

TEREX®

# Q1 2024 Earnings Conference Call

April 26, 2024

EXECUTE • INNOVATE • GROW

# Forward Looking Statements



Certain information in this presentation includes forward-looking statements (within the meaning of Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934 (the "Exchange Act") and the Private Securities Litigation Reform Act of 1995) regarding future events or our future financial performance that involve certain contingencies and uncertainties, including those discussed in our Annual Report on Form 10-K for the year ended December 31, 2023, and subsequent reports we file with the U.S. Securities and Exchange Commission from time to time, in the sections entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations – Contingencies and Uncertainties." In addition, when included in this presentation, the words "may," "expects," "should," "intends," "anticipates," "believes," "plans," "projects," "estimates," "will" 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. We have based these forward-looking statements on current expectations and projections about future events. These statements are not guarantees of future performance. Such statements are inherently subject to a variety of risks and uncertainties that could cause actual results to differ materially from those reflected in such forward-looking statements. Such risks and uncertainties, many of which are beyond our control, include, among others:

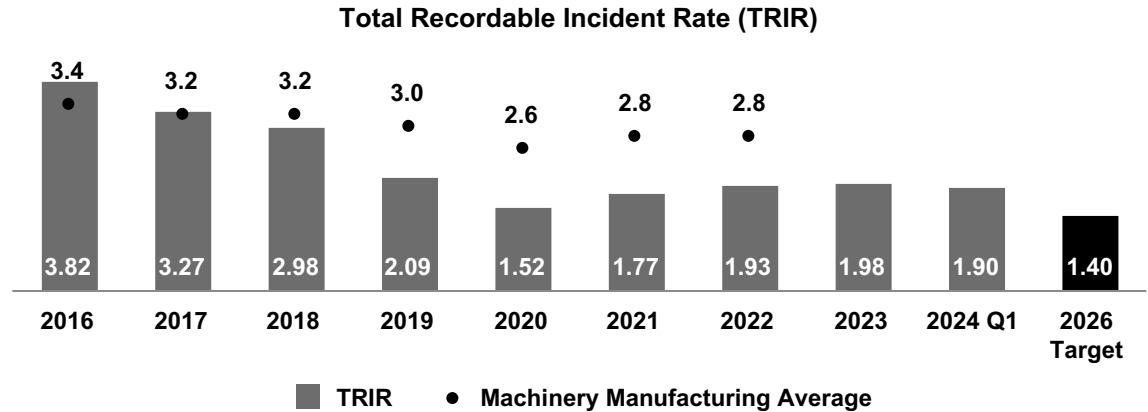
Our operations are subject to a number of potential risks that arise from operating a multinational business, including political and economic instability and compliance with changing regulatory environments; changes in the availability and price of certain materials and components, which may result in supply chain disruptions; consolidation within our customer base and suppliers; our business may suffer if our equipment fails to perform as expected; a material disruption to one of our significant facilities; our business is sensitive to general economic conditions, government spending priorities and the cyclical nature of markets we serve; our consolidated financial results are reported in U.S. dollars while certain assets and other reported items are denominated in the currencies of other countries, creating currency exchange and translation risk; our 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; the financial condition of customers and their continued access to capital; exposure from providing credit support for some of our customers; we may experience losses in excess of recorded reserves; our industry is highly competitive and subject to pricing pressure; our ability to integrate acquired businesses; our ability to successfully implement our strategy and the actual results derived from such strategy; increased cybersecurity threats and more sophisticated computer crime; increased regulatory focus on privacy and data security issues and expanding laws; our ability to attract, develop, engage and retain team members; possible work stoppages and other labor matters; litigation, product liability claims and other liabilities; changes in import/export regulatory regimes, imposition of tariffs, escalation of global trade conflicts and unfairly traded imports, particularly from China, could continue to negatively impact our business; compliance with environmental regulations could be costly and failure to meet sustainability expectations or standards or achieve our sustainability goals could adversely impact our business; our compliance with the United States Foreign Corrupt Practices Act and similar worldwide anti-corruption laws; our ability to comply with an injunction and related obligations imposed by the U.S. Securities and Exchange Commission; and other factors.

Actual events or our actual future results may differ materially from any forward-looking statement due to these and other risks, uncertainties and material factors. The forward-looking statements contained herein speak only as of the date of this presentation and the forward-looking statements contained in documents incorporated herein by reference speak only as of the date of the respective documents. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained or incorporated by reference in this presentation to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

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. See the appendix at the end of this presentation as well as the Terex first quarter 2024 earnings release on the Investor Relations section of our website [www.terex.com](http://www.terex.com) for a description and/or reconciliation of these measures.

Total amounts in tables of this presentation may not add due to rounding.

