixers

- Ready-mix (RM) Concrete Providers
- Construction Contractors

Bidwell

- Road Contractors
- Bridge Contractors
- Flatwork Contractors

Terex Advantages

Mixers

- Driver efficiency
- Maneuverability
- Off-road capability

Bidwell

- Flexibility
- Accessory Range
- Custom Solutions

Major Brands and Products



A TEREX BRAND



Chippers



Grinders



Shredders



Screens



Trommels



Other Products

Customers and End Markets

- Waste Transfer Centers
- Compost Producers
- Contractors and Rental
- Biomass producers
- Pulp & Paper
- Wood Energy
- Municipalities

Terex Advantages

- Flexible equipment capable of processing wide range of materials
- Mobility, rapid set up, ease of operation and maintenance



Major Brands and Products



Port



Recycling



Logging



Scrap

Customers and End Markets

- Scrapyards
- Steel Mills
- Transfer Stations
- (Inland) Ports
- Waste to Energy Plants
- Lumber Yards
- Paper Mills

Terex Advantages

- Purpose built products
- Differentiated features
- Safety and Serviceability
- Fuel Efficiency

Materials Processing Business Overview



End Markets

Mining, Quarrying, & Concrete	Road & Rail Construction	Land Clearing & Demolition	C&D Recycling	Forestry	Green Waste/ Compost	Material and Scrap Handling
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Applications

