

Revenue up 16% between 2011 and 2012

Fourth quarter revenue increased by 15% to € 94.5 million

Revenue by business line (€ millions)	2012	2011	change
Equipment sales	277.3	233.1	+ 19 %
Equipment rental	45.9	42.7	+ 8 %
Services	32.5	31.1	+5 %
Total	355.7	306.9	+16 %

Fourth quarter activity:

Haulotte Group generated quarter four 2012 consolidated sales of € 94.5 million compared with € 82.2 million in the same period last year, an increase of 15%. The business remained relatively strong at the end of the year, despite uncertainties in the macroeconomic environment.

2012 consolidated revenue is € 355.7 million compared to € 306.9 million in 2011, an increase of 16%, mainly driven by equipment sales (19%).

During 2012, sales grew in all geographic areas, but especially in Latin America (+ 77%). The United States (+27 %) and Asia Pacific (+21 %) maintain steady growth while Europe (+5 %) remains weak, as observed in the 3rd quarter.

Rental activities and services continue their growth, with sales +8% from rental and +5% for services at the end of 2012; in line with the trend seen at the end of September 2012.

The activity level over the second half of 2012 allows the Haulotte Group to confirm its return to operating breakeven over the whole year.

Outlook

Despite the European economic environment remaining difficult, the need for fleet renewal in Europe and the positive orientation of the emerging markets in which we operate support the business outlook for this year and should allow Haulotte Group to show growth of around 10% of sales in 2013.

Upcoming events:

Annual results 2012: 7 March, 2013

VOS CONTACTS

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