



**Conor Campbell** • *Graphic Designer*

## **PORTFOLIO**

Updated June 13, 2024



# ATLAS AIR WORLDWIDE

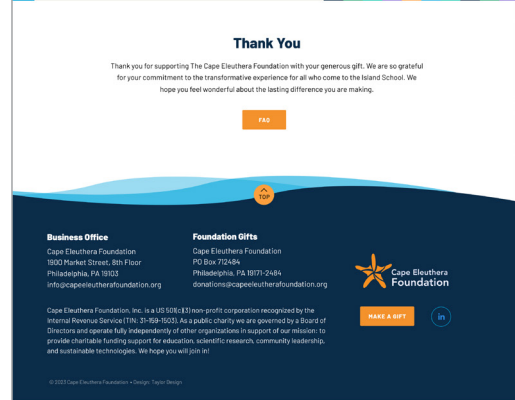
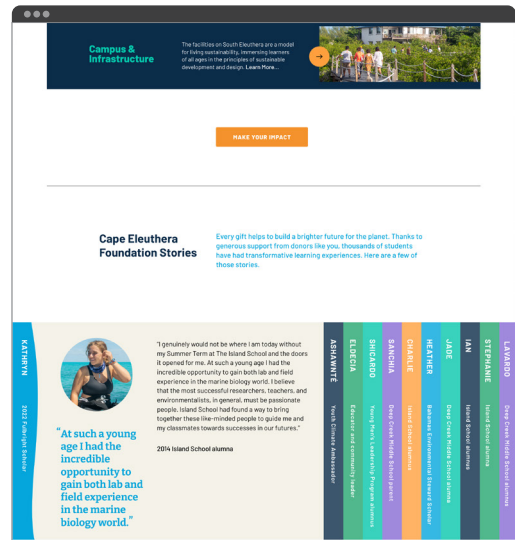
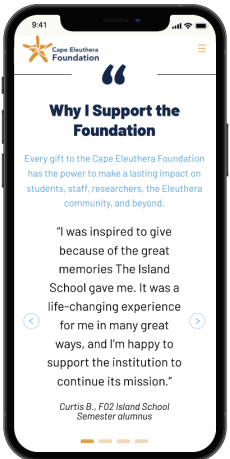
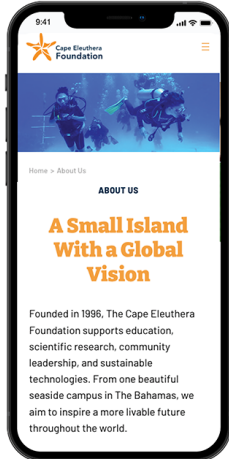
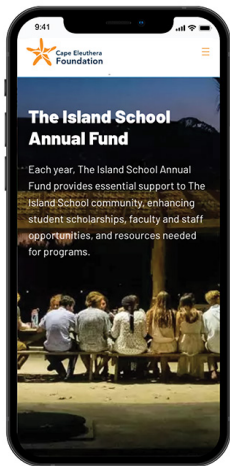
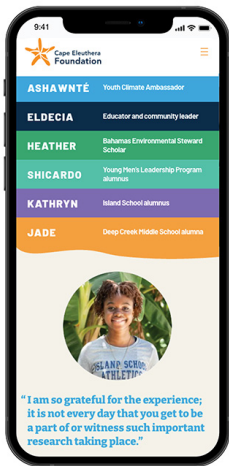
Worldwide Command & Our Mission Pop Up banners