Size Reduction

Separation

Downstream and Adjacent

Crushing and Screening

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--	--

Environmental

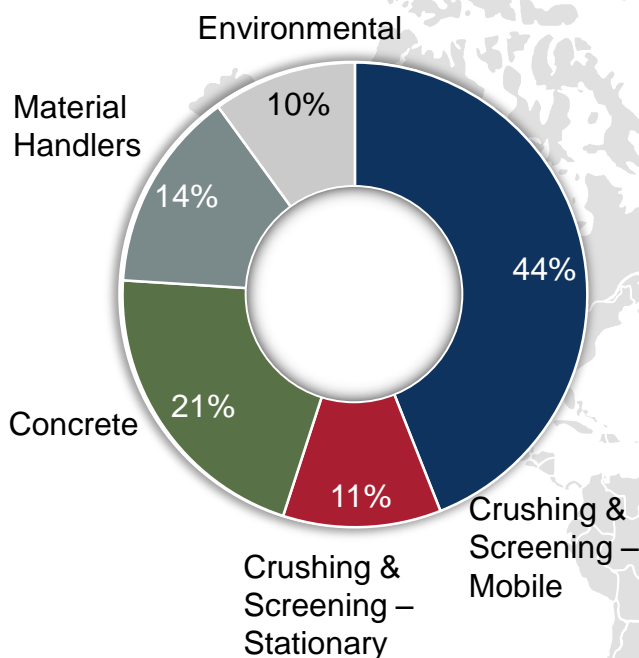
Scrap

FOCUS • SIMPLIFY • EXECUTE TO WIN

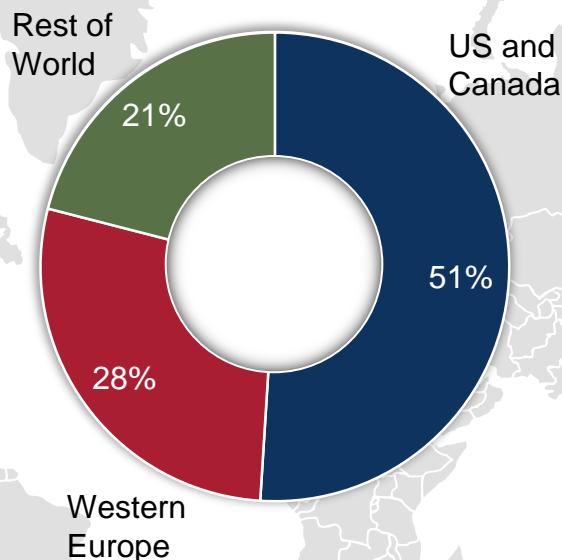
Materials Processing

Business Mix

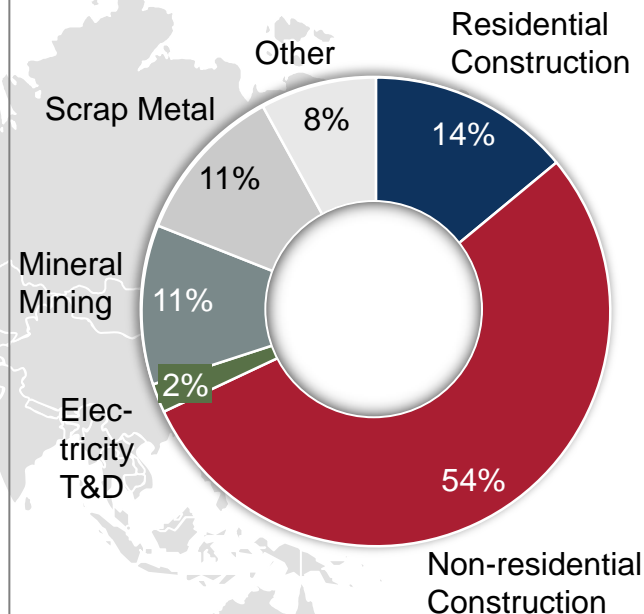
Sales by Product Line
(2016, Estimated)



Sales by Region
(2016, Estimated)



Sales by End Use Market
(2016, Estimated)



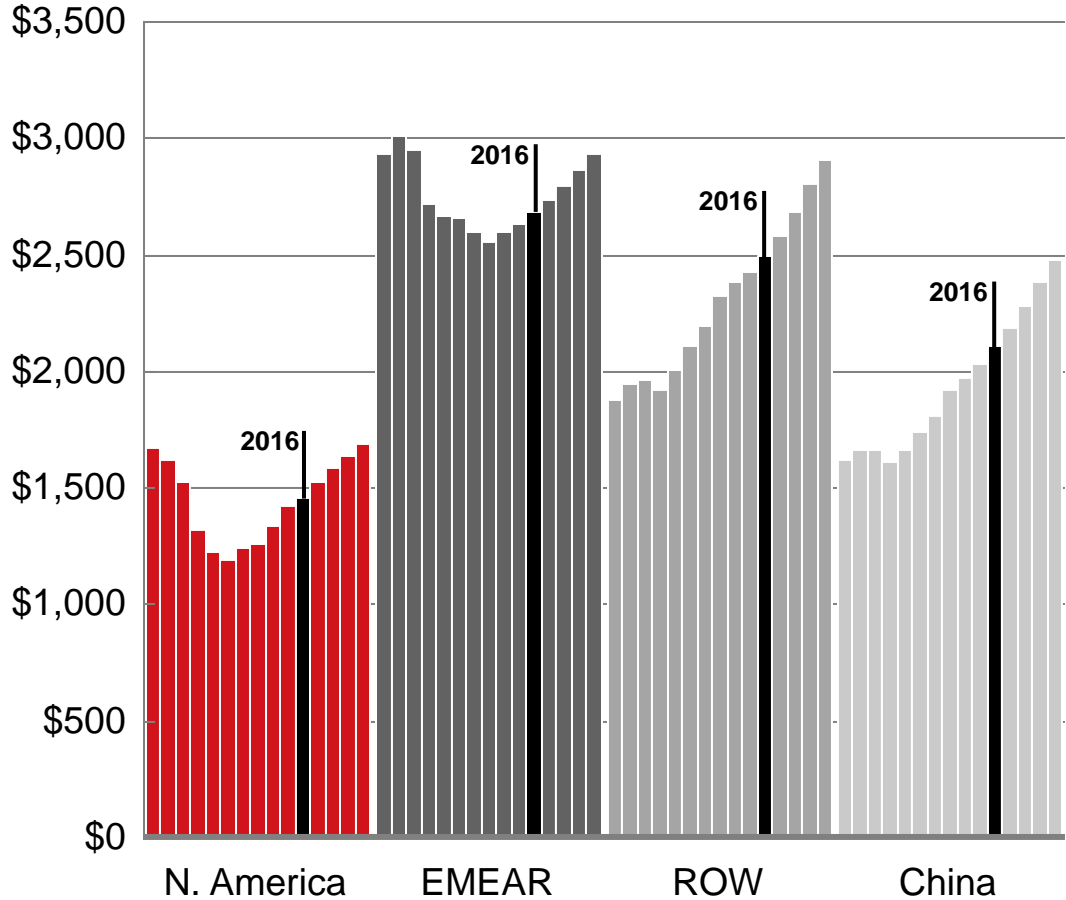
Diverse product portfolio well balanced across geographies and end markets