# Strong Commitment to Zero Harm Culture and Terex Values



## TEREX WAY VALUES...

- Integrity
- Respect
- Improvement
- Servant Leadership
- Courage
- Citizenship

## SUPPORT A STRONG COMPANY CULTURE

- Guide team members' actions with all stakeholders, so the Company performs at the highest level
- Drive our unwavering focus on Zero Harm safety, strong governance, Diversity, Equity & Inclusion, responsible environmental stewardship, and support for the communities where we live and work

# Q1 2024: Strong Start To The Year; Raising 2024 Outlook

**TEREX®**



**\$1.3B**

Sales



**5%**



**\$158.3**

Operating  
Profit



**7%**



**12.2%**

Operating  
Margin



**20 bps**



**27.6%**

ROIC



**370 bps**



**\$1.60**

EPS



**EPS OUTLOOK**



**RAISING FULL-YEAR TO \$6.95 - \$7.35**

# Healthy Customer Demand

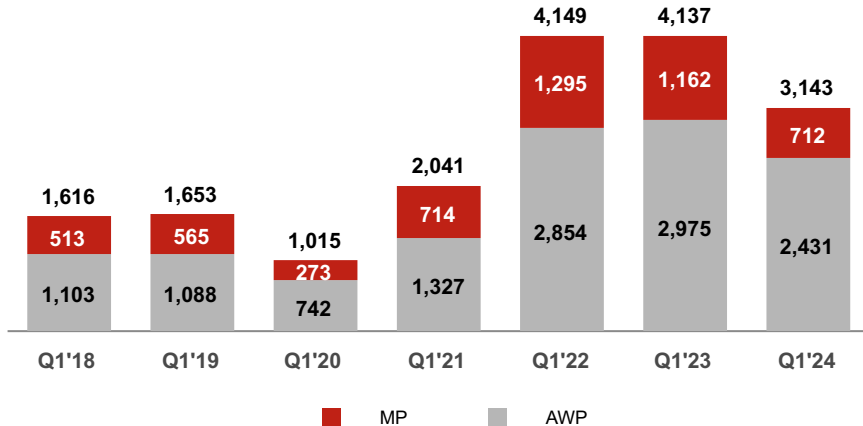
## Backlog elevated at \$3.1B, >2x historical average

- Improved customer deliveries and lead times have allowed us to reduce backlog from peak levels
- 2024 backlog coverage well above historical norms

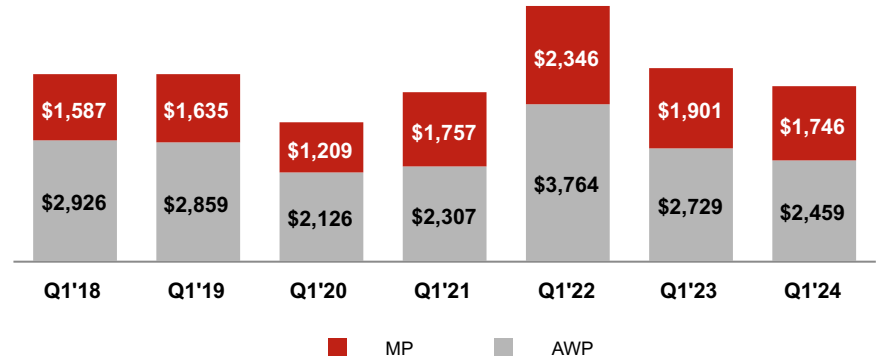
## Bookings reflect return to more normal seasonality

- North America healthy, but Europe remains soft
- Megatrends and replacement cycle dynamics support continuing demand

**Backlog Trend**



**Bookings Trend (LTM)**



## Infrastructure

- ✓ U.S. demand supported by \$550B IIJA related spending
- ✓ >50,000 projects approved or awarded

## Utilities

- ✓ Demand supported by investment in U.S. grid
- ✓ February power spending up 13% over the prior year

## Industrial / Commercial

- ✓ U.S. manufacturing spending remains strong; up >30% YOY in February
- ✓ Europe is impacted by soft economic growth



## Scrap / Waste Recycling

- ✓ Strong long term growth drivers from regulatory and societal changes
- ✓ Economic weakness in Europe and scrap market

## General Construction

- ✓ U.S. non-res remains strong; growth rate lower in 2024 than 2023
- ✓ Europe is impacted by soft economic growth
- ✓ Improving U.S. residential markets

**Continued Strength in Infrastructure, Utilities, Manufacturing and Recycling Markets**

(1) Estimated sales mix by end use

# Terex Products Support Diverse End Markets

## *Leading Portfolio Supports Development Across the Globe*



Terex products used in diverse industrial and development applications



Equipment used in all phases of project life cycle



End market demand supported by global megatrends



*Newly Launched Genie Next Gen TraX System*



*Ecotec TDS 815 Compact Slow Speed Shredder*



*Commander Digger Derrick with FLEXPLO*

# Well-Positioned To Benefit From...

## Megatrends

## Government Investment

<h3>Digitalization</h3> <p>Worldwide Data Center Construction Market Growing to &gt;\$350B by 2030</p>	<h3>Infrastructure Investments</h3> <p>&gt;\$49T Anticipated Investment from 2016-2030</p>
<h1 style="background-color: #76b82a; color: white; padding: 10px;">SUSTAINABILITY</h1>	
<h3>Electrification</h3> <p>Annual Global Grid Investments to Triple by 2030</p>	<h3>Waste/Recycling</h3> <p>Global Recycling Services to Reach \$220B/Yr by 2027</p>

U.S. Bill

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<p>Infrastructure Investment and Jobs Act</p>	<p>Inflation Reduction Act</p>	<p>Chips Act</p>
<p>Total Allocated Spending</p>		
<p><b>\$1.2T</b> Over 10 Years</p>	<p>\$369B, Anticipated to Spur <b>\$1.3T</b> In Energy Spending</p>	<p>\$53B Over 5 Years Including <b>\$39B</b> On Factories</p>
<p>Terex Opportunity</p>		
<p>Roads &amp; Bridges Airports and Waterways Railways Environmental Power Grids</p>	<p>Clean power Clean Energy Demonstration Clean Energy Manufacturing</p>	<p>Chip Manufacturing</p>