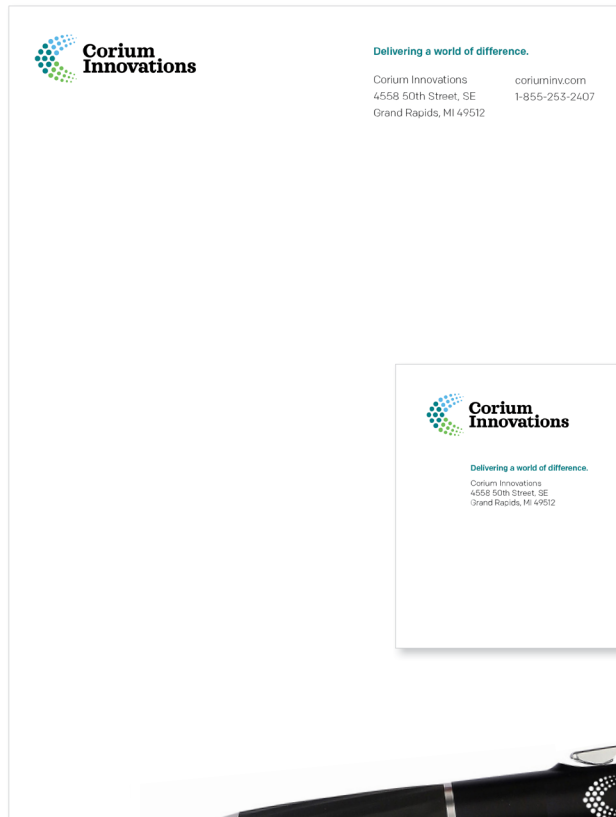
# CAPE ELEUTHERA FOUNDATION

Website



**CORIUM INNOVATIONS**

Logo Creation, Print Communications and Brand Assets



Mailing Label

Business Envelope



(c)

# ATLAS AIR WORLDWIDE

The Queen of the Skies  
commencement pin.



Atlas Air Worldwide  
Queen of the Skies  
Pins 2.0 [Suggested edits]



Taylor Design | December 23, 2022

**SALUTING THE QUEEN OF THE SKIES**

Atlas Air began operations with one Boeing 747 in 1992. Today, our companies operate the world's largest fleet of 747s. We're proud to take delivery of this iconic aircraft, which will move our customers' cargo around the world for years to come.

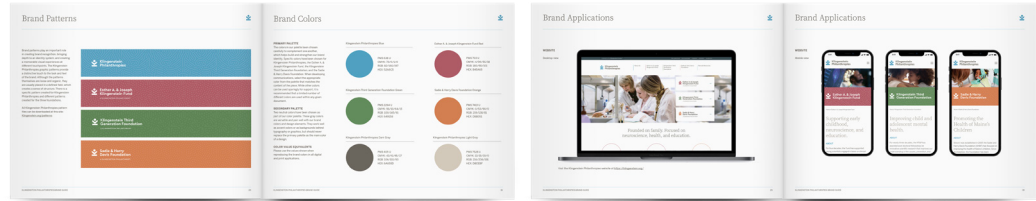
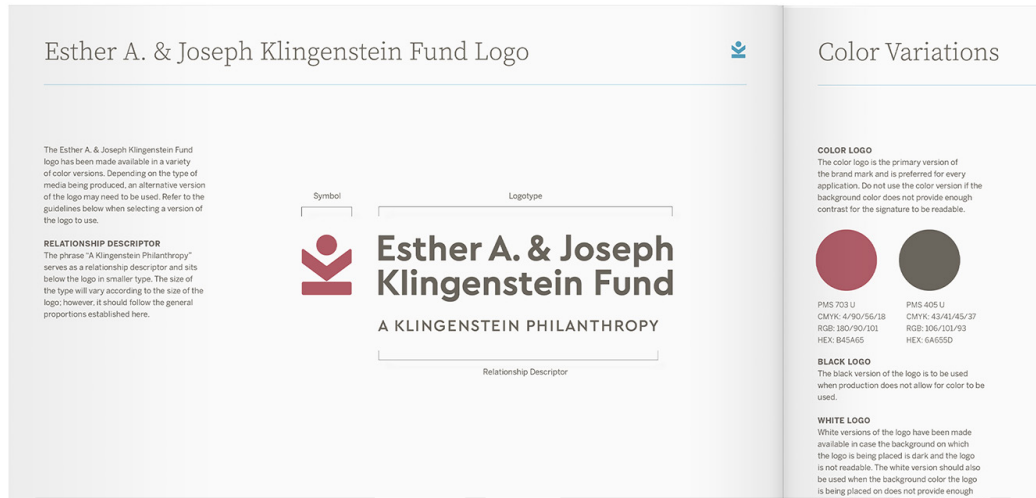
**ATLAS AIR**





# KLINGENSTEIN PHILANTHROPIES

Brand Guidelines and Website





## HOPKINS SCHOOL

Digital Ads, Website micropages.

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Open House  
Sunday, October 22

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Strong academics are just the beginning.

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Hopkins School seeks applicants who are highly self-motivated and academically prepared, and whose intellectual curiosity and talents will enable them to take advantage of the school's challenging curriculum and extensive resources. Learn more below.

**IGNITE YOUR CURIOSITY**

[INQUIRE NOW](#)

As the nation's third oldest independent school, Hopkins School welcomes high-achieving, motivated students who love to think and learn. If you're intellectually curious and want to be inspired by other students who share your passion, Hopkins might be the place for you. Below are different options to connect with us and learn more about ~ challenging, empowering Hopkins education.

