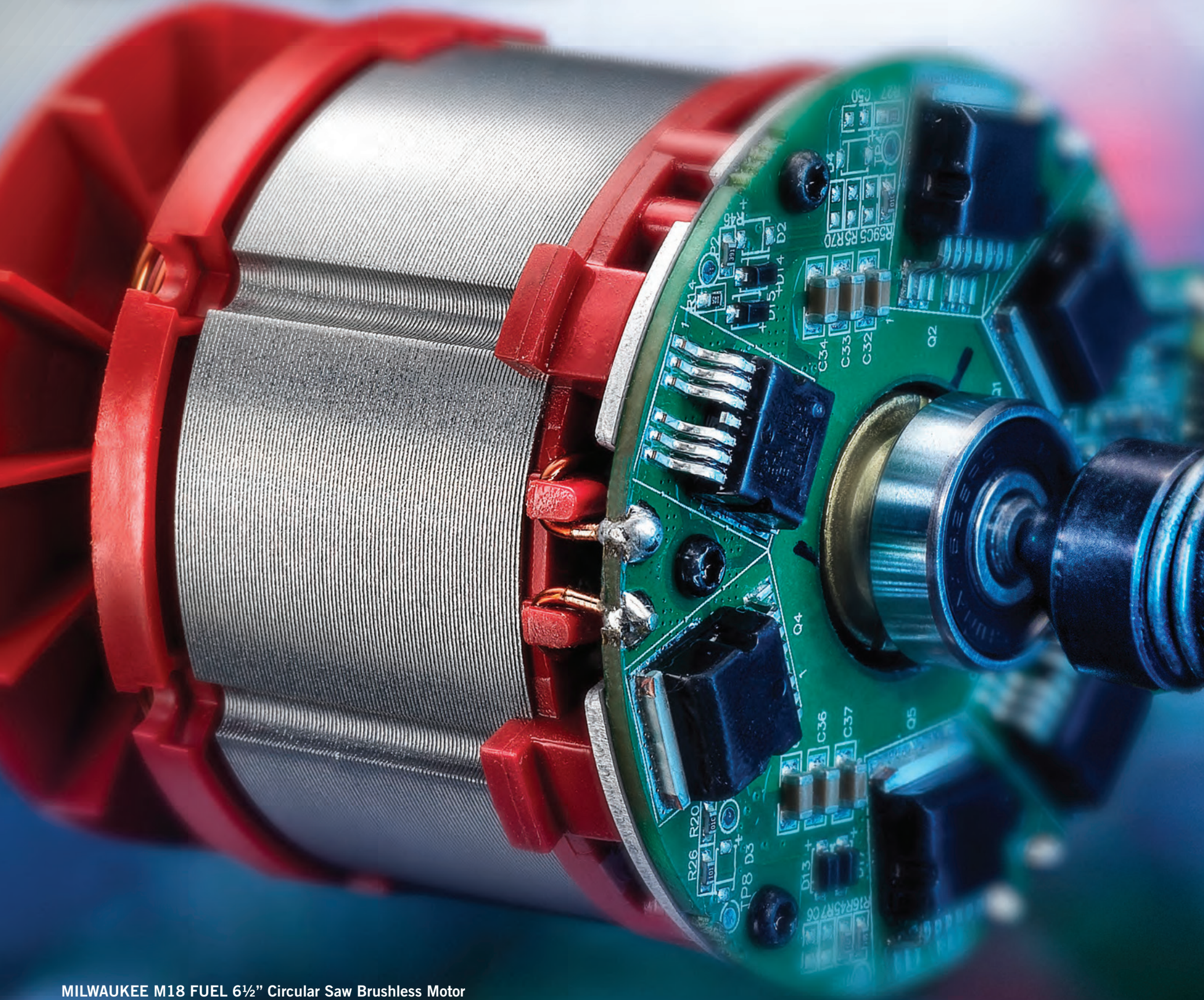


# Our Strategic Focus



MILWAUKEE M18 FUEL 6½" Circular Saw Brushless Motor

# Superior Performance Commitment

TTI relentlessly drives robust processes in new product development, operations and supply chain, organizational development and cost management at all levels of the Company. Our new product development is connected across numerous R&D sites, operating 24/7, generating innovative new products on a growing scale. We have diversified our focused manufacturing capabilities in Asia, North America and Europe as part of our operations strategy. Operations and global supply chain harness cost efficiencies with the flexibility to handle our growth while adapting to an ever-changing market. At the core of our superior performance commitment is the TTI OPEX System which extracts cost savings, improves quality and delivers productivity in all functions. Driving these processes is the TTI organization, which is built on a foundation of internally developed high performance leaders trained and mentored through our Leadership Development Program (LDP). TTI has the organization, systems and processes committed to delivering superior performance.

