

**2005 sales grow 44% to €385.1 million\***  
**Projected 2006 sales growth of 20% to 25%**

**2005 sales**

The Haulotte Group posted the highest consolidated annual sales of its history in 2005 at €385.1 million\*, up 44% vs 2004 (€267.7m). Exports accounted for 80% of turnover, of which 69% came from Europe. Equipment sales represented 81% and rentals 13% of total sales.

Given the sales growth, the cost control, the positive evolution of the dollar and raw materials costs, together with a rigorous working capital management, the Haulotte Group is projecting a net profitability over 9% and a higher gross cash position than at the end of the first half.

(\*Un-audited figures, under IFRS)

**Outlook:**

The Haulotte Group is projecting a 20% to 25% rise in annual sales and a one point hike in its net margin in 2006, based on the continuation of the market turnaround, the implementation of its global presence strategy (recent openings in Poland and China), the expansion of its product and service range and a 75% rise in orders in take as at 31 December 2005 vs 2004.

**Acknowledgements:**

The managing team would like to take an opportunity to wish a very happy new year to Haulotte Group shareholders and to thank them for their support during the past year which saw a near tripling of the share price and the Group's admission into the SBF 120 index on December 19<sup>th</sup>, 2005.

**Next releases:**

Annual results: March 30<sup>th</sup>, 2006  
First-quarter sales: April 20<sup>th</sup>, 2006

**YOUR CONTACTS**

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