

## First half of 2013: Sales of € 187 million, an increase of 1.5% Back to a net profit of € 11.9 million

### First half revenue

Revenue by business line (€ millions)	H1 2013	H1 2012	change
Equipment sales	149.5	146.4	+ 2.1 %
Equipment rental	21.3	22.1	-3.6 %
Services	16.3	16.0	+ 1.9 %
<b>Total</b>	<b>187.2</b>	<b>184.5</b>	<b>+ 1.5 %</b>

The global market for powered access platforms continues to be boosted by growth in the North and South American markets during the first half of 2013, against which the “wait and see” attitude of European rental companies continues. In this context, Haulotte Group has maintained its revenue at € 187.2 million against € 184.5 million in the first half of 2012. The growth is very significant in South America (+62%). Improvement in the rental business is hampered by the unfavourable impact of foreign currency in Argentina and the weak markets in South Europe.

### First half results

In € millions	H1 2013	H1 2012	change
Revenue	187.2	184.5	+ 1.5 %
Current operating income excl. gains and losses	7.2	5.1	+ 41.2 %
Operating income	17.7	0.5	
Consolidated Net Income	11.9	- 3.7	

Current operating income, excluding exchange gains and losses, amounted to 3.8% of sales against 2.8% in H1 2012, predominantly to good control of fixed costs.

Non-current profits are recorded as €10.6 million and mainly correspond to the gain on the sale of the UK rental business completed on 28 June 2013.

Net debt amounted to € 51.8 million at 30 June 2013 and decreased by half compared to 31 December 2012. Haulotte Group complies with all commitments in respect of banks concerning the syndicated loan agreement.

### Recent activity and outlook

Despite continuing limited visibility due to persistent macro-economic uncertainties, Haulotte Group expects a second half similar to first half of 2013, which should allow it to show growth in sales between 5 and 10% compared to 2012.

### Upcoming events :

Third quarter sales: 16 October 2013

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