New Product  
Machine

Operational  
Excellence

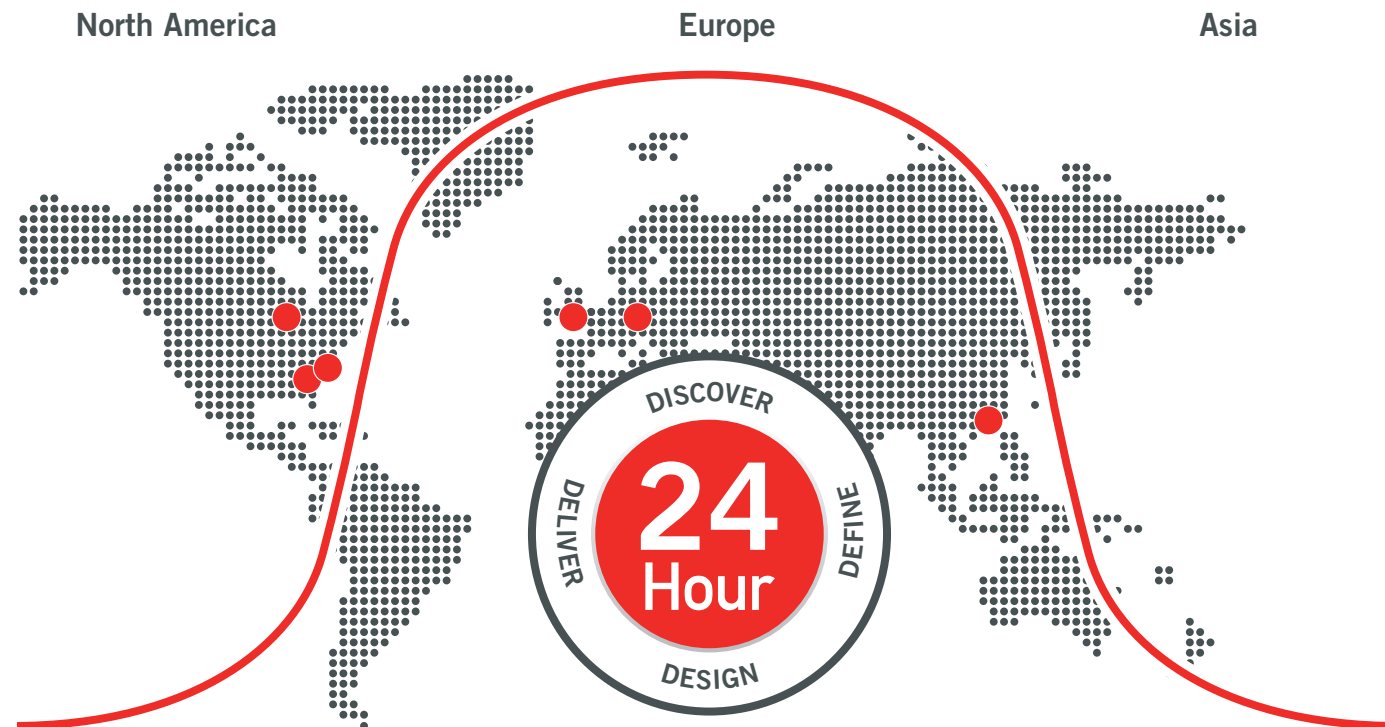
Leadership  
Development  
Program



# New Product Machine

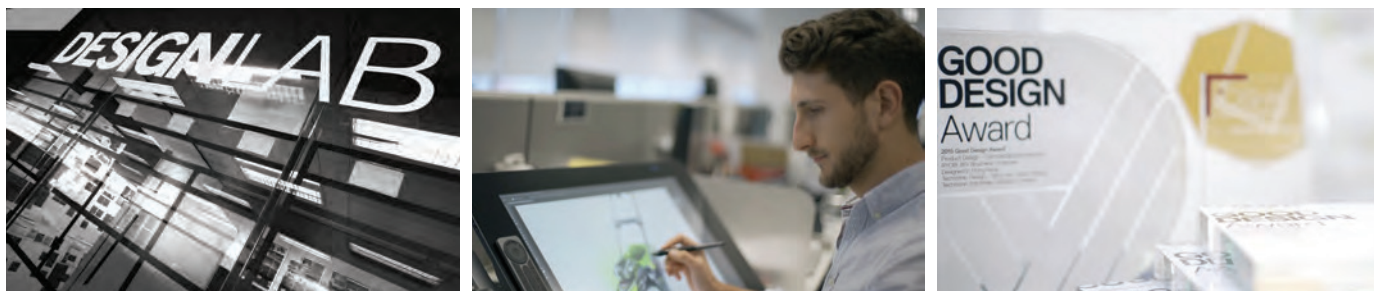
A TTI strategy is the investment in R&D to drive innovative, technology-rich product development. We have built a powerful high-speed new product development system that delivers a continuous stream of innovative new products to improve the performance, safety and productivity of our users. Our innovation network of world class