## Build on Strong Foundation

**Execute** on operational excellence initiatives to enhance both high performing segments

**Innovate** with new products to strengthen our market leading portfolio

**Grow** in new markets and geographies

## Accelerate Profitable Growth

**Capitalize** on megatrends and emerging technologies

**Execute** organic outgrowth initiatives

**Disciplined** M&A management

**Supported** by strong balance sheet and cash generation



To Maximize Through Cycle Performance and Shareholder Returns

# Strong Momentum Continues into 2024

**TEREX®**

<i>USD Millions, except Earnings per Share</i>	<b>Q1 2024</b>	<b>Q1 2023</b>
<b>Net Sales</b>	\$ 1,292.5	\$ 1,235.7
<i>% Change vs 2023</i>	4.6%	
<b>Gross Profit</b>	<b>297.3</b>	<b>278.7</b>
<i>% of Sales</i>	23.0%	22.6%
<b>SG&amp;A</b>	<b>(139.0)</b>	<b>(131.0)</b>
<i>% of Sales</i>	(10.8%)	(10.6%)
<b>Income (loss) from Operations</b>	<b>158.3</b>	<b>147.7</b>
<i>Operating Margin</i>	12.2%	12.0%
<b>Interest &amp; Other Income (Expense)</b>	<b>(21.8)</b>	<b>(14.5)</b>
<i>Effective Tax Rate</i>	20.5%	17.5%
<b>Earnings (loss) per Share</b>	<b>1.60</b>	<b>1.60</b>
<b>EBITDA</b>	<b>172.7</b>	<b>159.3</b>
<i>% Net Sales</i>	13.4%	12.9%
<b>Free Cash Flow</b>	<b>(68.9)</b>	<b>(10.6)</b>

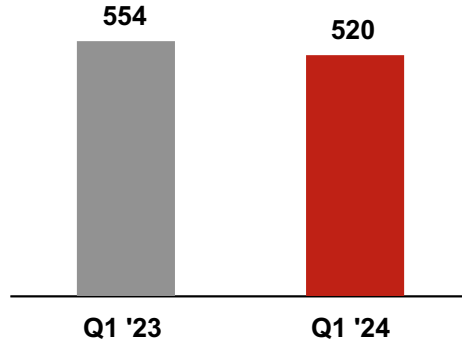
<b>Q1 2024 Financial Call-Outs</b>	<b>Inc. / (Exp.)</b>	<b>EPS</b>
<b>Operating Profit</b>		
Accelerated vesting / severance	<b>(\$4)</b>	<b>(\$0.05)</b>
<b>Other Income (Expense)</b>		
Mark-to-market on third party investments	<b>(\$7)</b>	<b>(\$0.09)</b>



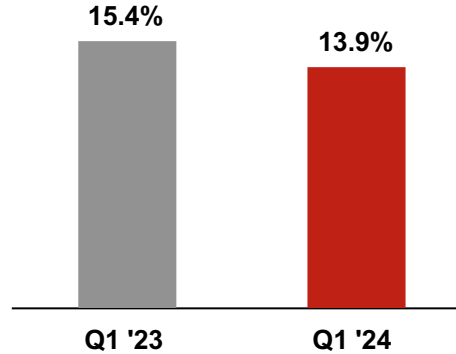
Note: Results shown are for Continuing Operations. See the appendix for reconciliation of EBITDA and Free Cash Flow to U.S. GAAP

