

Full-year 2008 sales guidance maintained despite mixed first-quarter performances

First-quarter sales

Haulotte Group had consolidated first-quarter sales of €126.2 million compared with €136.3 million in the equivalent prior year period, a decline of 7%. Strong growth in emerging markets (+50%) and services (+16%) was not sufficient to offset the relative weakness in aerial work platform sales in Western Europe (-14%) reflecting greater-than-expected caution among many customers in Western Europe at the start of the year.

** Pro forma sales restated to exclude French rental business sold in early 2008 that in the 2007 first quarter had sales of €7.8 million*

2008 outlook

Because first-quarter sales include the impact of timing differences of deliveries that should be reduced in the coming months, we continue to foresee stable growth for 2008 in the worldwide market for aerial work platforms though will reassess this outlook when half-year results are issued. On this basis, we consequently maintain our 2008 guidance for sales in the €700 to €730 range. In contrast, the sustained strength of the euro against the pound sterling and US dollar will adversely impact the net margin by one point if this trend were to persist over the full year.

Cancellation of treasury shares representing 5.4% of the share capital

Because their use in connection with potential acquisitions is not anticipated in the short term, the Board of Directors cancelled on 18 April 2008 1,856,186 treasury shares representing 5.4% of the share capital. Of these treasury shares, 85,186 were already destined to be cancelled while 50,000 had initially been set aside for market-making under a liquidity agreement and 1,721,000 to finance acquisitions.

Upcoming events:

2008 half-year results: 29 July 2008

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