Note: Estimates based on 2016 Continuing Operations Structure

Materials Processing Market Environment



Real Construction Spending (\$B, 2006 to 2020)



Driver	2016	Outlook
US Construction	Stable	Improving
EU Construction	Stable	Improving
ROW Construction	Varies	Varies
Scrap Metal Prices	Low	Improving
Other Commodities	Weak	Improving
Environmental Regulations	Stable	Increasing

Construction spending and other market drivers expected to improve

Source: Terex Analysis of data from IHS Global Insights

Materials Processing

Product Innovation – Crushing and Screening



I-140



PT 600

Expanding mobile range and production capacities
Greater customer efficiencies and lower cost of ownership



V20

**New mid-speed class
Replaces two machines with one
versatile solution**



620 Trommel

**Unrivalled application flexibility,
production rates and serviceability**

Materials Processing

Product Innovation – Material and Scrap Handling



MHL 350 F



MHL 250 E

New cabin design with higher driver comfort

Optimized hydraulics, enabling efficiency and control

Electrical software, enabling multiple engine options

FOCUS • SIMPLIFY • EXECUTE TO WIN

Materials Processing

Service Innovation – Lifecycle Solutions



TEREX | FUCHS
Telematics SYSTEM
 CONNECTS FOR YOU

POWERSCREEN PULSE
 Remote Fleet Monitoring System

FLINK Terex Finlay Telematics System

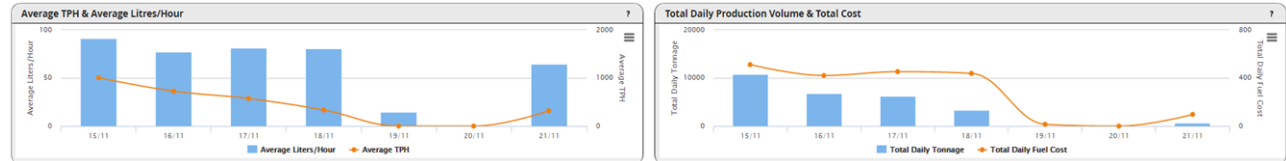
Fleet Management



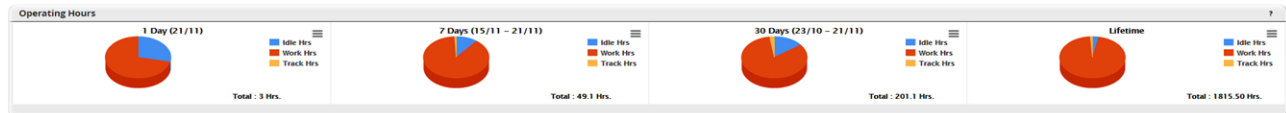
Productivity Monitoring

FAV.	ASSET ID	SERIAL NO.	LOCATION	TOTAL TONNAGE	TOTAL HOURS	TOTAL FUEL USAGE	MODEL	LAST COMM. TIME
	TRX100RPOMG72627	TRX100RPOMG72627	1.64mi E of New-Ulm, DE	0.00	196.10	3960.00	1100	21/11/2016 01:40:27 AM
	TRX110ICCOMG42220	TRX110ICCOMG42220	3.94mi WNW of Reisterstown, MD	0.00	272.05	6138.00		21/11/2016 07:50:35 AM
	TRX110ICEOMFB1520	TRX110ICEOMFB1520	3.63mi E of Dusseldorf, DE	0.00	680.90	17215.50	1110	21/11/2016 10:23:32 AM
	TRX110ICEOMG21858	TRX110ICEOMG21858	1.31mi WSW of Tavşanlı, TR	0.00	16.00	202.00	1110	19/06/2016 10:27:49 AM

Production Cost Control



Uptime Maximization



All mobile products now equipped with Telematics that help customers minimize cost of ownership and maximize ROI

FOCUS • SIMPLIFY • EXECUTE TO WIN

- Strong portfolio of specialized machinery for high-value applications that *add value to materials*
- Investing for growth in new applications with similar characteristics
- Markets remain choppy, but demand is strengthening
- Product and service innovation central to extending our competitive advantage