# Materials Processing: Consistent Strong Performance

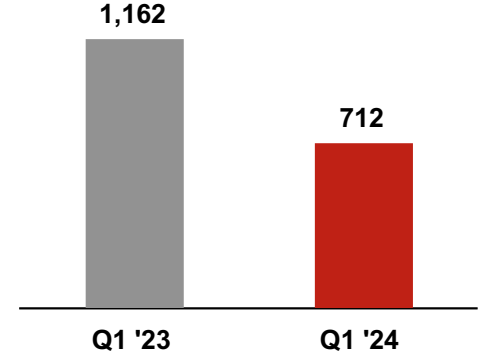
**Sales**  
(6.1%) YoY



**Operating Margin**  
(150) bps YoY



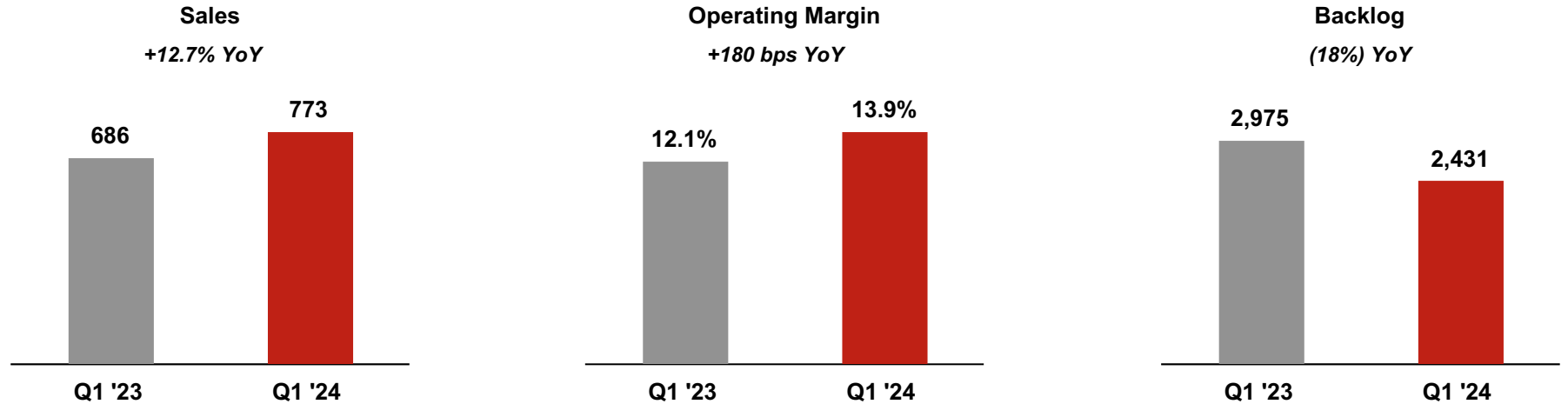
**Backlog**  
(39%) YoY



## Results Drivers

- Lower sales driven primarily by softer demand in Europe, partially offset by growth in aggregates
- Q1 margin performance slightly better than expected; on-track to achieve full-year outlook
- Backlog above historical norms and Q1 bookings up 7% sequentially

# Aerial Work Platforms: Strong Year-over-Year Improvement



## Results Drivers

- Strong Q1 sales growth driven by higher demand at both Genie and Utilities
- Q1 margin increased 180 bps driven by strong execution on higher volumes and disciplined price-cost management
- Solid incremental margin of 28%
- Backlog >2x historical norms

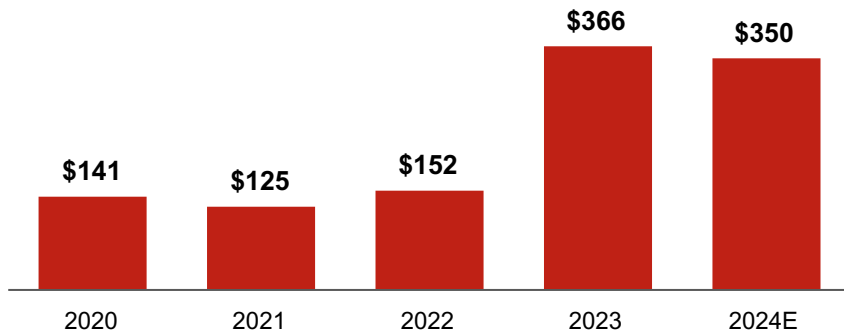
# Strong Balance Sheet and Free Cash Flow Generation

## Highlights

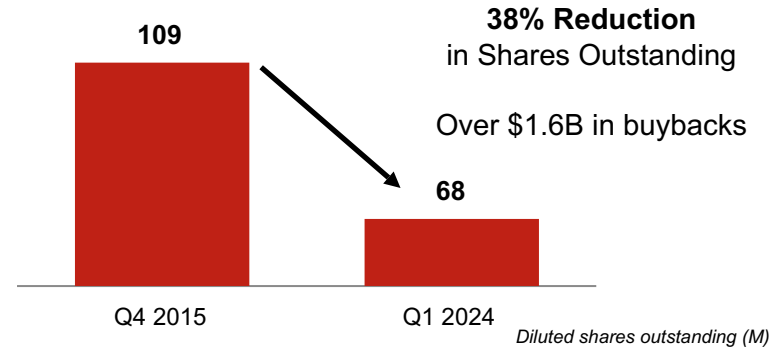
- ✓ Reaffirming 2024 FCF Outlook of \$325 - \$375
- ✓ Ample liquidity of \$866; Net leverage of 0.5x
- ✓ ROIC of 27.6% on a TTM basis
- ✓ Dividend up 31% since start of 2023

## Free Cash Flow

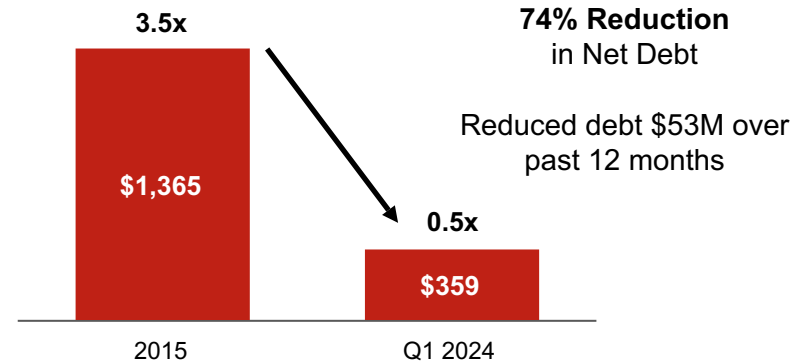
>\$1.1B of free cash flow generation



## Significant Capital Return to Shareholders via Buybacks



## Net Debt & Leverage



# Raising Full-Year 2024 Outlook

Terex Outlook <sup>(1)</sup>	Previous Outlook	Updated Outlook
Net Sales	\$5,100 - \$5,300	\$5,200 - \$5,400
Operating Margin	12.8% - 13.1%	12.8% - 13.1%
Interest / Other Expense	~\$60	~\$65
Tax Rate	~22%	~22%
EPS	\$6.85 - \$7.25	\$6.95 - \$7.35
Share Count	~68	~68
Depreciation / Amortization	~\$65	~\$65
Free Cash Flow <sup>(2)</sup>	\$325 - \$375 <sup>(2)</sup>	\$325 - \$375 <sup>(2)</sup>
Corp & Other OP	~(\$80)	~(\$85)