Concept Centers includes researchers, designers, engineers and product experts, working collaboratively across multiple time zones around the globe. The TTI New Product Machine is introducing one breakthrough product after another and delivering a high level of product vitality year after year.



**24 HOUR R&D, Delivering New and Innovative Products at High Speed-to-Market**

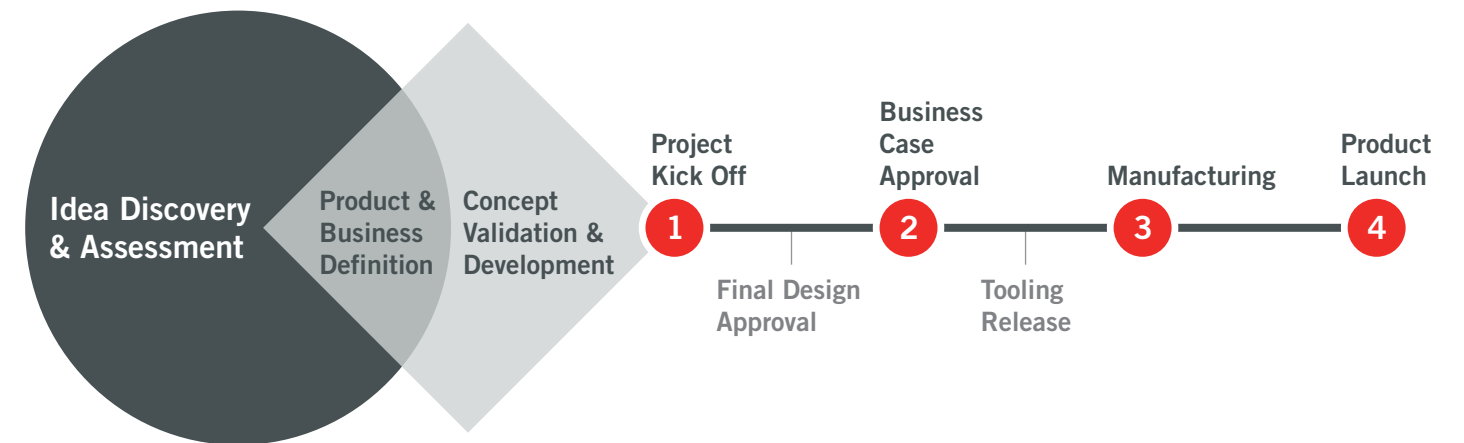
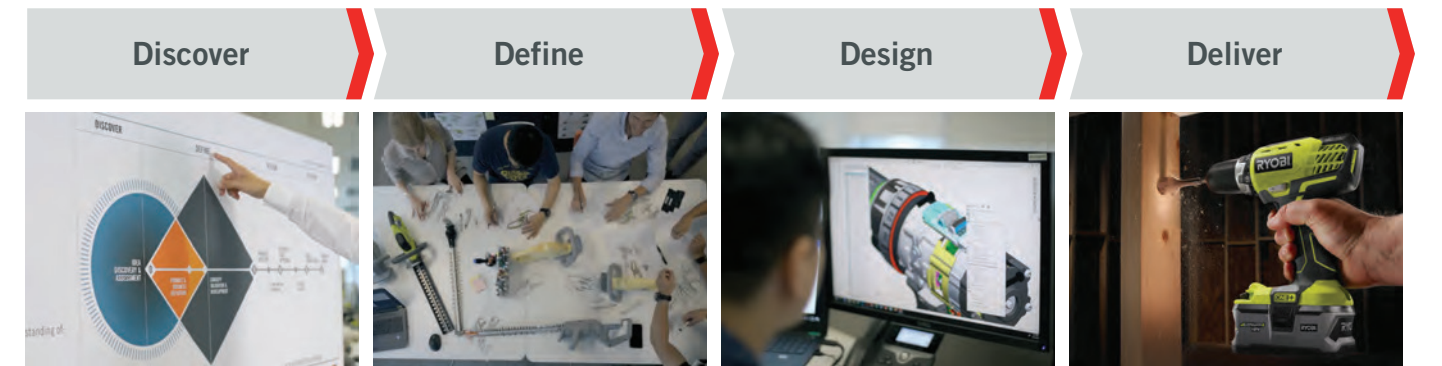
|   |  |   |
|---|--|---|
| <p><b>World Class Concept Studios</b><br/>6 studios across 3 continents<br/>North America<br/>Europe<br/>Asia</p> | <p><b>High Caliber Talent</b><br/>Multi-disciplinary concept staff consisting of researchers, designers, engineers and product experts</p> | <p><b>Product Impact</b><br/>Over 100 international design awards in 2019</p> |
|---|--|---|



