



FOR IMMEDIATE RELEASE

TEREX AWP SHARES THIRD QUARTER 2019 RESULTS

- **Terex Corporation Q3 Net Sales of \$1.0 billion, down 4.7% excluding the impact of FX**
- **Terex AWP Segment Q3 Net Sales of \$628 million, down 12.5% excluding the impact of FX**
- **Terex AWP Segment backlog of \$494 million, Q3 bookings of \$367 million**

REDMOND, Wash. (October 30, 2019) — Following Terex Corporation's release of its third quarter 2019 results, Terex Aerial Work Platforms (AWP), driven by the Genie® and Terex® Utilities brands, is pleased to share these, along with its segment-specific, results.

Terex Corporation (NYSE: TEX) today announced third quarter 2019 net sales of \$1.0 billion, down 6.8% versus the third quarter of 2018. On an FX-neutral basis, global sales declined 4.7% compared to the third quarter of 2018.

The Terex AWP business segment reported net sales of \$628 million, down 13.9% versus Q3 2018, or down 12.5% excluding the impact of foreign exchange rates. Global Terex AWP backlog totaled \$494 million and bookings in the quarter were \$367 million.

"Our global team continues to focus on creating a 'Zero Harm' safety culture, delivering value to our customers and implementing our strategy," stated John L. Garrison, Terex Chairman and CEO. "Looking at the global market environment, it has become clear that we are in a softening environment for industrial equipment, which is putting pressure on our global sales and booking levels."

Matt Fearon, Genie President, Terex AWP commented, "At every point in the equipment cycle, our global teams focus on meeting the needs of our customers. While we are taking steps to align production levels and cost structure with the current environment, we will continue to invest in product development, innovation and technology that enhances our value proposition with our customers."

Fearon continued, "I am encouraged by our performance in China where growth continues to be driven by customers adopting our advanced products, and we are excited about our long-term growth prospects across the Asia-Pacific region."

Mr. Fearon finished, "The Terex Utilities team continues to execute well in a more stable market environment, and the new, state-of-the-art manufacturing facility that we are building in Watertown, S.D., remains on schedule."

For more information on Terex Corporation's third quarter 2019 results, visit [Terex Results Release](#).

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.