

## Another record year in 2007

### Excellent full-year results

#### Income statement highlights

In € million (IFRS)	2007	% of sales	2006	% of sales	Change 06/07
Net sales	648.1		519.3		+24.8%
Current operating income	113.7	17.5%	95.0	18.3%	+19.7%
Income before taxes	108.1	16.7%	91.9	17.7%	+17.6%
Net income	71.0	11.0%	60.4	11.6%	+17.5%

In 2007, Haulotte Group maintained the growth momentum of recent years. This performance was fueled by the continued expansion of its worldwide commercial network, efficiently managed increases in production capacity conserving the flexibility of its manufacturing model and ongoing enhancements to its product offering through innovation. These gains reflect in large part a positive impact of growth in volumes on the gross margin though attenuated in 2007 by the consequences of continued tight supply conditions, the strong euro and volatile interest rates in the second half.

### Dividend

A dividend of €0.22 per share will be proposed at the General Meeting of 22 April 2008.

### 2008 outlook: positive prospects for double-digit growth

After a period of robust growth in the worldwide market for aerial work platforms over the last four years, Haulotte Group has in large part anticipated the current slowdown (with the worldwide market in 2008 expected to be stable) and is prepared for more challenging market conditions ahead.

Haulotte Group, based on good visibility for the first half, confirms guidance issued in January for 2008 sales in the €700 to €730 million range, representing a pro forma increase of more than 14%\*, and a 11% net margin comparable to 2007.

*\* The disposal of the rental business in France in January 2008 that contributed sales of €33 million in 2007 is expected to generate a consolidated net capital gain of slightly more than €30 million.*

### Upcoming events:

2008 first quarter sales: 22 April 2008

General meeting: 22 April 2008

Half yearly results: 29 July 2008

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