

The slowdown in growth in Europe affected the sales of the third quarter of 2012, which were at the same level as the third quarter of 2011 (€ 76.7 million)

Revenue by business line € thousands	YTD Sep 2012	YTD Sep 2011	change
Equipment sales	202.9	170.0	+ 19 %
Equipment rental	34.3	31.5	+ 9 %
Services	24.1	23.2	+4 %
Total	261.2	224.7	+16 %

2012 third quarter activity:

Haulotte Group generated sales of € 76.7 million in the third quarter 2012 similar to the same period last year.

Year to date consolidated sales were € 261.2 million compared with € 224.7 million at the end of September 2011, an increase of 16% between the two periods (19% on Equipment sales).

Overall, sales increased in all geographic areas, particularly Latin America (90%) and Asia Pacific (26%). United States continues at a good pace with overall growth of 30% at the end of September compared to 2011. Growth in Europe (+4%) faces a real slowdown at the end of September.

Rental business and services continued to rise on the trend of HY 2012 respectively 9% for rental business and 4% for services at the end of September 2012.

Outlook

The growth rate at the end of September should not change significantly during the last quarter of 2012 given the expected dynamism of our business outside Europe and planned investments by our major customers in Europe during the period.

Upcoming event:

2012 annual sales: 14 February 2013

CONTACTS

Alexandre SAUBOT
Tél. : +33 (0)4 77 29 94 86
relation-investisseurs@haulotte.com

Carine Ploton
Tél. : +33 (0)4 77 29 94 86
relation-investisseurs@haulotte.com