**Hopkins** SCHOOL

Teachers are very open to answering your questions



# TEREX Annual Report

### The Terex Way

The values and beliefs that guide our actions and behaviors

#### INTEGRITY

- We will not sacrifice integrity for profit.
- We are transparent in all of our business dealings.
- We are accountable to our main investors, customers and shareholders for achieving the goals while protecting our reputation and assets.

#### IMPROVEMENT

- We continuously search for new and better ways of doing things, eliminating waste and errors improving.
- We challenge the status quo and inspire stretch goals.
- We work in teams across boundaries.

#### COURAGE

- We have the personal and professional courage to do the right thing and take risks that may cause us to win or lose as a business periodically.
- We make decisions and take action.
- We do it our own way, not only the future to learn.

#### RESPECT

- We provide a safe and healthy work environment for our team members.
- We treat all people with dignity and respect.
- We value the differences in people's thinking, backgrounds and cultures.
- We are committed to team member development.

#### SERVANT LEADERSHIP

- We work to serve the needs of our customers, investors, and team members.
- We nurture a "culture of support" versus a "culture of command."
- We ask what we can do to help.

#### CITIZENSHIP

- We are good stewards of the environment and the communities in which we serve.
- We participate in making the world we live in a better place.



#### FROM THE PRESIDENT & CEO

## On the Path for Growth

Dear Shareholders,

I am pleased to address you in my first annual letter as CEO of Terex. Over the past year, the team's collective efforts have driven us to the strong position we currently hold, and I feel honored and privileged to lead the Company toward the promising future that lies ahead.

In recent years, Terex has undergone a remarkable transformation, which has improved our portfolio, enhanced our execution capabilities and increased our earnings power. Our success is the result of the dedication of our exceptional team, their steadfast commitment to the execution of our strategy, our principles of Zero Harm Safety and the Terex Way Values, which guide every aspect of our operations. Today, Terex has an excellent position in the industry led by our well-known brands and technologies that are used in diverse, attractive end-markets. We now have a portfolio comprised of market-leading businesses with double-digit operating margins.

#### KEY STRATEGIC PRIORITIES

As I embark on this journey as CEO, much of my initial months have been spent actively listening and learning from our teams, customers, and shareholders. We intend to build upon our existing strengths, while remaining focused on operational discipline and ensuring that efficiency remains a top priority.

Given the significant progress made during John Corliss's tenure as CEO, I am addressing operational priorities, I expect my attention to gradually shift towards accelerating growth. We have attractive opportunities for organic growth, supported by our strong return on invested capital. With our businesses currently operating within a \$2.4 billion addressable

market, we have substantial room for growth and are well-positioned to capitalize on megatrends and emerging technologies.

Further, we are also open to exploring inorganic opportunities that could broaden our market reach or enhance our portfolio. However, any such opportunities must meet stringent criteria they must be accretive, financially viable, and contribute positively to shareholder value. We will rigorously evaluate these opportunities against alternatives such as dividends or share buybacks to determine the optimal path forward.

I am pleased to note that we possess considerable flexibility compared to our position three to five years ago. With strong liquidity, low net leverage, and high free cash flow generation, we are well-positioned to pursue opportunities that will drive sustainable, long-term value for our shareholders.

#### WE DELIVERED EXCELLENT 2023 FINANCIAL RESULTS.

Looking back on the achievements of the past year, I am happy to report significant progress across our strategic initiatives. In 2023, Terex delivered a 17% increase in sales, over 300 bps improvement in gross margins, and a 75% increase in earnings per share. Additionally, our return on invested capital increased by 720 bps to 26.5%.

Our Materials Processing (MP) business has been a consistent growth driver for Terex, achieving double digit annual growth rates over the past seven years. In 2023, the segment delivered sales growth of 19%, and an operating margin of 16.1%. The MP team continues to demonstrate its focus on innovation with the recent launch of Green-Tec, a new Terex brand offering a comprehensive range of vegetation management solutions.

Our Aerial Work Platforms (AWP) business also delivered impressive performance improvements in 2023 with 18% year-over-year sales growth and a 460 bps margin increase over the prior year. The ramp-up of our new Monterrey, Mexico facility is on track and will further enhance our competitiveness and improve Genie's through-cycle performance.

Our free cash flow increased more than \$200 million over the prior year to \$366 million and we returned 29% to shareholders through share repurchases and dividends. We reduced our gross debt by \$152 million and our net leverage of 0.4x is well below our target of 2.0x through this cycle. In total, we announced a 31% increase to our quarterly dividend reflecting our continued confidence in Terex's strong financial position and the growth opportunities ahead of us.



