

## **1st quarter 2012 revenue of €89 million, an increase of 24% compared to 2011**

### 2011 first quarter activity

Haulotte Group produced consolidated sales of €89 million in the first quarter 2012 compared with €72.1 million for the same period last year, an increase of 24%. Equipment sales were up 28.4% representing 78.5% of total revenue. Service activities and rental business rose by 2% and 14.1% compared to Q1 2011.

Sales in Europe rose by 15% in a market that is growing faster in the countries of Northern Europe. Asia increased by 26%, still driven by the dynamics of the Australian market. Latin America, supported by the Brazilian market, continues its development with a growth of 73%. The North American market had a good quarter, increasing by 40%.

### 2012 Outlook

The first quarter of 2012 remains in line with the dynamic growth seen during 2011, but some major key players have so far not confirmed their level of orders for the current year. In this context, Haulotte Group confirms its forecast of double digit growth for 2012 and of generating a positive operating profit. Group priorities remain focused on the profitable growth of its turnover and the reorganization of its industrial activities in Europe.

### Upcoming events :

General meeting : 24 May 2012

Half-year results 2012 : 5 September 2012

### VOS CONTACTS

Alexandre SAUBOT

Tél. : +33 (0)4 77 29 94 86

[relations-investisseurs@haulotte.com](mailto:relations-investisseurs@haulotte.com)

Carine Ploton

Tél. : +33 (0)4 77 29 94 86

[relations-investisseurs@haulotte.com](mailto:relations-investisseurs@haulotte.com)



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

Euronext Paris Compartiment B - Indices : CACS

[www.haulotte.com](http://www.haulotte.com)