

Third quarter 2022 sales of €140 million, Up +17% compared to 2021 (at constant exchange rates, excluding IAS 29)

Revenue by business line - excl. IAS 29 - in € millions	YTD Sep 2022	YTD Sep 2021	Var %
Equipment sales	366,0	302,8	+21%
Rental sales	16,3	12,3	+33%
Services	46,8	40,2	+16%
Total	429,1	355,3	+21%

(*) The changes presented below are at constant exchange rates, excluding the application of IAS29 (Argentina and Turkey hyperinflation)

2022 Quarter 3 Activity:

The global aerial work platforms market remained dynamic in the vast majority of areas since the beginning of the year, despite a macro-economic environment that shows sign of slowing down. In that context, still marked by persistent supply difficulties for certain components that penalized deliveries and an inflationary environment, reinforced by energy crisis in Europe, Haulotte recorded consolidated revenues of €140 million in Q3 2022, up +17% compared to the same period last year.

At the end of September 2022, consolidated sales amounted to €429.1 million compared to €355.3 million last year, an increase of +16% between the two periods.

In Europe, the Group recorded sales growth of +10% for the first nine months of the year, despite the invasion of Ukraine and its consequences for the Group's activity on the Russian market.

In Asia-Pacific, Haulotte achieved its best performance of the year in Q3, with cumulative sales up +43%, mainly driven by Australia.

In North America, Haulotte recorded a +9% increase in sales. Growth in this zone is still driven by the scaffolding business at +27%, while activity in AWP is showing a slight increase of +2%, despite a historical backlog.

In Latin America, the Group's sales increased by +21%, driven by the activity in Brazil.

At the end of September 2022, equipment sales were up +16%, rental activity was up +18% and service activities were up +12%.

2022 Outlook:

In this context of persistent supply difficulties for certain components, driven by a historical order book that is still increasing, Haulotte expects to post in 2022 a sales growth close to +20%. Given the many uncertainties that remain, reinforced by the energy crisis that is getting more significant since the summer, Haulotte Group is still not in a position to confirm, at this stage, its current operating margin objectives for 2022, but does not expect a significant improvement in the second semester versus the first semester.

Upcoming events:

2022 Annual Sales : February 14, 2023

CONTACTS

Alexandre SAUBOT
Tél. : +33 (0)6 81 44 35 66
relation-investisseurs@haulotte.com

Carine Ploton
Tél. : +33 (0)6 81 44 35 66
relation-investisseurs@haulotte.com

