

HAULOTTE : Third Quarter Sales

Financial
Information

**2023 Third Quarter Sales of €164.6 million,
Up +23% compared to 2022** (at constant exchange rates)

Lorette, October 24th, 2023

Revenue by business line - excl. IAS 29 - in € millions	YTD Sep 2023	YTD Sep 2022	Var %
Equipment sales	497,9	366,0	+36%
Rental sales	17,5	16,3	+7%
Services	52,9	46,8	+13%
Total	568,3	429,1	+32%

(*) The changes presented below are at constant exchange rates, excluding the application of IAS29 (Argentina and Turkey hyperinflation)

2023 Third Quarter Activity:

In a global aerial work platform market that remains well oriented and with market conditions normalizing, Haulotte recorded consolidated sales of €164.6 million in Q3 2023, up 23% on the same period last year.

At the end of September 2023, consolidated sales amounted to €568.3 million, compared with €429.1 million last year, representing an increase of +35% between the two periods.

In Europe, where the market is stabilizing, the Group recorded sales growth of +19% over the first nine months of the year.

In Asia-Pacific, Haulotte continued to post year-on-year sales growth of +21% as of end of September.

In North America, Haulotte confirmed the good sales performance seen in previous quarters, with sales up +86% over the first 9 months of the year, driven by strong growth of +128% in the aerial work platform business.

In Latin America, Group sales were up +37%, again driven by business in Brazil.

At the end of September 2023, equipment sales were up +38%, rental business +9% and services +15%.

2023 Outlook:

Driven by a backlog that remains above average, Haulotte forecasts annual revenue growth from +25% to +30% in 2023 and a current operating margin (excluding foreign exchange gains and losses) from +3% to +4% of its revenue.

Upcoming events

2023 Annual Sales: February 13th, 2024

CONTACTS

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

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



Codes : ISIN : FR0000066755- BLOOMBERG : PIG FP - REUTER : PYHE . PA

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