

## Sales increase by 12% (at constant exchange rates) between 2016 and 2017

<u>Revenue by business line in € million (*)</u>	<u>YTD Dec 2017</u>	<u>YTD Dec 2016</u>	<u>change</u>
Equipment Sales	431.9	382.9	+ 13 %
Equipment Rental	28.6	25.9	+ 10 %
Services	49.5	49.0	+ 1 %
<b>Total</b>	<b>510.0</b>	<b>457.8</b>	<b>+ 11%</b>

### 2017 Quarter 4 Activity:

Haulotte Group generated consolidated sales of € 139.3 million in the fourth quarter of 2017 versus € 114.4 million the previous year, a significant increase by +22% compared with the previous year and by +31% compared to the previous quarter.

Full year consolidated sales in 2017 were € 510.0 million against € 457.8 million in 2016, an increase of +12% across the year at constant exchange rates.

The commercial dynamism of the European zone was confirmed in most markets, enabling Haulotte Group to post annual sales growth of + 19% in this region.

Asia-Pacific ended the year with revenue growth of + 7.5% (at constant exchange rate), thanks to a sharp rebound in Q4 sales in the Middle East and Asia.

In North America, sales of aerial work platforms rose by + 21% over the period, confirming the strengthening of the Group's position in this market. The drop in scaffolding sales observed during the year (-25%) prevents Haulotte Group from posting revenue growth in this region.

Finally, despite a slump in the Mexican market; the sales in Latin America rose by + 6% (at constant exchange rates) a sign of improvement in other markets.

On a year-on-year basis, all of the Group's activities delivered growth at constant exchange rates, especially in Equipment sales (+13%) and Rental activity (+16%).

### Outlook:

Driven by a well-oriented commercial activity on all markets and an increase in the order book, Haulotte Group expects to post sales growth close to 10% in 2018.

### Upcoming event:

Annual Results: 13 March 2018

### CONTACTS

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