

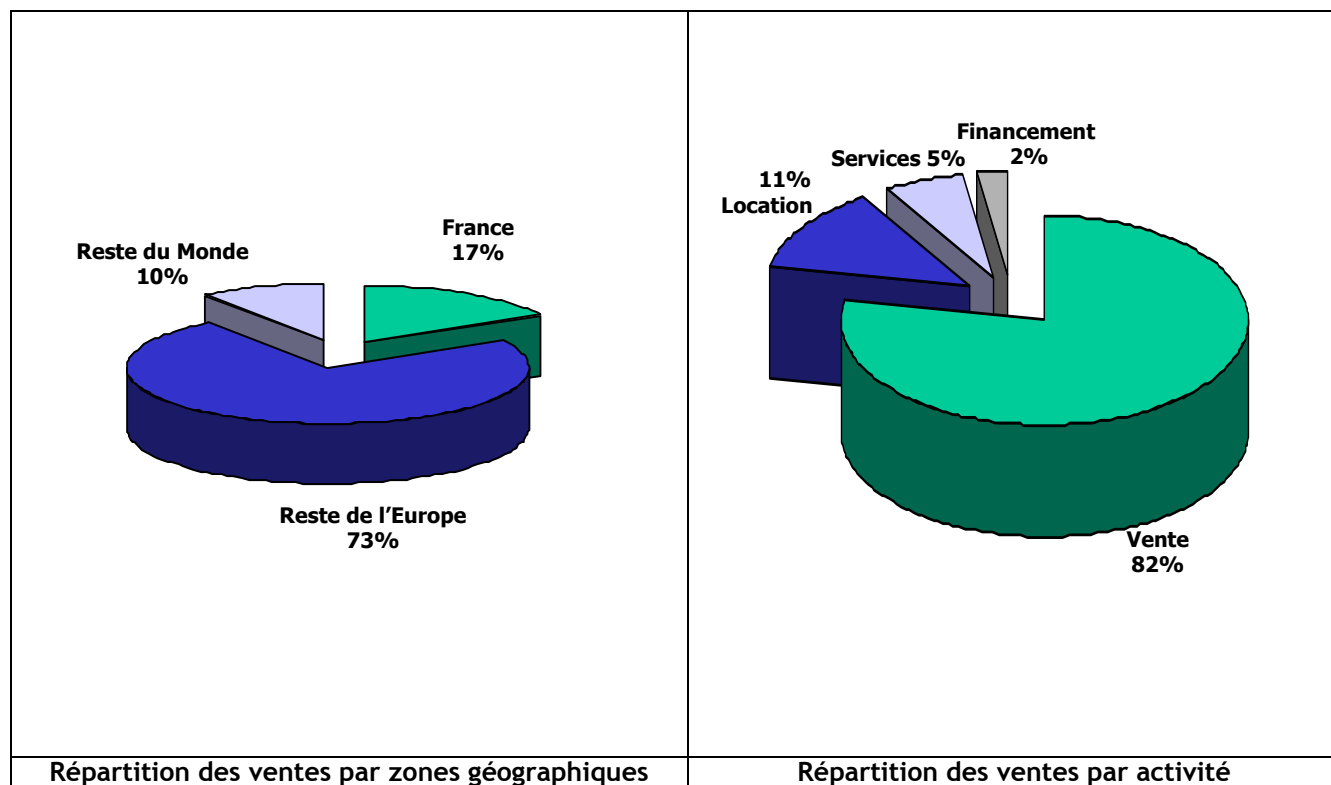
### PRESS RELEASE

## **Record sales on first half 2005 +58 % increase in consolidated net sales : € 184,8 M (IFRS figures)**

### First half activity :

Strong growth confirmed for PINGUELY-HAULOTTE which carried out consolidated net sales reaching € 184,8M\* for the first half of 2005, with a progression of around 58% compared to the same period of last year.

IN M€	Q1	Q 2	S 1
<b>2005* Net sales</b>	80,1	104,7	184,8
<b>2004* Net sales</b>	46,7	70.5	117,2
<b>Δ 05 / 04</b>	+71%	+48%	+58%



Codes : ISIN : FR0000066755- BLOOMBERG : PIG FP - REUTER : PYHE . PA  
Eurolist Compartiment B d' Euronext Paris - Indices : CACmid, Small 90, Next 150  
[www.haulotte.com](http://www.haulotte.com)

At constant perimeter based on 2004, the net sales reach € 178,1 M\*, with a progression of 52%.

Recast in French GAAP, net sales of the period would have reached € 190,9 M (first quarter 2004 : € 127 M) which represents 50% increase. The main restatement resulting from IFRS adoption consists in the cancellation of the capital portion of lease instalments billed as part of back-to-back lease agreements.

\* IFRS figures

### **Outlook :**

The order intakes, with a progression of around 65% at the end of June compared to the same period of last year, reflects the market recovery and makes it possible for Pinguely-Haulotte to reaffirm the previously objective for 2005, that being net sales and net profitability growth of 20 to 30% in value.

### **Next communication dates :**

Turnover of first half : September 28<sup>th</sup>, 2005  
Third-quarter sales figures : October 20th 2005

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