

## Revenue of €106 million achieved in the first quarter of 2021, down -18% compared to 2020 (\*)

### 2021 Quarter 1 Activity:

*\*The amounts and changes presented in the title and below are at constant exchange rates, excluding the application of IAS29 (Argentine hyperinflation).*

In a global aerial work platform market that, like many other industrial sectors, is still being penalised by procurement difficulties of certain components and tensions observed on supply chain inherent in the suddenness of the recovery, Haulotte achieved sales of €106.0 million in the first quarter of 2021, compared to €132.9 million at the end of March 2020, which was the last quarter not affected by the health crisis.

In Europe, Haulotte's sales were down -24% in the first quarter compared to 2020 but up +10% compared to the previous quarter.

In Asia Pacific, the Group recorded a decline in sales of -14% in the quarter compared to the same period in 2020.

In North America, Haulotte posted a limited sales decline of -2% in the first quarter, with the aerial work platform business continuing to grow by around +6% over the same period.

In Latin America, sales were down by -12% compared to the same period last year, in a market still strongly impacted by the health crisis.

At the end of the 2021 first quarter, equipment sales were down -22% compared to the first quarter of 2020, rental activity is down -12% and service activity is up +9%.

### 2021 Outlook:

Buoyed by the rebound in the aerial work platform market and despite the current tensions in the supply chain, which the Group hopes to see resolved during the summer, Haulotte expects to grow its sales by more than +15% in 2021 and to achieve a current operating margin (excluding foreign exchange gains and losses) of between 3% and 4% of sales.

### Upcoming event:

General meeting: May 25, 2021

2021 HY Results: September 15, 2021

### CONTACTS

Alexandre SAUBOT  
Tél. : +33 (0)6 81 44 35 66  
[relation-investisseurs@haulotte.com](mailto:relation-investisseurs@haulotte.com)

Carine Ploton  
Tél. : +33 (0)6 81 44 35 66  
[relation-investisseurs@haulotte.com](mailto:relation-investisseurs@haulotte.com)

