

## The Increase in sales during the third quarter of 2010 (€ 63.2 million) confirms the improvement seen in H1

Sales breakdown by activity in € million	YTD Sep 2010	YTD Sep 2009	change
Equipment sales	131.3	104.8	+ 25 %
Equipment rental	26.7	22.7	+ 17 %
Services	19.5	20.9	- 7 %
<b>Total</b>	<b>177.6</b>	<b>148.4</b>	<b>+ 20 %</b>

### Third quarter activity:

Haulotte Group produced third quarter 2010 consolidated sales of € 63.2 million compared with € 48.7 million in the same period last year, an increase of 30%. This level of business is close to the second quarter of 2010 which generated sales of € 66.5 million.

Total sales (year to date) are € 177.6 million compared with € 148.4 million at the end of September 2009, an increase of 20% between the two periods (including 25% on equipment sales).

Cumulatively, sales grew in all geographic areas, particularly in Latin America (73%), and in Asia-Pacific (26%). Rental activity and Services have continued to increase during the third quarter 2010, and are now 13% up compared with quarter 2.

### Outlook:

Activity levels for Quarter 4 2010, are not expected to move significantly from current; the moderate level of backlog is still limiting visibility for the coming quarters.

### Next meeting:

2010 annual sales: 16 February 2011

### CONTACTS

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