<sup>(1)</sup> Excludes the impact of future acquisitions, divestitures, restructuring and other unusual items

<sup>(2)</sup> Capital expenditures: ~\$145 million

Outlook <sup>(1)</sup>	Previous Outlook		Updated Outlook	
	Net Sales	Operating Margin	Net Sales	Operating Margin
MP	\$2,200 - \$2,300	15.6% - 15.9%	\$2,200 - \$2,300	15.6% - 15.9%
AWP	\$2,900 - \$3,000	13.4% - 13.7%	\$3,000 - \$3,100	13.5% - 13.8%



**New Auger Attachment for the Genie GTH-5519**

# Positioned for Growth to Deliver Long-Term Value

**TEREX®**

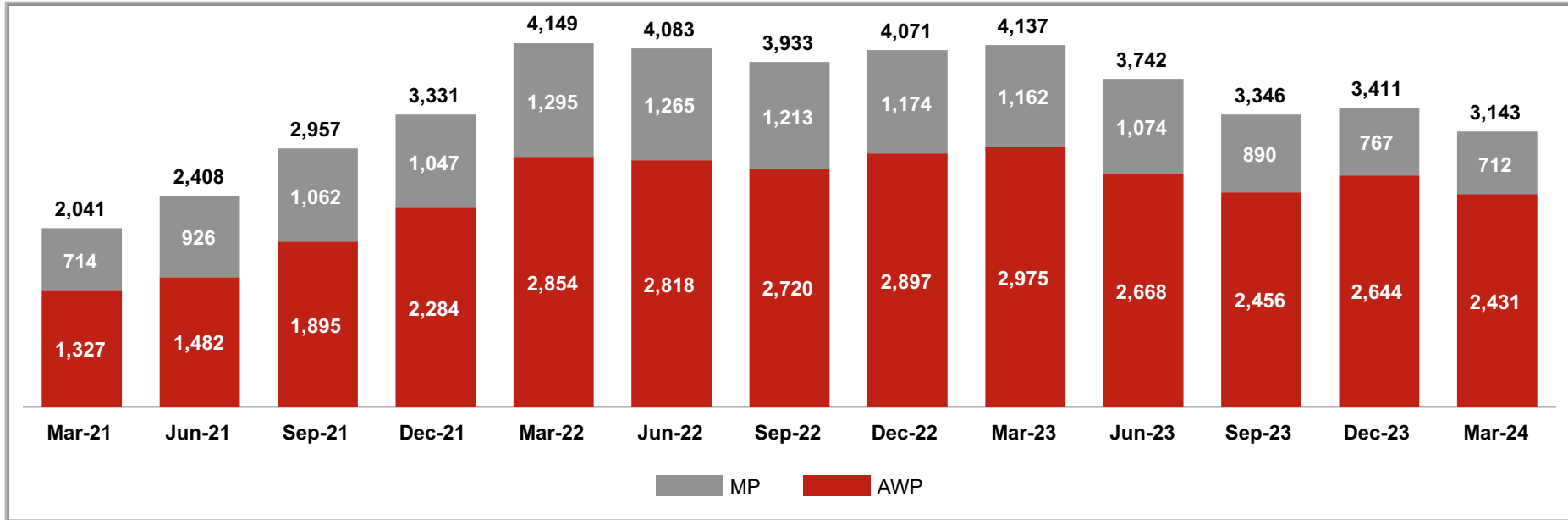
- ✓ Diversified industrial leader well-positioned for profitable growth
- ✓ Excellent portfolio of market-leading business positioned to benefit from megatrends
- ✓ Operating system enables profitability through cycles and high ROIC
- ✓ Strong balance sheet and cash flow support future growth and return of capital to shareholders
- ✓ Team with deep industry experience and proven ability to create value



# Appendix



# Backlog Trend



	Sequential		Year on Year	
	\$	%	\$	%
MP	(55)	(7%)	(450)	(39%)
AWP	(213)	(8%)	(544)	(18%)
<b>Total</b>	<b>(268)</b>	<b>(8%)</b>	<b>(994)</b>	<b>(24%)</b>

# Q1 Sales by Geography (2024 vs. 2023)

## North America

Actual

FX-Adj.



## Western Europe

Actual

FX-Adj.



## Asia-Pacific

Actual

FX-Adj.



