

**Terex 2018 Segment Detail**  
in (000's)

	Q1-18	Q2-18	Q3-18	Q4-18	FY 18
<b>Net Sales</b>					
AWP	\$ 737.5	\$ 852.3	\$ 729.4	\$ 631.2	\$ 2,950.4
Materials Processing	315.9	335.2	313.6	357.9	1,322.6
Corp & Other/Eliminations	63.2	65.5	55.8	59.7	244.2
<b>Total Net Sales</b>	<b>\$ 1,116.6</b>	<b>\$ 1,253.0</b>	<b>\$ 1,098.8</b>	<b>\$ 1,048.8</b>	<b>\$ 4,517.2</b>
<b>Income from Operations (Reported)</b>					
AWP	\$ 70.2	\$ 111.6	\$ 81.6	\$ 37.1	\$ 300.5
Materials Processing	39.9	44.3	41.4	50.4	176.0
Corp & Other/Eliminations	(15.8)	(23.5)	(18.8)	(5.9)	(64.0)
<b>Total Income from Operations (Reported)</b>	<b>\$ 94.3</b>	<b>\$ 132.4</b>	<b>\$ 104.2</b>	<b>\$ 81.6</b>	<b>\$ 412.5</b>
<b>Adjustments</b>					
AWP	\$ 0.3	\$ 0.7	\$ 1.1	\$ (0.7)	\$ 1.5
Materials Processing	(2.8)	-	-	-	(2.8)
Corp & Other/Eliminations	7.1	8.7	9.0	4.7	29.4
<b>Total Adjustments</b>	<b>\$ 4.6</b>	<b>\$ 9.4</b>	<b>\$ 10.2</b>	<b>\$ 4.0</b>	<b>\$ 28.1</b>
<b>Income from Operations (Adjusted)</b>					
AWP	\$ 70.5	\$ 112.3	\$ 82.7	\$ 36.4	\$ 302.0
Materials Processing	37.1	44.3	41.4	50.4	173.2
Corp & Other/Eliminations	(8.7)	(14.8)	(9.8)	(1.2)	(34.5)
<b>Total Income from Operations (Adjusted)</b>	<b>\$ 98.9</b>	<b>\$ 141.8</b>	<b>\$ 114.4</b>	<b>\$ 85.6</b>	<b>\$ 440.7</b>
<b>Depreciation and Amortization <sup>(1)</sup></b>					
AWP	\$ 5.4	\$ 5.2	\$ 5.1	\$ 5.2	\$ 20.9
Materials Processing	2.0	1.9	1.8	1.9	7.6
Corp & Other/Eliminations	3.8	3.1	2.7	2.8	12.3
<b>Total Depreciation and Amortization</b>	<b>\$ 11.1</b>	<b>\$ 10.2</b>	<b>\$ 9.6</b>	<b>\$ 9.8</b>	<b>\$ 40.8</b>
<b>EBITDA</b>					
AWP	\$ 75.6	\$ 116.8	\$ 86.7	\$ 42.3	\$ 321.4
Materials Processing	41.9	46.2	43.2	52.3	183.6
Corp & Other/Eliminations	(12.0)	(20.4)	(16.1)	(3.1)	(51.7)
<b>Total EBITDA</b>	<b>\$ 105.4</b>	<b>\$ 142.6</b>	<b>\$ 113.8</b>	<b>\$ 91.4</b>	<b>\$ 453.3</b>

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	<u>Q1-18</u>	<u>Q2-18</u>	<u>Q3-18</u>	<u>Q4-18</u>	<u>FY 18</u>
<b>EBITDA (Adjusted)</b>					
AWP	\$ 75.9	\$ 117.5	\$ 87.9	\$ 41.6	\$ 322.9
Materials Processing	39.1	46.2	43.2	52.3	180.8
Corp & Other/Eliminations	(4.9)	(11.7)	(7.1)	1.6	(22.2)
<b>Total EBITDA (Adjusted)</b>	<u>\$ 110.0</u>	<u>\$ 152.0</u>	<u>\$ 124.0</u>	<u>\$ 95.5</u>	<u>\$ 481.6</u>
<b>Backlog</b>					
AWP	\$ 1,100	\$ 754	\$ 738	\$ 1,098	\$ 1,098
Materials Processing	449	416	468	513	513
Corp & Other/Eliminations	62	65	58	51	51
<b>Total Backlog</b>	<u>\$ 1,612</u>	<u>\$ 1,234</u>	<u>\$ 1,263</u>	<u>\$ 1,661</u>	<u>\$ 1,661</u>

Note: Total amounts in this presentation may not add due to rounding

<sup>(1)</sup> Excludes bank fee amortization not included in income (loss) from operations