Corliss, John, CEO, Terex Annual Report 2023

# EXECUTE INNOVATE GROW

## ANNUAL REPORT 2023




**...AND ACHIEVED SIGNIFICANT MILESTONES ON OTHER FRONTS**

Sustainability lies at the core of our business strategy, guiding our efforts towards innovation that supports safe work practices and operational efficiency among our customers and end-users. Last September, we were honored by the second consecutive year, Terex has been honored by Bloomberg as one of America's Most Responsible Companies, a testament to our unwavering commitment to sustainability. Additionally, Terex has been awarded a carbon score in our first ever Human Rights Campaign Equality Index. Review in recognition of the report work.

**INTRODUCTION OF EXCITING NEW PRODUCTS**

We continue to bring exciting new products to the market, actively addressing our customers' evolving needs for enhanced productivity, reduced total cost of ownership, and a more sustainable environmental impact. A key example is our new Genie GTH250, a high-capacity aerial lift designed to provide customers with modular options to meet the rising demand for efficient recycling solutions. Furthermore, our expansion into the environmental sector was bolstered by the introduction of new products such as the T85-230 high-capacity shredder and the Breville 2000.

PowerScreen, Frayco, EcoTec, CE, Terex Recycling Systems, Genie and Terex Utilities, we are poised to leverage the growing investment in green economy, offering a comprehensive range of sustainable recycling solutions, grid modernization, infrastructure upgrades and sustainable safety working at height practices.

Looking ahead in 2024, we are pioneering innovative technologies in primary and metals, particularly in North America, through strategic acquisitions, continued R&D investments, and partnerships with the U.S. government's infrastructure agenda. We will continue to invest in digital transformation and data-driven decision-making capabilities, such as AI, to optimize operations and enhance customer experiences. These trends are very favorable for all our businesses. Adoption of our products is also growing in emerging markets such as India and we are excited to build our strong historic presence in the country.

I am excited to start this new chapter for Terex, and the Company believes in the opportunities that lie ahead. On behalf of our Board of Directors and Executive Leadership Team, I extend my appreciation for your continued interest and support for Terex.



### Shareholder Information

**BOARD OF DIRECTORS**

**Simon A. Meester**  
President and Chief Executive Officer

**David A. Sachs**  
Non-Executive Chairman of the Board of Directors, Terex Corporation  
Partner, Ares Management, LLC

**Paul H. C. Chomelobey**  
President, Chomelobey Planning

**Donald DeForest**  
Chairman, President and Chief Executive Officer, Weyerhaeuser, Inc.

**Thomas J. Hansen**  
Vice Chairman, Inland, Inland Tool Works, Inc.

**Sandra O'Connor**  
Chair, President, and Chief Executive Officer, JF Morgan Chase & Company

**Christopher Rossi**  
President and Chief Executive Officer, Kamanets, Inc.

**Andra Rush**  
Chair, President and Chief Executive Officer, Rush Group

**CORPORATE LEADERSHIP**

**Simon A. Meester**  
President and Chief Executive Officer

**Julie A. Beck**  
Senior Vice President, Chief Financial Officer

**Stacey Robson Kaplan**  
Senior Vice President, Chief Sustainability & Compliance Officer

**Amy J. George**  
Senior Vice President, Chief Human Resources Officer

**Joshua Gross**  
President, Genie

**Kieran Hegarty**  
President, Terex Materials Processing

**Scott J. Powner**  
Senior Vice President, General Counsel & Secretary

**Arnon Belgat**  
Senior Vice President, Chief Digital Officer

**TRANSFER AGENT AND REGISTRAR**

**Equiniti Trust Company, LLC (EQT)**  
40 Wall Street, Floor 20  
New York, NY 10005

Phone for domestic shareholders: 800-953-5449  
Phone for outside US: 718-921-8124

Email: help@equiniti.com  
transfer@equiniti.com/equiniti-secops

Shareholders seeking information concerning stock transfers, changes of address and lost certificates should contact the company's stock transfer agent directly.

