

## 20% increase in sales between 2013 and 2014

Revenue by business line in € million (*)	YTD Dec 2014	YTD Dec 2013	change
Equipment sales	349.0	284.4	+ 23 %
Location	23.0	22.2	+ 4 %
Services	40.6	36.1	+ 13 %
<b>Total</b>	<b>412.6</b>	<b>342.7</b>	<b>+ 20%</b>

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

### 2014 Quarter 4 Activity:

Haulotte Group generated consolidated sales of € 97.2 million in the fourth quarter versus € 85.6 million in 2013, an increase of 8%. Full year consolidated sales were € 412.6 million against € 342.7 million in 2013, an increase of 20% between the two periods.

Growth remains strong in all areas, + 33% in Asia-Pacific, + 29% in Europe, and + 28% in North America; the exception is Latin America, down -25% in the year.

Service activity shows a significant increase throughout the year (+13% overall in 2014), which seems to confirm the high utilisation rates for Haulotte machines in the fleets of our rental business customers.

Excluding FX gains & losses and the sale of the UK rental business, the Haulotte Group expects final 2014 EBIT to be at the same level as reported at the half year.

### Outlook:

Despite the macro-economic, financial and geopolitical environment remaining very uncertain, the need for fleet renewal in our rental business customers, particularly in Europe, remains very real. This should allow Haulotte Group to show sales growth of close to 5% in 2015.

### Upcoming event:

2014 Annual Results: 11 March 2015

#### CONTACTS

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