

## 2013 third quarter sales increase by 16% compared with Q3 2012 to €81 million

Revenue by business line in € millions(*)	YTD Sep 2013	YTD Sep 2012	change
Equipment sales	215.5	201.9	+ 7 %
Equipment rental	16.5	17.6	- 7 %
Services	25.2	24.1	+ 5 %
<b>Total</b>	<b>257.2</b>	<b>243.6</b>	<b>+6 %</b>

(\*) 2012 and 2013 data restated following the sale of UK rental business on June 2013.

### 2013 Quarter 3 activity:

Haulotte Group produced consolidated sales of €81 million in the third quarter 2013, up 16% compared to the same period last year.

The cumulative revenue, excluding the sale of the UK rental business, amounts to €257.2 million versus €243.6 million at the end of September 2012, an increase of 6% between the two periods.

Sales growth is mainly driven by Latin America (+37%). Improvement in the rental business is hampered by the unfavourable of foreign currency movements in Argentina and the weak markets in South Europe.

### Upcoming event:

Annual sales: 13 February 2014

### CONTACTS

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