

## Annual sales of € 495.8 million, up +13% compared to 2020 (at constant exchange rates, excluding IAS 29)

Revenue by business line - excl. IAS 29 - in € millions	YTD Dec 2021	YTD Dec 2020	Var %
Equipment sales	423,3	381,5	+11%
Rental sales	16,9	12,5	+35%
Services	55,6	45,6	+22%
<b>Total</b>	<b>495,8</b>	<b>439,6</b>	<b>+13%</b>

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

### **2021 Quarter 4 activity:**

Still driven by a very dynamic global aerial work platform market, Haulotte recorded sales of € 140.5 million in Q4 2021, up +24% compared to the previous quarter and +21% compared to the last quarter of 2020, driven mainly by Europe and North America.

### **2021 Annual activity:**

The year 2021, marked by the return to investment by rental companies in all world markets, had been heavily penalized by the growing difficulties in sourcing components that Haulotte faced, as in many industrial sectors. In this tense context, the group achieved a revenue of € 495.8 million in 2021, compared to € 439.6 million in 2020, an increase of +13% between the two periods.

In Europe, the Group recorded overall sales growth of +13% compared with last year in almost all markets.

In Asia-Pacific, Haulotte, which achieved its best quarter of the year in Q4, still posted a -16% drop in sales compared to 2020.

In North America, business continued to grow, enabling Haulotte to record a +43% increase in revenues for all its activities. The aerial work platform sales are up +52% compared to last year.

In Latin America, in a well-oriented market in all countries, Haulotte posted cumulative sales growth of +48% increase, driven mainly by Brazil.

In 2021, equipment sales are up +11%, rental activity +40%, driven by the rebound in Argentina and scaffolding. Service activities, which reached its highest level ever, grew by +22%.

### **2022 Outlook:**

In line with previous communications, Haulotte is entering 2022 with a historic level of orders in a market that remains dynamic. In this context, despite the persistent tensions concerning the procurement of certain components, Haulotte expects its sales to grow by more than +20% in 2022.

### **Upcoming event:**

2021 Annual Results: March 09, 2022

### **CONTACTS**

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