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CORPORATION

Financial Summary and Outlook

Kevin Bradley
Senior Vice President and Chief Financial Officer

2017 Preliminary Outlook

\$ Millions

	Net Sales ⁽¹⁾	Operating Profit ⁽¹⁾
AWP	Down ~ 12%	~ 8%
Cranes	Down ~ 6%	(1.5%) - Breakeven
MP	Up ~ 1%	~ 9.5%
Corporate and Other	~ \$90	~ (\$35)



(1) Excludes the impact of future divestitures, restructuring and other unusual items; continuing operations

2017 Preliminary Outlook



\$ Millions



2017⁽¹⁾

Net Sales ~ \$4 Billion

Operating Margin ~ 5%

Interest/Other Expense ~ (\$65)

Tax Rate ~ 27%

Depreciation/Amortization ~ \$70

Free Cash Flow \$100 - \$150

(1) Excludes the impact of future divestitures, restructuring and other unusual items; continuing operations

Restructuring Summary



\$ Millions

	Restructuring Charge	Benefits		
		2016	2017	Run-Rate
Q1-Q3 '16 Announced				
Footprint	(\$30)	\$0	\$16	\$20
SG&A	(17)	22	32	32
Total	(\$47)	\$22	\$48	\$52
Planned				
Footprint	(\$75)	\$0	\$15	\$25
SG&A	(70)	-	17	48
Volume/Other ⁽¹⁾	(30)	-	-	-
Total	(\$175)	\$0	\$32	\$73
Total				
Footprint	(\$105)	\$0	\$31	\$45
SG&A	(87)	22	49	80
Volume/Other ⁽¹⁾	(30)	-	-	-
Total	(\$222)	\$22	\$80	\$125

(1) Includes rightsizing and transition costs for Cranes

Pro Forma Capitalization - MHPS Divestiture



\$ Billions

	2016	MHPS Sale	Pro Forma 2016
Net debt	\$1.2	(\$0.7)	\$0.5
Equity	1.9	0.3	2.2
Total capital	\$3.1	(\$0.4)	\$2.7
Less TFS assets	(0.3)		(0.3)
Less Konecranes shares ⁽¹⁾	-		(0.7)
Invested Capital in Terex Operations	\$2.8		\$1.7
Net debt/EBITDA	3.2 x		1.9 x

(1) Konecranes share value excluded to reflect invested capital in Terex operations only; shares valued at €33 per share

