

Financial Information L'Horme, March 28th, 2007

# Annual results 2006: renewed strong growth current EBIT up 45%

An optimistic outlook

## Income statement extract

in €m	2006	% ТО	2005	% TO	var 05/06
Income from ordinary activities	519.3		387.8		+ 34%
Current EBIT	95.0	18.3%	65.7	16. <b>9</b> %	+ 45%
EBIT	95.0	18.3%	66.6	17.2%	+ 43%
Net income (Group share)	60.4	11.6%	45.8	11.8%*	+ 32%

\* 11.6% excluding goodwill

#### **Business and results**

Haulotte Group is continuing its very strong upward growth trend both in terms of revenue and profitability. Indeed, FY 2006 closed with current EBIT reporting a 45% rise and net income (Group share) up by 32%. This encouraging performance stems from a combination of rising volumes and sound cost control.

Tight control over working capital requirement and sales financing operations allowed the Group to reinforce its financial structure in 2006, and to continue supporting the development of its markets in terms of internal and external growth.

## Dividends

Payment of a dividend of €0.17 per share will be proposed at the Shareholders' Meeting on 31 May, reporting a rise of 30% on 2006.

## Outlook 2007

To address the growth challenge in 2007, Haulotte Group plans to offer a wider range of products, particularly its high-lift platforms and telescopic handlers, to continue developing its sales network outside of Europe, and to boost its production capacity with the effective opening of manufacturing plants in Spain and Romania.

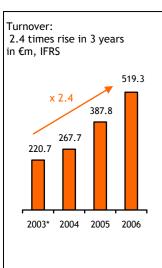
Based on a plus-50% rise in orders taken at the end of February, the rise in turnover for 2007 is expected to be in the upper bracket of the 15 to 20% announced in January. Net profits should reach about of 12%.

Next bulletins: Q1 turnover: April 19th, 2007 Shareholders' Meeting: May 31<sup>st</sup>, 2007 Q2 turnover: July 25<sup>th</sup>, 2007 www.haulotte.com

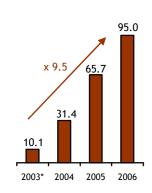
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Current EBIT before goodwill: 9.5 times higher in 3 years in €m, IFRS



Net income per share: 20 times higher in 3 years in €m, IFRS

