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News Release

FOR IMMEDIATE RELEASE

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Terex Utilities to deliver 5,000 aerial devices to China

Watertown, S.D. – (November 13, 2017) – Terex Utilities and its dealer Xuzhou Handler Special Vehicles Co., Ltd. have signed a letter of intent for Xuzhou to purchase 5,000 units of insulated aerial devices from Terex over a five-year period, with a total value of more than USD 250 million. These products will support the continuing improvement and ongoing adoption of live line work practices in the Chinese public utility sector.

The signing was completed during President Donald Trump's visit to Beijing last week. John Garrison, President and CEO of Terex Corp., was among 29 U.S. business executives and officials joining Trump and Secretary of Commerce Wilbur Ross on the U.S. Trade Mission to China. The trade delegation was assembled by the U.S. Department of Commerce, which sought to include companies that had developed significant business deals with Chinese companies.

"It's been an honor for Terex to participate in the Trade Mission," said John Garrison, President and CEO of Terex Corporation. "The visit helped us renew our longstanding relationships in China and to build new ones. We thank Xuzhou Handler for their business and look forward to working with them and with other customers and prospective customers in China to continue to advance safe work practices for working at height and on live lines. In so doing, we expect that all involved will benefit from expanded business opportunities.

Terex Utilities has partnered with Xuzhou Handler for several years, working with them to develop and implement best practices for live line work. "Proper equipment selection and operation can contribute to delivering reliable power in China," said Clint Weber, Vice President and General Manager of Terex Utilities. Since 2013, Terex has organized a series of safety focused reverse trade missions in the United States, which included facilitating safety standards and regulations in China.

Recently, delegates from 14 Chinese utilities visited the United States to participate in a two-week training program inspired by Terex and sponsored by the [U.S. Trade and Development Agency](#) (US-TDA). This was the second time Terex Utilities has participated in USDA's China Live Power Line Maintenance Reverse Trade Mission. During their visit, participants discussed grid maintenance practices and learned about equipment appropriate for these applications.

For more information about Terex products and services, as well as the company's training and schools, visit www.terex.com/utilities.

About Terex

Terex Corporation is a lifting and material handling solutions company reporting in five business segments: Aerial Work Platforms, Construction, Cranes, Material Handling & Port Solutions and Materials Processing. Terex manufactures a broad range of equipment serving customers in various industries, including the construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utility, quarrying and mining industries. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. Terex uses its website (www.terex.com) and Facebook page (www.facebook.com/TerexCorporation) to make information available to its investors and the market.

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 Corporation. In addition, when included in this press release, the words "may," "expects," "intends," "anticipates," "plans," "projects," "estimates" and the negatives thereof and analogous or similar expressions are intended to identify forward-looking statements. However, the absence of these words does not mean that the statement is not forward-looking. 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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Front Row – left: John Garrison, CEO & President of Terex Corporation; right: YIN Yaping, President of Xuzhou Handler Special Vehicles Co., Ltd.

Back Row - left to right: Wilbur Ross, U.S. Secretary of Commerce; WANG Yang, Vice Premier of China; ZHONG Shan, China Minister of Commerce

Photo Credit: Chinese State Council (www.gov.cn)