

Sales increase by 8% between 2014 and 2015

Revenue by business line in € million (*)	YTD Dec 2015	YTD Dec 2014	change
Equipment Sales	374.9	349.0	+ 7 %
Equipment Rental	25.3	23.0	+ 10 %
Services	45.1	40.6	+ 11 %
Total	445.3	412.6	+ 8%

2015 Quarter 4 Activity:

Haulotte Group generated consolidated sales of € 134.5 million in the fourth quarter versus € 92.7 million in 2014, an increase of 45%.

Full year consolidated sales were € 445.3 million against € 412.6 million in 2014, an increase of 8% across the two periods (stable at constant exchange rates).

Excluding FX movements, the Groups cumulative sales are driven by a strong sales performance in North America (+ 32%), which has just completed its best two quarters of activity; and in Asia Pacific (+ 27%), which despite the slowdown of the Chinese economy, political tensions in the Middle East and developments in oil prices, is still dynamic in the AWP market. In Europe, the wait-and-see attitude of major rental companies remains a reality (-12%), despite a last dynamic quarter; and Latin America remains in a difficult situation (-24%).

Rental activity is stable over the year, but Service confirms its growth throughout the year (+ 5% for the full year).

Based on these levels of activity, Haulotte Group confirms its ability to achieve an operating margin rate (excluding FX gains & losses) close to that achieved in 2014.

Outlook:

Driven by buoyant commercial activity at the beginning of the year, mainly in Europe, Haulotte Group expects to show sales growth of close to 5% in 2016.

Upcoming event:

2015 FY results: 8 March 2016

Contact

Alexandre SAUBOT
Tél. : +33 (0)4 77 29 94 86
relation-investisseurs@haulotte.com

Carine Ploton
Tél. : +33 (0)4 77 29 94 86
relation-investisseurs@haulotte.com



Codes : ISIN : FR0000066755- BLOOMBERG : PIG FP - REUTER : PYHE . PA
Euronext Paris Compartiment B - Indices : CACS
www.haulotte.com

