

Consolidated sales at €311 million down 3% compared with 2014

Revenue by business line in € millions	YTD Sep 2015	YTD Sep 2014	change
Equipment sales	258.5	272.9	- 5 %
Equipment rental	18.9	17.3	+ 9 %
Services	33.4	29.7	+ 13 %
Total	310.8	319.9	- 3 %

2015 Quarter 3 activity:

In Q3 2015, Haulotte Groups consolidated sales were down 8% at € 104 million versus € 113 million in the same period last year.

Cumulatively, sales amount to € 310.8 million against € 319.9 million at the end of September 2014, a decrease of 3% between the two periods (-10% at constant exchange rates).

Excluding currency effects, the cumulative revenue of the Group remains driven by the North American zone (+ 24%), which has just achieved its best ever quarter of activity, and Asia-Pacific (+ 13%) which remains dynamic. The “wait and see” attitude of major rental companies continues in Europe (-21%), and the situation remains difficult in Latin America (-29%). Rental activity increased slightly (+ 2%) at the end of the third quarter, and the service activity confirms the trend observed in previous periods (+ 10% at constant exchange rates).

Outlook

Strong commercial activity during the summer and the level of order book at end of September allows Haulotte Group to confirm sales growth expectations of close to 5%.

Upcoming events

2015 Annual Sales: 16 February 2016

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