## Process

Creating and launching new products at TTI is a strategic and rigorous process that ensures high quality, game changing technology and innovative products. Our process, broadly defined in the four phases of discovery, define, design and delivery, connects user insights with

brand, technology and leading-edge cordless solutions. Our world-class product development teams drive the process delivering speed-to-market competitive advantage.



## Innovation

TTI new product development initiates with researching trends, gathering insights with users and on jobsites, and defining concept solutions through the latest design software and 3D rapid prototyping capabilities. Our advanced engineering capabilities are deep into technology, materials, software development and design,

envisioning and producing the next generation of breakthrough products. Through the TTI centers of development excellence in North America, Europe, Australia and Asia, we rapidly progress from concepts to innovative products.



# Operational Excellence

## Strategic Global Manufacturing Diversification

TTI has a global manufacturing footprint providing strategic geographic diversification. We are globally aligned in production and supply chain capacity to support our growth. We source and manufacture in the best cost locations to supply our global businesses. TTI has moved rapidly to expand operations in Vietnam, US and Mexico bringing capacity and balance in the face of global uncertainties.

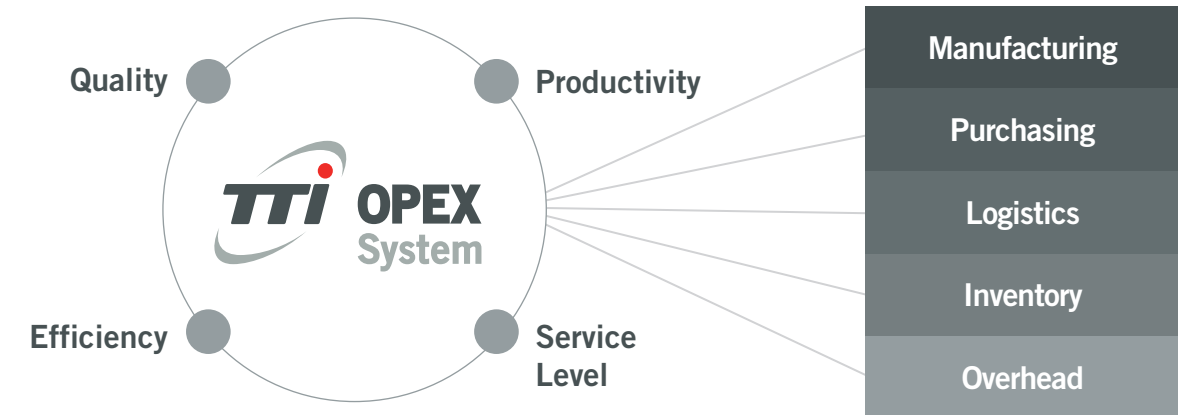
As all our manufacturing facilities execute the TTI OPEX System, cellular and lean manufacturing practices are vertically integrated on key components and linked to our global purchasing network. Our global manufacturing and supply chain allow rapid response, best cost and are diligently focused on service.



