

Third quarter sales of €102.4 million, down -23% compared to 2019*, in a market still heavily impacted by Covid-19.

| Revenue by business line in € million (*) | 2020 | 2019 | Change |
|---|--------------|--------------|-------------|
| Equipment sales | 283,2 | 422,5 | -33% |
| Rental sales | 9,3 | 16,3 | -43% |
| Services | 32,6 | 39,1 | -17% |
| Total | 325,1 | 477,9 | -32% |

(*)The amounts and changes presented in the title and below are at constant exchange rates, excluding the application of IAS29 (Argentine hyperinflation).

2020 Quarter 3 Activity

Haulotte Group recorded revenues of €102.4 million in the third quarter of 2020, down -23% compared with the same period last year, in a global market still heavily impacted by the Covid-19 health crisis.

At the end of September 2020, sales was €325.1 million compared with €477.9 million last year, down -32% between the two periods.

In Europe, where almost all markets continue to show a sharp decline, Haulotte's cumulative sales was down -34% compared to 2019.

In Asia-Pacific, the market situation is similar to Europe, with the exception of China, which continues to grow strongly, thereby enabling the Group to post a -20% decline in sales at the end of September compared with last year.

The trend observed in North America in the first half of the year remained unchanged at the end of September. In one of the regions hardest hit by the health crisis, the Group's aerial work platforms business continued to resist the trend, declining by -12%. Group sales in this zone was down -25% at the end of September for all activities.

As for Latin America, where the economic situation remains complicated, the Group's year-to-date sales was down -51% compared with the previous year.

At the end of September 2020, equipment sales was down -33%, services business was at -17% and rental activity was significantly down -43%, impacted by the health situation in Latin America.

2020 Outlook

In a still uncertain environment, where the lack of visibility remains a reality, Haulotte maintains a sales forecast of -25% to -30% in 2020 and a positive current operating income (excluding exchange gain and loss) at year-end.

Upcoming event

2020 Annual Sales: February 9, 2021

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