**STOCK INFORMATION**

**Stock Symbol: TERX**  
**Stock Exchange: New York Stock Exchange**  
The high and low quarterly sales prices for the last four quarters of Terex Corporation are as follows (in \$):

	2023	Q1	Q2	Q3	Q4
High	40.85	41.25	45.41	50.84	50.84
Low	41.89	41.89	55.72	43.70	43.70
2022	Q1	Q2	Q3	Q4	





# MANAFORT

## Statement of Qualifications and Project Proposal

**EXHIBIT 2  
EXAMPLE PROJECTS**

**EXHIBIT 2 - EXAMPLE PROJECTS  
PROJECT 1**

**PROVIDENCE VIADUCT I-95  
SOUTHBOUND BRIDGE 578 REPLACEMENT**

Construction Cost: \$80,727,585  
Client: Rhode Island Department of Transportation  
Location: Providence, RI  
Duration: 01/13-04/18

**PROJECT DESCRIPTION & SERVICES PERFORMED**

The Rhode Island Department of Transportation Providence Viaduct Southbound Bridge 578 Replacement Project involved the construction of a new 1,200 foot four lane bridge to carry RT 46 Southbound through downtown Providence, RI over the operating Amtrak Northeast Corridor, numerous local roadways, highway ramps, and the Woonasquettuck River. The Project also required removal and replacement of adjacent Bridge Ramp Structures 577 and 579 as well as widening sections of Bridge 578 and 579. Due to very tight logistical constraints and approximately 200,000 cars per day driving through the work zone, the project required several phases of traffic control and all work was required to be planned and scheduled in a very coordinated and detailed manner to support a safe thoroughfare for the public and safe work zones for construction.

The work included extensive earth excavation and temporary support of excavation, pile driving, concrete substructure, bridge superstructure, temporary bridge, bridge demolition, cast in place concrete retaining walls,

for approximately one year carrying traffic on Exits 22A, 22B, and 22C to allow the removal and replacement of the existing Ramp AC AD.

Manafort served as Prime Contractor for the project and self-performed a majority of the work including temporary support of excavation shoring, excavation, concrete substructure, bridge superstructure, cast in place concrete retaining walls, precast concrete retaining walls, storm drainage, and roadway reconstruction.

Although this project was a design bid build delivery system, our design consultant Steere Engineering performed an extensive amount of engineering during construction of the Southbound Viaduct associated with the temporary support of excavation as well as extensive detailing and coordination of design for the 550 foot, 18 span temporary bridge.



Statement of Qualifications and Proposal for  
**THE SALEM WIND PORT PROJECT  
 SALEM, MASSACHUSETTS**  
 By Manafort Brothers Incorporated  
 March 31, 2023



**EXHIBIT 4 - GENERAL QUALIFICATIONS**

Manafort's comprehensive approach is highlighted by these past, highly distinctive projects.

In each of these cases, Manafort was engaged for our expertise and to deliver a solution with safety-intensive execution, within demanding construction and demolition schedules and logistics—many of which were first-ever situations.

With approximately 800 employees, Manafort Brothers and it's subsidiaries Manafort Transit and Manafort Precision typically perform approximately 100 projects per year for a wide range

of Public and Private clients throughout Massachusetts, Connecticut, and Rhode Island. Our large trade workforce spans this region making us "local" to nearly every project. Our large and specialized fleet of equipment enables our ability to efficiently, effectively, and safely complete our projects. Our Engineering and Management expertise allows us to collaborate with our clients, designers, and construction teams on creative solutions to challenging problems. And our can do spirit and commitment to our clients and projects makes us a welcomed addition on many of the larger and more complex projects in the region.

**SOME RECENT AND ONGOING PROJECTS**

**RIDOT PROVIDENCE VIADUCT BY 95 NB DESIGN BUILD PROJECT**




Manafort Brothers Incorporated is currently underway on this \$212M Design Build project under a Joint Venture with Skanska USA Civil and our Design Partner HNTB. Similar to Manafort's previously completed RIDOT Providence RT



Prepared for

**CROWLEY**

Prepared by


**PORT OF DAVISVILLE, PIER NO. 2 RECONSTRUCTION**

Construction Cost: \$100M  
Client: Rhode Island Department of Transportation  
Location: Davisville, RI  
Duration: 01/13-04/18



**ELECTRIC BOAT SOUTH YARD SUBMARINE ASSEMBLY BUILDING**

Construction Cost: \$100M  
Client: Electric Boat  
Location: Groton, CT  
Duration: 01/13-04/18



**PROJECT OVERSIGHT & SERVICES PERFORMED**

The project was a design build delivery system. Manafort Brothers Incorporated served as the prime contractor and self-performed a majority of the work including excavation, concrete substructure, bridge superstructure, cast in place concrete retaining walls, precast concrete retaining walls, storm drainage, and roadway reconstruction.