## Operational Excellence System

TTI has a relentless focus on Operational Excellence. Through a disciplined execution of the TTI OPEX System, we are generating efficiencies throughout our operations. The TTI OPEX System establishes performance targets and measures results that

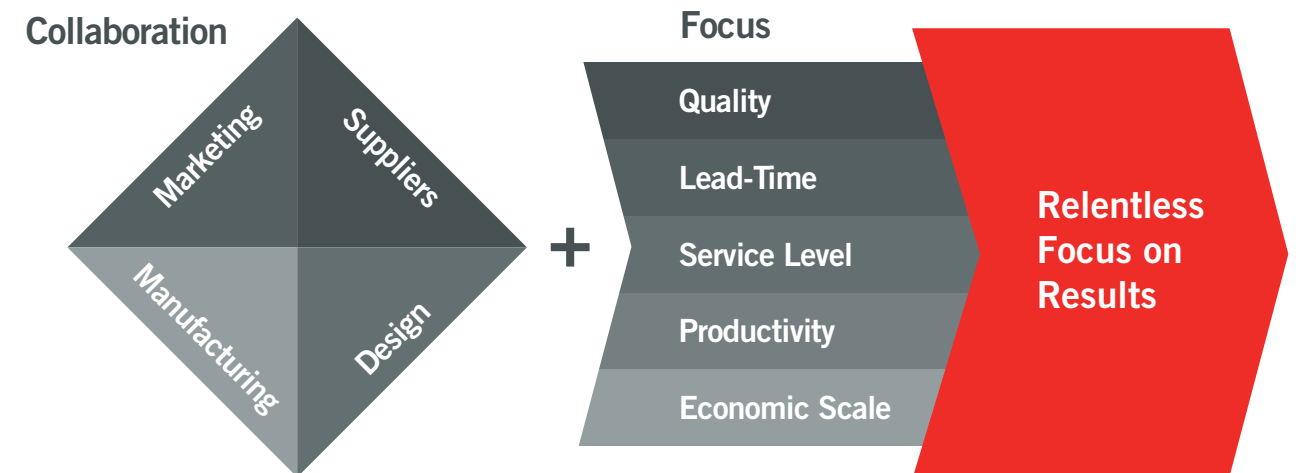
improve productivity and quality, eliminates waste and unnecessary costs, and controls non-strategic overhead. Our TTI OPEX System generates a cycle of improvement at all levels of operations.



## Superior Supply Chain Management

TTI understands the importance of continuous engagement and collaboration throughout our product development cycle. Our high performance products and breakthrough technologies demand supplier partnerships and process coordination. By driving our process of collaboration, we are delivering innovation, best costs and superior quality products.

We are highly focused on our Performance Scorecard Goals to improve our supply chain productivity and efficiency, deliver high quality, lower costs and support our expanding scale. TTI supply chain process integrates with suppliers to align impactful improvements like lead-time reductions, JIT inventory and other cost eliminating activities. We are aggressive in managing our global supply chain partners to deliver flexibility, support the flow of TTI disruptive innovations and drive to outperform our Performance Scorecard Goals.





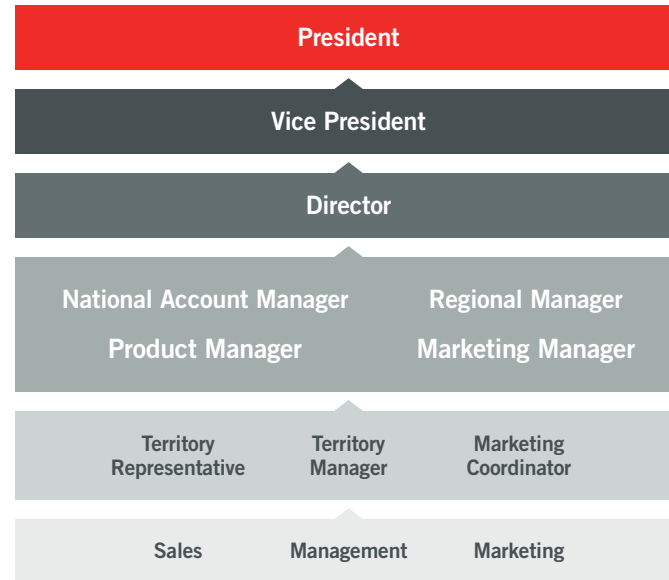
# Leadership Development Program

Since its inception in 2007, the TTI Leadership Development Program (LDP) has been a key initiative with the recruitment of high-potential graduates from top universities for a vast array of job roles followed by dedicated systems focusing on training, mentoring, and promoting.

Over the last 13 years, TTI has hired over 4,000 LDPs with many becoming leaders within the organization and a number serving in international positions. Our flourishing LDP program continues to grow and has been expanded worldwide from the USA into Europe, Canada, Latin America, Australia and New Zealand.

TTI continues to invest in its LDP program and plans to hire over 800 graduates in 2020. Our unwavering commitment to the program will continue to propel TTI's growth and feed talent into key positions throughout the company, forming the foundation of future TTI leaders.

## LDP Career Path



## Global LDP Hires – 2007-2019



## LDP 2019 – Campus Hires