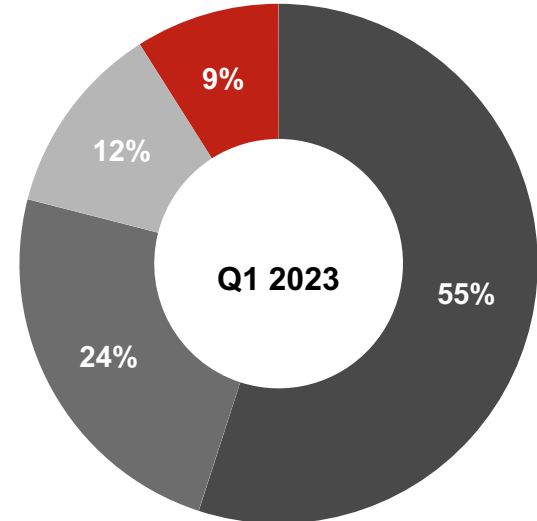
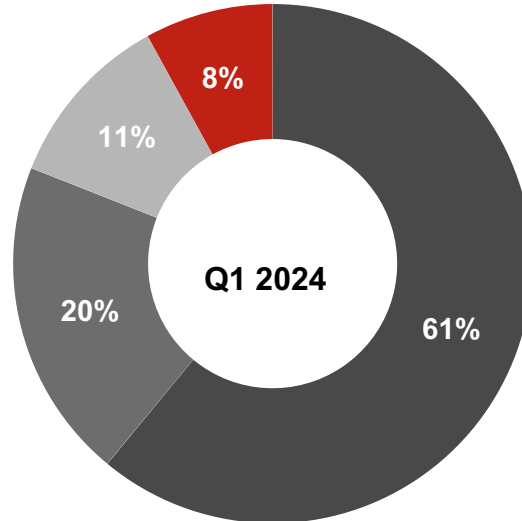
## Rest of World

Actual

FX-Adj.



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

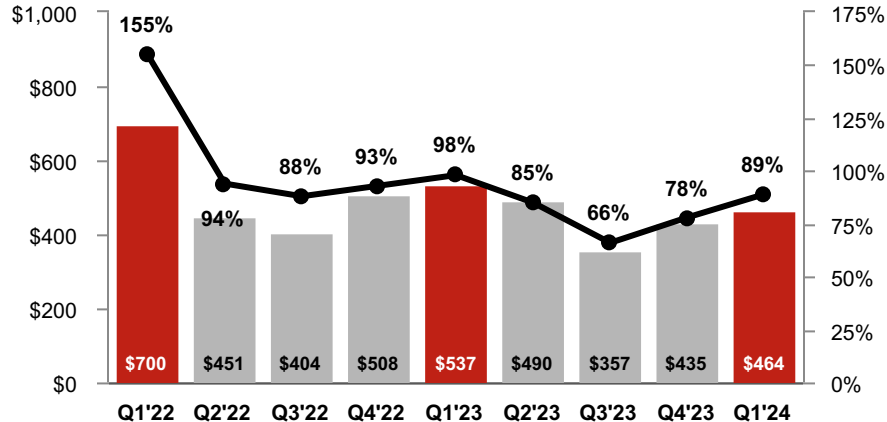


# Segment Results

## MATERIALS PROCESSING

	Q1 '24	Q1 '23
<b>Net Sales</b>	\$520.0	\$553.8
<i>% Change vs. '23</i>	(6.1%)	
<b>Operating Profit (Loss)</b>	\$72.1	\$85.3
<i>Operating Margin %</i>	13.9%	15.4%
<b>Backlog</b>	\$712	\$1,162
<i>% Change vs. '23</i>	(39%)	

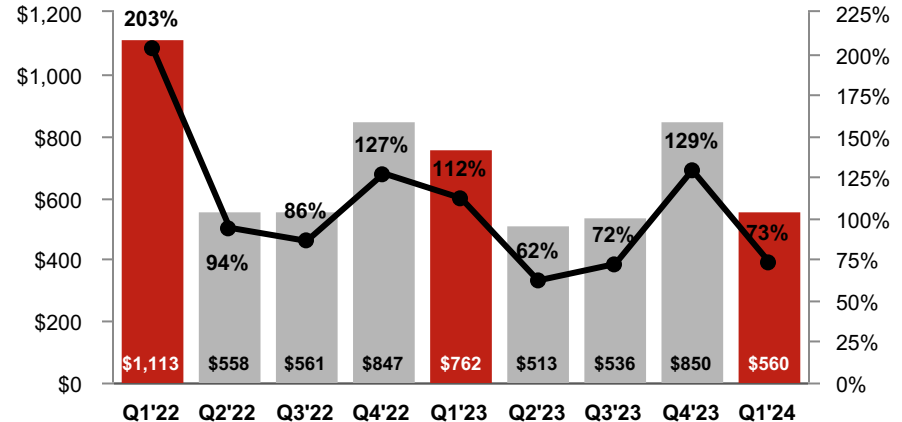
■ Net Bookings    ● Book-to-Bill Ratio



## AERIAL WORK PLATFORMS

	Q1 '24	Q1 '23
<b>Net Sales</b>	\$772.7	\$685.9
<i>% Change vs. '23</i>	12.7%	
<b>Operating Profit (Loss)</b>	\$107.3	\$83.1
<i>Operating Margin %</i>	13.9%	12.1%
<b>Backlog</b>	\$2,431	\$2,975
<i>% Change vs. '23</i>	(18%)	

■ Net Bookings    ● Book-to-Bill Ratio



In an effort to provide investors with additional information regarding the Company's results, Terex refers to various GAAP (U.S. generally accepted accounting principles) and non-GAAP financial measures which management believes provides useful information to investors. These non-GAAP measures may not be comparable to similarly titled measures disclosed by other companies. In addition, the Company believes that non-GAAP financial measures should be considered in addition to, and not in lieu of, GAAP financial measures. Terex believes that this non-GAAP information is useful in evaluating its operating results and the ongoing performance of its underlying businesses. Management of Terex uses both GAAP and non-GAAP financial measures to establish internal budgets and targets and to evaluate the Company's financial performance against such budgets and targets.

The amounts described below are unaudited, are reported in millions of U.S. dollars (except per share data and percentages), and are as of or for the period ended March 31, 2024, unless otherwise indicated.

