

## 2018 First quarter sales of €139.7 million an increase of 9% (at constant exchange rates) compared to 2017

### 2018 Quarter 1 Activity

*All change %'s presented hereafter at constant exchange rates.*

In the 1st quarter of 2018 Haulotte Group achieved consolidated sales of € 139.7 million, against € 133.3 million for the same period of the previous year, representing an increase of +9%.

The Group's good commercial activity in the first quarter continued to be driven by the dynamism of the European market, where sales grew by 9%, and by the strong performance achieved in Asia-Pacific, where sales grew by 20%, mainly due to China and the Middle East.

In line with previous quarters, sales in North America continued to grow in Aerial Work Platform sales (+5%), while scaffolding activity is still experiencing difficulties (-10%). Overall, sales in this zone were down slightly (-1%).

The recovery observed in Latin America was confirmed and enabled the Group to post sales growth of 5%.

Overall, equipment sales were up 10% compared with the first quarter of 2017. Services posted growth of 4%, while rental activities were down slightly (-1%).

### 2018 Outlook

This first quarter of activity allows Haulotte Group to confirm at this stage its sales growth forecast of around 10% for the 2018 financial year.

### Upcoming events:

General meeting: 29 May 2018

2018 HY results: 11 September 2018

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