Q&A Session





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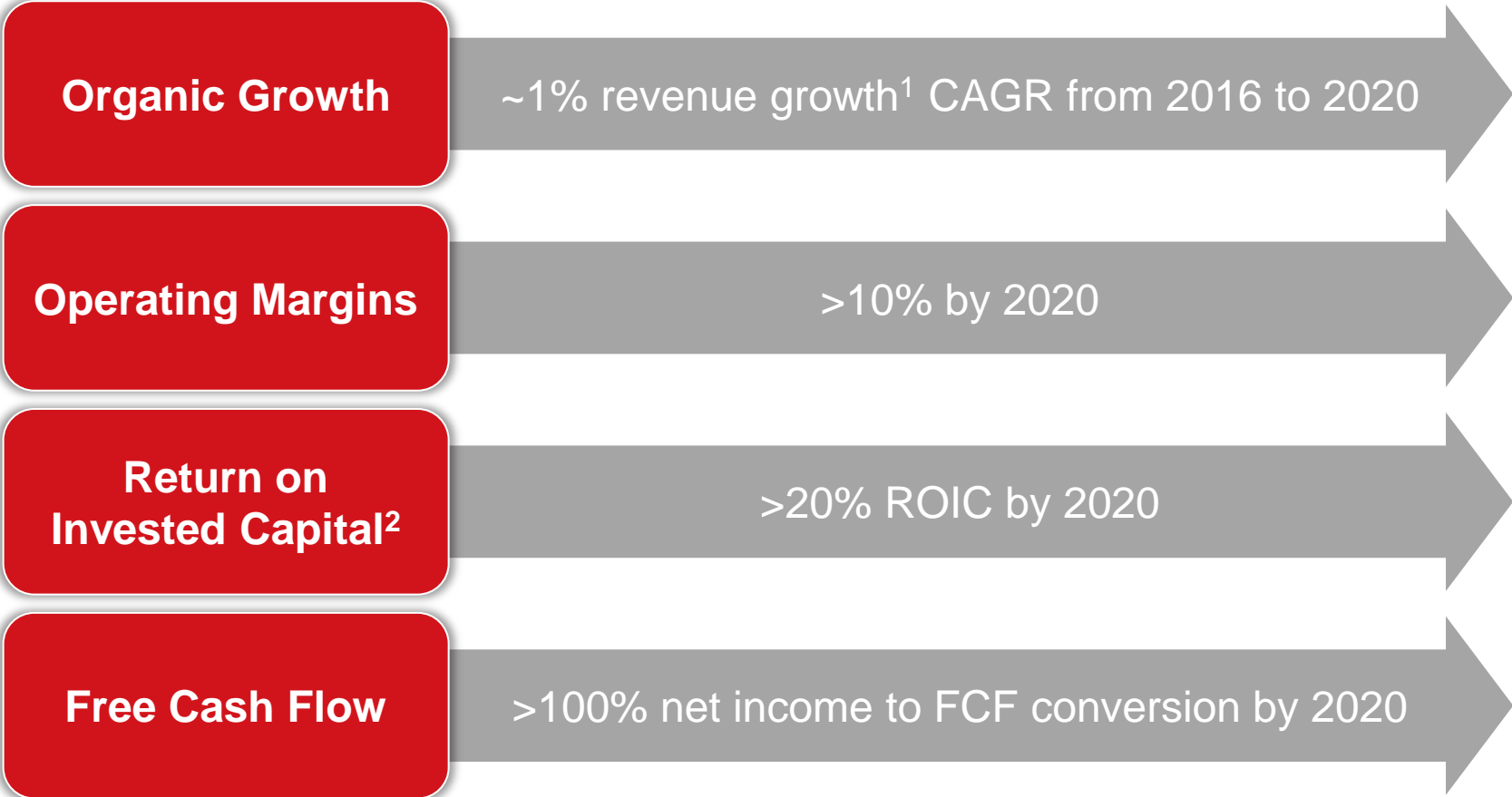
Closing Remarks

John Garrison
President and Chief Executive Officer

- 1 Transforming to a high performance enterprise through Focus, Simplify and Execute to Win
- 2 Actions already taken and more underway
- 3 New and experienced leadership team to drive execution and results
- 4 Significant operational improvements
- 5 Substantial return of capital to shareholders
- 6 Well positioned to benefit as markets improve

Compelling investment opportunity

2020 Transformation Objectives



Substantial return of capital to shareholders

¹ Based on 2016 continuing operations revenues adjusted for the sale of the German Compact Construction business in October 2016

² See Appendix for ROIC definition

Appendix



ROIC Definition



Return on Invested Capital (“ROIC”) as defined herein is for the sole purpose of this presentation to assist in demonstrating how effectively we use capital invested in our businesses. ROIC is calculated by dividing the sum of **“NOPAT”** for each of the previous four quarters by the average **“Invested Capital”** for the previous five quarters. ROIC as defined here, differs from the ROIC definition used in our public filings.

For the purposes of this ROIC definition, **NOPAT** is calculated by multiplying Income (loss) from continuing operations by a figure equal to one minus the effective tax rate of the Company. The effective tax rate is equal to the (Provision for) benefit from income taxes divided by Income (loss) from continuing operations before income taxes. Discontinued operations and non-recurring items that are not reflective of the company’s on-going operations are excluded from the income (loss) and taxes used in this calculation. TFS results from operations are also excluded.

For the purposes of this ROIC definition, **Invested Capital** is defined as Total Terex Corporation stockholders’ equity plus **“Debt”** less cash and cash equivalents. **Debt** is calculated by summing Notes payable, Current portion of long-term debt and Long-term debt, less current portion. Invested Capital has been adjusted to reflect the planned divestiture of the MHPS segment and the previously divested compact construction businesses and excludes Konecranes shares received in connection with the planned divestiture of the MHPS segment. Invested Capital also excludes TFS assets. 2016 Invested Capital, is the estimated year end value, whereas the other years used a five quarter average.