As changes in foreign currency exchange rates have a non-operating impact on our financial results, we believe excluding effects of these changes assists in assessment of our business results between periods. We calculate the translation effect of foreign currency exchange rate changes by translating current period results using rates that the comparable prior periods were translated at to isolate the foreign exchange component of fluctuation from the operational component.

# Glossary: Free Cash Flow

**Free Cash Flow** - We calculate a non-GAAP measure of free cash flow. We define free cash flow as Net cash provided by (used in) operating activities less Capital expenditures, net of proceeds from sale of capital assets. We believe this measure of free cash flow provides management and investors further useful information on cash generation or use in our primary operations.

	<i>Three Months Ended March 31,</i>	
	<u>2024</u>	<u>2023</u>
Net cash provided by (used in) operating activities	\$ (33.9)	\$ 9.1
Capital expenditures, net of proceeds from sale of capital assets	(35.0)	(19.7)
Free cash flow (use)	<u>\$ (68.9)</u>	<u>\$ (10.6)</u>

# Glossary: Free Cash Flow *Continued*

	<i>Year Ended December 31,</i>				
	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024 Outlook</u>
Net cash provided by (used in) operating activities	\$ 225.4	\$ 293.4	\$ 261.2	\$ 459.3	\$ 495.0
Increase (decrease) in TFS Assets	(40.1)	(110.6)	—	—	—
Capital expenditures, net of proceeds from sale of capital assets	<u>(44.0)</u>	<u>(57.8)</u>	<u>(109.4)</u>	<u>(93.6)</u>	<u>(145.0)</u>
Free cash flow (use)	<u>\$ 141.3</u>	<u>\$ 125.0</u>	<u>\$ 151.8</u>	<u>\$ 365.7</u>	<u>\$ 350.0</u>

# Glossary: Net Leverage

**Net Leverage** is defined as Net Debt divided by last twelve months (LTM) EBITDA. We believe that this measure reflects its ability to cover its net debt obligations with results from core operations.

	<i>March 31, 2024</i>
Net Debt	\$ 359.2
Divided by: LTM EBITDA	704.3
Net Leverage	0.5x

# Glossary: Debt & Net Debt

**Debt** is calculated using the Condensed Consolidated Balance Sheet amounts for Current portion of long-term debt plus Long-term debt, less current portion plus debt from liabilities held for sale.

**Net Debt** is calculated as Debt less Cash and cash equivalents, including amounts in assets held for sale. These measures aid in the evaluation of the Company's financial condition.

	<i>March 31, 2024</i>	<i>March 31, 2023</i>	<i>December 31, 2015</i>
Long-term debt, less current portion	\$ 720.9	\$ 774.9	\$ 1,751.0
Current portion of long-term debt	3.2	2.1	80.2
Debt	724.1	777.0	1,831.2
Less: Cash and cash equivalents	(364.9)	(254.2)	(466.5)
Net Debt	\$ 359.2	\$ 522.8	\$ 1,364.7

# Glossary: EBITDA

**EBITDA** is defined as earnings, before interest, other non-operating income (loss), income (loss) attributable to non-controlling interest, taxes, depreciation and amortization. The Company calculates this by subtracting the following items from Net income (loss): (Gain) loss on disposition of discontinued operations- net of tax; and (Income) loss from discontinued operations – net of tax. Then adds the Provision for (benefit from) income taxes; Interest & Other (Income) Expense; the Depreciation and Amortization amounts reported in the Consolidated Statement of Cash Flows less amortization of debt issuance costs that are recorded in Interest expense.

Terex believes that disclosure of EBITDA will be helpful to those reviewing its performance, as EBITDA provides information on Terex’s ability to meet debt service, capital expenditure and working capital requirements, and is also an indicator of profitability.

	<i>Three Months Ended March 31,</i>		<i>LTM Ended March 31,</i>
	<u>2024</u>	<u>2023</u>	<u>2024</u>
Net income (loss)	\$108.5	\$112.6	\$513.9
(Gain) loss on disposition of discontinued operations - net of tax	—	(2.7)	1.4
Income (loss) from continuing operations	108.5	109.9	515.3
Provision for (benefit from) income taxes	28.0	23.3	67.7
Interest & Other (Income) Expense	21.8	14.5	64.1
Income (loss) from operations	158.3	147.7	647.1
Depreciation	13.8	10.8	54.8
Amortization	1.1	1.3	4.4
Non-Cash Interest Costs	(0.5)	(0.5)	(2.0)
EBITDA	<u>\$172.7</u>	<u>\$159.3</u>	<u>\$704.3</u>

# Glossary: ROIC

ROIC and other Non-GAAP Measures (as calculated below) assist in showing how effectively we utilize capital invested in our operations. ROIC is determined by dividing the sum of NOPAT for each of the previous four quarters by the average of Debt less Cash and cash equivalents plus Stockholders' equity for the previous five quarters. NOPAT for each quarter is calculated by multiplying Income (loss) from operations by one minus the annualized effective tax rate as adjusted. Debt is calculated using amounts for Current portion of long-term debt plus Long-term debt, less current portion. We calculate ROIC using the last four quarters' NOPAT as this represents the most recent 12-month period at any given point of determination. In order for the denominator of the ROIC ratio to properly match the operational period reflected in the numerator, we include the average of five quarters' ending balance sheet amounts so that the denominator includes the average of the opening through ending balances (on a quarterly basis) thereby providing, over the same time period as the numerator, four quarters of average invested capital.

