



FOR IMMEDIATE RELEASE

TEREX AWP SHARES FIRST QUARTER 2019 RESULTS

- **Terex Corporation Q1 Sales \$1.1 billion, +2% vs. 2018**
- **Terex Corporation backlog \$1.7 billion, +2% vs. 2018**
- **Terex AWP Segment Q1 Sales \$ 728 million, -1% vs. 2018**
- **Terex AWP Segment backlog \$1.1 billion, stable vs. 2018**

REDMOND, Wash. (April 30, 2019) -- Following Terex Corporation's release of its first quarter 2019 results, Terex Aerial Work Platforms (AWP) is pleased to share these, along with its segment-specific results.

Terex Corporation (NYSE: TEX) today announced first quarter 2019 net sales of \$1.1 billion, up 2% versus the first quarter of 2018. Backlog also increased by 2% versus a strong Q1 2018 comparison, to \$1.7 billion, with global markets for all product categories generally stable at healthy levels.

The Terex AWP business segment, driven by its Genie® brand, reported net sales of \$728 million, down 1% versus Q1 2018. Sales for Terex AWP started slower than last year, impacted by severe weather across the United States and some headwinds internationally due to the strength of the U.S. dollar. Sales gained momentum throughout the quarter and the business is well positioned heading into the second quarter with \$1.1 billion of backlog.

"Overall we had a strong first quarter," stated John L. Garrison, Terex Chairman and CEO. "We continue to invest in our 'Execute to Win' business system, which remains focused on enhancing our capabilities in Commercial Excellence, Lifecycle Solutions and Strategic Sourcing, and we are seeing benefits from each of these areas in how we are executing for our customers as well as our financial performance."

Matt Fearon, Genie President, Terex AWP commented, "The global markets for aerial work platforms remain generally stable at healthy levels, and the North American utility market remains strong. The Genie team is carrying great momentum going into the second quarter, thanks to the excitement around the innovations we announced at The ARA Show and bauma. We launched the Genie Lift Connect™ telematics solution that will convert data into actionable information for our customers, helping them to increase their ROI on Genie equipment. We also showcased a complete line of our new Genie Xtra

Capacity™ booms from 40 ft to 135 ft, showing our customers that Genie is leading the industry with product innovations.”

Fearon added: “The Terex Utilities team continues to execute well in a stable market, and we are already seeing cross-selling benefits now that Utilities is part of Terex AWP. We are better leveraging our network of service centers across the country to improve service for our Terex AWP customers.”

For more information on Terex Corporation’s first quarter 2019 results, visit [Terex Announces First Quarter 2019 Results](#).

For more information about Genie products and services, visit: www.genielift.com.

Forward Looking Statements:

This press release contains forward-looking information regarding future events or Terex’s future financial performance based on the current expectations of Terex. Terex has based these forward-looking statements on current expectations and projections about future events. These statements are not guarantees of future performance. Actual events or the actual future results of Terex may differ materially from any forward-looking statement due to these and other risks, uncertainties and significant factors. The forward-looking statements speak only as of the date of this release. Terex expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement included in this release to reflect any changes in expectations with regard thereto or any changes in events, conditions, or circumstances on which any such statement is based.

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About Terex

Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie, Powerscreen and Demag. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying

and mining. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. More information about Terex is available on its website: www.Terex.com, and on its LinkedIn page -- www.linkedin.com/company/terex and Facebook page -- www.facebook.com/TerexCorporation.