

Sales increased by 3% between 2012 and 2013 Significant improvement in orders at the end of January 2014

Revenue by business line in € million (*)	YTD Dec 2013	YTD Dec 2012	change
Equipment sales	284.4	276.1	+ 3 %
Equipment rental	22.2	23.3	- 4 %
Services	36.1	32.5	+ 11 %
Total	342.7	331.9	+3 %

(*) 2012 and 2013 data restated for the sale of the UK rental business completed in June 2013

2013 fourth quarter activity :

Haulotte Group generated consolidated sales of € 85.6 million in the fourth quarter versus € 88.3 million in 2012, a decrease of 3%. The full year consolidated sales were € 342.7 million against € 331.9 million in 2012, an increase of 3% between the two periods.

After adjusting for negative impact of exchange rate changes during the year, an amount of € 7.4 million, growth of sales was 5.5% in 2013. This growth was mainly driven by Latin America (+26%) and Asia-Pacific (+9%).

Services activity shows a very significant increase throughout the year (+11% overall on the year), particularly on the last quarter (+27%), which seems to confirm the high utilisation rates of our machines in the fleets of our business rental customers.

Excluding gains and losses and excluding the sales of the UK rental business, Haulotte Group is expected to show a further improvement in EBIT in the second half of 2013.

Outlook :

The start of 2014 is showing the first signs of a significant recovery of the business, particularly in Europe, which has resulted in a significant increase in our order books at the end of January 2014. This should allow Haulotte Group to show sales growth of more than 10% in 2014.

Upcoming event :

Annual Results : 12 March 2014

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