In the calculation of ROIC, we adjust the annualized effective tax rate to reflect management's expectation of the full-year effective tax rate and amortize the one-time tax benefit derived from recording of a deferred tax asset in relation to our Swiss operations in 2023 to create a measure that is more useful to understanding our operating results and the ongoing performance of our underlying business as shown in the tables below. Our management and Board of Directors use ROIC as one measure to assess operational performance, including in connection with certain compensation programs. We use ROIC as a metric because we believe it measures how effectively we invest our capital and provides a better measure to compare ourselves to peer companies to assist in assessing how we drive operational improvement. We believe ROIC measures return on the amount of capital invested in our businesses and is an accurate and descriptive measure of our performance. We also believe adding Debt less Cash and cash equivalents to Stockholders' equity provides a better comparison across similar businesses regarding total capitalization, and ROIC highlights the level of value creation as a percentage of capital invested. As the tables below show, our ROIC at March 31, 2024 was 27.6%.

# Glossary: 2024 ROIC *Continued*

Amounts described below are reported in millions of U.S. dollars, except for the effective tax rate. Amounts are as of and for the three months ended for the periods referenced in the tables below.

	Mar '24	Dec '23	Sep '23	Jun '23	Mar '23
Annualized effective tax rate as adjusted <sup>(1)</sup>	19.8 %	18.2 %	18.2 %	18.2 %	
Income (loss) from operations	\$ 158.3	\$ 115.7	\$ 163.2	\$ 209.9	
Multiplied by: 1 minus annualized effective tax rate	80.2 %	81.8 %	81.8 %	81.8 %	
Net operating income (loss) after tax	\$ 127.0	\$ 94.6	\$ 133.5	\$ 171.7	
Debt	\$ 724.1	\$ 623.2	\$ 708.7	\$ 736.7	\$ 777.0
Less: Cash and cash equivalents	(364.9)	(370.7)	(352.3)	(297.7)	(254.2)
Debt less Cash and cash equivalents	359.2	252.5	356.4	439.0	522.8
Stockholders' equity	1,731.9	1,672.3	1,496.2	1,432.2	1,294.6
Debt less Cash and cash equivalents plus Stockholders' equity	\$ 2,091.1	\$ 1,924.8	\$ 1,852.6	\$ 1,871.2	\$ 1,817.4

<sup>(1)</sup> The annualized effective tax rate for each 2023 period represents the adjusted full-year 2023 effective tax rate.

March 31, 2024 ROIC	27.6 %
NOPAT as adjusted (last 4 quarters)	\$ 526.8
Average Debt less Cash and cash equivalents plus Stockholders' equity (5 quarters)	\$ 1,911.4

# Glossary: 2024 ROIC *Continued*

Three Months Ended March 31, 2024	Income (loss) from continuing operations before income taxes	(Provision for) benefit from income taxes	Income tax rate
Reconciliation of annualized effective tax rate:			
As reported	\$ 136.5	\$ (28.0)	20.5%
Effect of Adjustments:			
Tax related to full-year effective tax rate expectation	—	(2.0)	
Tax related to Swiss deferred tax asset	—	3.0	
As adjusted	\$ 136.5	\$ (27.0)	19.8%

# Glossary: 2023 ROIC *Continued*

Amounts described below are reported in millions of U.S. dollars, except for the Effective Tax Rate. Amounts are as of and for the three months ended for the periods referenced in the tables below.

	Mar '23	Dec '22	Sep '22	Jun '22	Mar '22
Annualized effective tax rate as adjusted <sup>(1)</sup>	21.0 %	18.1 %	18.1 %	18.1 %	
Income (loss) from operations	\$ 147.7	\$ 120.8	\$ 120.8	\$ 103.9	
Multiplied by: 1 minus annualized effective tax rate	79.0 %	81.9 %	81.9 %	81.9 %	
Net operating income (loss) after tax	\$ 116.7	\$ 98.9	\$ 98.9	\$ 85.1	
Debt	\$ 777.0	\$ 775.5	\$ 826.5	\$ 828.2	\$ 740.3
Less: Cash and cash equivalents	(254.2)	(304.1)	(231.7)	(253.3)	(218.4)
Debt less Cash and cash equivalents	522.8	471.4	594.8	574.9	521.9
Stockholders' equity	1,294.6	1,181.2	1,034.7	1,048.9	1,114.1
Debt less Cash and cash equivalents plus Stockholders' equity	\$ 1,817.4	\$ 1,652.6	\$ 1,629.5	\$ 1,623.8	\$ 1,636.0

(1) The annualized effective tax rate for each 2022 period represents the actual full year 2022 effective tax rate.

March 31, 2023 ROIC	23.9 %
NOPAT as adjusted (last 4 quarters)	\$ 399.6
Average Debt less Cash and cash equivalents plus Stockholders' equity (5 quarters)	\$ 1,671.9

# Glossary: 2023 ROIC *Continued*

Three Months Ended March 31, 2023	Income (loss) from continuing operations before income taxes	(Provision for) benefit from income taxes	Income tax rate
Reconciliation of annualized effective tax rate:			
As reported	\$ 133.2	\$ (23.3)	17.5%
Effect of Adjustments:			
Tax related	—	(4.7)	
As adjusted	\$ 133.2	\$ (28.0)	21.0%