

## Resegmentation Detail as of August 2016

	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
<b>NET SALES</b>									
Aerial Work Platforms	\$ 591.9	\$ 726.7	\$ 607.4	\$ 477.0	\$ 517.5	\$ 688.3	\$ 580.9	\$ 459.3	\$ 520.7
Total Terex Cranes	361.6	470.4	384.2	440.7	353.3	427.7	379.3	406.2	307.3
Materials Processing	216.7	251.1	226.7	244.4	210.3	249.6	238.7	241.5	223.8
Corp & Other / Eliminations	107.2	166.2	109.9	101.8	74.7	77.3	56.5	60.6	62.5
<b>Total Net Sales</b>	<b>\$ 1,277.4</b>	<b>\$ 1,614.4</b>	<b>\$ 1,328.2</b>	<b>\$ 1,263.9</b>	<b>\$ 1,155.8</b>	<b>\$ 1,442.8</b>	<b>\$ 1,255.4</b>	<b>\$ 1,167.6</b>	<b>\$ 1,114.4</b>
<b>INCOME FROM OPERATIONS (Reported)</b>									
Aerial Work Platforms	\$ 81.7	\$ 114.8	\$ 69.6	\$ 38.8	\$ 44.6	\$ 105.1	\$ 78.9	\$ 41.6	\$ 38.1
Total Terex Cranes	0.5	28.2	20.5	34.5	2.4	21.3	12.1	20.5	(16.6)
Materials Processing	10.6	24.0	11.3	19.8	11.6	25.6	17.6	13.8	15.8
Corp & Other	(21.7)	(20.2)	(11.9)	(0.4)	(20.3)	(15.9)	(16.5)	(18.7)	(26.0)
<b>Income from Operations (Reported)</b>	<b>\$ 71.1</b>	<b>\$ 146.8</b>	<b>\$ 89.4</b>	<b>\$ 92.7</b>	<b>\$ 38.4</b>	<b>\$ 136.1</b>	<b>\$ 92.1</b>	<b>\$ 57.2</b>	<b>\$ 11.4</b>
<b>ADJUSTMENTS</b>									
Aerial Work Platforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6.0
Total Terex Cranes	-	-	-	-	-	-	4.4	-	2.8
Materials Processing	-	-	-	-	-	-	3.1	0.4	0.4
Corp & Other	-	-	-	(16.7)	-	-	6.8	5.2	8.3
<b>Total Adjustments</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (16.7)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 14.3</b>	<b>\$ 5.6</b>	<b>\$ 17.5</b>
<b>INCOME FROM OPERATIONS (Adjusted)</b>									
Aerial Work Platforms	\$ 81.7	\$ 114.8	\$ 69.6	\$ 38.8	\$ 44.6	\$ 105.1	\$ 78.9	\$ 41.6	\$ 44.1
Total Terex Cranes	0.5	28.2	20.5	34.5	2.4	21.3	16.5	20.5	(13.8)
Materials Processing	10.6	24.0	11.3	19.8	11.6	25.6	20.7	14.2	16.2
Corp & Other	(21.7)	(20.2)	(11.9)	(17.1)	(20.3)	(15.9)	(9.7)	(13.5)	(17.7)
<b>Income from Operations (Adjusted)</b>	<b>\$ 71.1</b>	<b>\$ 146.8</b>	<b>\$ 89.4</b>	<b>\$ 76.0</b>	<b>\$ 38.4</b>	<b>\$ 136.1</b>	<b>\$ 106.4</b>	<b>\$ 62.8</b>	<b>\$ 28.9</b>
<b>BACKLOG</b>									
Aerial Work Platforms	\$ 524	\$ 421	\$ 218	\$ 704	\$ 706	\$ 441	\$ 301	\$ 570	\$ 517
Total Terex Cranes	652	636	527	512	535	514	401	407	398
Materials Processing	156	150	128	130	193	153	139	149	187
Corp & Other	144	113	71	60	90	74	42	52	58
<b>Backlog</b>	<b>\$ 1,476</b>	<b>\$ 1,320</b>	<b>\$ 944</b>	<b>\$ 1,406</b>	<b>\$ 1,524</b>	<b>\$ 1,182</b>	<b>\$ 883</b>	<b>\$ 1,178</b>	<b>\$ 1,160</b>