

**Third quarter sales of € 112.1 million,  
Up +9% compared to 2020** (at constant exchange rates, excluding IAS 29)

Revenue by business line - excl. IAS 29 - in € millions	YTD Sep 2021	YTD Sep 2020	Var %
Equipment sales	302,8	283,2	+7%
Rental sales	12,3	9,3	+32%
Services	40,2	32,6	+23%
<b>Total</b>	<b>355,3</b>	<b>325,1</b>	<b>+9%</b>

*The changes presented below are at constant exchange rates, excluding the application of IAS29 (Argentine hyperinflation)*

### **2021 Quarter 3 Activity:**

In a global market that is recovering strongly in all zones, but remains constrained by component supply difficulties, Haulotte recorded consolidated sales of € 112.1 million in the third quarter of 2021, up +9% compared to the same period last year.

At the end of September 2021, sales amounted to € 355.3 million compared to € 325.1 million last year, an increase of +11% between the two periods.

In Europe, the Group recorded sales growth of +7% for the first nine months of the year.

In Asia-Pacific, Haulotte achieved, in the third quarter, its best performance of the year, but still posted cumulative sales decrease of -12%.

In North America, the trend observed in the first half of the year continued into Q3, enabling Haulotte to record a +38% increase in sales for all its activities. Growth in this region continues to be driven by the aerial work platform sales, up +46%.

In Latin America, the improvement in the situation is confirmed, enabling Haulotte to post a +57% increase in its cumulative sales, in line with that posted for the first half of 2021.

At the end of September 2021, equipment sales increased by +8%, rental activity by +41% and finally service activities by +24%.

### **2021 Outlook:**

The continuation of the excellent sales momentum has enabled Haulotte to consolidate its historic order book level for the Group. However, given the confirmation of supply difficulties and strong price increase in components, the Group confirms its forecast of sales growth by more than +15% compared to 2020 and its objective of a current operating margin (excluding foreign exchange gains and losses) between 3% and 4% of revenue.

### **Upcoming event:**

2021 Annual Sales: February 15, 2022

### **CONTACTS**

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