



**FOR IMMEDIATE RELEASE**

## **TEREX AWP SHARES FOURTH QUARTER AND FULL-YEAR 2019 RESULTS**

- **Terex Corporation Q4 Net Sales of \$ 885.0 million, down 15.6% versus Q4 2018.**
- **Terex AWP Segment Q4 Net Sales of \$500.1 million, down 20.8% versus Q4 2018**
- **Terex AWP Segment backlog of \$753 million, Q4 bookings of \$755 million**

REDMOND, Wash. (February 13, 2020) — Following Terex Corporation’s release of its fourth 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 fourth quarter 2019 net sales of \$885.0 million, down 15.6% versus the fourth quarter of 2018.

The Terex AWP business segment reported net sales of \$500.1 million, down 20.8% versus Q4 2018 driven by challenging markets in North America and Europe. Global Terex AWP backlog totaled \$753 million and bookings in the quarter were \$755 million.

"Our fourth quarter operating results were generally in-line with our expectations on lower revenue and reflect continued challenging global market conditions for industrial equipment," remarked John L. Garrison, Jr., Terex Chairman and CEO.

Regarding the results for the Genie brand, Matt Fearon, President, Terex AWP, commented, "The fourth quarter completed a year where we faced considerable market uncertainty after two years of robust demand. We are positioned well for 2020 and excited about our innovative new products, as well as our long-term growth prospects." Fearon added. "Particularly, we are expanding our Changzhou, China, facility in 2020 to accommodate the market growth in China for aerial products."

Discussing the Terex Utilities results, Mr. Fearon continued, "The Terex Utilities team continues to execute well and will transition to their new state-of-the-art manufacturing and engineering facility this summer. This new facility will improve efficiency and increase capacity, which together with new products and service will enable Terex Utilities to continue to grow."

For more information on Terex Corporation's fourth quarter 2019 results, visit [Terex Announces Fourth Quarter and Full-Year 2019 Results](#).

For more information about Genie products and services, visit: [www.genielift.com](http://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](http://www.Terex.com), and on its LinkedIn page -- [www.linkedin.com/company/terex](http://www.linkedin.com/company/terex) and Facebook page -- [www.facebook.com/TerexCorporation](http://www.facebook.com/TerexCorporation).